www.bulk-distributor.com

BULK DISTRIBUTOR

INTERNATIONAL NEWS • PEOPLE • PRODUCTS July/August 2012

Indian first for Talke

Talke Group has opened its first site in India, marking a significant expansion for the Hürth, Germany-based bulk logistics specialist. The group now operates an acetic acid drum filling line for the pharmaceutical and life sciences company Jubilant Life Sciences Ltd.

Talke erected the state-of-the-art drum filling line on the premises of a tank storage facility in Mumbai. The acetic acid can be fed into the filling line straight from the tanks, but can also be filled directly from ISO containers. Initially, the Talke facility will drum about 12,000 tonnes of acetic acid a year. If required, however, volumes can be increased and a number of other substances handled.

Jubilant is the largest Custom Research and Manufacturing Company in India and is among the 10 largest contract manufacturing and outsourcing experts in the global pharmaceutical industry.

"We always apply the highest standards to all our research and production projects. In Talke, we have found a logistics partner that has implemented equally high quality standards in terms of safety, health and environmental care," commented Rajesh Sethi, vice president & growth unit head acetyls at Jubilant. The contract will run for an initial term of two years and is then automatically extended indefinitely.

"Our aim is to support the chemical and petrochemical industry with top-quality, safe, and specialised logistics services wherever its commodity flows run together. Jubilant is the first customer on the Indian subcontinent to whom we are delivering our high Talke standards," explained Alfred Talke, the group's managing director.

Talke sees great potential for value added services in the field of chemical industry logistics in India. "This is our first step in starting up operations in India. The market there is developing rapidly, and the number of companies demanding top-quality logistics services that comply with international standards is rising. Talke can assist these companies effectively and efficiently."

Talke sees great potential for value added services in the field of chemical industry logistics in India

In a separate development, the Slovakian Petrochemical Division of Slovnaft Group, Slovnaft Petrochemicals, has awarded Talke a contract for the engineering, procurement, and construction of a new logistics facility. At a projected price of €22 million, this is one of the largest Talke construction projects thus far.

The facility will process and handle polyethylene granules and will be built on the grounds of the Bratislava-based company's industrial complex. The project is planned to include, among others, a silo complex with 28 silos, a large building for packaging and warehousing, office building, and space for traffic and shunting. In addition, two bagging lines and two bulk loading devices will be installed, as well as a pneumatic conveying system downstream of the degassing silos. The facility is planned to handle 220,000 tonnes of low-density polyethylene (LDPE) per year. Completion is planned for the second quarter of 2015.

IN THIS ISSUE

Managing Editor Neil Madden
neil@bulk-distributor.com
Tel: +33 (0)3 88 60 30 68

Advertisement Director Anne Williams
anne@bulk-distributor.com
Tel: +44 (0)1932 225632

Circulation & Development: Danny Holmes
danny@bulk-distributor.com
Tel: +44 (0)1565 653283

Bulk Distributor is published by
Ashley & Dumville Publishing Ltd
Caledonian House, Tatton Street, Knutsford,
Cheshire WA16 6AG, United Kingdom

www.bulk-distributor.com

Tel: +44 (0)1565 653283

Fax: +44 (0)1565 755607

Published 6 times a year.

Antwerp targets south Netherlands

Construction has started on a €15.5 million rail freight terminal in Geleen, in the southern Netherlands, in which the Belgian port of Antwerp is a shareholder.

Antwerp is part of a consortium which also includes Belgian operator, Ewals Intermodal and local logistics company Meulenberg.

Antwerp Port Authority's (APA) decision to participate in the terminal is the result of an extensive study that began in 2009. Among other things this looked at how participation in the rail terminal in the southern Netherlands would fit in with APA's hinterland policy. As part of this policy the Port Authority wants to expand the links with the port's natural hinterland and draw cargo from a wider area, so that freight flows become established in Antwerp. "Participating in this new terminal in Geleen fits in with this challenge perfectly," said Port Authority CEO Eddy Bruyninckx. "More specifically, the rail terminal will serve to increase the share of rail in the overall modal split for transport between south Netherlands and Antwerp. It will also enable us to attract more cargo from south Netherlands to Antwerp." About 10 percent of Antwerp's container traffic currently leaves the port by rail and APA is aiming to increase this to 15 percent by 2020.

The rail freight facility, which is scheduled to enter service in April 2013, will be located on the Chemelot industrial complex, home to a cluster of chemicals manufacturers, including SABIC Polymers Europe, a unit of Saudi Arabian petrochemicals group, SABIC.

Chemelot is located on the second-largest chemical site in the Netherlands, and is one of the largest contiguous company locations in the country. Covering around 800 ha it is an important centre for production of basic chemicals. Good rail connections and a rail terminal for chemicals and other products should strengthen the competitive position of the Chemelot industrial site.

"Along with a number of other shippers based in Geleen, we launched the idea of a rail terminal several years ago as part of a concerted policy to transfer more and more of our cargo from trucks to trains," Raf Bemelmans, SABIC Polymers Europe's director supply chain, told *Lloyds Loading List*. "We are ready to generate the rail terminal's basic volumes as soon as it enters service," he said.

The terminal will handle mainly (though not exclusively) non-hazardous chemicals. Services will be available to any shipper in the vicinity of Geleen operating in whatever sector.

SABIC Polymers is also reportedly looking at train routes linking Geleen with southern Germany and Italy.

Spotting the danger signals

Supply chain risk was a key theme at this year's Logichem Europe conference in Antwerp. In fact it was likened to navigating around a rocky headland

A report from Transport Intelligence, a consultancy, points out that although global supply chains have created mutual benefits for developed and emerging markets alike, these same supply chains have increased risk to the global economy. Reliance on production in markets such as China and Asia Pacific has put Western economies at the mercy of a series of internal and external threats to these extended supply chains.

Production in remote locations has brought with it increased exposure to environmental threats, such as the tsunami in Japan and the floods in Thailand, both of which have been important in raising the issue of supply chain vulnerability. These events brought massive disruption to automotive and high tech supply chains, but both could have been much worse. The first step for many manufacturers will be to accept that global supply chains bring with them risk. However once the threats have been identified, quantifying them will be harder still.

External threats to supply chains have received considerable attention following the well-publicised natural disasters in Japan and Thailand. However understanding of these risks is at a very early stage. One survey, undertaken for the World Economic Forum, found that 30 percent of respondents estimated losses of 5 percent of annual revenue from supply chain disruption. However over a quarter of respondents were not able to place a figure on the financial impact of a disruption.

It is not that the risks themselves have become more acute. After all there have always been wars and natural disasters. Rather it is the evolving supply chain and production strategies of major global manufacturers which have changed, leading to a rebalancing of the risks inherent within various parts of the supply chain.

Of course, the characteristics of some supply chains make them more vulnerable to threats than others. The high tech sector, for example, relies heavily on global supply chains which are typically high value, lean and unbundled, or out-sourced. This combination of factors puts the sector at high risk. At the opposite end of the scale, food supply chains tend to be local, characterised by low product value and so, in most cases, have low levels of risks attached.

The global chemical industry currently sits somewhere in the middle. However, risk factors can be expected to rise as refining and production grow in emerging markets which then have to feed the production of speciality chemicals either in farther flung emerging markets or traditional production centres in Europe and North America.

So it was not a surprise to hear the word 'risk' much in attendance at this year's Logichem conference in Antwerp. Speaking on the sidelines of the event, Guillermo Fumero, head of supply chain & procurement for the BU Pigments division at Swiss chemical group Clariant, cited collaboration as key to coping with risk in chemical supply chain.

Like many other industries, Fumero said he is finding that the greatest challenge when it comes to coping with shocks in the supply chain is not necessarily the physical, but the economic.

The chemical sector has been on as much of a roller coaster ride as the oil business in the past few years, with crisis followed by a bit of recovery then downturn again. So the risks along the supply chain

In a 'foggy' market you might only see the rocks when they are close to the ship

can mean that you burn cash at the wrong moment by holding too much inventory. On the other hand there is also the risk of overdoing cash restrictions and location of inventories with the result that you upset customers. "So, it's a very risky balance between your financials and your service level commitments," he said on the sides of the conference.

However, Fumero believes that instead of essentially circumnavigating risk, ie, trying to find ways to solve a problem once it has happened, it is better to create strategies to mitigate the risk before it's even taken place. This is particularly important in a 'foggy' market where you might only see the rocks when they are very close to the ship. As supply chain managers, Fumero believes he and his peers carry the responsibility to develop contingencies so that when the rocky headland emerges, there is a plan B to navigate safely away from it.

