

# BULK DISTRIBUTOR

THE BULK NEWSPAPER

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## Waitrose makes a 'virtue' of flexitanks

UK supermarket chain Waitrose is making a virtue of shipping wine in bulk with the launch of a new branded range. 'Virtue' wines are shipped in 24,000 litre flexitanks from Chile to Teesport in North East England.

The wines are bought through WaverleyTBS, one of the UK's largest independent drinks wholesalers. They are then shipped by Paltank Ltd, of Southport, which also operates a fleet of tank containers dedicated to shipping wines and spirits. Bottling takes place at Greencroft Bottling Co near Durham.

By using flexitanks, the glass weight of each delivery is cut by nearly 30%, says the supermarket. A standard 24,000 litre flexitank container of wine holds the equivalent of 32,000 bottles and so avoids 16 tonnes of glass being shipped. Additionally, the bottles used are made with at least 60% recycled material.

Virtue is now on sale at the supermarket and thanks to the bulk shipping technique, the wine alone will reduce carbon emissions by 47 tonnes a year, or the equivalent of 14 cars off the road, the supermarket claims.

Waitrose wine buyer Nick Room commented: "We have always worked closely with our suppliers to find new ways of saving on packaging. This exciting method of transporting wine has no effect on the eventual quality or taste of the wine and is cutting down on the environmental damage that comes from the inevitable transportation of wine. As a supermarket, Waitrose has cut product packaging weight by more than a third in eight years, and we're already looking at more wines which will be shipped over in a similar way."

As well as being more environmentally friendly, bulk shipping is also a cost effective method (reducing end-to-end production costs by up to 40%), adds the supermarket. This means that the two Virtue wines, a Merlot/Cabernet Sauvignon and a Sauvignon/Chardonnay are competitively priced at £3.99.



Waitrose wine buyer Nick Room and the Virtue Sauvignon/Chardonnay

## InterBulk secures Syngenta contract



An important win for InterBulk

InterBulk has been awarded new business through the Syngenta 2009/2010 global tender for bulk liquids. Syngenta is a leading plant science company committed to promoting sustainable agriculture through research and technology. The company is a leader in crop protection and ranks third in the high value commercial seeds market.

Winning the 'Syngenta Tender' is significant as it is with a high profile customer with whom InterBulk has been working closely to demonstrate its capabilities. From a relatively low historic level of business, InterBulk has increased its share of Syngenta's bulk liquids transportation business considerably and is now, as a result of the tender, a strategic supplier for Syngenta. Based on the forecasted volume contained in the tender, turnover with the plant science company will increase to approximately £3m a year.

Syngenta's global contract manager (bulk liquids) Jonathan Webster commented: "Syngenta has been impressed by the solution oriented approach adopted by InterBulk and we look forward to working together."

While InterBulk CEO Koert Van Wissen added: "We see this as confirmation that our customer focused approach and high level of service is paying off. Our team is committed to ensuring we deliver excellent service and solutions for Syngenta and hope we can grow our partnership."

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## SNCF grabs control of Ermewa

SNCF's Transport and Logistics Division is to take 100% control of tank container and bulk rail wagon operator Ermewa.

Until now, the Investors in Private Equity investment fund was Ermewa's majority shareholder, with 50.4% of the capital, while SNCF held 49.6%. Following this "profitable industrial and financial partnership", France's state railway giant claims 100% control over the company will enable the Transport and Logistics Division to develop its asset management unit along with the rail transport unit and manufacturers in order to meet the needs of shippers and rail companies.

SNCF also sees the move as reinforcing its strategy of investing in its wagon and container hire activities for goods transport. The move enables the division to boost its development at a European level as it progresses with its ambition to build a multinational logistics operation to rival Germany's Deutsche Bahn Group.

"With Ermewa, the (T&L) division is enhancing its portfolio and gaining a foothold in the gas and chemical container hire business. It is taking control of a profitable company that has proven the robustness of its business model over the past years," said an SNCF statement.

The move will also help to step up the restructuring of the asset management unit, which can rely on Ermewa

management's expertise and skills. Josef Kuettel, in particular, will keep his position as president and CEO of Ermewa.

Pierre Blayau, deputy CEO of SNCF in charge of the Transport and Logistics Division, commented: "With Ermewa, the Asset Management unit will gain a European dimension and even global reach with tank containers. This strategic acquisition shows the division's ambition to strengthen its positioning in this business line by proposing a more diverse offering directly to shippers".

Ermewa group has 515 employees and 30 units located in 20 countries, with a head office in Switzerland. Revenue in 2008 was Eur383.9m. Main activities are tank container hire, specialised wagon hire, logistics services, and construction, repair and maintenance. The group manages of 21,000 wagons and 40,000 containers (of which 16,000 are IBCs or small tanks).

At the same time French logistics operator Norbert Dentressangle and SNCF have reached an agreement on the disposal of Norbert Dentressangle's stake in the capital of Novatrans. The stake, equivalent to 15.1% of Novatrans capital, is being also sold to SNCF's T&L Division through its TLP Company. The disposal has been submitted for approval to the French competition authorities.



Ermewa manages some 21,000 wagons and 40,000 containers



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# ITCO launches *Safe Handling of Tank Containers*

The International Tank Container Organisation (ITCO) launched the Briefing Pamphlet *Safe Handling of Tank Containers* at Transport Logistic in Munich. ITCO chairman Reg Lee introduced the publication by explaining the history behind the pamphlet and that it involved over two years of work to produce the final version. Bill Brassington, of ETS Consulting, gave a presentation to the audience comprising tank container component suppliers, manufacturers, owners, operators and other interested parties

*Safe Handling of Tank Containers* is a joint publication between ITCO and ICHCA International and is the latest of 30 similar Briefing Pamphlets covering a number of port operations safety issues that the International Safety Panel of ICHCA International produce.

ICHCA International is an independent, non-political international membership organisation dedicated to the promotion of safety and efficiency in the handling and movement of goods by all modes and during all phases of both the national and international transport chains.

Originally established in 1952 and incorporated in 2002, it operates through a series of local, national and regional chapters, panels, working groups and correspondence groups and represents the cargo handling world at various international organisations, including the International Maritime Organization (IMO), United Nations Conference on Trade and Development (UNCTAD), International Labour Organization (ILO) and the International Standards Organization (ISO). Its members included ports, terminals, transport companies and other groups associated with cargo handling and coordination. Members of ICHCA International Panels represent a wide cross-section of senior experts and professionals from all sectors of the global cargo transport industry. Members benefit from consulting services and informative publications dealing with technical matters, "best practice" advice and cargo handling news.

*Safe Handling of Tank Containers* was written to provide assistance and guidance to all parties involved in the carriage of cargoes in tank containers and it endeavours to change perceptions of tank container use and design. One of the most common misconceptions is that tank containers all carry hazardous cargoes. In an earlier presentation at the Munich show - *The Seamless Supply Chain* - David Dawson of Westbourne Consulting reported that 60% of all loaded moves are for non-regulated, FOSFA, Class 9 or food cargoes. Dawson also reported that about 40% of loaded dry freight containers are used to carry dangerous goods. The misconception that the majority of tank containers are carrying dangerous goods causes concern among cargo handlers who perceive that stacked tank containers present a serious risk to terminal operators, especially if one or more should fall from the stack. The briefing pamphlet emphasises that deep sea tank container stacking capability is the same as for all other freight containers, and therefore stacking heights can be the same. Of course many designs of tank container do not have the same 'box shape' made by a top-side rail which provides cargo handlers with a false sense of security. All tank containers, and indeed

all freight containers, must be stacked corner fitting to corner fitting. Tank container stability when stacked should be no less than for all other freight containers.

## Risk assessment

The briefing pamphlet recommends that terminal operators undertake a thorough risk assessment when deciding their normal stacking height taking into account site facilities, the ability to stack and recover tank containers, handling equipment available and operator factors.

The pamphlet also demonstrates the numerous safety features available on a tank container, detailing loading and discharge valves, pressure and vacuum relief valves and other service equipment with a whole section dedicated to filling, discharging and manway operation.

