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# Brenntag responds to silicone implant allegations

Brenntag has issued two statements in the past month after becoming embroiled in the controversy over material supplied for breast implants manufactured by French company Poly Implant Prothèse (PIP).

The implants from PIP were banned last year after they were found to contain a non-medical-grade silicone filler. In December 2011, French authorities recommended that 30,000 women have faulty breast implants removed as a precaution.

Following disclosures and comments regarding the products used in the implants and Brenntag's position as former supplier to PIP, the distribution company issued a statement saying: "The silicone oils delivered by Brenntag are standard products for many different applications and are intended to be used in industrial applications including the Personal Care industry. The products are not for use in breast implants.

"In line with our process standards Brenntag customers are provided with safety data sheets and specifications on all necessary information. We confirmed in our order acknowledgements the exclusive industrial use of the products (including Personal Care). Furthermore Brenntag advises customers to verify if the delivered products are suitable and appropriate to the customer's product requirements."

Brenntag added that it had "fully answered inquiries from the French authorities (Afssaps) in April 2010. Since then there were no further inquiries".

Two weeks later the company issued a further statement to the effect that it was not aware of the composition of the implant filling called 'PIP mix' in the media. It is still "unclear to what extent the products delivered by Brenntag may or may not have been used in the implants".

"If the silicone oils delivered under the product name of Baysilone are part of the PIP breast implants, they could only have made their way into the implant through intentional criminal and improper use by the French manufacturer (PIP), as the oils had been clearly classified as intended for industrial use only," the Brenntag statement read.

"Silicone oils can be sold without restrictions – for suppliers there is no legal requirement to monitor subsequent use. Monitoring by suppliers is also unusual because the confidentiality of proprietary formulations and production processes is common practice across many sectors.

"PIP introduced itself as a broadly positioned healthcare provider that also manufactures and sells various medical devices globally in addition to implants. As far as we are aware, the product range included scab and prosthesis cushions, for instance. As a result, there was no evidence suggesting that the products delivered by Brenntag could be intended for use in the human body.

"In addition, medical device manufacturers are subject to government supervision. Brenntag could therefore assume that PIP, a leading certified provider of medical devices, would be supervised accordingly by the French health authorities. As far as we are aware, the French health authority Afssaps never found fault with PIP and its products during the entire delivery period," the statement concluded.

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# Suttons wins Air Liquide contract


Suttons has secured a contract with Air Liquide UK to provide bulk gases logistics from Air Liquide key UK operational sites to its customers across the country.

Suttons says it has extensive experience in transporting gases by road and the contract confirms it as one of the leading providers of bulk gases distribution.

Andrew Palmer, group managing director of Suttons, said: "This is a significant contract win for Suttons and proves we are further enhancing our reputation for providing a safe and effective service. The economic environment remains challenging yet we are continuing to secure new contracts both here and further afield.

Tony Bonnett, UK operations manager for Air Liquide UK added: "We are delighted to be working with Suttons after an extremely tough selection process. Air Liquide UK has stringent contract specification requirements and criteria which have to be met without exception, to ensure we offer safe distribution for all our bulk gases combined with service levels second to none for our customers. Suttons has a proven record and extensive experience of bulk gases logistics to a wide spectrum of industrial operations and having met our contract criteria in full, were successfully awarded this important contract."

"Suttons shares our ethos of not only understanding the importance of delivering a consistent and reliable service to its customer base but also being flexible where necessary. In addition, Suttons also recognises that during all aspects of bulk gases logistics, safety is paramount and must always come first."

# VTG reorganises rail

VTG has decided to expand the product portfolio of its Rail Logistics Division to ensure that it continues to benefit from the market trends encouraging modal shift from road to rail.

VTG is to focus on three profitable groups of products, each of which has "a great market potential", the Hamburg-based rail operator said. The products are: liquids (eg mineral oil, chemicals), agricultural products (including former TMF-activities) and industrial goods (eg, steel products). "With this broadened scope of the division, we will access new customer groups and regions and take even more traffic from the road onto the railway", said Gert Sieksmeyer, head of VTG Rail Logistics Europe.

The operational activities already reflect the broadened divisional scope with VTG subsidiary Transpetrol in charge of the transport of liquids in central and eastern Europe and VTG's Rail Logistics division assuming responsibility for liquid goods in western and southern Europe. VTG Rail Logistics will moreover be responsible for agricultural and industrial goods throughout Europe, benefiting from Transpetrol's existing network and expertise.

# Wincanton cements major contract with Lafarge

Wincanton has won a contract to deliver more than 2 million tonnes of bagged and bulk cement for the UK's biggest manufacturer Lafarge Cement UK. The multi-year contract will see Wincanton work in close partnership with the construction company's own in-house logistics fleet.

"As a global brand operating across 78 countries, Lafarge is stringent in selecting who it works with, which makes the announcement of this contract doubly satisfying and underlines our strength in this competitive sector," said Chris Kingshott, managing director for manufacturing at Wincanton.

Key to the success in winning the contract was Wincanton's commitment to cultivating long term partnerships with customers based on shared cultural values, including plans to drive forward continual safety improvements, reduce carbon emissions, and boost overall operational efficiency.

Alaister White, Lafarge Cement's head of logistics, said: "When we are looking to award a contract of this importance to our business and our customers we will only consider those potential partners who not only meet the high qualification standards, but who will also bring something extra to the business.

"Wincanton's operational team demonstrated their strong determination and ambition to make this contract work for all concerned, including our customers. They also succeeded in demonstrating that they fully shared our safety values and were prepared to put in the extra effort and apply their own experience and expertise to take that relationship a step further."

The Euro 5 compliant Wincanton vehicles deployed to carry out the contract with Lafarge Cement, will deliver both bagged and bulk loads of cement from sites across the UK, from Aberdeen to Liskeard.

Chris Kingshott added: "We are extremely proud to be associated with a global business such as Lafarge and look forward to delivering excellent customer service while continuously seeking to reduce the impact of our operations on the environment."

# US tech bulletin on tank trailer ladders

In a continuing effort to enhance the safety of workers climbing on tank trailers, the Cargo Tank Risk Management Committee (CTRMC) and the US Truck Trailer Manufacturers Association (TTMA) have published a new technical bulletin on tank trailer ladders.

During past CTRMC meetings, industry stakeholders have overwhelmingly expressed a desire for a document outlining the suggested attributes of a ladder employed on the most common tank trailer type — the one-compartment variant. Accordingly, committees within the CTRMC and TTMA deliberated on this matter, and after consideration, finalised TTMA TB Number 125. Almost two years ago the CTRMC was formed to protect better 'workers on the top of tanks' in the American road transport industry. The group is comprised of stakeholders from most disciplines within the tank trailer market; carriers, consignees, manufacturers, shippers, wash facilities, and others. The TTMA, founded in 1941, is the principal trade organisation representing North American manufacturers of trailers with gross weights in excess of 10,000 pounds.

www.ttmanet.org



# Whale provides BASF with suction power

*The Whale tanker was manufactured to meet full ADR class 3 regulations*

An ADR compliant Whale chassis mounted tipping tanker is the new driving force behind BASF Performance Products' vessel and sump cleaning process at its plant in Bradford, West Yorkshire – one of the largest single site chemical facilities of its kind in the UK.

Having elected to bring the service in-house for the first time, BASF Performance Products specified Whale following a detailed evaluation of vacuum tanker equipment available here in the UK. In addition to helping deliver greater operating efficiencies, by being onsite full time at Bradford, BASF is confident that the 3,800 gallon, 316 stainless steel tanker will pay for itself within 18 months.

Paul Spiers, BASF's site services plant manager said: "Following a detailed and comprehensive tender process, we were delighted that Whale came out on top. In addition to having witnessed a number of sub-contractors who operate Whale units on our site, we knew the equipment must be good and up to the job. Not only were we extremely impressed with the quality of build and its performance capabilities, we were equally impressed with the team effort in specifying the right pumping equipment for the tanker."

BASF will also benefit from Whale's preventative maintenance service and testing programme; a service that provides on-site scheduled servicing and testing to suit BASF's work patterns.

While the operation involving the cleaning of on-site vessels and sumps will take place on a daily basis and be delivered by a fully trained, three man BASF operational crew, the new vehicle will also form part of BASF's Incident Support Unit fleet.

Manufactured to meet full ADR class 3 regulations, the tanker has been supplied on a Volvo FM 410 8 x 2 32 tonne GVW chassis, itself converted to comply with the ADR requirements of Chapter 9.2. With Whale's background in ADR, the company ensured that BASF received TC1 and TC2 approval certificates on delivery of the new unit. Whale will also provide BASF with TC3 certification throughout the life of the vehicle.

Specified with a requirement to provide powerful air loading and vacuum performance, the tanker – manufactured from grade 316 stainless steel and equipped with a three-stage tipping ram to aid discharge – features a Kaiser 3000i liquid ring pump giving 1800 cfm suction only. A secondary rotary vane Mistral exhauster giving 245 cfm provides additional suction and pressure discharge facility. The Kaiser KWP is not only compact in design and constructed from lightweight, high strength aluminium alloy – providing a 60 percent weight saving when compared to cast iron equivalents – the pump has a Teflon coated interior to reduce abrasion and corrosion, thereby extending the service life.

Acquired by BASF, the world's leading chemical company in 2008, annual output from the Bradford site is over 250,000 tonnes, 84 percent of which is exported. The site primarily manufactures products used to enhance industrial processes, and ingredients that are used in home and personal care products. Occupying an area of some 50 acres, the Bradford plant has 11 main production facilities.

• One of Whale Tankers' headline exhibits at last year's dtexhibition was a frameless ADR WhaleVac tanker sporting the silver livery of Norfolk-based Harveyson Haulage – a company specialising in the collection and transportation of all kinds of hazardous and non-hazardous liquid waste.

Manufactured to ADR Class 3, 6.1 and 8 requirements and designed to transport hazardous waste, the 44-tonne GVW unit joined Harveyson Haulage's seven strong line-up of ADR tankers after the show to bolster the company's total fleet to 15.

The WhaleVac is manufactured from 316-grade stainless steel and supports Harveyson Haulage's nationwide back-up tankering service for a number of blue chip utility providers and private customers.

Commenting on the decision to specify the company's latest WhaleVac, managing director, Keith Harveyson said: "Throughout our 15 year trading history we have always enjoyed great longevity from a range of Whale's tankers and their ability to perform continues to impress. They remain a firm favourite with the teams that use them, all of whom are very comfortable with how easy they are to operate. Another important consideration for us as a company is giving our customers, many of whom are industry heavyweights, access to equipment that they themselves know and recognise as being the best that money can buy. We are confident that the new WhaleVac will prove equally as reliable as the other Whales that we operate and are understandably keen to see it in action."

With a carrying capacity of some 29,500 litres, the WhaleVac features a fully hydraulically operated rear door and hydraulic door clamps. With safety of operation in mind, for access to the three top mounted manholes Harveyson's have specified the full length high level catwalk on the nearside complete with a pneumatically operated, full length folding safety rail. The hand rail operation is interlocked with the parking brake to prevent the tanker from being driven with the handrail erected.

Complete with the latest designed Molex Grade 316 stainless steel valves, incorporating Viton seals, this WhaleVac features a Mistral 7 series exhauster/compressor that has a secondary cut-out and flame traps. Power is supplied by the WhaleVac's own chassis mounted diesel engine that has a variable throttle control.

Echoing the look of the tankers one colour silver finish, the WhaleVac is fitted with full length hose storage on the near and offside manufactured from stainless steel. Built and tested to meet full ADR requirements, the tanker has been supplied with TC1 and TC2 certification.

Commenting on behalf of Whale Tankers, managing director, Mark Warmington said: "Not only is the show exhibit visually striking, the operational features that have been specified in this instance serve to demonstrate why the WhaleVac is such a popular choice across our customer base, and this is something that our team at the exhibition will be keen to promote. We are confident that the unit will prove to be a major talking point over what we hope is a fruitful two days."

# Dover sells Heil Trailer

Supports Ongoing Effort to Focus on Strategic Growth Spaces

Dover Corporation has completed sold its tanker manufacturing subsidiary Heil Trailer International to American Industrial Partners of New York. Subject to normal post-closing adjustments, proceeds from the sale are US$220 million.

"We are pleased to have completed the sale of Heil Trailer International," commented Bob Livingston, president and CEO of Dover. "This transaction marks another step in our strategy of focusing on our growth areas. While Heil Trailer has strong brand recognition and market position, it did not align with our long term strategy."

The company expects a gain on the sale of approximately \$0.35 per share. Heil Trailer's full-year 2011 revenue is estimated at \$250 million, with associated full year earnings per diluted share of approximately \$0.11, including \$0.04 attributable to the fourth quarter of 2011. Heil Trailer's 2011 financial results, along with all comparative periods, and the anticipated gain on the sale, will be reported within discontinued operations beginning in Dover's fourth quarter 2011 earnings release.

Lazard served as financial advisor to Dover on this transaction.

# Cooper handles tanks with care

One of the largest tanker cleaning operators in the south of the UK has taken delivery of a container handling machine from Cooper SH.

The Konecranes machine has been designed to help reduce off-road time for drivers and will help South Eastern Tanker Services (SETS) provide a faster and more efficient cleaning operation.

With tanker volumes increasing year on year, SETS needed a new frontline machine with increased visibility, truck reliability and longevity to cope with the growth in demand.

Chris Barnes, sales manager of Cooper SH, explained: "Reliability, longevity and low running costs were very much at the front of SETS's decision making. After an in-depth review of the site and its existing equipment, combined with discussions with operators, we were able to build the perfect container handling machine."

Instead of basing the truck on the previous forklift chassis and design, Cooper SH developed an empty container mast and attached it to an SMV ECB 80 machine built on a 16 tonne chassis.

"The previous forklifts were perfectly acceptable, but when you take into consideration the amount of time the operator is straining their neck looking up at the tankers, we addressed this situation by supplying a machine with an elevated cabin for better visibility and comfort," continued Barnes.

SETS has a low height restriction in place on its overflow yard, therefore, the right mast was needed for it to work efficiently in this area. Cooper SH consulted with its design team in Sweden and developed a purpose-built empty container mast dedicated for the SETS application.