Naturally, the general economic environment doesn't help as it makes consumers nervous which makes demand uncertain, and in turn supply chains unpredictable. Fumero recommends service suppliers and providers somehow disconnect operations from published forecast or market input as these are sometimes not as accurate or reliable as in the past. In fact he sees the primary challenge as regaining visibility along the supply chain by means of collaboration with customers in forecasting to get a more accurate picture of real demand.

Redefining risk in the chemical supply chain was a theme developed by Antti Salminen, executive vice-president for supply chain management at Finnish water chemistry company Kemira Chemicals, which specialises in serving customers in water-intensive industries. He covered a new angle for looking at risk management in the supply chain in volatile times, although many of the principles are the same as those being explored at Clariant.

The basic idea is perhaps counter-intuitive, but when volatility in the business environment grows, the predictability of a company's risk portfolio actually increases. This is because the proportional amount of risk associated with completely random phenomena, like earthquakes or port strikes, etc, diminishes and you have more manageable risks there.

"In practice this means that we need to look more at scenario building and strategic working in terms of risk management. Rather than building very elaborate mitigation actions - 'what would we do after something happens?' It means building these plans and scenarios asking 'what can we do up front to avoid this risk happening in the first place?'"

Kemira has started this style of risk scenario building internally in the supply chain, so the next step is to get more involvement from the widest possible range of stakeholders. "If you really want to be successful in building these risk management scenarios, you need to involve key suppliers, be it the raw materials or logistic service providers. These guys need to be involved in this work. Otherwise, it's very difficult to manage the risk. We can evaluate those risks without them, but in managing those risks we need their support. We need to work together along the whole supply chain."

Salminen conceded that suppliers can resist greater levels of information sharing among internal stakeholders, but collaboration is by definition a process of negotiation, and give and take. So as long as there is transparency about how information is used this resistance can usually be overcome.

Crucially, he added that risk management has to be integrated into day-to-day business activities, and not be relegated to a separate quarterly process. It must become an integral part of category work and of managing the supplier base.

Dr Andreas Backhaus, senior vice president of Global Supply Chain & Process Innovation at BASF, said the key developments in the global chemical giant's supply chain strategy and operations over the past year has been how to retain agility and flexibility in a volatile market environment. "Increasing and unexpected demands showed the limits of our operations' flexibility and before investing we are now putting a price tag on that flexibility in order to have entirely fact-based discussions with our market colleagues," he said.

"The clear objective is to hit the optimum point where additional cost of investments/assets are in balance with opportunities in the market place that ultimately lead to maximum profits."

BASF always tries to establish a resilient supply chain, said Backhaus. "Shocks can happen at almost any point along the chain (demand, transport, legal, regulatory, etc). When considering the physical part we try to set up sustainable supply chains where the design already ensures reliability. We use railway for many of our products, but we have trucking as an alternative. The same is true for barges or short-sea-shipping. Choosing the right service providers plays another important role."

Again, supply chain collaboration has influenced BASF's ability to manage risk. It is crucial to understand the needs and requirements of customers, said Backhaus. This enables both parties to select the right set up and be prepared. "In some cases, we are building up strategic stock in co-operation with our customers. Co-operation with co-manufacturers is another possibility to maintain supply if something happens."

For Clariant collaboration is key to coping with supply chain risk

The expanding Gulf

The GPCA's latest report highlights significant petrochemical industry growth across the Middle East

What a difference a year makes! After bouncing back from a slump in demand prompted by the financial crisis of 2008, global chemical production grew significantly in 2011, up 4.8 percent compared with 2010 levels, driven by resurgent demand from regional and global markets. And within this global picture, production in the countries of the Gulf Co-operation Council (GCC) continued to strengthen their position.

The Gulf Petrochemicals & Chemicals Association (GPCA) annual report shows regional petrochemicals production capacity grew 13.5 percent last year to nearly 116 million tons, up from 102 million tons in 2010, on the back of further expansion of manufacturing facilities.

Total sales revenue of GCC-based petrochemicals companies exceeded US$100 billion, half of which came from Saudi Arabian Basic Industries Corporation (SABIC), which boasted revenues of $50.64 billion and net profit of $7.80 billion in 2011.

But Dr Abdulwahab Al-Sadoun, secretary general of the GPCA, said it is important to note that last year's successes were not confined to sales and output. From an operational point of view, 2011 was a banner year for Gulf producers, with several major projects being completed. This, together with the rapid development of further projects destined to come on stream within the next few years, has cemented the GCC's position as "a centre of gravity for the petrochemicals industry".

Saudi shines

Drilling down into individual countries and regions, 2011 was a memorable year for Saudi Arabia's petrochemical and chemicals industries, and the surge in deals for new downstream facilities ensures that the next few years will be the most dynamic the country's downstream sector has ever seen.

In October 2011, Saudi Aramco and Dow Chemical Company signed their long-awaited joint venture, the Sadara Chemical Company, a project of astonishing scale and sophistication. Once complete, the Jubail complex will be one of the world's largest integrated chemical facilities, and the largest ever built in a single phase. Sadara will include 26 manufacturing units, and will produce a wide range of performance products including polyurethanes (isocyanates, polyether polyols) and many other products. First production units are expected to come on stream in the second half of 2015, with all units expected to be up and running in 2016.

Among other milestones achieved in 2011 was the start-up of several Saudi Kayan plants. This initiative was the first to produce polycarbonate in the region. The company began commercial production at its main plants, including the olefins plant. It now produces 1.478 million TPA of ethylene and 630,000 TPA of propylene, as well as an aromatics plant with a capacity of 109,000 TPA of benzene. In addition to this output, the company started the commercial production of polypropylene with a capacity of 350,000 TPA, polyethylene with a capacity of 400,000 TPA, and polycarbonate with a capacity of 260,000 TPA. The giant new complex at Jubail, when fully operational in 2014, will have a combined capacity of more than 5.5 million metric TPA of petrochemical products.

In August 2011, TASNEE's subsidiary Saudi Acrylic Acid Company (SAAC) and Germany's Evonik Industries established a joint venture, Saudi Acrylic Polymers Company (SAPCo), for the production of 80,000 tpa of superabsorbent polymers slated to start production by the end of 2013.

Sahara Petrochemicals and Chemanol also signed an MoU with Chemanol to enter as a partner in the Neopentyl glycol (NPG) project, where Chemanol will provide formaldehyde, the main feedstock for this product. The 50,000 TPA NPG project is slated for completion in the second quarter of 2014. The NPG project local partners also signed a heads of agreement with Mitsubishi Gas Chemical Company, the technology licensor, and Sojitz Corporation. Sahara will hold 48 percent of the projects capital with 15 percent holding by Chemanol whereas the remaining 37 percent will be owned by the two Japanese corporations (Mitsubishi Gas Chemicals & Sojitz Corporation).

SABIC generated half the total sales revenue of GCC-based petrochemicals companies

Qatar cracker

Elsewhere, in December 2011, Qatar Petroleum signed a heads of agreement with Shell to develop a petrochemicals plant at an estimated cost of $6.5 billion. The scope under consideration includes a world-scale steam cracker, a monoethylene glycol plant of up to 1.5 million tpa using Shell's proprietary Omega technology; and 300,000 TPA of linear alpha olefins using Shell's proprietary SHOP technology. Qatar Petroleum will have an 80 percent equity interest in the project and Shell 20 percent.

On the fertiliser side, 2011 was a milestone for Qatar, as Qatar Fertiliser Company (QAFCO) inaugurated its fifth expansion in December 2011, making the company the world's largest single-site producers of ammonia, having already taken the urea production crown with QAFCO 4 in 2004. QAFCO 5 increases the total production capacity of the company to 3.6 million tpa of ammonia, and 4.2 million tpa of urea.

In the UAE, Borouge, the joint venture between Abu Dhabi's National Oil Company (ADNOC) and Borealis of Austria, awarded several contracts throughout the year related to the third expansion of its petrochemical complex, the Borouge 3 project, located in Ruwais, Abu Dhabi.

In Kuwait, Petrochemical Industries Company (PIC) completed the feasibility study of Olefin III project, in late 2011. The project will produce over 2.4 Million tpa of ethylene, PE, MEG. Kuwait Paraxylene Production Company (KPPC) announced it has exported its first ever shipment of heavy aromatics in February 2011. The company has a designed capacity of 80,000 metric tpa of heavy aromatics.