There is detailed guidance for the effective operation of the loading and discharge valves. Failure to use all the closure features properly can result in the entire cargo being lost and damage to the bottom discharge valve can also result in small quantities of the cargo leaking out. All valve assemblies available in the market are fitted with a shear groove which is designed to fail should the valve be subjected to any upward force, rather than damaging the tank shell. The pamphlet shows examples of failure caused by landing the tank container onto twistlocks negligently left on the quay side by the stevedore. Fully laden tank containers can be heavier than other freight containers and providing a suitable protection plate under the valve to prevent such incidents would be impossible as it would have to be sufficiently strong so as to support the tank container without deflecting. It is important that tank containers are only landed on flat surfaces where there is no risk of the valve being damaged. It is recognised that if the valve is damaged then there will be a small discharge which would need to be managed in accordance with the cargo carried.

The last Annex covers filling, discharging and manway lid operation and provides a standalone section that can be extracted and used by those involved with these tasks. It details the various methods used for dangerous goods and the risks involved when discharging using a pumped system. Pressurised systems rely on the proper and correctly closing and opening of the manway lid and guides for releasing and tightening swing bolts to ensure the safety of the operator, environment and cargo. The correct closure of the manway lid is very important and the effectiveness of the sealing is demonstrated.

A tank container which, while being transported by road, was involved in an accident which caused the trailer to overturn and the tank container rolled down the embankment. No cargo was



Bill Brassington described the briefing pamphlet on *Safe Handling of Tank Containers* at the Transport Logistic event

lost as the manway lid was properly closed. A second incident involved two tank containers being lifted by a twin lift spreader without properly engaging the centre twistlocks. During the lift the two tank containers fell and landed upside down in the hold. In this second incident the manway lids were not properly closed and the cargo was discharged into the ship's hold. These two incidents demonstrate the need for proper closing of the manway lid and ensuring that the swing bolts are tightened properly and remain so.

The majority of tanks operated by ITCO members are used for the transport of bulk liquids in international logistics and the contents of *Safe Handling of Tank Containers* reflect this. Reference is made to many types of tank container and the designs available for other cargo groups but the majority of the text describes tank containers manufactured to ISO standards. It provides a useful guide to the various designs used by many operators and help shippers and cargo handlers understand the important differences between them. Tank containers designed for multimodal transport within Europe, often referred to as Swap Tanks, are generally longer than ISO versions, but can be indistinguishable from the full ISO version. For users and container handlers without a detailed knowledge of tank container design the pamphlet provides visual indicators that are present on swap tanks that would indicate a reduced stacking strength. This is of particular importance when the swap tank is being stacked in combination with ISO tanks or where they are carried in cell-less ships. The briefing pamphlet recognises the differences between the various designs and provides very detailed information with regard to planning container stacks. The recent investigation into the collapse of swapbody containers aboard the Annabella found that the

top three containers were 30ft swap tanks loaded with butylene gas, a Class 2.1 Hazard. The tank containers involved suffered minor damage which caused the marine authorities in Finland to quarantine the area and specialist stevedores were engaged to remove them from the hold. Following their removal from the hold the swap tanks were inspected and the shell found to be intact and no cargo discharged. Had the swap tanks been loaded with the heavier cargo and positioned lower in the hold with a similar superimposed load then there would have been a risk that the swap tank frame may have collapsed with the risk of some or all of the cargo being released.

## Available information

One of the major recommendations included in the *Safe Handling of Tank Containers* briefing pamphlet relates to the information made available to the terminal and those involved with handling the tank container and is the result of extensive discussions between ITCO and the terminal operators. ITCO have produced two standard packing notes, one for Dangerous Goods which is based on the Multimodal Dangerous Goods Form shown in the UN Recommendation on the Transport of Dangerous Goods Model Regulations and the other for non regulated goods. The ITCO standard forms include a number of extra boxes for additional information including the ACEP reference or Next Examination Date of the maintenance scheme that the tank container is covered by, the stacking load shown on the Safety Approval Plate, the number of compartments and surge plates / baffles and most importantly the degree of loading. The maximum and minimum degree of loading differs for the various dangerous goods and needs to be calculated for each cargo. The same calculation can be used for non regulated cargoes and filling the tank

container correctly will ensure that the tank container can be transported safely on the road and handled with terminal operations. The briefing pamphlet includes quite extensive guidelines and worked examples for filling the tank to ensure safe handling of the tank container, especially during road transport and handling in the terminal. ITCO and the terminal operators agree that tank containers which are not filled correctly should be stopped and the shipper notified.

Safety is a central theme throughout the pamphlet and this is reflected in the additional guidance on working at height and entering tank containers. It should be remembered there are generally very limited walkways available for stevedores and others working on the top of tank containers. Access to the top of tank containers should be made by mobile steps or gantries and the built in ladder should only be used in an emergency.

Transport drivers, outside of a filling / discharge depot or a terminal and who do not have proper equipment, may be restricted in their ability to access the top of tank containers and therefore may not undertake any checks of valves and manway lids. As a general guide the walkways on top of a tank container should not be overcrowded and if there is no need to get on the top, then don't. A stronger message is given by ITCO regarding entering tank containers. The insides of tank containers, whether clean or not, are enclosed spaces that may have low levels of oxygen. Therefore only properly trained personnel should enter a tank container and others should not, under any circumstances, enter.

ITCO and ICHCA International have jointly produced a very useful briefing pamphlet for the *Safe Handling of Tank Containers* which will be of use to those involved with the filling and discharging cargoes and with the transport of tank containers, by road, rail and inland, short sea or deep sea vessels.

*Bill Brassington has been working in the container industry for over 15 years and has worked previously for P&O Containers, Sea Containers and more recently GE SeaCo, a major leasing company for ISO tank containers. He is a technical author and has been an active member of the International Safety Panel for over 10 years and is currently revising two of their Briefing pamphlets on the "Safe Handling of Platform Flats and Flatrack Containers" and "Container Terminal Safety". He is currently involved in many container safety projects including a review of the International Convention for Safe Containers (CSC) and various ISO standards including revisions to ISO 1161 Corner and Intermediate Fittings.*

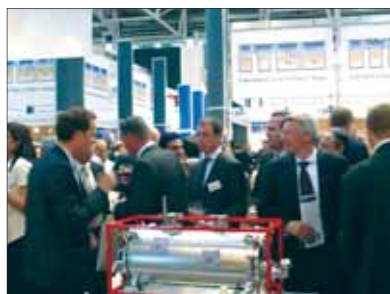
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## Perolo reaches a young 90



Joseph Perolo established the Perolo Machined Parts Company, supplying the automotive industry, in 1919. So to celebrate its 90 years of presence in the fluid handling market, Perolo invited guests and attendees at Transport Logistic to a "verre de l'amitié" – literally, glass of friendship. Taking place on the evening of Wednesday 14 May, guests were treated to a fine Bordeaux wine, befitting the company's home base at nearby Blaye, poured from a scale model tank container. A special cake marking the company's 90th birthday was also cut and slices offered to guests.



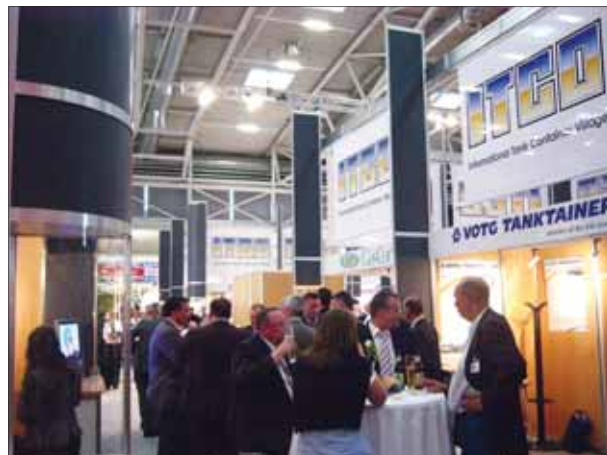
## All well's in the Village

The ITCO Tank Container Village in Munich was deemed a great success by participants and visitors alike. At the official reception on Thursday 15 May ITCO chairman Reg Lee thanked The Hoyer Group for

partly sponsoring the reception and in particular thanked ITCO secretary Willy Freson for planning and arranging the 'Village'.