Now available globally, the new machine comes with load sensing technology and Cooper SH's Eco Drive which will reduce yearly fuel consumption and extend service cycles to 4,000 hours.

Cooper SH's technical engineers also worked with the company to offer an interface solution for the introduction of an on-board computer that will update the company's Live database, allowing important documentation to be printed out in the machine's cabin.

Gary Waddilove, a director of SETS, commented: "This machine is a first of its kind in the tanker industry. Not only will it reduce waiting times for drivers but the live feed that updates our database will allow our customers to view real time information on the position of their tanks.

"Cooper SH has supplied us with the perfect handling machine for our operation backed up by first-class after sales support. We wanted a partner that could work with us to implement our goals and the delivery of the container handler is the first step in what we hope will be a long and successful relationship."

# Clugston Distribution invests in fleet expansion

Clugston Distribution Services is seeing the benefit of its recent £500,000-plus investment in an additional eight new Renault Premium tractor units. The latest investment should lead to the creation of eight new jobs in 2012.

In spite of the current economic climate, the company is planning to continue investing in growing its fleet, which will reach over 70 vehicles by March this year and is part of its strategic plan to become one of northern England's leading logistics companies.

Clugston is developing a presence in a number of new sectors including fuels distribution and delivery of intermodal dry bulk containers using its existing specialist vehicles and expertise. Clugston Distribution's close proximity to the Humber ports from its main Scunthorpe base makes it well placed to serve these new markets. The company is also investing in a number of high volume curtain-sided trailers to meet new customer requirements.

David Heath general manager commented: "We are expecting 2012 to be a successful growth year, across all areas of the business. Our curtain-sided fleet, which only entered service in September 2011, is already working for a broad range of new customers and compliments our specialist logistics services. The new tractor units will allow us to develop further our range of services."

The tractor units and trailers will carry the new Clugston Group company livery and will complement the specialist steel, building products, bulk food and bulk powder trailers that are already operated by Clugston Distribution Services from the Scunthorpe, Croft and Driffield distribution centres.

*Clugston truck with new company livery*

# "THE NEXT GENERATION FLEXITANK"

## *E-Flex, the No Bulkhead Flexitank becomes the first flexitank to pass the new COA COP and AAR impact tests*

The revolutionary flexitank E-Flex, the Easy Flexitank with no bulkheads has succeeded in passing the COA COP (Container Owners Association Code of Practice) and AAR (Association of American Railroads) impact tests. The tests that yielded positive results have been conducted by TTCI in Pueblo, Colorado.

The COA COP had been amended as of September 1, 2011 raising the bar to a higher level. Instead of the previous criteria with different speed impacts, the new criteria called for 2G impacts. E-Flex has been able to take over 2.38G which is even 20% higher than the set criteria. E-Flex is also the first flexitank in the industry that has been able to pass the test with the new higher criteria.

According to the information received from Liquatrans, E-Flex is a self standing flexitank with firm stability with its pyramid-like shape when loaded in the container. Due to its design that prevents the movement of the liquid, it does not require a bulkhead. The elimination of the bulkhead provides a number of benefits. It creates savings, as a significant material is not needed. It also creates ease of logistics. Recycling is also made easier as it is made for one type of material only, no metal or wood involved. As for the operation side, fitting is made much easier with less requirement of labour and faster with only 2 minutes per flexitank compared to 30 minutes needed for the conventional flexitanks with bulkhead.

E-Flex is also a more favourable flexitank for the shipping lines. It does not exert any pressure to the side walls of the containers. The deformation on the sidewalls after the impacts has been measured as less than 8mm by TTCI testing center whereas it is 40mm on average for conventional flexitanks. Even more critical, the permanent deformation has been measured as 0 mm after discharge. This surely creates a new standard in the industry, leaving the containers with no damage and no need for maintenance due to flexitank shipments. On the other way around, it relaxes the criteria on container selection, letting shippers use some containers that would be hard to use for conventional flexitanks.

On top of the benefits mentioned, E-Flex has two more distinctive features. The first is the adjustable capacity. The 24,000 lt E-Flex can be adjusted for as low as 20,000 lt and the 20,000 lt can be adjusted for as low as 16,000 lt. So in effect, any capacity is possible with only two versions. This creates a big advantage in terms of inventory for freight forwarders or any other distributor/agency companies.

The second feature is the fast heating procedure. Thanks to its unique design, the E-Flex can be heated 2 times faster than conventional flexitanks. A pipe that is inserted into the E-Flex between the PE and PP layers ensures that the liquid cargo is heated much faster and makes the discharge much easier at destination.

The company says that the E-Flex has received a lot of scepticism at first, which they perceived to be natural. They believe people have a tendency to resist to new things especially in business. However the fact that thousands of units have been shipped without any problem had been helping them a lot to convince their customers. The final convincing point has surely been passing the new high standard COA test and the AAR impact test.

Liquatrans provides customers two types of services. The first is door to door or full service which is done in coordination with their partner forwarding companies. The second is product sales with fitting and discharge service. Even though fitting is very easy and is finalised in 2 minutes, they have decided not to take any chances. They also provide training for the staff of their customers in case they require doing it themselves.

Liquatrans currently has a global network of distributors and agents. They provide technical capabilities and product availability in key markets. However the company is still evaluating candidates to expand its network.

Liquatrans holds ISO 9000 and ISO 22000 certifications. The production is done in an HACCP environment where hazard analysis and critical control points are determined. The production conditions have been able to satisfy even the most sensitive multinational food companies.

Liquatrans is a privately owned global company with a network throughout the world. The company's 4,000m² manufacturing site is located in Istanbul, Turkey. The Liqua group has been in the industry since 1996. The starting product has been big bags and container liners for dry bulk cargo. In 2003, the group started producing flexitanks. To ensure a better focus on liquid business Liquatrans Ltd has been established in 2007, while its sister company continued the production of big bags.

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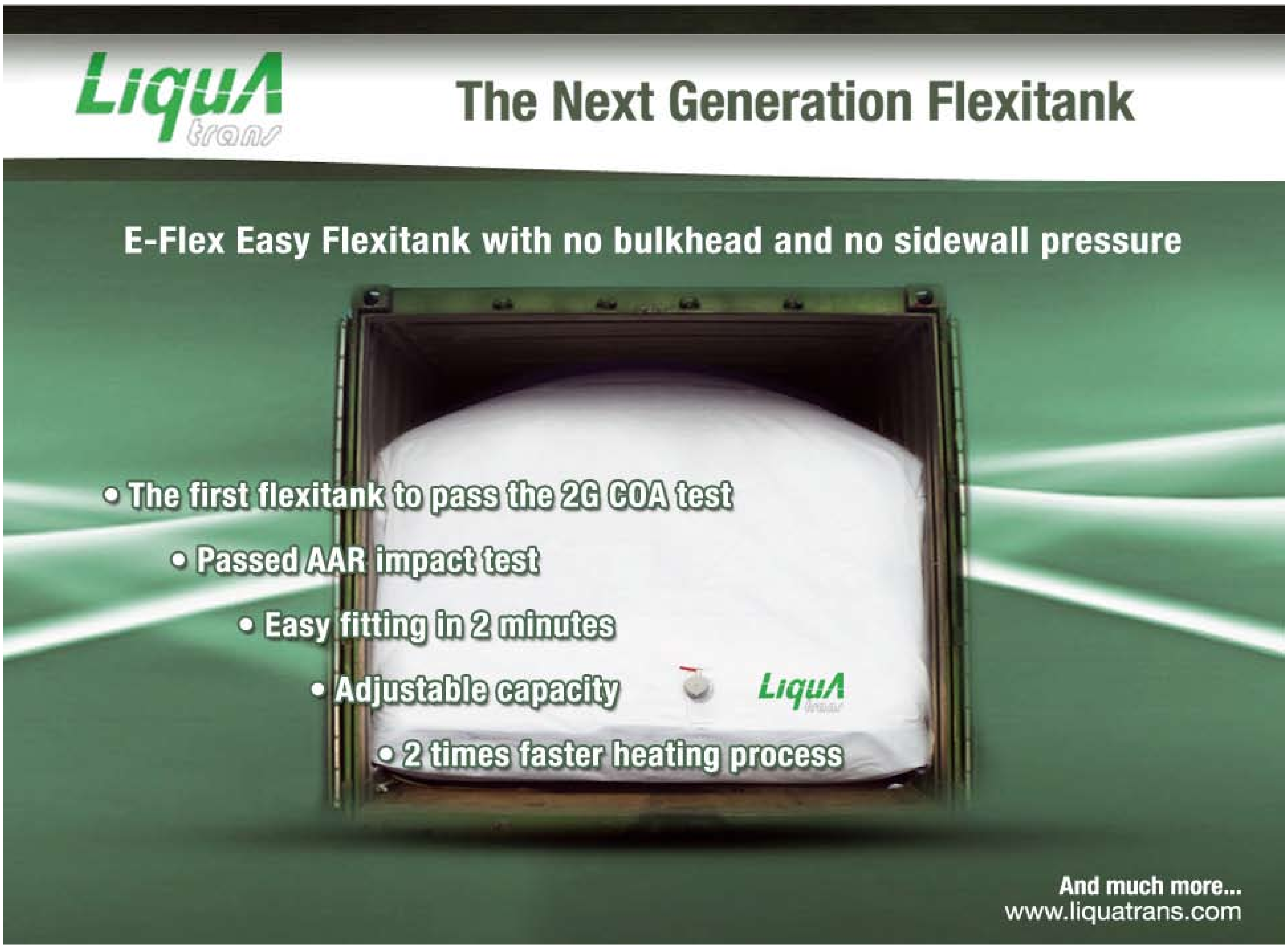

## European chemicals

# Expect slower growth says Cefic

*EU output continues to be driven by external demand*

Growth in European chemicals output will be weaker than expected this year and next because of heightened business uncertainty and inventory trimming, according to industry group Cefic.

The group's summary forecast of chemicals sector economists reckons the outturn year-on-year growth of chemicals output for 2011 will be 2 percent, in line with the historical trend growth rate and against 4.5 percent expected in June. Expansion in 2012 will probably reach 1.5 percent.

"The continuing debt crises in the eurozone and the high level of US government debt have undermined macroeconomic sentiment since the summer," said Cefic president Giorgio Squinzi commenting on the forecast. "Companies are hoarding cash. The uptrend in oil prices has halted, reducing the incentive to buy ahead. Added to this is increased business uncertainty, which is encouraging reductions in inventories. Lower output growth is the inevitable result."

Following on from a strong demand recovery with double-digit growth in 2010, much of 2011's rise in chemicals output took place in the first quarter. Since then output has been relatively flat. Cefic believes chemical industry growth will resume during 2012, however, strengthening slowly through the year. Its forecasters expect underlying EU gross domestic product growth of 1 percent in 2012, down sharply from the 1.8 percent they predicted in June last year.

But risks remain, mostly on the downside. Growth in most developed economies remains perilously slow, and austerity measures are provoking political protest. Developing Asian economies continue to grow, but asset bubbles there could deflate suddenly.

Consumer chemicals were the star of the European industry in 2011, with growth of 6.6 percent. They remain the top growth sector expected in 2012, at 2.5 percent.

EU output continues to be driven by external demand. The EU external trade surplus narrowed slightly during the first three quarters of 2011 from the record level reached in 2010. In 2012 the surplus is expected to be roughly stable, and inventories are also expected to cease falling. Construction stabilised in 2011, after prolonged contraction, and may grow a little in 2012.

Squinzi concluded: "Companies have reported relatively strong global results for the third quarter and are in good financial health. If the eurozone can finally establish an effective solution to the debt crisis, and deliver credible actions to stabilise markets and confidence, the European chemical industry can look forward to renewed growth through 2012."

But he warned that European chemical producers continue to suffer from high regulatory and social costs, and high energy prices. Yet in the US, shale gas development is attracting a new round of investment in basic petrochemicals, and the Middle Eastern capacity build-up continues. "Global competition remains fierce," he said.

## Palm oil

# Good and bad news for Sabah

As 2012 gets underway, Sabah's plantation sector has been keeping an eye on both the weather and economic forecasts, as external factors threaten to challenge palm oil production. Meanwhile, the state's rubber plantations await a major replanting campaign this year as part of national plans for commodities investment.

Figures released in early January by the Malaysian Palm Oil Board (MPOB) showed that 2011 was a remarkable year for production, exports and average prices, welcome news for Sabah's crude palm oil (CPO) sector.

According to Dubai-based Oxford Business Group, in 2011 Malaysia as a whole recorded a new record for CPO production of 18.9 million tonnes. Exports, meanwhile, hit 18 million tonnes with an average price over the year of RM3247 (US$1,034) per tonne. These figures were well up on 2010 numbers, when production came in at 16.9 million tonnes, exports at 16.7 million tonnes and the average CPO price was RM2,701 per tonne.

Several different factors, however, will determine how Sabah's CPO segment performs in the year ahead. The unpredictable impact of the weather is a real concern for producers: at the end of 2011, the Malaysian Meteorological Department issued a warning of heavy rains during January, with flooding possible in low-lying areas in several of Malaysia's most important oil palm-growing states, including Sabah and Johor, which are responsible for some 40 percent of the country's total CPO output. Heavy rains can have a highly negative impact on the production of the oil palm tree.

At the other extreme, meanwhile, there have been continuing concerns over dry weather in South America, which is responsible for a significant amount of the world's soy output. A hike in prices due to the drought for one of CPO's main competitors in the edible and biofuel oil market might also increase demand for palm oil, as the two are substitutes for both food and fuel uses.

The on-going eurozone crisis could also affect Sabah's CPO producers. With Europe an important market for palm oil, concerns that the debt crisis there may worsen (and so reduce demand for both food and fuel) have also been impacting prices.

Demand for certified sustainable palm oil (CSPO), which commands a higher price than regular CPO due to its costly certification requirements, has also declined recently. Speaking in Kota Kinabalu on 10 January, the plantation industries and commodities minister, Tan Sri Bernard Dompok, said that demand for CSPO had slumped towards the end of 2011, falling from around 400,000 tonnes in September 2011 to just over 100,000 tonnes in November 2011.