Octal Petrochemicals, which manufactures high-performance PET resin and sheet, is expanding its production capacity in Oman and is set to be the world's largest PET producer. Octal's fourth and fifth manufacturing facilities are currently under construction, scheduled for completion in 2012. The resulting 527,000 tpa of PET bottle grade resin production capacity will increase OCTAL's current production capacity to reach 927,000 tpa, making it the largest such producer in the world on one site.

Also, three major downstream players in Oman united under one single entity, Oman Oil Refineries & Petroleum Industries (Orpic). Orpic is the culmination of a 12-month integration programme for Oman Refineries and Petrochemicals Company LLC (ORPC), Aromatics Oman LLC (AOL) and Oman Polypropylene LLC (OPP). The production capacity of the group reaches 222,000 bpd of naphtha, 818,000 tpa of paraxylene, and 350,000 tpa of polypropylene.

Orpic is implementing the Sohar Refinery Expansion Project (SREP) with an estimated cost of USD 1.5 billion at the port of Sohar.

In Bahrain, Neste Oil, Bahrain Petroleum Company (BABCO), and NOGA holding have successfully started commercial production at a new base oil plant. The joint venture plant produces premium quality very high viscosity index (VHVI) group III base oils for use in blending top-tier lubricants and has a production capacity of 400,000 tpa.

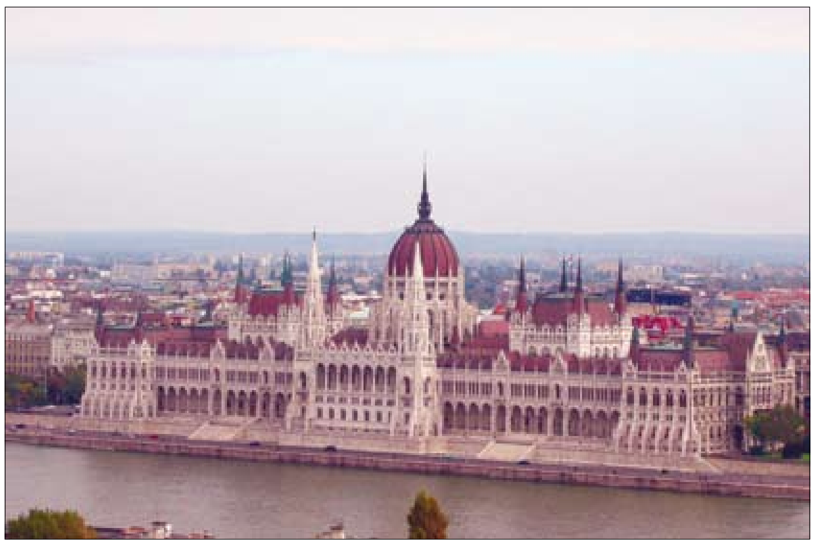
Octal is set to become the world's largest PET producer

EPCA all set for Budapest

Registration for the 2012 EPCA Annual Meeting is "going really well", according to the Association's secretary-general Cathy Demeestre, with already more than 1,700 registered delegates. This is higher than at the same time last year, she added, which in itself was a record at more than 2,500 paying delegates.

The 46th Annual Meeting runs from 6-10 October 2012 in the Hungarian capital of Budapest. The base hotels are the InterContinental, Marriott and Sofitel Chain Bridge.

The overall theme of the meeting is 'Talent and Technology: Catalysts for New Business Models in the Chemical Industry'. The introductory speech on Monday 8 October will be delivered by Dr Ajit Baron Shetty, former chairman of the board, of Janssen Pharmaceutica, former president Global Chemical Pharmaceutical Operations and corporate VP Enterprise Supply Chain, Johnson & Johnson. John Kao, chairman, Institute for Large Scale Innovation, chair of the World Economic Forum's Global Advisory Council on Innovation, will also address the audience. John Kao advised governments on how countries can be



made more competitive through innovation and education. The Monday evening speech will be delivered by Dr Dambisa Mayo, international economist and author.

This year, the traditional high level lunch address on Tuesday 9 October will be given by Rt Hon Lord Sebastian Coe, former Olympic athlete, politician and Chairman of the London Organising Committee for the Olympic Games. The lunch is already fully sold out. Also on the Tuesday morning is the Supply Chain Breakfast. The EPCA Logistics Village will be situated this year in the Marriott hotel and include 35 meeting tables.

The full programme is still being developed but EPCA members can find updates at www.epca.eu

Three-way partnership to cut fuel and emissions

A recently launched project has grouped Belgian chemical group Solvay, road haulier Vervaeke and truck manufacturer Volvo together to reduce fuel consumption and emissions of greenhouse gases resulting from the transport of caustic soda.

Vervaeke was able to count on the support of Solvay Group and the collaboration of Volvo in conducting a detailed analysis of the effectiveness of current fuel consumption on the routes concerned. Assuming that 'every drop counts', nothing has been left to chance.

This led to a comprehensive approach to ensure an optimal configuration of equipment (tractor, trailer, tyres, etc) while also putting emphasis on driver training. There is also a constant monitoring of performance of the combination of driver and configuration.

These new measures are expected to result in an additional reduction in greenhouse gas emissions of 10 percent for road transport of caustic soda from the Solvay plant in Jemeppe-sur-Sambre. The project was launched on 23 April 2012 and is scheduled to last for a year. Its objective is to cut average fuel consumption below 30 litres per 100 km for a standard transport of 30 tonnes.

Recent studies, such as the McKinnon Report and CEFIC's Chemical Logistics Vision, show that transport is responsible for 25 percent of greenhouse gas emissions. This share might even rise to 40 percent by 2020 if no action is taken. These same studies also suggest different solutions, such as supporting multimodal transport, improving planning, identifying sources of energy alternatives, etc.

These are, of course, all potential solutions, but are mainly focused on the long term, and not always suitable for all types of transport. For bulk transport of basic chemicals over distances of less than 300 km the industry consensus is that new solutions must be sought.

Road transport of bulk chemicals for the most part emanate from large chemical plants in one of Europe's famous chemical clusters, and require shipment to surrounding areas for discharging, though usually over short-to-medium distances. Therefore, road transport is often the only possibility.

Moreover, this transport is largely 'dedicated', ie, tankers are used exclusively for a specific product and therefore must also travel significant 'empty' miles. So tackling emissions from such transport requires further measures - and more specifically – putting these all together. The factors that can have the biggest effect are: properly configuring the tractor, trailer and tyres; and the interaction between this configuration and the driver.

Solvay and Transports Vervaeke decided to join forces to carry out a specific project to determine how far this could go. The project involves the delivery to various customers in The Netherlands, with six dedicated combinations, from the Solvay plant in Jemeppe-sur-Sambre.

To optimise fuel consumption, Volvo has studied different ways to improve these combinations, in accordance with its philosophy of 'Every Drop Counts'. With a 1 percent improvement here, another 1 percent there, Volvo has found that incremental changes can quickly produce significant savings. The company is constantly looking for new ways to reduce fuel consumption of its trucks and thus the effects of pollutants on the environment.

Initially, this resulted in renewing the vehicles on the routes concerned. Volvo opted for the D13C Euro 5 engine at 420 hp, in combination with I-Shift gearbox, which takes advantage of the engine's full power and, especially, its torque. This type of truck has been used since September 2010 and already represents nearly a quarter of Vervaeke's total fleet.

But Vervaeke and Volvo went even further. To maximise the benefits the configuration was supplemented with the I-Shift Fuel Economy application along with the I-Roll function. This special software can, under certain conditions, automatically select the best gear to maximise the configuration's rolling capacity.

Together, Solvay, Vervaeke and Volvo will run the project for one year

Vervaeke also uses 'Green Performance' Pirelli tyres to reduce driving resistance, in combination with the right pressure. Wheel alignment is another important factor which Vervaeke and Volvo have focused on. So the two companies worked together ensure full alignment of all tractors and trailers involved in the project.

Finally, driver coaching was identified as a crucial element. A number of ground rules - such as controlling consumption, not idling the engine unnecessarily, 'defensive' driving, etc – have already been adopted by Vervaeke for several years. However, installing the system and I-roll requires the driver to adapt his driving style to achieve maximum benefit. So additional training is needed, and drivers whose tractors are equipped with I-roll, and particularly those involved in the Solvay project, now have individual training given by a specially-trained supervisor.