"We all take this 'Tank Container Village' for granted and think that it just happens," he said. "But that is not true it takes a lot of organisation and hard work to

make sure we all enjoy a good show. The success is down to one man, Willy Freson, and I would like to thank him on behalf of myself and all the ITCO members for the great job he has done."



Reg Lee – the tank container Village was a great success



## ITCO releases carbon footprint study

Also at Transport Logistic, Professor Alan Braithwaite, chairman of LCP Consulting unveiled the findings of his investigation into the environmental performance of intermodal tank containers compared with other equipment, such as drums and flexitanks.

Professor Braithwaite said that the tank container leaves a carbon footprint almost 50% lower than that of an equivalent drummed shipment on certain long-haul routes, and is even 'greener' in many circumstances than the flexitank.

The study concluded that tank containers are the most energy-efficient and environment-friendly way of moving intermediate quantities of bulk liquid materials between and within

continents when the journey involves a sea leg.

This is principally because tank containers, which are manufactured for a working life of up to 35 years, are able to carry backhaul cargoes, after suitable preparation. Whereas the majority of flexitanks are manufactured as single-trip bags, and they are authorised only for the transport of non-hazardous liquids, ITCO says in 'Report on the Assessment of the Environmental Impact of Tank Containers Compared with other Handling Methods'.

The evaluations in the ITCO-sponsored study were based on a representative supply chain between the Shanghai region of China and the Ruhr Valley in Europe and, where appropriate, the

return journey. Both the tank container and flexitank considered in the study had capacities of 24,000 litres while the drummed shipment comprised 80 drums of 213 litres each loaded in a 20ft freight container for a total payload of 17,040 litres. In addition to the delivery of the consignment itself, the LCP end-to-end assessment took into account aspects such as the manufacture of the respective container, empty leg transportation, cleaning and waste disposal.

The investigation found that, on the basis of grams of carbon dioxide (CO<sub>2</sub>) per round trip litre shipped, the tank container shipment resulted in emissions of 268.9 g/litre, the flexitank 276.9 g/litre and the drummed consignment 502.3 g/litre. "An equivalent and more

tangible measure is that the carbon creation for the tank container shipment is about the same as driving two economy class cars from Europe to Shanghai and back," commented Professor Braithwaite in the final report.

A full report on Professor Braithwaite's presentation, and ITCO's 'Charm Offensive with Shipping Companies', by Dave Dawson, will be published in the September/October issue of *Bulk Distributor*.

For further information on please contact Willy Freson, Secretary, ITCO. Telephone: +32 2 783 2270 Fax: +32 2 783 2271 Mobile: +32 475 798 194

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# US bill to beef up hazmat security

A US Democratic Senator has introduced a bill aimed at improving the security of hazardous cargo shipments into the USA.

The Maritime Hazardous Cargo Security Act of 2009, sponsored by Senator Frank R Lautenberg (D-New Jersey), would require the US Department of Homeland Security to improve security for vessels and facilities that ship and receive "particularly dangerous chemicals and petrochemicals".

"Ships bringing liquefied natural gas from foreign ports - and the plants along our shores that receive them - must be better secured against terrorism," Sen Lautenberg said. "This bill would help us protect these ships, facilities that receive them and nearby communities from the potential hazards of high-risk cargoes."

Transporting especially hazardous

cargoes (EHC) by ship can pose potential risks to public safety and commerce, Sen Lautenberg continued, particularly the transportation of chemicals and petrochemicals such as anhydrous ammonia, ammonium nitrate, chlorine, liquefied natural gas and liquefied petroleum gas. Currently, no international standards exist for the safe and secure handling of these chemicals/petrochemicals by ship, he added. And while there are limited US Coast Guard resources for the safe handling of EHCs by ship, the proposal would require training for Coast Guard personnel who handle hazardous cargoes.

The key provisions of Sen Lautenberg's Bill are:

- A requirement for the Obama Administration to work with international partners to develop standards and procedures for the safe

and secure handling of EHCs for all vessels and port facilities

- An employee security training requirement for vessel security officers to complete training on the Coast Guard's Incident Command System
- A requirement for the Coast Guard to modify Area Maritime Transportation Security Plans to incorporate regional response and recovery plans so trade is not disrupted
- The bill is co-sponsored by bi-partisan leaders on the Senate Commerce Committee and the Subcommittee on Surface Transportation and Merchant Marine Safety, Security, and Infrastructure, which Lautenberg chairs.

A fact sheet on the bill is available at: <http://lautenberg.senate.gov/newsroom>

# Den Hartogh commits to Responsible Care

As one of the first transport company signatories, Den Hartogh Logistics recently committed itself to the Responsible Care Programme for the European chemical transport industry.

The programme was specially designed by the European Chemical Transport Association (ECTA) together with participating companies for the chemical land transport sector. By signing up to Responsible Care, Den Hartogh Logistics is committing itself to implement ECTA's Responsible Care principles into its strategy, management systems and daily operations.

"We believe that Responsible Care is the best strategy for us to re-affirm our license to operate vis-a-vis the general public as well as with regards to our customers in the chemical industry, for whom sustainability in the supply chain becomes more and more relevant," said a Den Hartogh statement. "Many leading chemical groups use Responsible Care as their main contribution and guidance to sustainable development in order to develop their business for the longer term."

Meanwhile, Den Hartogh Liquid Logistics has reached agreement with the liquidator to acquire the interests of Extar BV, of Rotterdam, Netherlands. Extar was specialised in Eastern



By signing up to Responsible Care, Den Hartogh Logistics commits itself to implement the principles into its strategy, management systems and daily operations

European, bulk liquid transport, in tank containers and had an annual turnover of approximately Euros30m.

Den Hartogh Liquid Logistics will use the agency facilities of the remaining Extar organisation, not affected by liquidation, in St Petersburg and Moscow, and Ukraine. These agents will now handle the division's movements in these geographic areas.

Den Hartogh Liquid Logistics has been active for a number of years in Central

and Eastern Europe. This will be further strengthened and developed, with the addition of the knowledge and expertise of a number of new key personnel, who will become part of the company's intermodal knowledge centre in Oss, Netherlands.

The current Den Hartogh Liquid Logistics tank container fleet of 2,200 units will be increased with approximately 800 units.

[www.denhartogh.com](http://www.denhartogh.com)

# EPCA unveils executive committee

The European Petrochemicals Association (EPCA) has a new executive committee. Composed of five members, the committee comprises: the President, Dr Albert Heuser of BASF, three new vice-presidents - MM John Paul Broeders, from Royal Vopak, Tom Crotty from Ineos Olefins and Graham van't Hoff from Shell Chemicals. Jan Hammer, from Odfjell, is the treasurer. The Executive Committee assists the secretary general where appropriate.

The new EPCA statutes that came into effect in September 2008 confirmed the merger of the board and the logistics committee and opened up board membership (one third) to service provider companies.

Despite the tough economic climate, EPCA has been able to keep its membership base intact for the year 2009. It currently counts 554 members, the same number as last year.

In addition plans are well underway for EPCA's 43rd Annual Meeting, to be held on 3-7 October 2009 at the InterContinental Hotel, Berlin, Germany. Under the title *Turbulent Times for Chemicals: Coping with Challenges through Sustainable Development*, key conference participants on Monday 5 October include: Joschka Fischer, former Foreign Minister and Vice Chancellor, Federal Republic of Germany; Stephen Pryor, Global President, ExxonMobil Chemical, Nikhil Meswani, Executive Director, Reliance Industries; Dr Gerd Leipold, Executive Director, Greenpeace International.

On Tuesday 6 October there will be a workshop on 'Sustainable Supply Chains'. Dr Ulrich von Deessen, President Competence Center Environment Health & Safety for BASF, will address the audience. His

presentation will be followed by a panel debate.