But while the state's palm oil producers are seeing challenging times, Sabah's rubber plantation sector seems set to receive a major boost in 2012. The year got underway with news that one of the world's top rubber glove-makers, Malaysia's Top Glove Corporation, is planning a major expansion that will include schemes to acquire plantation land in Sabah.

In 2011, Top Glove had a global market share of 26.7 percent in the rubber glove sector, making it the world's largest rubber glove manufacturer. The company may be able to benefit from ongoing national government plans for a major investment in replanting and new planting of rubber trees nationwide, with Sabah earmarked to receive a significant slice of this pie. This should be good news for transport equipment providers as increased demand for latex carrying materialises.

## Edible oils

# Bunge acquires Indian business

Global argibulk company Bunge has bought an edible oils and fats business in India. Through its subsidiary Bunge India reached agreement with Amrit Corp Limited to acquire the edible oils and fats business of Amrit Banaspati.

The acquisition includes Amrit Banaspati's manufacturing facility at Rajpura, Punjab, rights to its brands and trademarks, its sales and distribution business and the transfer of employees in the edible oils and fats business to Bunge India. Bunge India will also acquire rights to Gagan, a food ingredients brand held by Amrit Corp, which is currently licensed to Amrit Banaspati.

Amrit Banaspati, which is listed on the Bombay stock exchange, is a leading North India-based edible oils and fats company with a history spanning seven decades. Its manufacturing plant in Punjab includes facilities for refining crude edible oils, palm oil fractionation, hydrogenation, margarine production and packaging.

Bunge Asia's CEO Christopher White said the acquisition underscores Bunge's long-term commitment to growing its consumer food business in India. "It enables us to expand our distribution reach, manufacturing base and brand portfolio to serve a growing customer base here," he said. Adhiraj Sarin, managing director, Bunge India, said Amrit, Gagan and Ginni are trusted names associated with preparing food, and the company intends to build on their strong brand heritage. "These brands, coupled with capable employees and a strong distribution network, open up opportunities for synergistic collaboration with Bunge India, creating incremental value for the combined operations. The addition of this business, along with our commitment to quality, food safety, innovation, risk management and efficiency through our global supply chain, will position Bunge well to be a long-term industry leader."

Bunge is one of the world's biggest agribusiness and food companies with approximately 32,000 employees in more than 30 countries. Bunge buys, sells, stores and transports oilseeds and grains worldwide; processes oilseeds to make protein meal for animal feed and edible oil products for commercial customers and consumers; produces sugar and ethanol from sugarcane; mills wheat and corn to make ingredients used by food companies; and sells fertiliser in North and South America.

# Petchem fires up gulf economies

## Specialist bulk logistics providers see opportunities in the emergence of the Middle East as a major petrochemical refining market

The global petrochemical industry is changing dramatically. While worldwide chemical production increased by almost 40 percent over the past 10 years, 95 percent of this growth was concentrated in emerging markets. The Middle East's chemical industry is at the top of this development, according to Camelot, a management consultancy based in Mannheim, Germany.

Emerging markets, notably China, are driving huge demand for polymers and, fuelled by access to relatively cheap feedstock, the Middle East is adding capacity to service it.

The region will continue to grow by approximately 20 percent a year and become one of the leading global chemical hubs. In 2015 the biggest Saudi chemicals producer, Saudi Basic Industries Corporation (SABIC), might, in the most optimistic scenario, even measure up to the world's largest chemical company BASF in terms of sales in the chemical sector.

"With continuous growth rates of more than 20 percent and an estimated investment volume of US$170 billion over the next five years the Middle East is about to become one of the global hubs of the chemical industry," says Dr Josef Packowski, managing partner with Camelot.

"The growth of the region is impressive," adds Dr Axel Neidlein, a partner with Camelot. "With Sabic a global champion has emerged, and overtaken every international competitor except for BASF within quite a short period of time." Although it is entirely possible that Sabic might soon outperform BASF in terms of chemical sales it is just as likely that Sabic's growth will slow down in the coming years. But no matter the outturn, the rise of the Middle East as a producer and exporter of refined petrochemicals will have a big impact on fast growing markets like Asia-Pacific and China, and even established markets such as Europe and North America.

Sabic and other producers with operations in the Middle East do of course have the advantage of proximity to raw materials. But there are also challenges ahead. The raw-material advantage is decreasing and the Saudi government expects further downstream diversification towards speciality and performance chemicals in order to profit from higher parts of the value chain as well as to create jobs for its young, highly qualified population. Neidlein adds: "If the government wants to establish the region as one of the leading global chemical hubs it has to keep on pushing downstream diversification, attract more international investors, and create jobs. Human resources will be the key for an economy also based on knowledge and innovation – not only on oil."

But this sea-change in global petrochemicals trade is also having a dramatic impact on the region's logistics landscape. For decades Middle East logistics were defined by giant crude carriers sailing from the region to feed manufacturing centres, in Europe, Japan and North America; containers came in the opposite direction delivering foreign-manufactured consumer goods to the wealthy population.

That is all changing as growing quantities of semi- and refined petrochemical product are exported from the region in smaller parcels; most likely in tank containers or drummed product in standard dry containers, with road tankers helping to meet local needs.

But the lower feedstock costs means that logistics costs often exceed those for product output. This has the effect of encouraging exporters to focus on supply chain design, and, wherever possible, employing existing expertise gained in established markets, such as Western Europe. This presents growing opportunities for European logistics operators, particularly those already with experience of moving large volumes of ISO tank containers.

**Right time, right place**

It is against this background that global logistics provider Agility and Schmidt Heilbronn, a specialist in European dry bulk chemicals logistics, recently launched a joint venture, SAMEL, to address the sharply increasing need – especially across the Middle East – for dry bulk solutions on the back of rapid growth in chemical manufacturing in the region.

The joint venture combines Schmidt Heilbronn's specialised expertise in bulk polymer logistics with Agility's global logistics network, strength in emerging markets and in-house chemicals speciality. SAMEL's focus will be on the Middle East, but also other major developing economies around the world.

The two say the collaboration brings to the market "a complete package from design and construction to on-going supply chain management, operations and dry bulk transport."

For Andrew Jackson, president and CEO of Agility Chemicals, the partnership is delivering the right solution to the market at the right time. "We now have everything we need under one roof to meet customer needs across the Middle East and beyond – including tailored financing packages, turnkey construction and modern, reduced carbon footprint freight methods."

It is also fair to say that it brings together a combination of scale and sector-specific expertise. From its roots in emerging markets, Agility has grown into a publicly traded company and one of the world's leading integrated logistics providers with close to US$6 billion in annual revenue and more than 22,000 employees in 550 offices across 100 countries.

Schmidt was founded in 1948 in Heilbronn, Germany and was one of the first bulk transport specialists in central Europe. The company developed its own bulk tanker designs in the early 1950s. Today, Karl Schmidt group has grown into one of the continent's leading logistics providers for dry-bulk products. With 32 locations, 1,400 employees and a fleet of more than 800 trucks with approximately 5,000 containers, the company is represented at all major polyolefin production sites across Europe.

Schmidt offers a full range of services, including transport, storage and handling of dry-bulk products. The service ranges from receipt of material from production facilities and to delivery to end-users.

Thus in a textbook win-win, the partnership enhances Agility's chemicals industry expertise by leveraging the highly specialised capabilities of Schmidt Heilbronn, while at the same time giving Schmidt access to new markets through Agility's strength in the Middle East and emerging markets of Asia, Africa and South America.

*Agility and Schmidt have paved the way for long term collaboration*

"This venture brings together a unique blend of experience and technical knowledge," added Wolfgang Hoppmann, CEO of SAMEL. "The degree of success with which our two companies have worked together is a tremendous platform for Schmidt and Agility as we look to the future and to the massive opportunity we see both in the Middle East and across emerging markets generally."

This formal joint venture follows the signing last summer of a memorandum of understanding between Agility and Schmidt Heilbronn that paved the way for a long-term collaboration between the two companies.

In fact, they have been co-operating since 2008 and worked closely on Agility's Shanghai Logistics Hub project, created specifically for the distribution of polymers in China. With 66,000 sqm the hub is one of the largest facilities of its kind in China and capable of handling 600,000 tonnes of polyolefins annually.

*Growing quantities of semi- and refined petrochemical product are being exported in smaller parcels*

## Kayan trusts to S.A. Talke

Petrochemical company Saudi Kayan has entrusted S.A. Talke – a joint venture between Germany's Talke Group, Saudi groups Sisco and Al-Jabr – with the on-site logistics of its new production plant for liquid chemicals in Al-Jubail, Saudi Arabia.

Consequently, Talke will for the first time support a chemical producer in the Middle East with its core competency, transport and handling of liquid chemicals. The company has already been active in the region, but primarily in the polymer granulate sector.

The Al-Jubail plant, which is on the Arabian Gulf, will produce ethoyxlates, among other products. S.A. Talke will be responsible for operating the filling plants for the chemicals, transporting the chemicals within the plant and storing them. "We will fill the ethoxylates into drums, ISO tank containers and tanker trucks," explainard Richard Heath, director Middle East & Asia at Talke Group. "We will transport the containers and drums to a terminal outside the Saudi Kayan plant and store them there. We have rented new storage areas specifically for this contract as our own plant in Al-Jubail is already running at full capacity."

The involvement in the production of special chemicals underscores the strategy of regional petrochemical companies to expand their portfolio by extending into downstream production. "As a company which specialises in liquid chemical logistics and almost all types of hazardous materials, Talke is the ideal partner for this growth strategy. This will enable us to support our customers with best practice logistics solutions as they manufacture products which are new for the region," emphasised Richard Heath. "In addition, Talke also has an established organisation in the Middle East and has been a respected logistics partner for many years."

S.A. Talke has to date been successful in the Middle East above all as a logistics services provider for plastic granulates. In the coming year, the group is scheduled to handle some 4.5 million tonnes of polymers in the countries of the Gulf Cooperation Council. Traditionally Talke's core competency lies in the logistics for liquid chemicals, specialised know-how which the petrochemical industry in the Gulf is now taking advantage of.

The contract with Saudi Kayan will run for three years and will initially cover the filling, transport and storage of 140,000 tonnes of ethoxylates a year. Ethox-ylates are a base product for amines which, among other things, provide the basis for manufacturing colorants, pharmaceutical products, fertilisers, lubricants and polyurethane products.

The new plant for ethanolamines and ethoxylates is part of an existing Saudi Kayan production complex. It is due to begin operating in mid-2012 and the complex will ultimately have a total annual production capacity of 5 million tonnes. In addition to some 1.5 million tonnes of ethylene and 700,000 tonnes of polyethylene, it is also planned to produce benzene, phenol, ethylene glycol, choline chloride and dimethylformamide. Saudi Kayan is a joint venture of Al-Kayan Petrochemical and SABIC.

# @tco exports the safety message

Safe handling is a stated objective of the entire tank container sector. Tank manufacturers, operators, lessors and depots have all striven to put health & safety (H&S) in the workplace at or near the top of corporate priorities.

Nevertheless, the good intentions of the majority can still be undone by the carelessness of the few, and it is only fair to say that attention given to safe handling is not uniform throughout the world.

That is why the Asian Tank Container Organization (@tco) introduced its depot audit scheme last year in order to highlight the necessity of best practice when it comes to H&S and generally to encourage the depot sector across Asia to raise standards.

Of course, there are a number of depots in Asia already operating at very high levels of safety. But even in the best places, accidents can still happen. Alas, there are also a good number of sites that are not so diligent.

Two recent incidents in Asia highlight the need for constant reinforcement of H&S best practice. In November 2011, a Sinotank Container Services depot in Tanggu, close to Port of Tianjin, northern China, witnessed the death of a worker in an explosion. Although precise details are not known, @tco representatives in China believe it was either a routine leak test that went wrong because the tank had not been properly relieved of gas pressure, or cleaning materials were being used that were combustible when mixed with the residual chemical in the tank. In any case, the resulting explosion projected the worker some 10m into the air resulting in his death.

Then on 22 December 2011, at a depot in Singapore, a worker fell from height which placed him in a coma for five days before he succumbed to his injuries. The worker was on top of a tank container placed on a concrete stand, and it is believed he tried to cross to another tank by means of a ladder bridging the two, but without a safety line. He apparently slipped and fell while trying to make the crossing.

These and other incidents lie behind @tco's ambition to spread the word on safety through the tank container sector across Asia. At the organization's first general meeting, held in Shanghai on 8 November, great pains were taken to introduce @tco's work and mission, and explain how it took 25 years in Europe and North America before safe handling of tank containers became the industry norm. "At @tco our aim is to help Asia to reduce that time gap to between just 3 and 5 years," explained @tco president Reginald Lee. "All the mistakes being made today in Asia have already been made before in Europe and America, and we would like to bring our knowledge, experience and understanding to the sector here in Asia for the benefit of all the stakeholders in the liquid supply chain."

At the general meeting, director and technical secretary Graham Wood gave a presentation on @tco's depot audit scheme and the reason for its introduction. The first @tco depot plaque was presented by Reg Lee to William Loh, managing director of Kerry-ITS, Singapore to confirm that the company had successfully completed the depot audit. Two other Singapore depots have received the audit plaque – Stolt Tank Containers' an owners depot, and OCWS Logistics a third party service depot

The following day Graham Wood, Reginald Lee and fellow @tco board member Leo Yang were invited to give presentations to the Association of International Chemical Manufacturers (AICM) Logistics sub-committee by the committee's chairman Ken Tsang.

The presentations were a part of AICM's RSQAS overall transport services seminar. They had over 40 members attending from chemical companies SHEQ staff that asked lots of questions there and then, and emailed even more questions following the event.

Speaking to Ken Tsang after the meeting, Lee explained that @tco and its members wished to make contact with organisations representing Chinese chemical companies, as such customers were an obvious target for explaining the benefits of tank containers over drums, which are still predominant in the Chinese chemical distribution sector.

Subsequent to that meeting, Lee approached the China Petroleum Chemical Industry Federation in Beijing, offering the services of @tco to make a presentation to the membership in Mandarin on the benefits of tank containers as opposed to drums.

The depot audit scheme has been well received by the industry, Lee reports. "We have successfully completed three depot audits in Singapore, plus we have received six requests from China, one from Malaysia and a further one in Thailand. In China we are just waiting until the audit form has been translated into Mandarin before progressing the programme here."