But such a project is only likely to succeed if it is the subject of constant monitoring, control and amendments. A project group has been established comprising nominees from each of the three partners. The CANBUS system allows Volvo to collect data, such as use of cruise control, percentage of deceleration time, speed, fuel consumption, etc. These data are then compiled in a daily report that leads to an analysis of driving behaviour. Using this report, the supervisor and the project managers are able to make adjustments where necessary.

The project group expects these measures will result in 10 percent lower CO_2 emissions. This in itself is an ambitious goal, given that the initial performance of the drivers involved was not at all bad.

- Average fuel consumption Europe: 33 \litres/100 km
- Vervaeke avge consumption 2011: 32.9 litres/100 km
- Avge consumption of drivers in Solvay project 2011: 32.17 litres/100km
- Objective of the project: 28.95 litres/100km

Thus, by end April the new tractors were equipped with I-roll, tractors and trailers underwent complete alignment, and drivers were trained ready to launch the project. The project will run for a period of one year.

Alles super für Hoyer

Hoyer is to take on deliveries to Aral filling stations in north Germany from 1 August. In future Hoyer will be supplying three quarters of the German chain of Aral service stations, strengthening its market share in European filling station supply.

Starting from 1 August, Hoyer will be transport and logistics provider for Aral supply in Hamburg, Schleswig-Holstein, Lower Saxony and Bremen. This is the result of the latest BP tender, and underpins Hoyer's business relationship with BP Europe SE/Aral. Hoyer has been supplying filling stations all over eastern and western Germany for the past 10 years.

This is being taken as an opportunity to renew all the vehicle fleet's equipment. In addition another 44 vehicles will join. Half of them are already being given Aral livery as well as Hoyer or neutral branding. In future Hoyer will be running a total of 115 truck trailers, each with up to eight chambers, to supply the Aral network. The company is investing €12 million in new vehicles and also creating an additional 140 jobs for drivers.

Overall, Hoyer will be looking after 1,456 Aral petrol stations, of which 881 are located in eastern and western parts of Germany and 575 in the newly acquired region.

Abbey wins Tereos Syral bulk powder contract

Liverpool, UK-based Abbey Logistics Group has secured a new contract with starch and syrup producer Tereos Syral to transport bulk powder product from its plant in Aalst, Belgium, to various customers in the UK.

The contract is worth more than €1.5m over the contract term and Abbey says it represents a further significant step forward for the bulk powder division since the takeover of RH Stevens Tankers/Macclesfield Transport in August 2011. Since that takeover Abbey has grown its powder transport division 140 percent and taken it from a UK operation to a European service.

The growth has come as a result of the investment made by Abbey to improve standards and equipment, along with the service provided by the its 'industry leading' team.

Dave Coulson, commercial director for Abbey, said: "As previously announced in March 2012 we won a good volume of work with Tereos Syral on our European liquid fleet and we are delighted now to be carrying out bulk powder transport as well. Our fleet in all three divisions (liquid, powder and palletised) is developing nicely in line with the strategy set in 2010 and we are on course to achieve our objectives. We are looking forward to working with Tereos Syral to build our

relationship and provide excellent levels of service."

Abbey now operates 210 trucks and 270 trailers across 10 UK sites and three operating divisions.

In addition, a well-attended awards ceremony in Liverpool's Anglican Cathedral saw Abbey named *Liverpool Daily Post* 'Green Business of the year' 2012.

The award recognised local businesses that had made a beneficial impact on the environment. It was an intense judging process with judges visiting the short-listed companies to gain a deeper insight into the submissions made. A short video was also shown on the night for each short-listed business promoting the work they had carried out.

Abbey was named Motor Transport Haulier of the Year in 2010 and this latest award will be a welcome addition to the trophy cabinet and recognition that their slogan 'on the road to a greener future' is more than just words.

The award was clinched by highlights, such as the strong environmental KPI data which is published quarterly on the company's website, along with the revolutionary Twin Cargo Trailer which was recently launched for Abbey's largest customer Cargill plc in Manchester.

Lewis Tankers wins two-year PetroIneos biofuel contract

Yorkshire (UK) based road tanker operator Lewis Tankers has won a two year contract from PetroIneos Fuels to transport biofuel ('denatured' bioethanol) by road from bulk storage tanks located in Grangemouth Docks to a fuel terminal at the Grangemouth refinery. Lewis has an operating base in Grangemouth and will be using dedicated tanks on the contract.

To meet the UK government's targets under the Renewable Transport Fuel Obligation, refiners are required to blend gasoline with a proportion of bioethanol, currently 5 percent.

PetroIneos imports bulk quantities of bioethanol into Grangemouth in its natural form and 'denatures' by mixing it with 1 percent gasoline. As part of the contract, Lewis Tankers will also transfer the gasoline used in the denaturing process from the PetroIneos terminal to the docks storage tanks prior to each new shipment of bioethanol arriving. Transport is scheduled so that the tanks are empty prior to the gasoline being added to ensure accurate mixing.

PetroIneos Fuels Limited markets and sells the fuels supplied by the refinery at Grangemouth. The business supplies in the region of 9 million litres of fuels per day. In northern England, the company owns a road distribution centre at Dalston, near Carlisle.

Lewis Tankers currently operates a fleet of over 80 tankers from nine operating bases within the UK. The company serves a number of leading customers in the oils, chemicals and gases sectors, including Air BP, Scottish Fuels, Gulf Aviation, Brenntag, Univar, Stepan, Sasol, Scotia Gas Networks, Q8 and World Fuel Services.

Recently, Lewis Tankers had its approach to the prevention of accidents and ill health recognised in the RoSPA Occupational Health and Safety Awards 2012.

The company won a RoSPA President's award in recognition of achieving 12 consecutive annual Gold awards.

Barry Lewis, operations manager at Lewis Tankers, said: "As a road tanker operator we are committed to maintaining the highest standards of health and safety management for the benefit of staff, clients and the general public. As such, we are extremely proud to have received RoSPA's Gold award every year since 2000, which has earned us another President's award."

The RoSPA Awards scheme recognises commitment to accident and ill health prevention and is open to businesses and organisations of all types and sizes from across the UK and overseas. It dates back to 1956 and is the largest and longest-running awards programme of its kind in the UK.

Dairy crest renewal for Wincanton

Wincanton's renewed contract with Dairy Crest will run until 2015

Leading UK dairy company Dairy Crest has renewed its transport contract with Wincanton in a £60+ million deal.

The renewal with Dairy Crest, which has brands including Cathedral City, Country Life, Clover and Frijj, will run until 2015, by which time Wincanton will have been the company's delivery partner for 21 years.

Key to Wincanton's long-running association with the dairy company has been its commitment to providing continuous efficiencies through expertise and innovation, according to Dairy Crest's Group milk procurement director Mike Sheldon.

"Wincanton is a proven partner which time and again delivers efficiencies, underlining their determination to not only provide an excellent service, but also to have a measurable positive impact on our operations," he said.

"Dairy Crest has a long and proud tradition in the UK dairy industry supporting rural communities, making collections easier and more efficient for farmers, and looking at ways to reduce our operations' impact on the environment. Wincanton was able to demonstrate clearly how it could help us sustain and build on this commitment."

The three-year renewal will see Wincanton use 100 vehicles and approximately 230 drivers collecting milk from over 600 farms across the South of England and Wales and delivering it to four of Dairy Crest major dairies.

Chris Kingshott, Wincanton's managing director, said: "We started our partnership with Dairy Crest in 1994, with a shared commitment to a sustainable UK dairy sector. Indeed Wincanton's experience in the industry dates even further back to 1925, so we share a real heritage with Dairy Crest.

"I am delighted that they have chosen to renew and extend our long-standing partnership and I look forward to the challenge of delivering continuous improvement with sustainability at the heart of our operations."

Stralis duo for Shirley's

Sherwood Truck & Van has delivered a pair of factory-red Iveco Stralis Active Space Super3 tractor units to Shirley's Transport, based in Stoke-on-Trent, UK.

The delivery marks the first Stralis to join the tanker specialist's current fleet of 65 trucks and 110 trailers. Both new 6x2 twin steer tractors have been specified with PTO-driven pumping gear and will operate up to six days a week, transporting oils and fats nationwide.

Neil Bourne, general manager at Shirley's Transport, said: "We were in the market to replace a couple of tractors and the Stralis stood out for its competitive whole life costs. Factory lead times were reasonable and the specification of the top-of-the-range Active Space model was the perfect match for our requirements and provided much better value for money than our normal choice of tractor.