For the first time EPCA is organising an Exhibition to coincide with the Annual Meeting. Taking place in 'Mercedes World', Berlin, an exhibition with the theme 'Sustainable Cars: Chemicals as Part of the Solution' will be organised in co-operation with Cefic. The Opening takes place on 4 October and continues until 7 October 2009. Besides meeting delegates, EPCA will invite German, Berlin and EU authorities, the international press, the general public and youngsters to visit this exhibition. It will be open to EPCA delegates and the general public for the whole duration of the EPCA conference and focus on the positive impact of the chemical industry on the car industry in three aspects: economical, ecological and human.

[www.epca.be](http://www.epca.be)

# Renault, Allison offer steep advantages



The tankers' chassis can handle steep, windy, single track roads from the Lake District to the Scottish Highlands

BP Gas is benefitting from the arrival of four new Renault Trucks equipped with Allison fully automatic transmissions. The 18-tonne rigid Midlums were specified as part of a fleet replacement programme to increase efficiency, cut vehicle component maintenance and replacement costs, and improve driver comfort on deliveries to domestic, commercial, industrial and agricultural customers in Scotland and the North of England. Working out of three BP LPG gas depots in the north of the UK - Cairnhill in Aberdeenshire, Carlisle in Cumbria and Evanton in Rosshire - the new tankers allow the logistics team to maximise bulk capacity via a chassis which can adeptly handle steep, windy, single track roads from the Lake District to the Scottish Highlands.

Moving away from a fleet of various wheelbases and tanker sizes, BP Gas

instigated a tender process to select one vehicle and a standard tanker size, to improve efficiency. "We needed a 'one-size-fits-all' solution to create a leaner logistics operation; a tanker capable of carrying sufficient volumes of LPG to clusters of remote customers, that could also handle all possible driving conditions, such as tight manoeuvring on a farm," explained Willie Anderson, logistics support engineer for BP Gas. The short wheelbase Midlums proved attractive due to their lightweight chassis which allowed the overall payload of the vehicle to be increased (to 8.2 tonnes), while maintaining the required vehicle agility and driver comfort. The Renaults carry 20,000 litre gas cylinders supplied by Clayton Commercials. Another key factor supporting the choice of Renault was its ability to deliver the trucks with shorter lead times than competitors.

# Callow welcomes back Volvo



Cost was a significant factor in the vehicle and tank specification

Callow Fuels, a Worcestershire, UK based oil and gas distributor, has welcomed Volvo back to its fleet in the form of an FL240 LPG tanker supplied by Hartshorne Motor Services.

The 240hp, 18-tonner features a Day cab and 9-speed manual gearbox and was chosen for a combination of Volvo reliability and competitive pricing, which has also led to two further vehicles being ordered.

"We used to run Volvo's pretty much exclusively," recalled James Callow, a

director of the company and the son of its founder. "Price competition sent us to other makes for a while, but now the cost is once more at a level that makes sense for us." Cost was a significant factor in the tank specification too. The 17,000 litre barrel is a remount, reflecting the rising cost of new examples. It was supplied by Lakeland Tankers, who also provided the digital gas meter, in-cab thermal printer and full ADR kit.



## Waggonbau Graaf back on track



VTG has been collaborating with the wagon manufacturer for 55 years

Following a successful restructuring, Waggonbau Graaff, the wagon manufacturer of VTG, is once again recording high levels of production. In addition to delivering 100 tank wagons in five months, a chemical tank wagon for acrylonitrile has been developed which, with a load volume of 91cbm, can hold two tones more than its predecessor. This means freight costs can be reduced as it saves on one wagon per train.

"For us, getting the production up and running on a high level as well as securing jobs were the steps that most urgently needed to be taken," said Dr Heiko Fischer, CEO of VTG. "Although we were primarily focusing on strategy and integration in the first few months, we were still able to bring the production of tank wagons up to a very high level."

VTG has been collaborating with the wagon manufacturer in Elze for 55 years, during which time, some 1,000 tank cars have been jointly designed and produced. Since October 2008, the wagon manufacturer has been part of the VTG Group.

The integration of the manufacturing plant is going smoothly, adds the company. Waggonbau Graaff is being positioned within the group so that, for example, synergies in procurement can be exploited. Collaboration with the VTG wagon repair workshops is also being intensified. For example, Waggonbau Graaff is building a system for the maintenance of bogies for the workshop in Bruehl.

The plan is for the manufacturing plant to produce not only some 300 chemical tank wagons annually in the coming years, but also other rail freight wagons. To achieve this, staff levels are to be increased in 2009 in the design department. From 2010, the workshop is expected to expand its product portfolio. Initial steps have already been taken in this direction.

"Our aim is to turn Waggonbau Graaff into the perfect example of a company that is valued for its unique expertise," added Juergen Huellen, CTO of VTG. "Over the medium term, we want to increase production to 400-500 wagons a year."

## Whale found in Ireland

Whale Tankers, based in Solihull, UK, has supplied its first ever Kaiser Whale sewer cleaning Jet-Vac with continuous dirty water recycling into Ireland.

Ordered for the end user by Manvik, Ireland's market leader in municipal waste management and contract hire, the new Kaiser Whale was recently showcased at the inaugural Recycling and Waste Handling show in Punchestown.

The unit is now set to be put through its paces with Dun Laoghaire Rathdown County Council in Dublin. Manvik Ireland's managing director Declan Murray commented: "As Ireland's foremost waste handling solutions provider, it is fitting that we have deployed the first Kaiser Whale through our established and growing relationship with Dun Laoghaire Rathdown Council. Everyone has high expectations for a product that in terms of its specification and operating criteria is the best money can buy. We see tremendous potential for the Kaiser Whale within Ireland and aim to help spearhead its uptake among our customer base."

Representing an effective approach to heavy-duty jetting machine applications using recycled water, Dun Laoghaire Rathdown Council will deploy the Kaiser Whale to clean culverts and large diameter sewers across the region. Supplied on a MAN TGA 6 x 2 chassis, the 26 tonne GVW Jet-Vac tipping tanker unit - serving as a fleet replacement vehicle - features the Kaiser KDU High Pressure Water pump assembly and KWP High Performance Liquid ring pump.

Also featured is a 'spiral cassette' loading boom with 12m, 6ins suction pipe that provides 300deg rotation and a tanker loading depth of up to eight metres below ground without the



Dun Laoghaire Rathdown Council will deploy the Kaiser Whale to clean culverts and large diameter sewers

need for additional hoses. Also featured is a 120m x 1ins high pressure jetting hose and hydraulically operated secondary hose reel. As standard, the Kaiser Whale is equipped with Whale's

PLC with SmartWhale logic, and all valves are controlled pneumatically from a single point, thereby eliminating the need for manual intervention.

## Trifleet Leasing opens in China

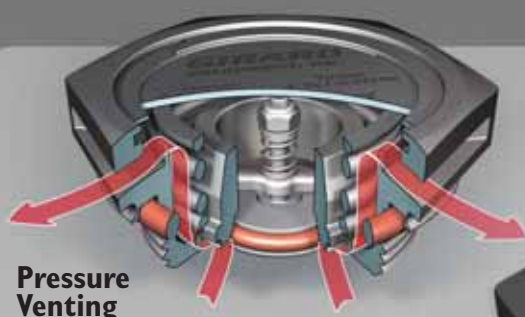
As a further step in the expansion of its global network, tank container lessor Trifleet Leasing has opened an office in Shanghai. To spearhead all activities, Boris Shen (35) has joined the company. Shen has 11 years of tank container leasing experience in the China market. He is in charge of Trifleet Leasing's tank business in the entire China region.

"We are committed to serve our

customers in China in the best possible way. During the coming months we shall build a full service office, including sales and marketing, M&R and operations. We believe that only in this way can we offer the professionalism and responsiveness in China that our customers elsewhere are already used to from us," said Shen.