The association's now has 21 members with several more companies requesting to join after the presentations at the general meeting.

At its latest board meeting the current problem being experienced with handling beam tanks in certain Chinese ports, we discussed. Qian Yan, of Sinochem, @tco's technical advisor in China stated that the matter has not yet been resolved. The problem seems to lie in some provinces that work to their own local regulations and will not hold loaded tanks on the quay. In addition, workers in many of the ports are not properly trained in the correct handling and loading procedures of tank containers. The board recognises that there is no quick solution but the association has to start a dialogue with the ports concerned.

The next board meeting and general meeting will be held in Singapore either April or May, date and venue to be advised.

www.atcoasia.com


@tco director Mike Broadhurst presents the association's depot accreditation plaque to Miss Darrell Lee, of Stolt Tank Containers' own depot in Singapore



## www.bulk-distributor.com

*Bulk Distributor* is pleased to announce that it has a brand new website. Readers can view regular news updates, product launches, event details – all designed to keep you informed of the latest developments in the supply and distribution of bulk liquids, powders and gases across the globe.

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# Profits up at InterBulk as group sees growth potential

InterBulk Group posted a threefold increase in profit before tax to £5.3 million for the year ended 30 September 2011. The result was on the back of revenue growth of 10 percent to £300.4 million.

Chairman David Rolph said the group's financial and strategic positions had been considerably strengthened in the past year, despite the general state of the global economy. "We believe that our flexible business model combined with highly experienced staff, a lean cost base and a focused strategy will reduce the impact of any short-term volatility," he commented.

The most significant event in the year was the placing in June of 165 million ordinary shares at 11p per share to Sinotrans (HK) Logistics Limited, raising net proceeds of £17.4 million. "Working in alliance with Sinotrans, a leading logistics service provider in China, we have a great opportunity to drive forward our strategy in this important growth market," Rolph continued. "The chemical industry is characterised by long term growth. Nevertheless, it is not insulated from the macro-economy and, after two years of rapid recovery and growth, the outlook, as for many sectors, may be affected by the sovereign debt crisis in Europe. There has been a slowdown in the end demand for chemicals and polymers which has impacted our logistics activity levels since the beginning of October."

However, he cited the low market penetration of intermodal logistics in certain areas, such that strategic growth opportunities remain in place, whether geographical, for example in China enhanced by the Sinotrans InterBulk Alliance, or in sectors such as food and minerals where the group believes its intermodal solutions can bring benefits. "Continued commercial progress in the medium term is therefore achievable."

The liquid bulk business is already well established and InterBulk aims to take advantage of high growth rates in chemical sectors in certain markets, such as Russia, the Americas and Asia countering weaker growth in the short to medium term in the established markets in Europe.

The dry bulk business strategy aims to expand into products other than polymers and to introduce intermodal bulk solutions to markets outside Europe. "These initiatives typically have a longer gestation as they require conversion of traditional transportation modes," said Rolph. "Nevertheless, during the year, these two diversification initiatives have generated strong growth and now represent 16 percent of our dry bulk revenue. We expect this share to grow as there remain significant opportunities and we are increasing resource allocation accordingly."

Reviewing the operational highlights of the financial year, CEO Koert van Wissen, said the global chemical industry had experienced good market conditions in 2010 and into 2011 although growth flattened off through the summer. The sovereign debt crisis in Europe, combined with falling consumer confidence had impacted activity levels since then. "China and the Middle East will continue to be the locations of the major part of chemical industry investment and our growth strategy targets these geographies," he commented. "Polymer production growth in the Middle East, with exports mainly to Asia and Europe, will impact our customer base. We will adapt our business as some traditional intra-European flows are replaced by imported goods for distribution to end customers and we believe such production shifts will make global chemical supply chains more complex."

The rising demand for more sustainable transport is also driving the growth of intermodal solutions, he noted: "In Europe, as a result of these market dynamics, most of our customers promote a shift from long distance road transport to more energy-efficient (intermodal) road, rail and sea transport. Rail and sea, the two most energy-efficient modes, have a clear longer term advantage in this respect. Although EU bodies help to promote intermodal transport and rail infrastructure, the rail network is relatively small. The rail operators' community has been subject to consolidation and there are still some constraints in border crossing. Notwithstanding the challenges, with the inclusion of Eastern Europe in the intermodal portfolio, we expect a higher annual growth of intermodal solutions compared with traditional road transport."

Van Wissen sees the strategy of integrating with customers along the supply chain and co-operating with logistics partners around the world is of key importance to dealing with the combined challenges of global production shift, the focus on reducing waste, unlocking value in the supply chain, intermodality and sustainability, safety and security. "We believe that our strategic alliances with Sinotrans in Asia and with Norbert Dentressangle in Europe are examples of this successful strategy," he said.

InterBulk has an outsourced business model such that all transportation and support services are bought in from logistic partners. This creates a flexible business model with a minimum of fixed costs, which is increasingly important in a volatile market.

The liquid bulk business continued to deliver strong financial results with 7 percent growth in revenue compared with the previous year. Equipment utilisation remained high over the year. As of 30 September 2011, the group had an operating fleet of approximately 9,500 tank containers, an increase of 9 percent over the prior year. Margin pressure from cost base increases linked to fuel cost rises was a feature with margins at a low point at half year. Margin performance has recovered since then but the average result for the year is still slightly below prior year.

Dry bulk outside Europe is largely on a project by project basis as typically this involves a conversion from packed goods and traditional road transport to both bulk and intermodal. But InterBulk sees significant potential here. It achieved £5.4 million of revenue from this segment, a 23 percent increase from the previous year. This includes the start of InterBulk's new ISO-Silo technology which has been installed at the Bayer Material Science site in China.


*InterBulk is forming a number of strategic alliances, for example with Norbert Dentressangle in Europe*

## LETTER

## ITCO response to Beam Tank Stacking article

*Dear Editor*

I refer to your article in the Tank Container section of the November/December 2011 issue of Bulk Distributor '*DPW revisits beam tank stacking question*'.

Most of the membership of the International Tank Container Organisation attended the ITCO General meeting in Antwerp in October and had the pleasure of listening to the presentation of Mr Eric Noterman, Managing Director of DP World Antwerp, which they found to be very informative and interesting.

However on the subject of Beam Tanks there was an issue which could best be described as "questionable". The Operator Division members of ITCO have been successfully operating Beam Design tanks for - in some cases - over 30 years, during which time there has been probably close to 100,000 beam tanks in circulation globally, none of which has caused any of the issues referred to by DP World.

Following previous meetings with DP World - and to address the concerns expressed by them - ITCO recognised that there could be some ignorance of the properties of ISO tank containers in the port industry. As a result, over the following months, ITCO commissioned a manual - in conjunction with ICHCA, the non-Governmental cargo handling organisation - that manual being the briefing document "*BP30 Safe Handling of Tank Containers*" which covers the handling of all types of tank containers, including Beam Tanks.

In the tank container industry's experience over the past 30-plus years, there has been no evidence to suggest that the integrity of Beam Tanks is any less favourable than the Full or Half Frame tanks which, likewise, have an impeccable record of integrity and safety over many hundreds of thousands of tank container moves. However, as the international association representing the tank container industry, ITCO is continually striving to improve standards in the industry to educate and inform.

ITCO recognises the challenges facing port operators in servicing the current and planned container vessel "Leviathans" - and servicing these ships within a cost effective time frame. However liquid ISO tank containers have an excellent safety record, which speaks for itself. There is no evidence to question the Beam tank design of the liquid ISO tanks.

**Patrick Hicks**
**General Secretary**
**International Tank Container Organisation**
**www.itco.org**

# STC revenue falls


Stolt Tank Containers reported fourth-quarter operating revenue of US$133.3 million, down from $139.5 million in the third quarter. The decline in revenue for the quarter primarily reflected reduced overall demand, which softened for the second consecutive quarter as shipments decreased by 5.4 percent to 26,431 from 27,930 in the third quarter.

Utilisation in the quarter fell to 70.3 percent from 76.1 percent in the prior quarter, though the decline was driven mainly by increased capacity from the delivery of 1,570 new tanks to STC's global fleet. The fleet now consists of 28,827 tank containers, up from 27,261 at the end of the third quarter.

STC's newbuilding programme, which has added a total of nearly 7,000 new tanks to the fleet over the past two years, is expected to be completed in the first quarter of 2012. During the quarter, STC off-hired 192 higher-cost leased-in tanks.

STC's fourth-quarter operating profit increased to $19.7 million from $18.2 million in the third quarter, despite a $2 million write-off taken in the fourth quarter related to the withdrawal from the flexitank business. Results for the quarter primarily reflected improved margins from the impact of lower ocean and inland freight costs, combined with a significant decrease in empty repositioning costs. As flexitanks did not meet STC's performance expectations, plans were implemented during the quarter to withdraw from the sector. STC expects to be out of the business by the middle of this year.

# RAM controls depot costs

Real Asset Management (RAM) has released Depot4000 to help tank and box lessors eliminate the problem of verifying depot and vendor invoices against their data.

Depot4000 manages all costs associated with a unit, such as procurement, storage, handling, repairs, repositioning, reconditioning, trucking, etc. By automating the process of depot cost management, leasing companies can considerably reduce administration time and associated costs, the company claims.

"The workload of administration staff associated with depot invoices can be reduced by up to 75 percent," explained Nicola Byers, RAM's marketing manager. "Time spent on each depot invoice can vary from anything between 15 to 30 minutes during the cycle of checking and resolving issues (even with the aid of reconciliation reports) and this can be reduced dramatically to an average of 5 minutes per invoice or even less.

"Daily operations are therefore more efficient and administration staff can concentrate on tasks that improve profitability rather than manually checking for errors and outstanding issues," continued Byers.

Depot4000 also benefits finance managers as they no longer have to estimate accruals and wait up to 2-3 months for depots and vendors to send final invoices for verification. An accurate calculation of costs per unit is always obtainable and information is ready to be exported to the accounts system.

"By self-billing and producing pro-forma invoicing, companies can anticipate costs more accurately and calculate precise accruals with ease," declared Byers. "Over time, users can build up operational data to be analysed such as cost per location, cost per customer, etc. Lessors have peace of mind that investor pay-out calculations are accurate."

solution@realassetmgt.com

# GESeaCo purchase finalised

China's HNA Group and Bravia Capital have completed the US$1.05 billion acquisition of container lessor GE SeaCo.

All key SeaCo managers, including CEO David G Amble, will remain with the company, according to a statement. The purchase includes container fleets owned separately by GE and partner SeaCo Ltd, for a total of about 870,000 TEU.

HNA and Bravia plan to expand GE SeaCo's container fleet "significantly" during the next two years, they said in August, as rising shipments of Asian-made goods to Europe and the US boosts demand for containers.

# ITCO in Istanbul

Registration is now open for the next ITCO General Meeting in Istanbul on 19-20 March 2012. The meeting will take place at the Ciragan Kempinski Hotel (pictured) overlooking the Bosphorus.

The Event will comprise: a tank container training seminar on 19 March; 'Welcome to Istanbul' Reception (19 March); Full Day ITCO General Meeting on 20 March; Gala Dinner on 20 March.

The Tank Container Training Seminar is intended to provide an update on the tank container business to local and regional companies who are active in bulk liquid shipping.

In addition, detailed preparations are under way for the ITCO Tank Container Pavilion at Transport Logistic China 2012, Shanghai (5-7 June 2012). The Pavilion will be based on the same concept as the ITCO Tank Container Village in Munich last May.

Key points: there are a total of 28 stands for ITCO members, each measuring 4m x 3m; the stands will be laid out in blocks of four; a central meeting area and bar, where refreshments will be sold.

Just three exhibition stands are still available.

www.itco.org

# TAL celebrates 5k tanks

TAL International recently celebrated the production of its 5,000th tank container at CIMC's Nantong factory in China. All suppliers involved in the production process were present for the celebrations in recognition of their hard work and diligence over the past four years.

"That we continue to receive timely deliveries while maintaining the highest quality standards is a credit to all involved in the production, inspection and approval process, read a statement by TAL. "After reaching this important milestone in such a relatively short space of time we felt this should be recognised, and look forward to the continued support for many years to come."

TAL ordered and built 3,000 tanks during 2011 and plans for a similar number throughout 2012. Its tank container fleet currently consists of a range of capacities from 21,000 ltr through to 35,000 ltr swapbodies.

# Bertschi & Stolt open Russian cleaning station

In Russia, the infrastructure for chemical bulk transportation is still sparsely developed. In particular the country lacks cleaning stations working according to western standards. This is clearly a handicap in terms of loading return shipments. There alternatives are either to send the tanks back empty or clean them at inappropriate stations, such as in chemical plants. This carry risks for backloads and as well for the environment.

Therefore, two transport specialists Bertschi and Stolt have decided jointly to open a tank cleaning station at one of the three Russian subsidiaries of Bertschi Group, in Nizhnij Novgorod.

The location lies 400km east of Moscow and was chosen because there is a large chemical cluster in in the region with a potential for return shipments in tank containers.

The facility is located on a private railway terminal. It is installed in standard dry freight containers and equipped for operation in winter at minus 40degC. The cleaning water is stored in tank containers and disposed at a specialised external water processing facility.

The cleaning station includes two bays and four steam-ports for heating the tanks. After a start-up period, the cleaning station will also be open to third parties.


# Niche markets in Oz for dry vans

ISO marine containers are increasingly finding a market in transporting Australia's vast mineral assets. Although bulk shipping remains the obvious solution for the vast majority of the country's mineral exports, producers find that containers offer viable alternatives in specific instances.

This can be, for example, to circumvent inadequate bulk handling infrastructure, or in cases where containers are safer or more environmentally-friendly.

Recently Queensland Nickel (QNI) ordered 1,000 custom designed containers from Intermodal Solutions Group (ISG) to transport mineral concentrate from New Caledonia to its Yabilu Refinery in Townsville, Queensland.

Delivery of the containers took place in two batches of 500 each, the first of were shipped on time to New Caledonia.

The units are loaded there and then exported into Townsville to the QNI plant for processing.

Meanwhile, SCF Group says its new container designed with a removable lid to work with the new Rotainer system is an Australian first. Tailor-made for Hillgrove Resources Limited, the container will be used to transport copper concentrate from the Kanmantoo Copper Mine to an inner harbour facility at Port Adelaide where Flinders Ports will unload them using its newly developed Rotainer spreader system.