"We will be monitoring the performance of both the Stralis' and Sherwood Truck & Van over the coming months," added Bourne. "Our mixed fleet means we can draw direct comparisons against a number of different marques and dealers."

The two 44 tonners (AS440S45TX/P) replace older vehicles and are expected to remain on the fleet until 2018, covering approximately 120,000 km a year.

They feature FPT Industrial 10.3 litre Cursor 10 engines which produce up to 450 hp between 1,550 and 2,100 rev/min and up to 2,100 Nm of torque between 1,050 and 1,550 rev/min.

The specification also includes Iveco's automated EuroTronic transmission, continuing the trend Iveco started with the launch of the original Stralis in 2002, when it became the first heavy truck to be fitted with an automated gearbox as standard.

Shirley's Transport, which traces its roots back to 1936, purchased its first tanker in 1966, with bulk liquid transport forming the mainstay of its business by 1974. Today the company runs vehicles from five locations throughout England and Scotland. In addition to its regular tanker fleet, it also operates specialist tankers for farm deliveries, tippers for sand and aggregates, and curtainsiders for palletised/dry goods.

Sherwood Truck & Van delivered two new Iveco Stralis Active Space Super3 tractor units to Shirley's Transport

First XXL cab in UK

The first Volvo FH in the UK to be equipped with a Globetrotter XXL cab has gone into service with Goole, Yorkshire-based Simon Gibson Transport Ltd. It is also the 50th truck to wear the company's distinctive blue and white livery.

Originally developed for the Australian, and more latterly Norwegian, markets, the XXL cab is 245mm longer than the 'standard' Globetrotter and the bunk is consequently that much wider. The exterior lockers (on both sides) are also significantly larger, which facilitates the storage of bulky items like PPE, work boots and wet weather gear.

The FH with XXL cab joins a fleet of 36 trucks of which 33 are Volvos. They are engaged on UK and international tanker duties hauling bulk powder and granular materials for a wide variety of industrial sectors. Of the FH XXL, the company's managing director Simon Gibson commented: "As it's the fiftieth truck to go into service with the fleet, we wanted a flagship and something that was a bit special."

Simon Gibson also rates the support his business receives from supplying Volvo dealer Crossroads Truck and Bus at Hull: "The product is good, but Crossroads back-up is primarily why most of our trucks are Volvos," he said.

In addition to the XXL cab, the FH is equipped with Volvo's D13C engine rated at 540hp and the I-Shift automated transmission. The cab interior features include a built in fridge, microwave and television as well as leather upholstery, a reclining backrest for the bunk and a passenger seat that swivels round for use with a built in table. Exterior spec includes extra lights and horns and Durabright wheels.

The first Volvo FH in the UK to be equipped with a Globetrotter XXL cab has gone into service with Goole, Yorkshire-based Simon Gibson Transport Ltd.

Sentinel puts tanker safety on the radar

Reversing accounts for nearly one-in-four deaths involving vehicles at work. So, working with input from tanker operators Sentinel Systems has produced a radar reversing safety system to prevent accidents caused while reversing. Where dangerous loads are carried, such as petrochemicals, a system is available that also complies with ADR regulations.

A radar sensor is fitted to the rear of the tanker. When reverse gear is engaged this sensor searches for hazards. If a hazard is detected the system automatically applies the brakes if the vehicle gets too close to the hazard. The full brake application is available via the parking brake airline or directly with the EBS system. A passive non-braking system is also available where a visual and audible warning is provided to the driver on detection of the hazard. This can be combined with the auto-braking system.

Andrew Holder, marketing manager for Sentinel Systems, said: "It is easy for tanker drivers to get distracted while reversing and accidents can occur. With this system if an obstacle is detected brakes are automatically applied and damage and serious injury are avoided. Tanker operators can save thousands on legal claims."

Numerous tanker fleets are employing this technology and over the past 20 years, over 3,000 vehicles have benefited from this radar auto-braking system.

Sentinel Systems Ltd an ISO 9001 registered company offers its own on-site installation service carried out by its own team of engineers. Alternatively training can be provided where customers carry out their own installation or maintenance.

Sentinel prides itself on working with clients to provide customised solutions. Sentinel clients includes major supermarket chains, haulage companies, members of the fuel industry and waste management contractors. The system has been installed on all types of commercial vehicles including tankers, trucks, trailers, refuse vehicles and road sweepers.

Sentinel are so confident in their quality of their `reverse with radar' system they are offering tanker operators a free no-obligation trial.

Diversification for TOPS

The latest development from software specialist Fargo Systems is version 3.8 of the TOPS Transport Management System which includes extended features specifically for the tanker, bulk and waste management sectors.

Recent enhancements include a simplified order entry system that automatically breaks large orders down into multiple journeys for scheduling based on work category rules and vehicle limitations. Development director at Fargo Systems, Kevin Terrill, said: "It is crucial that the transport planner has full visibility of every movement required to carry out much larger orders that perhaps span several weeks and dozens of journeys and vehicles. All the while the customer may only be interested in being billed for the one instruction given."

A significant factor is the ability of the telematics solution not only to provide the transport instruction to the driver, but for them to be able to update the back-office system automatically with actual weights and quantities.

Tariffs and invoicing play a significant part in the TOPS automation process and bulk, liquid, and unitised cargos are all fully catered for. "It's all about managing requested amounts and reconciling these with minimum quantities, actual checked and chargeable values," added Terrill.

All different vehicle types are fully catered for and in particular tanker pot configurations and capacities are clearly definable, whether by weight, volume or quantity. An important aspect to waste management is that in many cases it may be hazardous and this is also true of many liquefied tanker operations. TOPS now also includes the ability for full hazardous goods classifications to be stored and retrieved by the system as well as allowing other CDG/ADR qualification checks as required.

Peter Larner, managing director of petroleum tanker haulage company Suckling Transport, commented: "The flexibility of TOPS helps streamline our traffic office procedures and makes our operators' jobs a lot easier. The support Fargo Systems provides gives our senior management the peace of mind we need from a provider of critical services."

Fargo specialises in developing software systems for companies in the transport and shipping industries. Formed in 2002, the company specialises in the container haulage industry, thanks to the original TOPS software, which manages three million container moves a year.

Grindrod expands in Botswana

South African logistics and shipping giant Grindrod has finalised the transaction to purchase a 75.5 percent interest in Botswana-based fuel logistics company, Petrologistics.

The interest, which was held by Imperial Holdings, Transport Holdings (Pty) Ltd, Botswana citizens, and the Citizen Empowerment Development Agency Venture Capital Fund (CEDAVCF), has been acquired for an undisclosed amount. Grindrod's 100 percent owned subsidiary Fuelogic (Pty) Ltd already owns 24.5 percent of Petrologistics, and current managing director Todd Mangadi will purchase a 5 percent share in Petrologistics from Grindrod.

Grindrod first entered the petrochemical industry in 2008 with the acquisition of WM TransLogistics and in 2010 concluded the acquisition of Fuelogic, a bulk liquid transporter operating in Southern Africa.

Petrologistics is a bulk liquid fuel transporter operating in Botswana under long term contracts with customers such as Puma, Engen and Shell. The fleet of 114 specialised road tankers provide a primary and secondary distribution service. Primary distribution is the transportation of fuel from refineries and import terminals to inland terminals, depots and large customers. Secondary distribution is the transportation of fuel from inland terminals and depots to retail and smaller wholesale customers.

Hylton Gray, CEO Grindrod Freight Logistics, said the transaction was in line with the group's strategy of investing in assets that are an integral part of the supply chain. "Providing transportation and other integrated services for specific commodities along import and export corridors, is key to Grindrod's service offering," he added.

Fuelogic and Petrologistics will operate as one business operating a fleet of 380 road tankers serving Sub-Saharan Africa. The business will trade as Grindrod Petrologistics.

• Elsewhere in South Africa Barloworld Logistics has purchased Ecosse Tankers. CEO of Barloworld Logistics Steve Ford noted that the acquisition was in line with the company's strategy to grow its services and expand expertise in the chemical, fuels and hazardous goods sectors. The agreement became effective 30 April 2012.

"Ecosse Tankers has thoroughly succeeded in a challenging industry environment. We look forward to leveraging existing expertise as well as an ample client base in making a mark in the chemical, fuels and hazardous goods industries," said Ford.

Former Ecosse owners Dugal Sharp and Donald Mackenzie added: "Our new role within the Barloworld Logistics structure is that of assisting initial operational integration and then to drive the growth strategy in the chemical transportation sector using current customer relationships and know-how."