To contact Boris Shen:  
Boris.Shen@trifleet.com

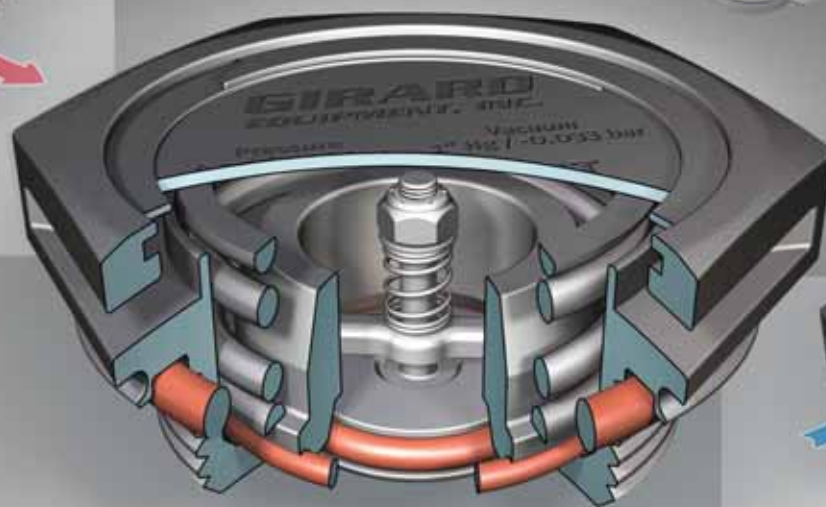
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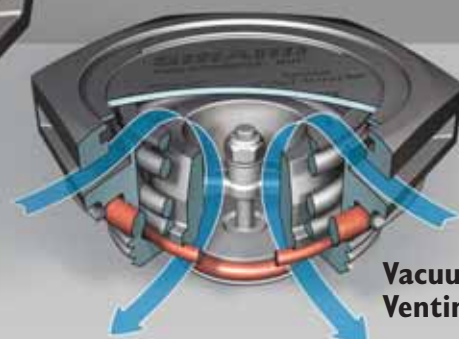
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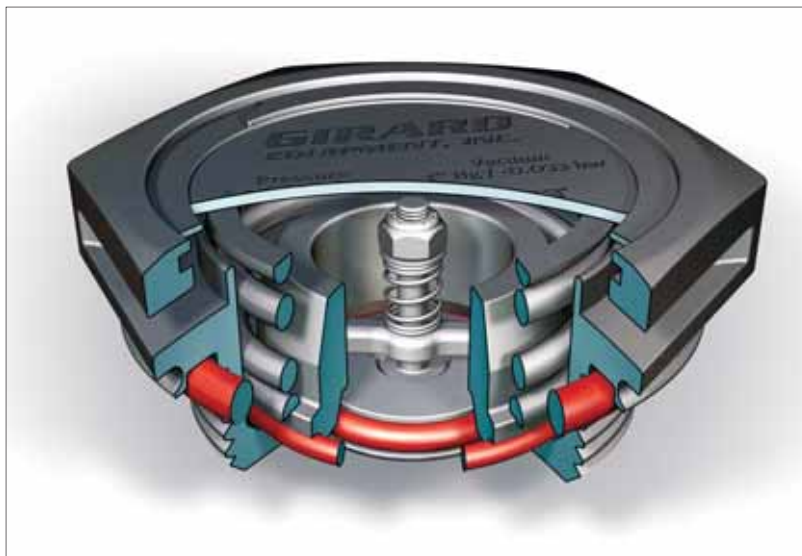


# Girard introduces sMart Vent for IBCs

Girard Equipment, Inc., perhaps better known as a global supplier of tank components, recently unveiled the latest product in its growing line of IBC pressure/vacuum relieving vents.

The 2ins sMart Vent along with the 3ins stainless fusible cap, offers "all the protection you will need for most intermediate bulk containers," said a company statement. The sMart Vent fits into a standard 2ins bung port; the design features a cast stainless guard to protect the vent against impact damage.

Engineered for low maintenance and easy cleaning, the vent offers superior protection for metal IBCs. It has a "quick venting release" feature built into its design. Pressing down on the rain cover releases internal pressures insufficient to trigger automatic venting. This feature would be most beneficial to operators who may experience 'splash-backs' when trying to open IBCs, with built-up pressure within the tank. A machine ring groove allows the vent to be tethered directly to the IBC.



The sMart Vent - "all the protection you need for most IBCs"

Some of the unique features that make the sMart Vent so 'smart' include: all cast and precision machined stainless steel; low profile design; 'quick venting release' (QVR) feature; rugged and

durable; compact and easy to install; electro-polished to allow for each cleaning.

[www.girardequip.com](http://www.girardequip.com)

# Arena expands trip lease service

AR Arena Products, Inc is expanding services offered with its reusable bag-in-box IBC. Arena Products launched the first reusable plastic container (RPC) pooling business in North America.

The Arena 330 Shipper is a reusable, foldable, all-plastic, asset IBC that works in conjunction with sanitary single-use liner bags to reduce the cost and waste associated with shipping non-hazardous bulk liquids.

Arena Products first began offering rental and leasing options for these IBCs in 1993 through its Arena Fleet Services Group. Arena has now expanded the service to offer one-way hires throughout North America that include the use of the Arena Shipper, liquid liner bags, repositioning logistics, inspection and cleaning after each use.

"The Arena Shipper dramatically reduces greenhouse gas emissions, water consumption and solid waste, while substantially reducing the cost of shipping bulk liquids," claimed Mike Brunhuber, vice president of Arena Products. "Yet many companies have

resisted the transition from one-way bulk liquid packaging, such as 55 gallon drums, corrugated bag-in-box and composite IBCs to avoid capital investment in transport packaging, as well as non-core activities like container cleaning and logistics management.

"Through our expanded fleet service offering, we are providing customers with the best of both worlds - a low, fixed cost per trip and a hassle-free, one-way service, combined with the benefits of a reusable system to reduce solid waste dramatically, liquid waste and carbon emissions," continued Brunhuber. "To provide this expanded service, we are developing a national service infrastructure to reduce the cost further of repositioning Arena Shippers for service and reuse. This network will allow us to offer our trip lease services to customers when a dedicated pool of containers may not be financially viable."

Single-use bulk liquid containers, such as corrugated bag-in-box IBCs, as well as some 55 gallon drums and composite IBCs, simply shift the burden

of waste or container servicing from the supplier to the customer. This practice has been legislated against in Europe through the Packaging Waste Directive, which holds suppliers accountable for the packaging waste they generate. Arena Products claims its trip lease service not only relieves both the supplier and the customer of the responsibility for packaging waste, it also dramatically reduces both the solid waste associated with one-way packages and the liquid waste associated with reusable drums, composite IBCs and tank-style asset IBCs. With reduced waste comes reduced cost, reduced carbon emissions and reduced environmental liability.

The Arena Shipper is used for shipping non-hazardous bulk liquids and pastes in the food, health & beauty and chemical markets. Arena Products proprietary Air-Evac liquid liner bags provide additional benefits by dramatically reducing residual levels in liquid liner bags without additional labour and without any risk of contamination.

[www.arenaproducts.com](http://www.arenaproducts.com)

# DrumQuik PRO enables quick connection

DrumQuik PRO is a quick connect chemical dispensing system from Colder Products Company that allows the user to empty a container's contents in a 'closed' manner minimising exposure to fumes or chemical contact. The system comprises a rugged, reusable coupler (dispense head) and a low-cost, recyclable drum insert/dip-tube assembly which facilitates the extraction of aggressive chemicals and food products from drums, jerry cans, and IBCs. The closed system increases operator and environmental safety by minimising dangerous spills and fumes and minimises the potential for contamination of valuable media.

The coupler is connected via standard tubing to the pumping system of the user's choice. A convenient venting port is included to vent fumes or apply blanket gas (N<sub>2</sub>, CO<sub>2</sub>, etc) for oxygen sensitive liquids or even recirculate liquid back to the drum.

The drum insert assembly combines a typical bung closure (2ins buttress, 2ins NPS & BCS 56x4, etc) with an integrated dip-tube (available in a variety of lengths). The coupler is joined in seconds to the drum insert via an easy to use Lock Ring. An automatic shut off valve prevents spillage when disconnected. The DrumQuik PRO Drum Insert does not impact the ability to use standard tamper evident caps available from Rieke or other suppliers.