In the Rotainer system, recently installed for the handling of bulk iron ore at Port Adelaide, open top containers are lifted into the hold and rotated in a vertical plane to dump their load. The empty container is then returned to the dockside for removal.

In SCF's case, the container will be fully loaded on the wharf with the lid firmly in position when the tippler system lifts the unit into the hold of the ship. The unit's design also reduces the environmental impact of the copper concentrate as the lid is on the container at all times except when being unloaded inside the ship's hull. Dust suppressors are also in place to ensure there is no contamination.

The 450 containers designed for Hillgrove are 20ft half height open top units. Anti-corrosion non-stick paint means sticky products like copper concentrate can easily be handled, the manufacturer said.

The internal hopper of the container has also been designed to reduce product hang up by using a five degree slope with no sharp corners or cross members.

SCF Group is excited to announce Brisbane's latest creation, a unique unit that will be shipped to Africa and used as a dangerous goods container.

The modified standard 40 inch container features bunding and side-door access, and has been built for Cooper Fluid Systems, a specialist provider of hydraulic, pneumatic, fluid transfer and lubrication products and services. The company is a key supplier to the mining, petrochemical, construction and heavy engineering industries.

SCF Group has finished the production of the container which is currently being prepared for transportation to the customer's site where nine Intermediate Bulk Containers will be fitted inside the unit before being shipped to Senegal, Africa in December 2011. Here, it will house engine lubrication fluids, oils and grease and will be self-contained with full dispensing equipment as part of the workshop installation at the mine site.

*Queensland Nickel ordered 1,000 custom designed containers from ISG*

# Singamas buys controlling stake in Xiamen Pacific

Singamas has acquired a 53.5 percent equity interest in Xiamen Pacific Container Manufacturing from Chinese state-owned holding company CCRE Group. Singamas already held 41.7 percent of the firm and the deal, worth RMB252.7 million (US$21 million), will take its stake to 95.2 percent.

Xiamen Pacific manufactures dry freight and tank containers with complementary services such as include container depots.

Based on its latest audited accounts, Xiamen Pacific reported a net profit of both before and after taxation and extraordinary items of RMB28.8 million for the year ended 31 December 2010 and a net loss of RMB20.7 million for the year ended 31 December 2009.

Formerly known as Xia-Win Container Manufacturing Co, Ltd, and located in Xiamen, China, the factory is believed to have an annual production capacity of 60,000 dry freight TEU.

# Truck mounted static ground verification

Newson Gale has launched a truck mounted static ground verification system – the Earth-Rite MGV. The unit enhances safety during transfer of flammable or combustible materials. In cleaning, maintenance or spill control operations in the petrochemical industry, vacuum trucks are often used to collect waste or contaminated products for disposal. With the operation taking place in a hazardous area, the need to control all types of ignition sources is paramount. However, the vacuum transfer process of potentially low conductivity liquids or highly resistive loose solids can generate large amounts of static electricity, meaning that all equipment, including the truck should be properly bonded to a verified earth point (ground).

API and NFPA guidelines recommend that such bonding connections are tested to verify an adequately low resistance to earth/ground prior to starting up the recover/transfer process, however until now the equipment required to do this required specialist training and may not always have been suitable for safe use within the hazardous atmosphere. Furthermore, long delays and downtime can sometimes be experienced while waiting for a qualified electrician to sign off that the truck is properly bonded and grounded before the operation commences.

The new truck mounted Earth-Rite MGV derives its power source from the vehicle battery, and uses certified 'Intrinsically Safe' monitoring techniques to verify not only a good bond to a valid ground point, but more importantly confirmation that the ground point to which it is attached represents a satisfactorily low resistance to true earth. The unit is simple to install and operate and provides confirmation of positive bonding and grounding to the operator by way of a bright flashing green LED cluster. It also provides a pair of change over contacts (DPDT) for connection to additional safety devices (strobe lights, audible alarms) or for interlocking with the vacuum pump or control valve. The 'business end' of the system employs a heavy duty stainless steel clamp with universal clamping jaw which can be connected to flat or rounded surfaces, including directly to ground rods.

Units have obtained Intrinsically Safe certification for use in the petrochemical industries, according to the requirements of IECEX, ATEX, CSA/US and NEPSI (China), and may be used in all common gas, vapour or dust explosive environments.

Several sites in Europe, North America and Australasia are already using the system for their hazardous area vacuum truck operations with reports of enhanced safety, improved productivity and robust product reliability. The system is also useful for flammable liquid or combustible bulk material delivery tankers involved in chemical distribution and similar operations.

www.newson-gale.com

# Ultimate access from A-Ward

A-Ward's newest container tilter accessory, the 'Ultimate Access Ladder', is claimed to allow easy access to the top of the tilted container to take photos and lock the container doors without leaving the safety of the platform.

The ladder sits flush along the side of the container tipper and the platform sits below the container. Unlike other machines on the market, said A-Ward, the ladder and platform allows a container to be inserted into the tilter by truck or crane or forklift where comparable machines restrict these options.

When the user is ready to tilt the container the platform is easily guided around to sit along the bottom of the container doors. This means once the container is tipped the worker has easy accessibility to the top of the container to reach the latches and secure the doors as well as take photos of the full container – a shipping requirement.

It includes harness rails and safety points along the entire ladder and platform. This addition also means that no person needs to stand anywhere on the container at any time.

A-Ward has also finished a complete refurbishment of a 40ft container tilter to virtually new condition and is now on sale.

*Once the container is tipped the worker has easy accessibility to the top*

This ACT2040 Container Tipper is designed to tilt both 20ft and 40ft containers to 50deg for loading bulk material. The machine also has the potential to be converted into a container unloader.

The tilter enables fast loading of either 20ft or 40 foot containers for a range of bulk materials. It comes with a handheld remote control, accurate digital scale system with dual display, new 15kw diesel power pack, rear container support brace, 30,000kg rated capacity and is available now.

# Wireless weighbridge

Weightron Bilanciai have introduced a cost-saving DIZIG/IP wireless transmission system, designed to make it easier to install weighbridges at existing sites. Although such installations are often straightforward, in some applications site logistics may dictate that the weight indicator is mounted remotely from the weighbridge at another part of the site. Normally this would involve time consuming civil works to lay underground cables.

The Weightron system overcomes these problems by using 2.4GHz radio transmission to send bi-directional data between the weighbridge and the weight indicator. The installation comprises the weights and measures approved DIZIG/IP radio transmission system, in conjunction with their DILink digital junction box mounted at the weighbridge and the D800 weight indicator. The DILink and D800 are connected to their respective transmitter and receiver via a standard RS232 serial link. The DIZIG is available with transmission distances ranging from 150m up to 1,500m.

Weightron can also provide wireless operated traffic lights and control barriers. Another benefit is that if the weighbridge is surface mounted with steel ramps, any future requirements to relocate the weighbridge deck or complete system can easily be expedited.

# Girard adds new foot valve

Girard Equipment has added a new Hydraulic Tank*flo* valve to its ever-growing line of composite foot valves. The new valve features a hydraulic cylinder that actuates to full flow.

The Tank*flo* valve employs an integrated butterfly valve into a bottom outlet valve body. The 'slim-line' valve poppet opens up and away from the discharge area allowing an unrestricted 3ins flow path capable of fast unloading rates. The built-in cleaning position exposes both sides of the valve disc, allowing expeditious and easy cleaning.

The new hydraulically actuated model features the most popular connection style in North America: the cam and groove outlet. With seals and O-Rings made from PTFE, the valve is suitable for operating temperatures between -40degC and 200degC. Other sealing materials are available on request. Girard says the design promises to be durable as well as user-friendly.

www.girardequip.com

# Blackmer applies asphalt handling

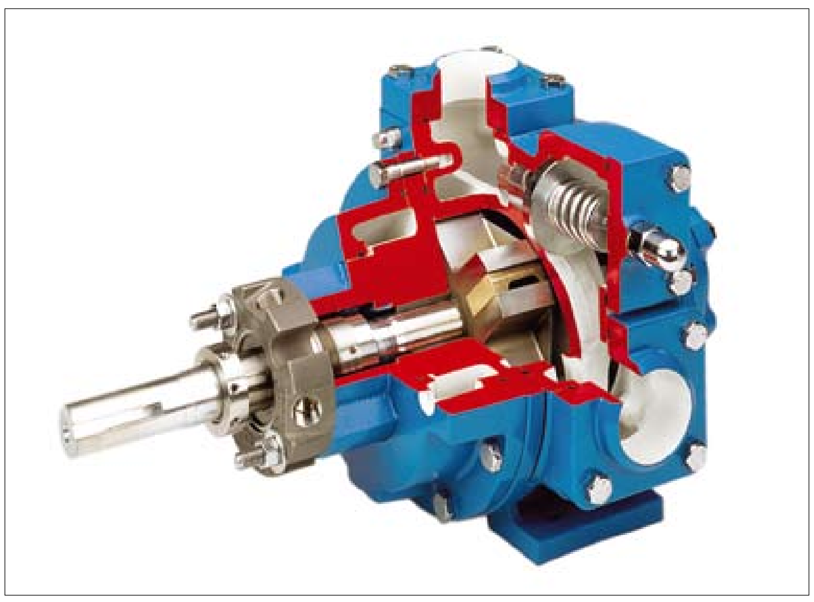
Blackmer's new NP Series sliding vane pumps have been designed to provide efficient transfer when handling asphalt or bitumen. NP Series pumps are claimed to be ideal for all of the different transfers of raw products from storage into the refinery, and from process to process within asphalt operations.

The NP Series pumps can meet the needs of asphalt-handling applications because they have been designed for the handling of a wide variety of liquids at varying temperatures, pressures and viscosities. This allows the NP pumps to offer versatility while sustaining a high-level of performance and trouble-free operation.

NP Series pumps are available in five sizes, with port sizes from 1.5ins to 4ins. They feature flow rates from 5 to 500 gpm (19 to 1,893 lpm) at operating temperatures up to 500degF (260degC), with an optional jacketed pump head for high-temperature operating atmospheres. They can handle viscosities ranging from 30 to 20,000 ssu (4,250 cP) at differential pressures up to 150 psi (10.3 bar) with standard construction, while an adjustable relief valve protects against excessive operating pressures. With optional materials, maximum viscosities can go to 100,000 ssu (22,000 cP) and differential pressures up to 200 PSI (13.8 bar).

All NP pump models feature Blackmer's sliding-vane operating principles, which "guarantee consistent volumetric performance, even after significant in-service time". This eliminates the efficiency-robbing 'slip' that shortens lobe and gear pump life, and improves production yields by stripping lines of residual product. NP pumps also offer excellent self-priming and dry-run capabilities.

www.blackmer.com



*NP Series sliding vane pumps have been designed to provide efficient transfer when handling asphalt or bitumen*

# Drylok disconnect couplers

OPW Engineered Systems has released its Drylok Dry Disconnect Coupler for all kinds of hazardous fluids where product loss is a problem, such as high-pressure lines, high flow rates, slurries, and gases.

OPW has designed the Drylok to provide "unprecedented" safety during the transfer of hazardous, corrosive and volatile liquids such as acids, solvents and petrochemicals. Featuring an interlocking handle, the Drylok averts accidental spills by preventing uncoupling while the valve is open. In addition, the Drylok's flat face minimises fluid loss, further reducing exposure to risk during operation.

Additional benefits include: the "driest disconnect in the industry" - less than 1-cc of fluid loss from a 3ins unit; ideal for high-pressure line applications - can be opened and closed against 150 psi maximum head pressure; optimum flow rate - less obstruction in easy-flow interior optimises the flow rate in high-pressure or high-viscosity applications; simple lever action connects valve to coupler and opens and closes the flow. No clamps, clips, loops or tabs that can cause operator error.

Drylok couplers are available in 1ins, 2ins and 3ins sizes and are manufactured from a range of materials, including 316 stainless steel, Alloy 20 or Hastelloy C with NPT, BSP, ASME Flanged, BW and SW end connections. Drylok's have also been manufactured with an adjustable packing nut with V-type material that provides a continuous compression, an emission-free seal on the handle shaft and a standard O-ring seal for longevity.

*The Drylock family of disconnect coupler*

In addition, OPW Engineered Systems has manufactured its Visi-Flo 1400 and 1500 Series Sight Flow Indicators to provide a quick, reliable and inexpensive way to verify flow rate and direction while monitoring colour and clarity in fluid lines. Dollar for dollar, OPW sight flow indicators are the most cost efficient and effective way to monitor visually the flow of fluids and to determine where, if any, problems exist at certain points along the industrial process line.

Visi-Flo's radial seal creates a constant and uninterrupted sealing force between the body and outside diameter of the glass lens. This sealing method provides a longer lasting and better seal than conventional flat seals. Visi-Flo's bolt-on-body design requires no special maintenance or torqueing sequence to be followed to prevent leaks. This is claimed to result in a safer, more reliable sight flow indicator than units using tie rods to fasten lens and seal to body.

Visi-Flo's are available in two series - the Standard 1400 Series and the 1500 High-Pressure High-Temperature Series. Both the 1400 and 1500 Series are available in threaded or flanged configurations and are tested at 150 percent of the rated pressure to ensure maximum reliability in harsh operating conditions. Additional features include an exclusive 3-year 'no-leak' guarantee; maintenance-free design; dimensional interchangeability; full vacuum service rating; adequate horizontal and vertical range; and four different indicator styles: propeller, bi-directional flapper, bi-directional plain and drip tube.


*Visi-Flo's bolt-on-body design requires no special maintenance*

Ross Pliska has been appointed vice president of the Transportation Business Unit of OPW Fluid Transfer Group. As part of OPWFTG's strategic growth initiative, in 2009 the company was organised into two global units: OPWFTG Global Transportation and OPWFTG Global Chemical & Industrial. Pliska will oversee the global Transportation Business Unit that markets Civacon, Knappco, Sure Seal, Hiltap, OPW Engineered Systems and Midland brand products.

