



HJF TRANSPORTS COMMITS TO A SUSTAINABLE FUTURE BY SWITCHING TO LNG

Interview with Antoine Fossoul, Manager of HJF Transports



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A sustainable conscience behind the haulage business

HJF Transports BVBA (hereinafter referred to as "HJF" or "HJF Transports") is a fast-growing family business in Belgium, that owns about thirty trucks. In recent years, like many companies in the logistics and haulage sector, HJF Transports has been facing the challenges, of managing their operating cost of the truck fleet and the desire to reduce the company's carbon footprint.

"Diesel is becoming increasingly expensive and its future is now uncertain. The challenge in terms of mobility such as the increasing volumes of goods to be transported is an aspect that must also be considered in this phase of transition to a greener environment. From this point of view, as a road carrier, our potential for action is very important. In concrete terms, we continue to successfully optimize routes and become more efficient in our operations overall. As an additional step, we plan to switch to new fuels and renewable energies in order to transform our business and become committed to a sustainable future. We therefore believe that it is time to face our environmental responsibilities and implement the changes needed", says Antoine Fossoul, Manager of HJF Transports.

Switching to trucks running on liquefied natural gas (LNG): a strategy that is bearing fruit

To face these challenges, HJF Transports has decided on a new investment strategy: LNG-powered trucks. *"In 2018, we naturally went to Shell Belgium, knowing that they are one of the largest and best-known natural gas suppliers in Belgium, and began a partnership using LNG for our trucks. LNG is by far the most competitive alternative to diesel. To my mind, it is the right solution for road haulage at the moment. Moreover, it is a true partnership and a WIN-WIN relationship: Shell takes into consideration the requests of its customers, our needs and the reality of our operations and business in the development process of new services."*

The company's fleet of more than 30 trucks already has 11 trucks running solely on LNG. Their current performance confirms that Antoine Fossoul made the right choice in switching to an alternative fuel and investing in a more sustainable solution for his truck fleet.

"This solution not only contributes to our overall approach to reducing emissions, but also positively supports our prospects for continued growth. LNG engines also have the advantage of being significantly quieter than diesel engines: -50% dB."

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For more information please visit : [Shell.be](https://www.shell.be)

Think greener for the future

In the near future, HJF Transports plans to invest more in the LNG network with its truck fleet because according to Mr. Fossoul, it is still too limited at the moment and too little known to the general public, while its efficiency and sustainability are well established. This investment will be facilitated by the development of Shell's growing pan-European LNG network in Belgium, the Netherlands, Germany, France and Poland and through the Shell LNG card customers can access the Shell and partner network. *"Due to the demand from our customers, who are at the heart of the development of our company and our business, we also plan to offer more environmentally friendly solutions. Moreover, with Shell Belgium investing in bio LNG, biofuel made by processing organic waste flows, we also believe that it is essential to continue our partnership with them in order to satisfy our customers' needs today- and in the future",* concludes Mr. Fossoul.