The DrumQuik PRO system is made from virgin FDA approved materials and is available with EPDM, FKM, and even FFKM (Perfluoroelastomer) seal options. In addition, the coupler is available with



The DrumQuik PRO is claimed to minimise spills, fumes and environmental impact

316SS or Hastelloy C spring options.

An easy to use keying system is available that allows any non-keyed version to be either colour coded, physically keyed or both. The keys are purchased separately and snap into place. A variety of accessories are available including replacement parts, check valves and foot valves (to prevent back-flow into the container), compression and hose barb style fittings and a torque tool adapter for installation of the drum insert assembly. The DrumQuik PRO has been DOT/UN tested and approved with a variety of common drums and IBCs.

[info@colder.com](mailto:info@colder.com)

# SCA launches Quadtainer

SCA Packaging's Industrial Division has launched Quadtainer, a new IBC with a "unique" structural design developed specifically for shipping liquid products.

Quadtainer is designed to carry 1,000 litres of liquid. It interlocks onto a pallet for ease of handling and storage. Constructed in a fully recyclable material, it offers strength and durability that enables it to be stacked two high.

It can be moved around without



Quadtainer is designed to carry 1,000 litres of liquid

difficulty by one operator, and the company claims it is ideal for export and significantly reduces storage and handling costs

[www.scaindustrial.com](http://www.scaindustrial.com)



## In Brief...

### TriMas figures down

TriMas Corporation, which owns Rieke Packaging Systems, saw first quarter 2009 net sales fall 23.4% year-on-year to a total of \$202.7m. First quarter income dropped by 46.6% year-on-year to \$4.1m. "It comes as no surprise that this was a challenging quarter from an operating standpoint for the majority of our businesses," commented TriMas president and CEO David Wathen. However, on a brighter note, he asserted that the company's "cost reduction and leverage-related actions are already having a positive effect on our results and that should continue throughout the year."



### New CFO for Mauser

Dr Thomas Kritzler has assumed the position of interim chief financial officer at Mauser. He will manage the company's financial affairs until a permanent successor to the position of CFO is nominated. Former CFO Guenther Krausser ceased to be a member of the management board of Mauser AG and managing director of Mauser Holding GmbH in May of this year.

### More metering

Fluid Research Corporation has expanded its range of metering, mixing and dispensing equipment with the launch of the FRClean, an automatic cleaning system for drum and pail emptying devices. "Until now, the follower plate, which rests directly on the product, needed to be dismantled, cleaned by hand then reassembled. Fluid Research Corporation's new automated system for cleaning the container emptying device now replaces laborious manual cleaning quickly, simply and reliably," the company stated.



### Consolidation

Drum and IBC reconditioner Twin City Container is looking to consolidate operations at a 70,000 sqm site in Cannon Falls, Minnesota, USA. According to the Cannon Falls Beacon, Twin City purchased the site and existing warehousing facility from the local council for \$2m with the option to acquire a further 81,000 sqm for another \$200,000. The company told the council that in addition to moving its St Paul, Minnesota plastics container recycling and warehousing capacity to Cannon Falls it will also look into the possibility of relocating its steel and plastics drum reconditioning and fabrication activities from its Hastings and Cottage Grove sites, respectively.

# Greif, Jieli ink deal

Greif, Inc has completed a strategic marketing agreement with Zibo Jieli Plastic Pipe Manufacture, an IBC manufacturer in China.

Through the agreement, Greif will have exclusive rights to market and sell Jieli-made IBCs to its customers around the world. Greif and Jieli will also work together in the areas of product development, manufacturing, marketing, distribution, sales and customer services.

"We are pleased to add Jieli to our extensive packaging product portfolio," said Eugene Wu, Greif's vice president and president of Greif's Asia Pacific region. "With Jieli's high-quality product

and Greif's extensive global sales and marketing channel in the industrial packaging area, we will provide a superior IBC product and service to our customers globally."

"The strategic agreement with Greif is a significant milestone in Jieli's business development in the global market," added Hongbo Li, general manager of Jieli.

Zibo Jieli Plastic Pipe Manufacture is a leader in China's plastic pipe and container products and services. The company produces 200L PE plastic drums, 1000L/1250L IBC, and PE, PP-R, PE-RT plastic pipe products.

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## Savi unveils new range of RFID solutions

Savi Technology has made available what it claims to be the first asset and shipment monitoring device that combines a GPS, active RFID and satellite communications. Savi's hybrid ST-694 GlobalTag provides defence, public sector and commercial customers with continuous monitoring and precise location information of supply chain assets "almost anytime and anywhere", including areas where there is no terrestrial reader infrastructure.

The announcement was made along with the availability of two other Savi products – a new active RFID real time locating system and updated SmartChain 6.0 adaptive application software.

The GlobalTag tracking technology, which has been co-developed, tested and trialled with M2M (Machine-to-Machine) solution and service provider Numerex Corp, is available in select quantities now for pilot field operations. Savi says GlobalTag provides a new cost-effective solution to a market demanding new capabilities for continuous in-transit visibility of shipments and mobile supply chain assets, such as transport vehicles, container shipments or large and valuable equipment.

"Savi GlobalTag extends Savi's portfolio of innovative and automated asset management solutions with new abilities for continuous visibility essentially anywhere and anytime," said David Shannon, Savi Technology's senior vice president of marketing and strategy. "This device spans visibility across existing RFID networks and into remote areas where traditional active RFID infrastructure is not practical, such as desert military bases or offshore oil and gas rigs. This will deliver improved, seamless visibility throughout the supply chain regardless of physical location."

The solution exploits Numerex's strength as a provider of full-service, highly secure M2M (Machine-to-Machine) network services and solutions and Savi's capabilities in providing a range of integrated automatic identification and data collection technologies for supply chain visibility, management and security.

Plans call for Savi GlobalTag to become generally available as a DASH7 technology later this year, supporting the ISO 18000-7 standard for active RFID, which will help promote interoperability with compatible networks and devices.

Savi's new real time locating system (RTLS) to locate assets automatically in facilities or industrial yards is less expensive and easier to implement than conventional RTLS systems.

The company says it has "broken through the cost, complexity and configuration barriers" of other RTLS solutions based on Wi-Fi, WLAN or other wireless data technologies. A DASH7 technology based on ISO-compliant active, battery-powered RFID, Savi RTLS can slash time spent locating assets while improving operational efficiency.

Savi RTLS also performs well in harsh and heavy-metal environments, and is ideally suited for defence and government supply depots; heavy manufacturing plants; job shops; oil and gas refineries; aerospace and automotive material, repair and overhaul operations; hospitals; and, outdoor areas storing heavy equipment such as trailers, chassis, containers, bulk emergency supplies, power equipment, etc.

Steve Farrell, Savi Technology's vice president of hardware engineering, commented: "The RTLS adds a further dimension to our growing portfolio of interoperable solutions that identify, track, and manage assets, whether in-transit across the supply chain or at rest at a precise location. Because of the elegant simplicity of our design, the Savi RTLS Solution can be installed within hours at very low cost to reduce capital infrastructure investments."

Conventional RTLS solutions can take weeks or months to install, requiring complex site analyses and systems integration services to install multiple, high-cost readers that are hard-wired into a central processor. This large network of readers is required to determine the location of tagged assets sending signals to the readers.

The Savi RTLS offers a simpler approach with dramatically less reader infrastructure. It uses low-cost, battery-operated "location markers" which are about the size and shape of ice-hockey pucks. These markers can be placed almost anywhere in a facility or yard. The markers communicate their "reference points" to assets equipped with Savi's new ST-632 active RFID asset tag, which collects and transmits its identity and nearby reference point to Savi SmartChain software. This calculates that tag's location and displays it on a site map of the customer's facility.

The ST-632 tags also have lights and buzzers on them that can be activated, if necessary, to help staff quickly find the asset's location.

[www.savi.com](http://www.savi.com)



Savi RTLS also performs well in harsh and heavy-metal environments

## DP World opts for Identec



Identec's first major award was for Jebel Ali in Dubai

Global ports operator DP World has chosen Identec Solutions for truck identification and access control at all their Australian container terminals.