Pliska earned his BSc in Mechanical Engineering from the University of Alberta, and his MBA from the University of Tennessee. He joined Dover in 2003 as a manufacturing/applications engineer for Alberta Oil Tool (AOT), in Edmonton. He was named technical services Manager in 2005 and promoted to VP sales and engineering in 2007. In March of 2010, he was named VP of international sales for Norris Production Solutions, another Dover Company and provider of oil and gas artificial lift solutions.

www.opw-es.com

# Concetti's milky way to quality

Calf and lamb milk powder are not exactly easy products when it comes to weighing, filling and palletising. They become even more complicated to handle when blended with additives, vitamins and proteins to provide as final products a series of 13 different brands.

However, Concetti Group rose to the challenge by installing a complete automated packaging line for Milk Products LLC, of Chilton, Wisconsin, USA. The screw-fed NET/cTM net weigher guarantees a capacity of 400 bags per hour for 25 and 50 litre bags, with the possibility to fill 40 and 44 litre bags, too, and to take a sample of product while being processed and put it into a small dedicated bag. All thanks to a sampling device fitted into the load hopper. The screw is inclined and equipped with a flat top case, four inspection doors and hook-up devices facilitate cleaning.

Before the bag is filled by the IGF 900 automatic bagging machine, it is possible to apply a self-adhesive label on the empty bag. The machine uses stainless steel for all parts in contact with the product.

A special application, specifically developed for the packaging line, is to insert a dosing cup into every bag for the user to mix the product with other components and know its exact quantity. The cups are placed at the bottom of the bag before the product is discharged and the bag is closed (heat sealing of the internal liner and sewing with crepe paper for paper bags with PE in liner and heat sealing for PE bags), then the bag is reverted so the end user finds the cup on top when he or she opens it. During stitching, a ticket with the batch and basic product information is applied on the bag top.

The packaging process is completed by Concetti's four-column PS-3A/10S-4S robot palletiser, equipped with a special gripping device that allows lateral and vertical compacting. Before being disposed and placed on the pallets, the bags pass through a metal detector, a check weigher and, if they're contaminated or beyond the desired weighing range, are rejected from the main conveyor.

Brad Billmann, operations manager at Milk Products, commented: "The project involved replacing 1940s and 50s vintage equipment with these state-of-the-art Concetti counterparts."

Instantly creating large quantities of milk solids and other ingredients to form powdered milk requires a significant amount of time and energy, so efficiency and dependability of the overall process are critical. Because a successful and timely installation was important to Milk Products' operation, Billmann and the Milk Products team looked to the Concetti Group for project pre-planning and design options. "Before a single wrench touched the first bolt, we needed to be sure every aspect and contingency had been addressed," said Billmann. "Concetti worked with us closely before and during the project to ensure all phases from design and build through to installation and commissioning went smoothly."


# Flexicon's latest Block-Buster

Flexicon's new Block-Buster Bulk Bag Conditioner has two hydraulic rams and specially contoured end plates to press opposing sides of bulk bags, loosening material that has solidified during storage and shipment, and so enabling unloaders to discharge product through spouts.

A cantilevered I-beam with motorised hoist and trolley allows loading and unloading of bulk bags without the use of a forklift. The bag can also be raised and lowered using the hoist, and rotated manually, for conditioning at any height on all sides.

The system controller and hydraulic pump can be mounted on the exterior of the safety cage or remotely. The conditioner is fully enclosed on all four sides for operator safety and includes full height doors that are interlocked to disallow operation of the system when the doors are open.

The conditioner is recommended for bulk bags containing hygroscopic chemicals, certain spice blends, heat-sensitive products, and other materials prone to solidifying to the point at which pneumatically-actuated flow promotion accessories integral to bulk bag dischargers are inefficient or completely ineffective.

An optional hydraulically-actuated, variable-height turntable allows automated in-frame bag rotation and conditioning of bulk bags at varying heights. The number and pressure of hydraulic ram actuations, the height of the turntable, and the number of 90 deg rotations are user-programmable.

The conditioner is offered as a stand-alone unit or integrated with Flexicon's Bulk-Out bulk bag discharging systems.

# Extended compact sieve range

Russell Finex has launched an extended range of compact sieves, a high-performance low profile vibrating screen for safety screening of liquids and powders.

First invented over two decades ago, the Russell Compact Sieve has been installed in a wide range of industries around the world.

Mounted on a rubber suspension system, the sieve offers benefits over conventional spring mounted systems. As well as quieter operation (typically less than 70dBA), the screener is able to transmit significantly more vibration to the mesh screen surface. Combining this with its design allows for much higher flow rates and improved product separation. In some cases a 22ins unit can handle flow rates similar to a traditional 48ins spring mounted unit.

In all manufacturing processes, minimising downtime and maximising productivity is key to achieving greater profitability. This is why the company says the Russell Compact sieve has been designed to enable rapid assembly and disassembly without the need for tools. This is achieved by minimising the number of product contact parts and by incorporating quick release toggle clamps instead of conventional band-clamp systems. This means one operator can dismantle the screener, replace a mesh screen and reassembly within a matter of minutes.

Bill Minton, maintenance manager at Deloro Stellite's coatings operations in Goshen, Indiana, stated: "We cut downtime from product changeover to a third and enhanced product quality by switching to the Russell Finex Compact Sieves. By expediting cleaning, preventing cross contamination and aiding product quality, we achieved ROI on the Compact Sieves in a few months."

The sieve is now available in five different sizes, ranging from a 10ins lab unit up to a 60ins production scale unit. All sizes are now also available in fully stainless steel. This provides increased durability within corrosive environments as well as providing the option for brush or mirror polished finishes for food and pharmaceutical applications.

# JIMCO transload signals significant grain exports

JIMCO Group – based in Charleston, South Carlina, USA – has opened a bulk transload operation in Port of Charleston to serve growing demand for US exports of agricultural and other bulk products.

The move is significant because a growing amount of US grain destined for niche markets is being containerised and shipped via US East Coast ports, instead of more traditional bulk grain shipments to West Coast gateways.

JIMCO's new facility is located adjacent to the North Charleston Terminal at the South Carolina Public Railways' Remount Road facility. It will receive product by rail or truck and convey it into shipping containers for export.

Increased global consumption, particularly in Asia, is pushing commodity exports. Strong demand for empty containers in the US interior to serve growing exports is another factor driving the local transload operation in Port of Charleston, where there is an ample supply of empty equipment for exports.

"JIMCO is proud to join the Port of Charleston community," said Jimmie Collins, president and founder of JIMCO. "Our new Charleston facility gives farmers, agricultural interests and other bulk cargo shippers a new, cost-effective way to get their product to overseas buyers through a productive, deep water port."

"The Port of Charleston and South Carolina welcome JIMCO to our State," said Paul McClintock, senior vice president and chief commercial officer of South Carolina Ports Authority. "We expect that exports will continue to increase, and Charleston is well-positioned to serve this growing business."

South Carolina Public Railways (SCPR) is central to the project. JIMCO's Charleston operation is located on property owned by SCPR, and SCPR will provide on-site switching services. Both Norfolk Southern and CSX serve the site.

"We are pleased to have JIMCO operating at Public Railways, using Port of Charleston, and supporting the economic viability of our State," said Jeff McWhorter, president and CEO of SCPR.

With the region's deepest channels, ocean carriers in Charleston can take on more and heavier export loads before sailing vessels at actual drafts up to 48ft. Rail-to-container transloading of agri-bulk cargos, which are typically denser and heavier than import loads, can reduce transport costs.

The JIMCO Group is an industrial services company based in Savannah, GA with facilities and operations across the eastern US.



# ECTA guidelines on container liners

Following consultation with InterBulk, the European Chemical Transport Association (ECTA) has published *Best Practice Guidelines for the Safe Use of "Lined" ISO Box Containers for Movement of Dry Bulk Products*.

The guidelines are a response to the growing use of standard ISO dry containers for carrying dry bulk materials using container liners. "With the on-going globalisation of supply chains, movement of dry bulk product is increasingly undertaken by using ISO box containers equipped with an inner liner," ECTA notes. Yet, "the ISO box container is not specifically designed for the movement of dry bulk products, has no top loading hatches and has no specific designed discharge configuration for bulk products. The containers can be loaded anywhere in the world and the typical operation of one door-door transport can involve many different suppliers in relation to: container selection, supply of the inner liner, fitting of the liner and the false bulkhead, loading of the container, ocean shipping, intermodal operations, discharge, and recycling of the used liner."

ECTA feels it is imperative to develop guidelines to assist in the safe movement of these containers into, within and out of Europe.

There have been a number of serious incidents, personal injuries and near-misses due to the use of ISO containers not specifically designed for the transportation of bulk products and the diversity of liners. Thus ECTA hopes the guidelines will help raise safety standards. ECTA says the guidelines come with the support of SABIC, Borouge/Borealis, and other leading industry players.

The guidelines are available at:
www.ecta.be/public/content/publications/guidelines

# Matcon hosts conference in Japan

On 6 December 2011, Nisshin Engineering unveiled its new Japanese test facility to 30 executives and engineers from Japan's most prestigious food manufacturers.

Nisshin and Matcon also took the opportunity to present to the audience the latest concepts and technology in global manufacturing.

Dr Yoshiyuki Yamada, president of Nisshin Engineering opened the event with a presentation on the corporate efforts within the Japanese food industry and introduced MPP, an IT software package for establishing a traceability chain and SPP, a sophisticated project execution package focused on improving the production of foodstuffs in the manufacturing chain.

A presentation on the latest trends of the Japanese food industry was given by Masato Hirota of JMA Consultants. The trends were analysed from three view points; lean management, compact process and proactive mind, with a number of key points for improvements discussed.

Matcon's group managing director Charles Lee then introduced Matcon's philosophy and mission with lean manufacturing, while Hans Pettersson, group sales director for Matcon converted the lean manufacturing theory into practical powder handling solutions using Matcon's modules for formulating, mixing and packing powders.

Powder demonstrations were hosted in the new test facility by Takashi Okada, of Nisshin Engineering, including manual and automatic formulation, IBC mixing and cleaning.

Concluding the event Hiroshi Sakka, of Riken Vitamins, gave a case study of its Matcon solution which was incorporated into a fully automated system installed by Nisshin Engineering in 2006. Sakka described how the system had helped Riken achieve much improved flexibility as well as overall throughput using reduced man power.

# Addressing the paradox

Enhancing the chemical industry's public image and attracting younger talent into the industry were two central themes at the EPCA 2011 annual meeting in Berlin

**Tom Crotty**, director, Ineos Group, and EPCA president welcomed a record-breaking 2,500 delegates to Berlin for the Association's 2011 Annual Meeting. "It's fitting in the International Year of Chemistry, that this meeting's theme – The Chemical Industry: 95% of the World around Us – links us and our industry to the lives of people all around the world," he said.

*Tom Crotty - a paradox that an industry so central to the lives of people has to work so hard to be recognised as a force for good*

It provides a timely reminder of the positive contribution our industry's products and processes continue to make to our standards of living, health and the environment, he continued.

Yet the "paradox is that an industry so central to the lives of people has to work so hard to be recognised as a force for good, not bad," Crotty noted. Despite being a key supplier to almost all industries, and helping to transform the delivery of potable water, food, clothing, healthcare, education, transportation, industrial production, communications and entertainment, the chemical industry is still viewed in a negative light.

Holding a positively themed meeting in Berlin was entirely appropriate, Crotty told delegates. "Germany's chemical industry has done brilliantly in conveying its (beneficial) contributions. This is the only country in Europe where our industry and our products have a positive image." Speaking immediately after the audience had seen the short EPCA-sponsored film *Chemistry: All About You*, the Association's president outlined how EPCA and UNESCO are working together to promote the industry to younger people. The aim is to help them understand the importance and contribution of chemistry to their lives and to attract new talents to the industry. It is a challenge he urged everyone in the industry to take up.

*Jeroen van der Veer - between now and 2050 the use of chemicals will at least double*

Former Royal Dutch Shell chief executive **Jeroen van der Veer** opened his keynote speech with an optimistic long term outlook for the industry: "Between now and 2050, the use of chemicals will at least double. Why? Because of growing demand from the world's increasing population – from 6 billion to 9 billion – and the increasing size of the middle classes. This will be a very big industry. It will be innovative and offer high-quality jobs."

For the future, Van der Veer outlined six areas where the petrochemical industry should focus. "First, we need a zero tolerance world for accidents, because the public may accept complex industries but they won't accept accidents." In pursuing this goal, he saw an important role to play for associations like EPCA. Referring to the recent Macondo accident in the Gulf of Mexico, van der Veer said that the response of several of the major oil companies – Shell included – was to invest over $1 billion in a company to prevent and respond to spillage incidents and to provide rapid capping.

"To be honest, (the energy sector) should have done this years ago. But it was a question of who takes the lead. The Gulf incident-related initiative came from the American Petroleum Institute." He urged the chemical industry to think along similar lines. Given that shale gas fields are already proving to be a game-changer for the economics of the petrochemical sector and triggering a round of related cracker investments, van der Veer said it was essential the industry addresses the concerns of the public about "fracking" extraction. "We have to be up-front about the chemicals being used in the process and reassure people that they will not contaminate groundwater."

His third point related to growth of the bio-based economy. While shale gas discovery and availability might pull focus back onto fossil fuels, van der Veer noted, high oil prices mean that "bio-based feedstock and materials remain a commercially attractive space. This [is] something the chemical industry should claim, because we are the innovators; we have developed modern materials from hydrocarbons and we can do the same from bio-based feeds. In this field, we can enhance our image with society."

A fourth area for focus relates to the changing tactics of NGOs, some of which appear to be generally opposed to the chemical industry, he said. "Instead of just making lots of noise and gaining publicity, these NGOs are increasingly using the legal process to prevent or delay developments for years and years. Is that a good use of the legal system and public and private funds? As industry, I think we need to work together and talk with governments to explain what is happening and the economic consequences of these actions."

Van der Veer's fifth focus was on investments. In a time of economic difficulty, he urged industry to use scenarios to help investment decision-making. "Back in my Shell days, we used scenarios to figure out bottom-line positions in future situations, including lousy conditions. The point was to figure out if we could not just survive – even if we were hurt and could not make a profit – but emerge stronger from difficult situations."

