

Henri Mulders and MTS Kiara(ex- Mirevito)



Confidence in Mercurius

Henri Mulders sails on a double hulled Type C-tanker Kiara. A ship that was built 1999, named the Stolt Tolerantie, but bought and renamed by Henri Mulders in 2005. For Henri Mulders this was the start of entrepreneurship, under guidance of the Mercurius Shipping Group. “Mercurius made it possible for me to start a company without immense start-up costs.”

Henri’s parents had a bulk ship, so a career in inland shipping was natural. After having sailed on his father’s ship, he became a sailor at Van der Sluis. There he worked for 22 years, eventually as a captain and finally even in the office. In 2005 he saw an advertisement of Mercurius Shipping Group and he contacted Robert-Jan Zimmerman to discuss the possibilities of buying a tanker.

Robert Zimmerman – Robert-Jan’s father – was the coach of Henri Mulders. Henri turned out to be an excellent learner, because after only 2 years, the acquisition costs were earned back and Henri was independent. “Those were prosperous years. From the beginning, Robert Zimmerman was involved, but only as much as you wanted him to be involved. I have never experienced it as an obligation. If you want, you can let Mercurius do everything for you.” Henri Mulders wanted to do it himself, though. “But I still work together with Mercurius; the accounting is still done by the company. The coaching is not necessary anymore though. I fully own the ship and have a solid contract with Stolt.”

Would Henri Mulders advise young people to do business with Mercurius? He answers openly: “I definitely advise people to work together with Mercurius if you want to become an entrepreneur. It is a matter of trust from both sides. Mercurius also has to be convinced that you have the entrepreneurial spirit. But I must say, they have the experience to do that.” The people of Mercurius know what to look out for. “If a starting entrepreneur quits after a while; Mercurius is left with the investment.”

To underline the trust in Mercurius, Henri and Mercurius are now acquiring a new ship. “The cooperation is very good.”