Identec is working in conjunction with RAMP, a local Sydney-based system integrator, to deploy the total active RFID solution including long-range tags, readers and integration software. Readers and positional markers will be located at all terminal access points. Trucks will each be 'read' as they enter and exit the facility and the tag ID communicated to the gate application of the Navis SPARCS terminal operating system. The first deployment has already been completed at the Port Botany Terminal, Australia's second largest container port, located in Sydney. The system will be rolled out to DP World's Brisbane and Fremantle sites over the next six months.

Prior to the award, Identec, along with competing vendors, undertook a rigorous proof-of-concept test that was evaluated by DP World's Australia operations teams. "We believe that active RFID is a key process automation technology for gate and yard operations - and it supports DPW's commitment to both improving safety and increasing productivity," stated Joe Schofield, national manager operations efficiency for DP World's Australia region. "Multiple vendors were evaluated; however we found Identec Solutions' technology features, performance and reliability were well suited to the demands of marine container operations."

The contract was awarded to, and is being deployed by, Ramp RFID, an Identec reseller. "This is a major step forward for the application of active RFID in the transportation and logistics market in Australia," commented Kevin Cohen, Ramp RFID's CEO. "We are looking forward to increased adoption of active RFID across the ports sector and in the Australian market in general."

This represents Identec's second major award from DP World for RFID enabled gate automation. The first was for the Jebel Ali container terminals located in Dubai. The company also supplied an RFID gate solution at Georgia Port Authority in Savannah, GA.

[www.identecolutions.com](http://www.identecolutions.com)

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## ILTA show hits new record (and BD was there too...)

Bulk Distributor's new *Storage* *Terminals* supplement was launched at the 29th ILTA International Operating Conference & Trade Show in Houston, TX, on 8-10 June. Here we present some images of the event, while reports from the conference will appear in the next issue of *Storage* *Terminals*, to be published in September.

Over 250 domestic and international companies exhibited in the trade show, the largest number in its history. More than 3,300 industry personnel attended the three-day event, which included a conference, the trade show and three training workshops. "This year, as the

decline in our economy has continued, many companies in our industry have cut back on their travel budgets. However, ILTA's strong membership base produced an excellent turnout for this year's conference and trade show," said ILTA president David Doane.

Twelve ILTA terminal member companies received the Safety Excellence Award for demonstrated exceptional performance in protecting the safety of their employees. The 2009 winners were: Asphalt Operating Services, LLC; Buckeye Terminals, LLC; CITGO Petroleum Corporation; Flint Hills Resources; Hess Corporation;

Houston Fuel Oil Terminal Company; Intercontinental Terminals Company; International Raw Materials, Ltd.; JIT Chemical Corporation; Marathon Petroleum Company LLC; Motiva Enterprises - New Jersey Complex; and Petro-Diamond Terminal Company. Two companies, NuStar Energy, LP, and Western Refining Company, LP, were awarded the 2009 Platinum Safety Award for their demonstrated "exemplary safety culture".

[www.ilta.org](http://www.ilta.org)



ILTA president David Doane (left) congratulates Todd Denton, VP regional operations, NuStar Energy, who accepted the ILTA Platinum Safety Award for a large company



## TSA CONFERENCE & EXHIBITION

The UK Tank Storage Association Conference and Exhibition will be held on Thursday 24 September at the Hilton Hotel Coventry. It is the UK's leading event for the bulk liquid storage sector, and is now in its 10th year.

This year's conference will be used to launch the Process Safety Leadership Group's final report. Tony Traynor, chair of the of PSLG, will deliver the keynote address following which presenters from the COMAH Competent Authority and Industry will provide insights into the conclusions of the seven working groups.

A senior Environment Agency speaker will describe the implementation of the containment policy for COMAH sites storing fuels. The survey of current containment provisions at non fuel COMAH sites storing hazardous liquids and the consequential implications will also be described. The Chemical Industries Association Safety & Risk Policy Manager will describe what has been done and what is planned in the field of Process Safety in our industry. This will be followed by a presentation which will describe how technological advances can enhance process safety in the bulk liquid storage industry. The Conference will be complimented by an exhibition at which a wide range of companies will be showcasing their industry related products and services.

[www.tankstorage.org.uk](http://www.tankstorage.org.uk)

## Declining VLCC storage

The number of supertankers used to store crude and oil products has fallen by a third since March, according to oil industry watchers.

Only about 30 very large crude carriers (VLCCs) are in use now, compared with 45 in the latter part of the first quarter. A supertanker can hold about two million barrels of crude.

The quantity of oil stored at sea had climbed to the highest in at least two decades as traders sought to profit from a contango market in which spot prices for near delivery were significantly lower than forward prices. This made it profitable to buy oil at spot rates and put it into storage.

The decline in using VLCCs for storage is because rates on the industry's benchmark route, based on Saudi Arabian shipments to Japan, have more than doubled since the beginning of May. The route rose by 2.3% to 54.66 Worldscale points on 24 June, according to the Baltic Exchange. Worldscale points are a percentage of a nominal, or flat, rate, for more than 320,000 specific routes.

## S China's largest terminal

PetroChina International is to build the largest oil terminal in South China. Situated on Xiaohu Island, Guangdong Province, the terminal is expected to come online later this year. It will comprise storage capacity of 765,000cbm and a wharf with a loading capacity of 80,000 tonnes.

On the same island, China Petroleum Transportation, a subsidiary of the China National Petroleum Corporation, will launch a petrochemical logistics hub costing Euros36m. The hub will load and unload about 500,000 tonnes of refined oil per month.

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## VA state needs to regulate fertiliser tanks

In its final report issued into the November 2008 collapse of a fertiliser tank at Allied Terminals in Chesapeake, VA, the US Chemical Safety Board (CSB) recommended that the Commonwealth of Virginia regulate or authorise local jurisdictions to regulate the design, construction, maintenance and inspection of large fertiliser storage tanks located on the Elizabeth River.

On 12 November 2008, an aboveground storage tank catastrophically failed releasing 2m gallons of liquid urea ammonium nitrate (UAN) fertiliser and seriously injuring two workers. The release overtopped a containment dike and flooded sections of a nearby residential neighbourhood, requiring remediation of the soil. At least 200,000 gallons of spilled fertiliser could not be accounted for, and some reached the nearby Elizabeth River, which flows into the Chesapeake Bay.

CSB board member William Wark said: "By recommending regulation of similar storage tanks located on the Elizabeth River, we hope to protect not only communities and workers but also the vitality of the Chesapeake watershed."

CSB investigators found that the tank involved in the accident – referred to as Tank 201 – had undergone welding work. Contractors removed the vertical riveted seams and replaced them with welded plates with the intent of strengthening the

joints. Similar work was done to three other tanks at the facility.

"The CSB's investigation found that the welding performed on the tanks did not conform with recommended industry practices," said investigations supervisor Robert Hall, PE.

"Additionally the company did not ensure that post-welding inspections were conducted prior to refilling the tank to its maximum capacity."

The report noted that the US Environmental Protection Agency regulates the safety of petroleum storage tanks, but liquid fertiliser and other non-petroleum tanks are regulated by individual states. Virginia is one of 33 states that do not currently have regulations for liquid fertiliser tanks, the CSB said.

In addition to calling for state action to regulate storage tanks, the board urged the EPA to revise and reissue a safety bulletin on liquid fertiliser tank hazards and asked The Fertilizer Institute (TFI), a trade association, to urge member companies to require appropriate inspections of tanks used to store liquid fertiliser at terminal facilities.

In December 2008, the board issued an urgent recommendation calling on Allied Terminals to take immediate action to reduce the risk of a catastrophic failure of three tanks located at its facility – one about 250ft from the South Hill neighbourhood. The CSB also recommended that Allied Terminals select an independent engineering firm to evaluate the specified tanks and within 30 days provide a report prepared by the independent tank engineering firm to the City of Chesapeake.