Given the recruitment challenges facing the chemical industry, with an ageing workforce and too few appropriate university graduates and people seeking to study technical skills, van der Veer's sixth point focused on attracting new talent. Contrasting the low number of science and engineering graduates in Europe with those in Asia-Pacific, he urged the industry to "adopt secondary schools, make your young engineers available to them, and invite schools to come and visit manufacturing plants." He said the industry must enhance its educational engagement.

Cefic president **Giorgio Squinzi**, also CEO of Mapei, presented Cefic's vision for the industry and its initiatives to improve engagement with the public and to broaden understanding of the sector.

"During the past 30 years, the industry has continually invested in health, safety and environmental measures," Squinzi noted. "Since the early 1990s, our industry has reduced its energy consumption and emissions per unit of production by almost 30 percent, and optimised its productivity and reduced its use of raw materials often by over 50 percent. But it has forgotten to tell society about its performance and sometimes has not anticipated long term impacts of applications. Now, more than ever, the industry must take up the challenge of sustainability: less energy-intensive processes, biodegradability, recycled products and renewables, and better raw materials efficiency are important elements of the sustainability equation. But we have to consider the social and economic elements as well."

Cefic wants to position the European chemical industry as a high-tech sector at the roots of innovation and providing solutions to all the challenges of sustainability. Innovation today has to occur within and through value chains and stimulating frameworks are needed, Squinzi said. The EU Commission has put private-public partnership at the cornerstone of its innovation strategy and it's up to Europe's manufacturing industry to take the lead, he continued.

Cefic is also promoting industry transparency, he said. Good current examples are the industry's implementation of the REACH initiative - for registering products, and managing chemical-related risks and product stewardship - and the adoption of Responsible Care.

"If we want new insulating materials, fuel cells, nano-coatings, light composites, low energy lighting, dedicated fertilisers, food and water conservation and treatment, low energy production processes, catalytic conversion, waste treatment and biomass to happen in Europe, we need innovation, and yet more innovation!"

And Europe has to speed up if it wants to stay competitive against emerging economies: In the decade from 1999-2009, Europe's market share of global chemicals fell from 32 percent to 24 percent, while China's increased from 6 percent to 22 percent.

To take the lead on innovation, stay competitive and meet society's challenges, the European chemical industry is proposing that pan-European authorities should prioritise pilot projects in four areas, the Cefic president said.

- A water efficient Europe, via technologies to reduce consumption, and improve fresh water resources and wastewater management
- Raw materials for a modern society: developing new technologies for more efficient extraction, use, recycling and substitution
- Smart cities: using new concepts and materials for energy generation, storage and efficiency, along with new properties, hybrid materials, and environmental technologies
- Sustainable process industries: integrated resource efficiency strategies along the value chain, considering all input-output and recycling options.

Squinzi concluded that the International Year of Chemistry is the perfect time to talk about these things, noting that throughout Europe many events and activities have taken place to raise and improve the profile of the industry. "But in my view, the most important goal is to reach out to the young people, and to attract them to study chemistry and join the chemical industry. This is a 'must' to boost research and innovation. We have to instil enthusiasm for the chemical industry and show that the chemical industry holds a future for them in terms of job opportunities. By developing long-term partnerships with academia, thinking along the whole value chain from research to consumer, and thinking in terms of products, product lifecycle and sustainable development, we can continually increase the value and visibility of our industry. Educational programmes, public open days, opinion surveys and the use of social media can also enhance our public engagement."

## Breakfast logistics

EPCA 2011 also played host to a **Supply Chain and Logistics Leaders Breakfast**. In a series of round table discussions, a group of 80 producers and logistics service providers (LSPs) reflected on EPCA's proposals for four new working groups focused on key supply chain topics: geographical scope; technology; global and more complex sustainable supply chains; and transparency and openness.

Opening the session, **Philip Browitt**, chairman of EPCA Supply Chain Programme Committee, asked attendees to run a critical eye over the working group plans, and to indicate whether the topics addressed their concerns and if there are additional areas that should be added. Before tables set to work, Browitt outlined the broad themes guiding each new working group.

*Philip Browitt - encouraged those with specific concerns and interests to participate in the EPCA Supply Chain Programme working groups*

Discussion on **geographical scope** highlighted a divergence between regional and global markets, noting that some producers and rather more LSPs are more regionally focused and already struggle to manage the supply chain complexities relating to Europe. It was suggested EPCA might do more to help and integrate smaller players into the organisation, particularly through information sharing. However, there was also broad recognition that globalisation is increasing. For example, in the speciality sector a plant located in one region may be a company's

only global manufacturing centre for a particular product.

There continues to be significant inter-regional movement of product in the petrochemicals sector, particularly from the Middle East to Asia-Pacific markets. This is likely to drive greater demand for intermodal solutions. In the light of globalisation, it was suggested that EPCA work more closely with the Gulf Petrochemicals and Chemicals Association to set up supply chain discussions and workshops, and also look at opportunities for similar events in China. It was also noted that while transportation costs remain relatively low, chemicals will continue to be exported across long, inter-regional routes.

On a related issue several tables suggested a specific working group might consider supply chain and logistics infrastructure. Issues raised on this topic ranged from concerns about the failure to achieve railway standardisation in Europe, to investment in roads and shipping facilities for future efficiency and growth.

There was unanimous agreement that **technology** is an enabler for more efficient, safer, more closely controlled and monitored supply chains. But some concern was expressed about the complexity and costs added through some new technologies and related systems, particularly increasing pressures on smaller LSPs. There were calls for standardisation and greater efforts to ensure technology brings logistics costs down. However, there was also an acceptance that new technology often brings competitive advantages for quick adopters, and can disadvantage those slower to react or implement. Assessing, managing and harnessing potential supply chain options, impacts and benefits available through the developing 'internet of things' was a growing challenge. There was consensus that EPCA has led, and should continue, to lead work and discussions in this area.


There was broad agreement that the **supply chain is becoming more complex**, and that globalisation – and indeed continuing or expanding regionalisation – may shrink the world geographically while highlighting a range of differing business cultures, practices and standards. Here, organisations like EPCA had an important role to play in fostering interregional, industry-wide discussion and co-operation. The complexity, however, should not be underestimated: "It's tough when the definition of 'on-time delivery' varies around the world," one table's rapporteur pointed out. Security is another growing concern, and along with market volatility is adding to the complexity of challenges facing the chemicals sector.

Given the importance of sustainability, one table wondered if this topic should have a dedicated working group. Similar queries were raised about "reputation", and whether EPCA should dedicate a group to looking at ways to raise and improve the chemical industry's profile. Both sustainability and reputation are closely linked with transparency and openness. The supply chain leaders agreed that great transparency and openness were good for business and good for reputation. However, questions were raised about conflicts between openness and competition, in both market and legal senses.

While vertical **co-operation** – between suppliers and LSPs has increased, horizontal co-operation has hurdles to overcome relating to competitive advantage and legal issues relating to anti-competitive behaviour. Initiatives to prevent 'empty' transportation and promote load optimisation via co-operation are working. But the need for neutral organisations – possibly EPCA – to manage information sharing was highlighted.

While much best practices sharing does take place across the sector, it tends to be focused on health, safety and environmental issues. A suggestion was made to try to broaden supply chain best practices learning through dialogue and cooperation with other industries, such as the automotive and retail sectors. However, there was recognition that these industries use business models that differ from chemicals. One table suggested lack of transparency and openness continues to cause "inventory bubbles and speculation, resulting in billions of dollars of value being tied up in the supply chain". EPCA could look at these issues, it was suggested.

A theme of the EPCA Annual Meeting – the attraction of talent to the industry – was also raised in the supply chain session. It was noted that increasing complexity in supply chain and logistics required increasingly well- and appropriately educated personnel. Any efforts EPCA can make in fostering better links with educational establishments and increasing the chemical sector's attractiveness to young people, are to be encouraged and supported.

Concluding the session, Philip Browitt welcomed the input of the group and said the EPCA Supply Chain Programme Committee would assess the input and report back on planned actions and responses. He also encouraged those with specific concerns and interests to volunteer to participate in working groups.

# ECTA targets new sectors for Responsible Care

With 112 members and non-members attending, the European Chemical Transport Association (ECTA) conference in Rotterdam was considered to be the most successful to date

Following a year of consolidation for ECTA after splitting from EPCA, the association's president **Andreas Zink**, director of LKW Walter, reported that the ordinary membership base rose by 9.4 percent for the year, with an increase of 17 percent for Responsible Care membership.

During the latter half of the year the ECTA board took the decision to expand the ordinary membership and Responsible Care membership base to the additional sectors of Tank Cleaning and Warehousing. The board's thinking was to extend RC to the total logistics supply chain thereby showing external stakeholders and producers ECTA's continuing commitment.

The considered opinion for 2012 is that the year will be challenging as far as logistics is concerned and that greater efforts will be required just to stand still. In this area ECTA has set in place an industry advisory council (IAC) forum with members from producers, Cefic and LSPs that meet on a regular basis to discuss pressing matters within the industry and to see what actions can be formulated to overcome such situations.

ECTA also became an official partner to the Healthy Workplaces campaign on Risk Assessment organised by the European Agency for Safety and Health at Work (OSHA). The campaign aims at reducing work-related accidents and illness, by promoting risk assessment as the first step to a sustainable prevention culture.

To complement the above a number of initiatives are on-going at present. The working groups are looking at: Maritime Tipping of ISO Box Containers; Working at Height; Weights & Dimensions.

The above are targeting HSSE and efficiency gains improvement throughout the supply chain; once again members of these working groups are from both sides of the divide. The Weights & Dimensions area has the potential for the greatest efficiency gains if and when agreed. Cefic and ECTA submitted a position paper to the EU on this area in which a number of recommendations were made to assist the logistics industry across the board.

With the ever increasing threat of taxes, legislation and other punitive measures it is imperative that the industry is proactive in mitigating such onerous measures to meet the $CO_2$ emissions required by 2020 and further cuts by 2050 of 60 percent.

In the conference, **Bernhard Their**, European Responsible Care Manager of Cefic, gave an overview of the application requirements to meet ICCA, also a number of initiatives that Cefic are promoting via the RC network.

Responsible Care has now been in operation for 25 years since being launched in Canada. Among the essentials are the on-going and transparent co-operation with all stakeholders and local communities near to producer sites. The question often raised is 'Why do we need to improve?'. To which the common answers are: reduction of accident and incidents; improve risk assessments of the business; have in place management systems for control; a structured approach to all issues within the business; and to reduce $CO_2$ emissions.

The presentation then went on to highlight the priorities of Cefic, summed up as: support capacity building in SMEs; promote process safety performance & metrics; advance security as an element of RC; promote resource efficiency (energy, water, waste); strengthen verification processes; address sustainability.

There followed several case studies from individual companies as to how they had implemented Responsible Care into their working practices. **Jaap-Jan De Bokx**, EUAF Land Logistics Manager of Shell Chemicals gave an overview of how Shell Chemicals has developed and controls its own RC expectations of its logistics service providers. The policy and goal of Shell Chemicals is zero incidents of any nature, this is reflected in a down trend over the past four years to zero being recorded.

Shell believes this has been brought about by a focused strategy on recording all accidents and incidents, reporting to Shell in an open manner, and transparency at all times. Shell encourages logistics providers to sign-up to Responsible Care and prefers to do business with companies that have done so. Some 95 percent of the group's LSPs in the Americas and Europe have signed up.

**Colin Humphrey**, ECTA managing director and Responsible Care Co-ordinator, gave a presentation on the controls in place to measure and approve companies who apply for RC membership level. At the same time he also gave an update on the operation and set up of the Technical & Responsible Care Committee which has a good cross-section of expertise to cater for the ECTA expansion. This committee meets approximately every three months.

**Bernhard Haidacher**, of LKW, gave an overview of how the logistics group has implemented RC and how it has developed an active spreadsheet to assist with the easier compilation of $CO_2$ information based on the McKinnon report. The Responsible Care Programme of ECTA offers its members a very easy tool for an 'activity-based approach' calculation of $CO_2$ emissions, he said. The active spreadsheet is available on ECTA website.

**Natasja van Schaijk**, of Vos Logistics, gave an overview of how Vos has implemented RC into the company and at the same time included all aspects of HSSE improvements areas that the company was looking for.

Vos has various certifications, such as ISO 14001, SQAS or Responsible Care. Its sustainability report shows that Vos measures monthly its '5 year objectives', which include $CO_2$ emissions, sickness absence or customer satisfaction. Vos has integrated the Eco-safe logistics system, which aims at improvements in technology, operations and premises. For example, the company's objective is to decrease its carbon footprint by 20 percent by 2015, by efforts to reduce fuel consumption and empty mileage.

**Evert de Jong**, QHSSE manager of De Rijke Group, gave a presentation on the practical application of RC for warehousing and tank cleaning operations, emphasising the simplicity and logic of the tools provided by ECTA to implement Responsible Care within a company.

The site-depending nature of warehousing and tank cleaning causes overlaps of the various existing assessment systems, such as SQAS, HACCP, ISO 9001. The ECTA process is very simple: once the company has submitted its Commitment document to ECTA, an Agreement is signed between ECTA and the ECTA member, and a Responsible care Co-ordinator is appointed within the company. Throughout the year, the company will have to submit an annual Improvement Plan, an annual Improvement Realisation Report and an annual KPI report.

Practically, this means that the company will have to add the Responsible Care terminology to its policy, check the latter compared to the nine RC components described in the signed Commitment, and communicate the new policy.

**Raf Bemelmans**, director supply chain polymers Europe, and **Mathijs Ploumen**, category manager land transportation, of SABIC, gave a presentation and film of the company's approach to HSSE and the application of RC, specifically pointing out good and bad practices.

The company, which has been active in the ECTA Industry Advisory Council since 2010 and participates in current ECTA Working Groups, refers to the ECTA/Cefic guidelines in their contracts, requires SQAS assessments and selects its LSP partners based on these latter requirements.

SABIC now has all their loading sites equipped with fall-stop systems, to drive the new load securing standard for soft packaging, and promotes safety, for example, during haulier days. The company has also developed visual communication aids and some testing for drivers in order to make sure the safety measures have been understood.

The company aims to reach zero accidents involving SABIC transport, by implementing requirements for all transport modalities and focus on EH&S and Responsible Care. An open dialogue exists between SABIC and LSPs and workshops on best practices are organised.