Ecosse Tankers has recently renewed a five-year contract with one of its largest customers. The company was incorporated in 1998 and started operating in 1999. Today it is an established specialised transporter in hazardous acid-based chemicals.

From left to right: Christopher Wierenga (Barloworld Automotive), Francois van Rensburg (Barloworld Logistics); Donald Mackenzie (Ecosse Tankers); Rory Sterley (Barloworld Logistics); Dugal Sharp (Ecosse Tankers); Steve Ford (Chief Executive Barloworld Logistics); Dries Pretorius (Barloworld Logistics)

Positive feedback for Shanghai TC village

The ITCO Tank Container Village, organised as part of the transport logistic China 2012 exhibition, took place in Shanghai from 5-7 June. Initial feedback about the event was generally positive, with a steady stream of visitors during the three days. A questionnaire has been sent to exhibitors to obtain a more detailed review, and to enable plans for future events to be considered.

During the exhibition, ITCO organised a Tank Container Seminar, providing an opportunity to update participants on current tank container issues. The seminar was attended by 150 participants. Presentations were made by Heike Clausen, managing director of VOTG Tanktainer, Guan Xiodang, vice general manager, China Tielong Railway, and Leo Yang, marketing director of CIMC Nantong Tank Equipment. A fuller report on the seminar will appear in the next issue of Bulk Distributor.

After the Seminar, visitors and exhibitors were invited to a networking reception on the ITCO Tank Container Village, which was sponsored by CIMC. CIMC is celebrating its 10th anniversary of tank container production, and Liu Chungfeng, general manager, CIMC Nantong, welcomed guests and thanked them for their continued support over the previous decade.

Preliminary plans are now being made for the ITCO Tank Container Village at Transport Logistic 2013, in Munich. The event's runs on 4-7 June 2013. Exhibitors from the previous event in 2011 will be given first option to reserve their stands, then in early September, stand bookings will be opened up to all ITCO members.

During the recent meeting of the ITCO Board of Directors, it was confirmed that the next general meeting will take place at the Sofitel Hotel, Hamburg, on 22-23 October 2012.

The Meeting will commence with a welcome reception for all delegates on 22 October. On the following day, there will be a full-day general meeting, which will comprise both plenary and break-out sessions. The meeting will end with a reception and gala dinner on the evening of 23 October.

The ITCO Technical Group reports that a new proposal to the UN Transport of Dangerous Goods Committee (UN Model Regulations) meeting requires that surge plates are manufactured of material of equal thickness to the tank shell and to a 70 percent prescribed cross-sectional area. This will increase tare weight and cost. ITCO is putting a case to the UN to reject the proposal. The subject is under discussion by the ITCO Regulatory Affairs Forum.

CEN (European Committee for Standardisation) has voted to extend the scope of EN14025 to include 6.7 Portable Tanks. Whereas EN 14025 is extended as an optional, ITCO is concerned that it could become mandatory in some jurisdictions and add to the complications of manufacturing portable tanks because the EN standard is not comprehensively supported for that role. ITCO is continuing to monitor developments.

The US DOT Docket PHMSA 0241 proposal to harmonise UN and US DOT requirements for transporting bulk flammable liquids in bulk has been withdrawn. Flammable liquids flash point >38C <93C are regulated in bulk transport by US DOT (NA 1993) but are non-regulated by UN. This means that, on arrival in USA or Canada, tanks from abroad require US DOT placards to be fitted at the port; conversely, at export, US DOT placards should be removed. The Docket proposed to harmonise the requirements, but has been withdrawn - meaning that the current requirements continue without change.

As previously mentioned, ITCO is to maintain a tank container incident report. The purpose of the report is to improve safety by providing data that may be analysed to substantiate the safety of tank containers that are involved in incidents. Reports of any incidents involving tank containers should be emailed to the ITCO Technical Secretary (rubery@itco.be) The company involved in the incident need not be mentioned in the report. Full details of the information required is available at www.itco.org

As in Munich in 2011 Suttons gave visitors an inside view of the tank container business exhibiting a complete tank with a cut-away door allowing visitors to go inside and view the interior walls and units. In addition, visitors could climb onto the tank's roof for a 'working-at-height' view.

Langh's dream box

Langh Ship Cargo Solutions' newest container is claimed to a 'dream container' for the mining and the steel industry.

The company has produced the 20ft Hard Open Top Bulk Container to meet the requirements of the mining industry that has to transport heavy, sticky, and sharp product.

The container's flat walls are made of special steel which is three times stronger than normal Corten steel. They are painted with a coating that endures the demanding nature of ores or scrap. Due to the flush walls the container is easily emptied when unloading and there is no need for manual removing of cargo residues.

The container's hard open top roof makes loading fast for wheel loaders and the normal bulk hatches on the roof are suitable for silo loading. All the details are designed bearing in mind the nature of the transported products. Shields of the roof's locking mechanism work as guide posts for the roof and the forklift pockets under the roof make it possible to handle the roof easily with a forklift.

The container's flat walls are made of special steel which is three times stronger than Corten steel

Now in book form

Although the tank container is now a familiar piece of the global cargo jigsaw, little has been formally laid down about its history and the role it has come to play in the transport of bulk materials. However, *The Tankcontainer* has done just that.

Written by Loek Maagdenberg, an industry veteran with over 40 years' experience in ports, transport, dangerous goods, education and tank container depots, *The Tankcontainer* is written in English in an easy-to-use format, and provides transparent information to tank users. It comprises developments in technologies, working methods, and the latest changes in global maritime transport and European road, rail and inland waterways.

It can therefore be used as a reference book, a study book, a user manual and as a manual in the logistics chain for transporting of bulk liquids, solids or gases. *The Tankcontainer* could also assist in dangerous goods training courses that teach the use of European legal systems like RID, ADN, ADR & the global legal systems: IMDG Code and ICAO-TI. Shippers, transporters, forwarding agents and even NVOCCs need to have knowledge of the proper handling of tank containers.

The book has been updated to 2012 combining mutual legal systems and greater detail about inspection, cleaning, coating, and seals & gaskets.

Priced at €79, further information is available at loekwise@kpnplanet.nl

DivCon offering tank M&R

Diversified Container Services (DivCon), a division of ConGlobal Industries, is now offering tank maintenance and repair services at its Jacksonville, Florida, location. ISO tank services include: barrel inspection, interior polish, interior passivation (food grade tanks only), exterior repair work (structural, cladding, insulation and valve repair/replacement), blasting and coating, hydro or pneumatic testing, and certification by the American Bureau of Shipping.

"DivCon has over 25 years of experience in all stages of tank maintenance and repairs," said Roy Alexander, division manager of DivCon. "Additionally, DivCon is a QP3 certified firm. QP3 is a nationally recognised programme that evaluates the practices of painting facilities and following its guidelines is vital to the longevity of protective coatings applied in the shop."

"Being able to offer tank services to the bulk liquid industry is a perfect fit for our DivCon operations," said Mike Baldwin, president and CEO of ConGlobal Industries. "DivCon's suite of tank services is aimed at increasing the lifecycle of tank equipment by using the QP3 techniques and methods, which exceed current market offerings."

Suttons announces Saudi JV

Suttons Group has announced the signing of a joint venture agreement to develop business opportunities in Saudi Arabia and adjacent Gulf States.

Suttons has joined with Arabian Chemical Terminals (ACT), a company jointly owned by the Alireza, Al Nowaiser and Al Linjawi families who have extensive interests in Saudi Arabia.

The joint venture company, Suttons Arabia, plans to start its first operations in July 2012. Suttons Group MD Andrew Palmer commented: "We are delighted to have signed this agreement with ACT. Together we will be a strong and effective partnership developing services for our customers."

In addition, Suttons has appointed Simon Bury as vice president for Middle East Operations. The Middle East is a focus area for Suttons and Bury's appointment is key as the Group strengthens its senior management team in the region.

He will be based at Suttons' new offices in Eastern Province, Saudi Arabia, and will be responsible for developing new business and enhancing Suttons' ability to provide a complete logistics solutions in the petrochemical and hazardous goods sector.

Bury has extensive experience in logistics and a strong track record in delivering end-to-end supply chain solutions providing efficient, reliable and flexible services. Most recently he was account director at Norbert Dentressangle. Prior to this he held a number of senior positions at TDG in logistics and supply chain management.