The tank's failure released 2m gallons of liquid urea ammonium nitrate fertiliser, seriously injuring two workers

The independent report resulted in Allied Terminals significantly reducing the maximum liquid levels of the remaining tanks.

The CSB investigation identified 16 other tank failures at nine facilities in other states between 1995 and 2008. These 16 failures resulted in one death, four hospitalisations, one community evacuation, and two releases into waterways.

The CSB is an independent federal agency charged with investigating industrial chemical accidents. The agency's board members are

appointed by the president and confirmed by the Senate. CSB investigations look into all aspects of chemical accidents, including physical causes such as equipment failure as well as inadequacies in regulations, industry standards, and safety management systems.

The board does not issue citations or fines but does make safety recommendations to plants, industry organisations, labour groups, and regulatory agencies such as OSHA and EPA.

[www.csb.gov](http://www.csb.gov)

## Vopak gives green light for Amsterdam

Royal Vopak is to press ahead with a new storage terminal for oil products in Port of Amsterdam, Netherlands. The new terminal will provide additional storage capacity to meet the growing demand in the Amsterdam-Rotterdam-Antwerp (ARA) region. Amsterdam plays an important international role as logistical hub for gasoline facilitating product flows between Europe, North America and Asia. As a result of growing geographical imbalances between supply and demand the new Vopak terminal will offer both existing and new customers an opportunity to strengthen their positions.

The facility will store, blend and handle gasoline, other clean oil products and their components. It will have a potential capacity of over 1.1m cbm, with two jetties for handling seagoing vessels with maximum capacity of up to 120,000dwt and eight berths for seagoing vessels, coasters and inland barges with capacity up to 20,000dwt.

Vopak and the Amsterdam Port Authority previously signed a lease contract for a 35ha site in the Africa harbour in Amsterdam-Westpoort, the western port area. Both the Port Authority and Vopak will work closely together in developing the waterfront infrastructure in order to establish a successful operation benefiting the Port of Amsterdam and the North Sea canal area.

Vopak has awarded the construction of the terminal to BAM Leidingen & Industrie, an operating company of Royal BAM Group NV. The phased construction is planned to start as soon as possible and the terminal is planned to be taken into operation in stages in the second half of 2011.

Commenting on the decision to invest in the terminal, John Paul Broeders, chairman of the executive board of Vopak, said: "This new terminal will enable Vopak to improve further the services it provides to its international customers and strengthen Amsterdam's position as the leading gasoline blending hub in NW Europe. Furthermore, tighter product specifications and increased oil product diversification provide an excellent opportunity for Vopak to invest successfully in this gasoline and clean oil product storage capacity."

Just before the Amsterdam decision, Vopak announced that PT Jakarta Tank Terminal (JTT), its joint venture with PT AKR Corporindo Tbk, had signed a US\$60m financing agreement for the construction of Vopak Terminal Jakarta, an independent petroleum storage terminal at Tanjung Priok port, Jakarta, Indonesia.

The finance was provided by the international banks FMO (Nederlandse Financierings-Maatschappij Voor Ontwikkelingslanden NV) The Netherlands, DEG (Deutsche Investitions-und Entwicklungsgesellschaft mbH) Germany, and ING Bank NV Singapore for the construction of the first phase of the terminal for petroleum products with capacity of 250,000cbm. The terminal is expected to be fully operational in 2010.

JTT is 51% owned by PT AKR Corporindo Tbk, Indonesia's largest bulk chemicals and private sector distributor for petroleum products. Vopak Indonesia holds 49%.

[www.vopak.com](http://www.vopak.com)

## ChemoilAdani reports growing bunker sales

Chemoil has announced that its joint venture supply service with Adani Enterprises Limited in India has experienced encouraging sales and growing demand within its first three months.

Monthly sales from ChemoilAdani's operations at Mundra Port reached a record 50,000 tonnes in March. With the Indian bunker market for international ships averaging less than 1m tonnes a year, the latest volume figures represent a sizeable market share, which is expected to increase. Fuel deliveries at Mundra, India's largest bunkering hub, are made via pipelines to 12 berths, while a combination of owned and chartered barges are used to deliver to other ports in the Gujarat region.

In mid-March, *GEORGE SEA*, a 6,600 dwt Chemoil-owned barge was deployed in the region to meet rising demand, complementing the other existing barges *AEL 1*, *AEL 2*, *KAMAL XXI*, *HOPE ISLAND I*, *HOPE HIGHLAND II* and *ASTAMUDI*. The majority of deliveries are made to container ships and tankers.

As part of its market expansion strategy, ChemoilAdani has plans to extend its supply service to larger vessels in the Gulf of Kutch and nearby Gujarat ports. "ChemoilAdani is the largest supplier of marine fuels in the region today. Through Mundra Port, we will also tap into the booming refining industry in Gujarat, which includes refineries owned by Reliance Industries, Essar Oil and Indian Oil Corporation. These



Chemoil is one of the world's biggest physical suppliers of marine fuel products

refineries, which are among the largest in the world, should increase the volume of tanker vessels visiting the region. We are confident in meeting the growing demand from shipping companies taking advantage of the operational efficiencies presented by ChemoilAdani's ideal location and reliable service," said Basheer Ahmed Sayeed, CEO, ChemoilAdani.

Adrian Tolson, Chemoil Vice President, sales & marketing added: "With its strategic location and modern facilities, Mundra already has a sizeable share of the Indian bunker market that will only grow larger. Together with Adani Enterprises, we are set to continue driving the growth and internationalisation of this market through the

combined competencies of our JV company.

"With the arrival of *GEORGE SEA*, we have substantially enhanced our delivery capabilities to cater to supplying larger tankers in addition to container vessels, as the volume and variety of ships calling in the Gulf of Kutch increase. We are buoyed by the promising start to the business and our sights remain focused on unlocking the potential within the promising pan-Indian fuel oil and petroleum product markets."

Mundra is the largest private port in India and is operated by the Adani Group. It is located west of Kandla Port in the Gulf of Kutch in the western Indian state of Gujarat. Strategically-positioned near the key shipping routes of Asia, the Middle East, Europe and Africa, Mundra Port enables ChemoilAdani to expand into other Indian ports to untap the vast potential of India's marine fuel market. Besides Mundra, ChemoilAdani's supply service extends to the other ports of Gujarat – Kandla, Sikka, Jamnagar and Bedi.

The Adani Group owns and operates the joint venture's supply infrastructure at Mundra Port. Storage terminal facilities with aggregated capacity of 90,000cbm that are leased from the Mundra Port Special Economic Zone are available for fuel products storage. The capacity of the terminal can be increased to 120,000cbm as market demand dictates.

[www.chemoil.com](http://www.chemoil.com)

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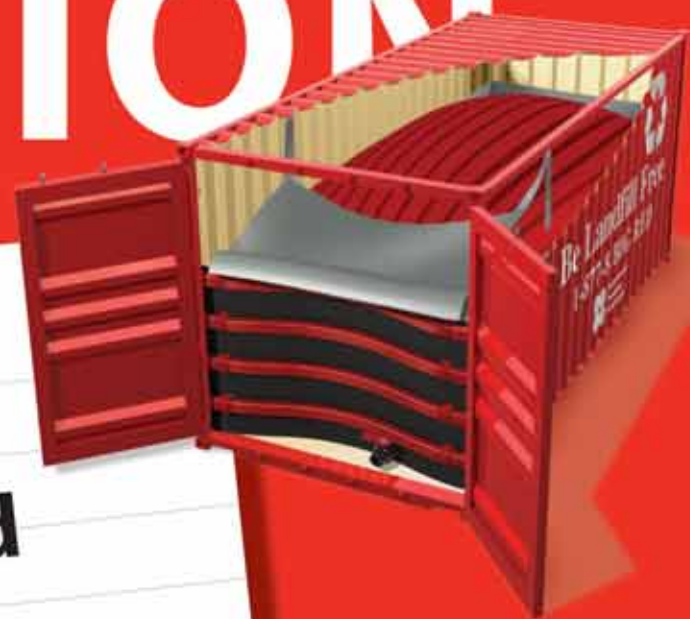
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