As behaviour is still the main cause of accidents, the company focuses on evaluations, feedbacks to drivers and hauliers, information and trainings, and inspection of the sites. SABIC's long term objective is a partnership with SQAS-selected hauliers, this is why it is now asking of all of them compliance with Responsible Care.

# Vopak steady in transition year

Vopak chairman Eelco Hoekstra says the independent tank storage operator remains on track in its 'transition year. "The healthy demand for tank storage services and our capacity expansions led to an EBITDA excluding exceptional items of €164 million in the third quarter of 2011," he commented on releasing the group's third quarter statement. "We are experiencing a robust demand for oil storage services and a healthy demand for the storage of chemicals. We also note the first signs of improvement in the market for the storage and handling of biofuels."

Last year Vopak commissioned large expansion projects, such as Gate terminal in Rotterdam, which will serve as an import terminal for LNG, and the first phase of Vopak Terminal Amsterdam Westpoort, a new state-of-the-art hub terminal for gasoline and other clean petroleum products.

For the full year 2011 Vopak expects a group EBITDA of between €600–640 million. "With the current outlook and additional storage capacity under construction we remain well positioned to realise an EBITDA of between €725–800 million in 2013," he added.

The third quarter results and the expansion of worldwide storage capacity, among others by acquisitions of terminals in Kandla (India) and Altamira (Mexico) led to a net debt/EBITDA ratio of 2.61 per end of September 2011 (2.35 per 30 June 2011), providing financial headroom to complete the storage capacity expansions currently under construction and to support the identification of new growth opportunities.

Operating profit for the third quarter 2011 of the Chemicals Europe, Middle East & Africa division increased by 8 percent to €24.1 million. Demand for storage and handling of chemical products remained at a healthy level during Q3 2011. Since the end of the second quarter, some positive signs have been noticed with the implementation of the first European certification schemes for biodiesel products, although uncertainties on subsidies and potential new developments in legislation remain, the company says. The occupancy rate for the third quarter 2011 increased to 91 percent (Q3 2010 90 percent).

In the Oil Europe, Middle East & Africa division operating profit was €41.7 million, including a negative currency translation effect of €0.3 million, and in line Q3 2010 (€42.0 million). The overall market conditions for storage and handling of oil products remain "robust". Storage capacity increased by 661,000 cbm compared with Q3 2010, while the out-of-service rate decreased. The results were offset by higher pre-operating expenses related to projects and a lower throughput at the terminal in Estonia. Occupancy rates for the third quarter 2011 and 2010 were the same (95 percent).

Vopak has seen robust demand for oil storage



# 1,000 accident-free days

OMV's Schwechat Refinery and the associated Lobau Tank Farm report that no working days were lost due to industrial accidents among employees for a period of more than 1,000 days. This means that around 3.5 million accident-free hours have been attained.

"This trend is going absolutely in the right direction, and is the result of the personal commitment of all employees," said head of Schwechat Refinery Gerhard Wagner. "It is particularly remarkable when you consider that two major routine shutdowns took place in the past two years that involved a great deal of non-ordinary work in the plants."

"Safety initiative 2010+" was introduced as early as 2009 – also in view of the shutdowns – in order to ensure a safe working environment. Employees of both the refinery and partner companies were made more aware of safety aspects through an information programme and focused training courses. "For us, safety is a value in itself," added Wagner.

Partner companies carry out a great deal of work at Schwechat Refinery, and their safety records are just as important for the refinery. In order to ensure an optimal performance, only those with a certified safety management system are selected.

The company says the introduction of an electronic work permit system in 2009 has helped experienced OMV employees to establish the appropriate general conditions for non-routine work in the plant that is carried out mainly by partner companies. The system automatically suggests protection measures for certain types of work.

"Hard work and the awareness of each employee that safe working forms the basis of our success are behind these encouraging results and the newly achieved milestone of 1,000 accident-free days," said Wagner.

With Group sales of €23.32 billion and a workforce of 31,398 employees in 2010, OMV Aktiengesellschaft is one of Austria's largest listed industrial companies. In exploration and production, OMV is active in two core countries - Romania and Austria - and holds a balanced international portfolio. In refining and marketing, OMV has an annual refining capacity of 22.3 million tonnes and as of the end of September 2011 approximately 4,700 filling stations in 13 countries including Turkey. OMV further strengthened its position in the latter country through a 97 percent stake in Petrol Ofisi, Turkey's leading company in the retail and commercial business.

3.5 million accident-free hours

# SE energy hub opens

DP World's London Gateway and Shell celebrated the official opening of a state of the art tanker jetty at London Gateway which will deliver a quarter of all aviation fuel to airports in South East England from Stanford-le-Hope, Essex.

The jetty at London Gateway is now receiving its first shipments, offloading as much as 90,000 tonnes of fuel when fully laden.

London Gateway is a huge new container terminal project being developed along the Thames Estuary by the UAE's DP World group. CEO Mohammed Sharaf said the official opening marked a major milestone in the joint efforts of Shell and DP World to develop London Gateway into an efficient fuel handling facility: "This facility will ensure an uninterrupted supply of energy to the UK. We look forward to working with Shell in the coming years as both our operations continue to progress."

DP World has worked closely with Shell as the land and infrastructure of the disused brown field site have transitioned into the Dubai group's ownership for the construction of the deepwater container port and logistics park.

Rachel Crocker, Shell business development manager in the UK commented: "This jetty is important for Shell's aviation business in the UK. We import two million tonnes of aviation fuel a year through this facility and the vast majority of it goes to the UK's south-eastern airports, primarily London Heathrow. This project has created a legacy for the UK that will secure jet supplies for many years to come."

The jetty terminal – built on time and on budget by DP World – runs continually 365 days a year. State of the art equipment and control systems allow flexibility in handling a range of products in addition to aviation fuel, including diesel and petrol.

Simon Moore, London Gateway CEO added: "We are delighted to welcome the first ships to this new fuel jetty at London Gateway. Work to remove the old jetty pipe work has been completed and land reclamation will soon begin for the final three berths. We look forward to working closely with our neighbour into the future."

Once complete, it is claimed the new port and park facility will save UK business millions of pounds every year in land transport costs. An estimated 65 million road freight miles every year will be saved as many goods will no longer need to be transported from deepsea ports to inland distribution centres. Instead, goods will be sent straight into the new London Gateway Logistics Park and then directly to shops and homes. The London Gateway port will open for container handling in Q4 2013.

# Hovensa to close refinery

Hovensa has joined the growing trend of closing oil refineries and converting sites to tank storage. The company is shutting down its refinery on St Croix, US Virgin Islands. Following the shutdown, the complex will operate as an oil storage terminal.

Losses at the refinery have totalled US$1.3 billion in the past three years alone and were projected to continue, the company said. These losses have been caused primarily by weakness in demand for refined petroleum products due to the global economic slowdown and the addition of new refining capacity in emerging markets. In the past three years, these factors have caused the closure of approximately 18 refineries in the USA and Europe with capacity totalling more than 2 million barrels of oil per day. In addition, the low price of natural gas in the USA has put Hovensa, an oil-fuelled refinery, at a competitive disadvantage.

"We deeply regret the closure of the refinery and the impact on our dedicated people," said Brian K Lever, president and COO of Hovensa. "We explored all available options to avoid this outcome, but severe financial losses left us with no other choice. We will provide significantly enhanced benefits for those union and salaried employees who are impacted and will work closely with the government of the US Virgin Islands to ease the transition for the rest of the community."

After formal shutdown of the refinery, which will happen by the middle of February, most of those employed at Hovensa will continue working through a transition period. Thereafter, approximately 100 people will remain to work at the oil storage terminal.

*Losses at the Hovensa St Croix facility have totalled $1.3bn in the past three years*

# Rubis takes Delta stake

French storage and distribution group Rubis has bought a 50 percent stake in Turkey's Delta Petrol, which owns oil storage facilities in Ceyhan.

Rubis is reportedly investing US$100 million. Ceyhan, in southeast Turkey, is the terminus both for the Kirkuk-Ceyhan pipeline from northern Iraq and the Baku-Tblisi-Ceyhan pipeline from Azerbaijan.

Meanwhile, Cargill and Rubis Terminals have signed a lease agreement with the Port of Rotterdam Authority for the expansion of their sites by 2.8ha and 4.4ha, respectively. The site, on Welplaatweg, is currently leased by common neighbour Evonik. This company will cease operations here by the end of 2012 and will hand over the (cleaned-up) site in 2013.

In addition to the site expansion, agreement was also reached on deepening Cargill's sea jetty by 3.5m to 15.20m NAP (New Amsterdam Water Level). This is made possible by moving various mooring facilities 'outside'. This project will be completed in the final quarter of 2012. For the time being, Rubis is looking into expanding its jetty capacity for both ocean and inland shipping.

The Botlek area, built in the 1950s, is virtually full. It is becoming more cramped on the water too, due to the increased size of ocean-going ships and inland vessels. At the same time, Rotterdam Port Authority wants to facilitate economic growth by creating more handling capacity. It is therefore continually redeveloping and investing through re-allocation of land following business discontinuations, as with the Evonik site, and establishing BTT tank storage in place of dry bulk silos, etc.

# Gavilon to build Calif. palm oil facilty

Commodity management firm Gavilon is to construct an edible oil processing, transloading and storage facility in Stockton, California. The company will partner with Singapore-based agribusiness Wilmar International Limited to import and process palm, coconut and palm kernel oils to serve the California and neighbouring West Coast markets.

"Our partnership with a leading producer of palm and lauric oils brings unique product and logistics offerings to the California market which are not available today," said Alex Fox, director of strategy and development at Gavilon. "The combination of Wilmar's raw material and processing strengths, Gavilon's marketing and distribution capabilities, and a new, state-of-the-art facility will provide significant supply chain benefits for our customers."

The facility will be located in Port of Stockton and is expected to be operational by mid-2013. Centrally located in California, along Interstate 5 for convenient road access, the facility will receive ocean bulk cargo vessels and connect with Union Pacific and Burlington Northern railways.

Headquartered in Omaha, Nebraska, Gavilon provides supply chain networks for the feed, food and fuel sectors. The company provides origination, storage and handling, transportation and logistics, marketing and distribution, and risk management services.

## Advertisers Index



## EVENTS

**HazardEx 2012**
29 February–01 March 2012
Harrogate, UK
Annual conference and exhibition for professionals in hazardous area protection, ATEX and HSE
IML Group plc, Blair House, High Street, Tonbridge, Kent TN9 1BQ, UK
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**www.hazardexonthenet.net**

**StocExpo 2012**
13-15 March 2012.
Ahoy, Rotterdam, Netherlands
Annual Storage Terminal Operators' Conference & Exhibition
Fax: + 44 (0)208 892 1929
info@stocexpo.com
**www.stocexpo.com**

**Platts European Gas Storage**
19-20 March 2012.
Marriott, Amsterdam, Netherlands
Sixth European Gas Storage conference
Tel: +44 (0)207 176 6226
stacey_knox@platts.com
**www.platts.com**

**2012 Bakken Crude Oil Logistics Conference**
29-30 March, 2012.
The Houstonian Hotel, Houston, Texas, USA
Conference on the logistics challenge of shipping crude out of the Bakken shale in North Dakota and Montana
**www.crudeoillogistics.com**

**Logichem**
3-5 April 2012
Antwerp, Belgium
Annual conference for chemical logistics
Worldwide Business Research
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Fax: +44 (0)20 7368 9401
**www.wbresearch.com/logichemeurope**

**FPS EXPO 2012**
18-19 April 2012
Harrogate, UK
Annual exhibition for the fuel distribution sector in the UK and Ireland
Federation of Petroleum Suppliers
Tel: +44 (0)1565 631 313
Fax: +44 (0)1565 631 314
**www.fpsshow.co.uk**

**Multimodal**
1-3 May 2012
NEC, Birmingham, UK
Fifth UK and Ireland freight transport and logistics exhibition
Clarion Events
Tel: +44 (0)207 370 8373
Fax: +44 (0)207 370 8908
**www.multimodal.org.uk**

**Platts European Oil Storage**
10-11 May 2012
The Hilton, Amsterdam, Netherlands
Platts 5th Annual European Oil Storage conference
Tel: +44 (0)207 176 6273
**www.platts.com**

**ILTA 2012**
21-23 May 2012
Houston, Texas, USA
32nd Annual International Operating Conference & Trade Show
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**transport logistic China**
5–7 June 2012
SNIEC, Shanghai (Pudong), China
5th International Exhibition for Logistics, Telematics and Transport
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# CRONOS TANKS

## GLOBAL COVERAGE FROM YOUR LOCAL CRONOS OFFICE

### TYPICAL SPECIFICATIONS

ISO TANK CONTAINER // SINGLE COMPARTMENT INSULATED AND STEAM-HEATED STAINLESS STEEL TANK CONTAINERS

| CAPACITY | TARE WEIGHT | MAX GROSS WEIGHT |
|---|---|---|
| 26,000 ltr | 3,650 kg | 36,000 kg |
| 25,000 ltr | 3,460 kg | 36,000 kg |
| 24,000 ltr | 3,375 kg | 36,000 kg |
| 21,000 ltr | 3,290 kg | 36,000 kg |

#### GENERAL SPECIFICATIONS

**WORKING PRESSURE:** 4.0 Bar

**DESIGN TEMP:** - 40˚c to 130˚c

#### APPROVALS

UIC, CSC, TIR, IM101, UK-DOT, RID/ADR, AAR600, FRA, TC, UN PORTABLE TANK, IMDG, US-DOT

#### STANDARD FITTINGS

**MANLID:** 500 mm (20˝) diameter, 8 point fixing

**AIR LINE:** 1.5˝ with stainless steel ball valve and 1.5˝ BSP cap

**RELIEF VALVE:** 2.5˝ SRV set at 4.4 Bar – provision to fit a second

**TOP OUTLET:** Provision for 3˝ butterfly valve and syphon tube

**BOTTOM DISCHARGE:** 3˝ stainless steel high lift foot-valve with butterfly valve and 3˝ BSP cap / Blind Flange

**STEAM-HEATING:** 10.5 $m^2$ effective surface area external steam tubes. 1˝ inlet and 0.75˝ outlet

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