Simon Bury, Suttons vice president for Middle East Operations

Andrew Palmer added: "Simon joins Suttons at an exciting stage in the group's development. The appointment completes our senior management team in the Middle East, which is a key development market for Suttons."

Dessicants make absorbing stuff

Süd-Chemie Performance Packaging, a member of Clariant's Functional Materials Business Unit, says it expects to see a growing market for its container desiccants as more agricultural products are shipped overseas.

For example, food shipments are expected to play a leading role in achieving President Obama's goal of doubling US global exports by 2015. Exporters are particularly looking to the Asian market due to its increasingly affluent population that favours Western foods. However, long-distance intermodal shipments face significant challenges from the damaging effects of humidity, including mould, mildew and spoilage. Similarly, non-food shipments can face warping and corrosion.

Süd-Chemie's Container Dri II container desiccants are designed to protect valuable goods from the harmful effects of moisture during lengthy travel. The product line features an array of configurations (bags, strips, poles, packs); a special formulation that traps moisture in a no-spill gel; and the ability to reduce the dew point to avoid 'container rain'.

Especially as commodity prices increase, it is no longer an option for shippers to discard a portion of their cargo simply as a cost of doing business, the company says. It is important to customers' profitability and market image to avoid losses due to moisture.

"Clariant's Container Dri II desiccants make it simpler and less risky to ship goods to distant locations through various temperature and humidity conditions," said Johanna Knyrim, Container Dri II global product specialist. "Performance Packaging works with customers to determine the optimal type and amount of desiccant required to protect goods for the duration of their journey."

The desiccants absorb up to three times their weight in moisture, and, through an advanced formula, traps it as a thick gel. By aggressively absorbing moisture from the air, this technology reduces the dew point temperature below the surface temperature to prevent condensation from forming.

Container Dri II desiccants come in a range of configurations

Typical applications include agricultural products, canned goods, automotive parts, powders, glass and wood.

The range of configurations comprises:

- Individual 125g bags that can be spread throughout the container or adhered to slip sheets that can be placed atop cargo to distribute absorption and protection evenly.
- Adhesive strips can be placed inside corrugated grooves of shipping containers, which are especially helpful in extremely tight shipments to avoid contact with cargo or forklifts.
- Hung from the eye hooks, the 750g or 500g Container Dri II Pole is a rigid version that can be installed in a container. It positions the desiccant up high, out of the way of cargo and is optimally placed to capture humidity.
- Container Dri II Plus. Also positioned high in a container, these large, 1500g bags require fewer total bags. They are easily installed using the included carabiners that attach to a container's eye hooks.
- Container Dri II Packs. Configured in a hard shell that can be suspended high in a container.

STC Q2 revenue up

Stolt Tank Containers reported second-quarter operating revenue of US$140.9 million, up from $129.9 million in the first quarter. Revenue growth for the quarter reflected strong global demand, particularly in Asia and Europe, accompanied by a substantial increase in North American exports.

Total shipments increased to 28,995 from 27,128, while utilisation climbed to 73.1 percent from 69.3percent. STC took delivery of 156 new tanks in the quarter, raising the fleet total to 29,604 units and completing the division's previous newbuilding programme.

STC placed an order for 2,000 new tanks in the second quarter, consisting of approximately 1,750 chemical tanks and 250 food-grade tanks, with deliveries to take place between August 2012 and April 2013.

STC reported a second-quarter operating profit of $19.6 million, up from $19.2 million in the first quarter. Growth in operating income was held down in the quarter by increases in both ocean and inland freight charges of 18.1 percent and 13.5 percent respectively, driven primarily by higher fuel prices and truck-driver shortages. Repositioning costs were also up in the quarter, consistent with the overall increase in tank container demand.

Setting course for Houston

Roy Boneham's New Alchemy consultancy is running its Tank Container Operators Course for the first time as an open course in Houston, Texas, on 17-21 September 2012. This highly popular five-day course, specially designed for tank container operators, is now in its 25th year.

The course examines dangerous goods regulations, the classification of chemicals, design and construction of tanks and finally operating requirements whereby the previous parts of the course are all brought together. The latest news on the developments concerning the security of dangerous goods in tank containers will also be covered.

The course will take place at the Holiday Inn, 16311 East Freeway, Channel View TX 77530. The training course costs US$2,000. An earlybird discount of 5 percent may be claimed by trainees registering by Friday 31 August. A further 15 percent is also gained by trainees who bring with them their own 2010 edition of the two-volume IMDG Code, however, it must be this latest edition of the Code.

The course also includes a visit to the Boasso Corporation depot at Channel View on Thursday 20 September.

Please email applications to rboneham@premiumuk.com

Trans Ocean claims first place in Code of Practice

Trans Ocean says it has become the first company to comply fully with the Container Owners Association (COA) recommended Code of Practice for flexitanks.

The Code of Practice consists of five parts including: material testing, container selection, container labelling, incident management and training. Until now, significant emphasis among shipping lines and flexitank operators has been placed on the rail test yet, as the direction of the Code now moves towards a Publicly Available Specification (PAS), Trans Ocean states it is essential that companies demonstrate, through independent audits, that they also comply with the other sections.

On 7 June 2012, and following a process of review, implementation and audit, Trans Ocean became the very first flexitank operator in the industry to submit all documents to the COA, including independent audit reports where required.

"This is a significant milestone, and the path leading to this achievement has been both interesting and challenging," said Brendan McKenna, Hillebrand Group Board Member. "We have made significant investments in equipment, and have amended certain of our working practices in order to comply. It has encouraged us to not only take a critical look at the way we do things, but also to create written procedures that standardise our design, manufacturing and quality process across our global engineering and manufacturing footprint leading to tangible benefits for our customers worldwide.

"At Trans Ocean, we always strive to be one step ahead," McKenna continued. "We aim to provide the safest, most reliable and most advanced flexitank systems on the market. Our on-going commitment to meet and exceed the COA Code of Practice criteria is testament to this and we are proud to announce that we are the first flexitank company to comply with all five parts of the Code of Practice in its entirety." The COA Recommended Flexitank Code of Practice is a critical and important step towards creating an international, formal and industry-wide standard.

Trans Ocean points out that its flexitank products are exclusively designed and manufactured in our its facilities in South Africa, China and Malaysia, giving the group complete care and control over equipment quality, supply and planning.

COA flexitank meeting

Maersk believes the COA Code of Practice should also consider product density

Over 85 participants attended the Eighth COA Flexitank Meeting which took place in Antwerp. A wide range of issues relating to flexitanks and the COA Flexitank Code of Practice were discussed.

The conference commenced with an overview of the current status of the Code of Practice, including an update on Test Report programme and progress on the COA Flexitank Compliance Document (Materials Testing Audit, ISO 9001, Container Selection Procedure, Incident Management Procedure, Insurance Details, Training Document).

This showed that the document itself is unchanged since the last meeting.

However, work in progress includes; container and flexitank labelling and marking, definition of equivalent construction of flexitanks, procedures for liquids of either high or low density, and refinement of the incident management section.

Another presentation included a review of the Code of Practice relating to the Marking of Flexitanks, Materials Thickness Compatibility, Commodity Density in relation to Capacity and a discussion on expanding the Scope of the Code of Practice (bulkheads, incident management).

Work on Container and Flexitank Marking aims to cover: what should be displayed on the warning label on the container, and what should be displayed on the flexitank? Delegates were told that the label should include the operator's brand name, logo and COA impact test reference number. In addition the label must also contain emergency contact information.

There was a status report on the Rail Impact Testing procedure, together with a report on the testing process undertaken by TTCI at its test facility in Pueblo, Colorado, USA.

TTCI's Damage Prevention & Loading Services group conducts performance testing of new loading & bracing methods, and materials to ensure safe interchange of loads between North American Class I railroads.

This year could also see the implementation of Terminal Handling Testing. This has been proposed by member railroads to address concerns over movement by side lift equipment in intermodal terminals.

A presentation of Maersk Line's acceptance policy stated that the container shipping line's policy is only to accept shipments that use flexitank systems from operators that comply with the COA Code of Practice.

However, the presentation also raised the issue of the issue of product density which is currently not addressed within the Code of Practice. At present this is the responsibility of the flexitank operator to ensure that the commodity is suitable for the flexitank from both the compatibility and density issues. Maersk believes the COA should give some consideration to the effect of density and at what point measures should be taken.

The presentation displayed a picture of a container with sidewall damage. The container and flexitank had carried 24,000 litres of liquid fertiliser. The shipper declared the weight as 28,000kgs. However Maersk believed the density from the Material Safety Data Sheet was around 1.3, which equates to around 31,000kgs, well over the maximum gross weight of the container. A total of 16 units were involved but only 3 shipped to the hub port. The remainder were returned to shipper, entailing the considerable costs of repair to the containers and reloading the cargo to drums.

The Meeting concluded with an open discussion about the issues relating to the Development of a Publicly Available Standard (PAS) for flexitanks.

The COA has upgraded the reporting of *Flexitank Companies' compliance with the COA Code of Practice for Flexitanks*. A 'Compliance Document' has now been published, giving details of the compliance of COA Flexitank Members with the Code of Practice. The updated list can be downloaded from the Flexitank page of the COA website (**www. containerownersassociation.org**)

As all members of the COA are now planning their schedule for the second half of 2012, the association says that its next Members Meeting will take place in Amsterdam on Monday 26 November, the day before the Intermodal Europe 2012 Exhibition. The Meeting will open with a Networking Lunch at noon. Conference sessions will take place from 13:30-17:30, and the meeting will conclude with a cocktail reception at 17:30. Further information will be published in the next COA Newsletter.

The COA also welcomes New Members to the association:

Flexibulk Logistics. Flexitank logistics service suppliers

Fujian Heqichang Bamboo Product. Manufacturers of bamboo flooring for containers

J&C Packaging. Manufacturers of flexitanks and other types of bulk liquid and dry cargo packaging

Neoflex Industrial Packaging. Manufacturer and logistics service provider for dry bulk and bulk liquid cargoes

Powertex Korea. Specialists in systems for shipping bulk liquids and dry bulk cargoes

Ssangleong Bulkhandling. Manufacturers of flexitanks and other types of dry/liquid bulk packaging

Super Rack Shipping. Specialist provider of height-adjustable flatrack systems for overheight cargoes

LinerTech India WHO accredited

The new LinerTech facility in Bangalore comprises a greater surface area than the previous one and provides an enhanced level of cleanliness

LinerTech, part of the InterBulk Group, has seen its new liner production facility in India achieve WHO-Good Manufacturing Practices Certification, the certification for food applications.

LinerTech produces bulk liners for use inside intermodal containers. In India, the company's products are manufactured by Prime Progression which has the marketing rights of LinerTech Container Liners in the Indian Subcontinent, Australia and New Zealand. The new facility, in Bangalore, comprises a greater surface area than the previous one and provides an enhanced level of cleanliness, using many features used by clean-room facilities, in addition to being registered to ISO 9001 and ISO 22000. The new facility is also said to provide double the level of production, using "enhanced cost-saving techniques".

"THE NEXT GENERATION FLEXITANK"

Multinationals prefer E-Flex, Easy Flexitank for 40% less carbon footprint

After passing the COA COP (Container Owners Association Code of Practice) and AAR (Association of American Railroads) impact tests, E-Flex, the Easy Flexitank with no bulkhead received a lot of interest from the multinationals. Most of the multinational companies have environmental targets as part of their social awareness. Carbon footprint is surely an important aspect for them in that sense. The fact that E-Flex has 40% less carbon footprint compared to conventional flexitanks has been a point of preference for them. The elimination of bulkheads which is a significant material is a big contributor to that.

Comparing a conventional flexitank and an E-Flex in terms of carbon footprint is fairly easy. They are about the same size and weight. What makes the difference is the bulkhead. An average bulkhead consists of metal bars and other accessories. The weight of the bulkheads is even more than the flexitank itself. The manufacturing process, positioning to loading location and transportation within the loaded container produces a lot of additional carbon footprint. The bulkheads also create a problem with recycling or disposal which is nonexistent with E-Flex.

E-Flex is the result of a distinctive design and advanced technology. The design allows E-Flex to work without the need for bulkheads and thus lowers the unit price. The price is certainly not at the level of low quality and no support flexitanks but at much competitive levels with its established peers in the market.

Wine makers have seen another advantage with E-Flex. The idea behind E-Flex is that the movement of the liquid inside is minimized. Therefore the hydro dynamic energy seen in conventional flexitanks due to movement of the liquid does not exist. This in turn results in a more stable transportation for the wine inside. The stable transportation provides a higher quality wine at destination compared to a shaken alternative.

Fast heating feature of E-Flex has proven to be a big advantage for some chemical companies. Due 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.

Freight forwarders enjoy the benefit of keeping less inventory of E-Flex compared to conventional flexitanks. Traditionally they need to stock 24,000, 22,000, 20,000, 18,000 and 16,000 litre capacity versions for their various clients. However there are only 2 capacity versions of E-Flex that accommodate all needs. 24,000 litre version is good for as low as 20,000 lt and 20,000 litre version is good for as low as 16,000 lt. Thus having only two versions in stock prevents them from missing shipments due to capacity issues.

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.

Liquatrans Industrial Packaging Materials Ltd.
Atabey Cad. No 28 K1 Cekmekoy
Istanbul, Turkey,
Phone: +90 216 3128660
Fax : +90 216 3128661
Web : www.liquatrans.com
E-mail: info@liquatrans.com

Caretex ISO 22000 certified

Danish container liner maker Caretex has recently been granted ISO 22000 certification, alongside with HACCP, GMP certification, by international certification body TÜV SÜD.

The ISO 22000 standard specifies requirements for a Food Safety Management System where each organisation in the supply chain needs to demonstrate its ability to control food safety hazards in order to ensure that food is safe for human consumption.

As a part of the implementation of this Food Safety Management System Caretex's production facilities have been upgraded to comply with the standards in ISO 22000. Combined with the company's general ISO 9001:2008 Quality Assurance System, which has been the backbone of our organisation for many years, Caretex says it not only ensures a consistency in product quality, but also that its products are safe for transportation of food stuff.

EPT exhibits in Mexico

Environmental Packaging Technologies exhibited along with its Mexico agent, Euromex Logistica Internacional at the ExpoCargo 2012, held in June in Mexico City.

The three-day trade show is the largest of its kind in Mexico involving transportation and logistics. The show was a major success for EPT, the flexitank company reports, furthering its dominance of the Mexican flexitank market.

EPT representation was provided by Santiago Carus, Erick Archila, Mario Lagos and Nancy Wendrock, EPT International Operations Manager who also gave a presentation on 'Flexitank Safety and the High Cost of Ignoring It'

High viscosity

Braid has reportedly introduced a flexitank that can provide solutions for products with high viscosity. The AGI-Tank is said to open savings and shipping possibilities for shippers and consignees dealing with cargoes such as, whole peppers or whole olives in brine, carrot puree (and other fruits and vegetables), slurries tallow, palm and coconut oil, animal feeds, and fish Oils.

The system ensures that product inside the flexitank is mixed, re-suspends solids and decreases heat-up times of viscous products

The advantages claimed for the AGI-Tank are: reduced product contamination; reduced man-power needed for unloading; reduced shipping costs over FIBCs/IBCs; it can ship 22,700 litres in a flexitank in one 20ft container; allows decreased heating times for viscous products; reduced energy costs for heating; and allows for shipping of products with high solids concentrations.

Wine flexi

Qingdao LAF Packaging Co, of Qingdao, China, has introduced a flexitank dedicated to wine transportation.

The LAF Wine Tank is claimed to offer superior performance in oxygen resistance due to its aluminium oxygen resistant barrier. This barrier, LAF Qingdao claims, reduces oxygen transmission by 50 percent compared with an EVOH flexitank barrier. The company also says the barrier results in a higher tensile strength.

The PE materials uses in the flexitank are said to be tested by SGS and in full compliance with the US FDA and EC Directive 2007/72/EC and amendments relating to plastic materials coming into contact with foodstuffs.

Mobile bulk bag discharger adds plant flexibility

Bulk handling specialist Flexicon Europe has introduced a new Mobile Half-Frame Bulk Bag Unloader that integrates a multi-purpose hopper with a flexible screw conveyor. The company says this creates a unit that can improve plant efficiency by easy repositioning to accommodate alternative bulk delivery stations as well as manual sack discharge. Flexicon is able to supply the new bulk bag unloader in a choice of build material such as carbon steel with durable industrial coating or stainless steel to industrial, food, dairy or pharmaceutical standards, ensuring it can support diverse processing operation.

The unloader brings added flexibility to in-plant powder, flakes and granular materials delivery systems. The hopper is designed to accept material from either manually dumped sacks or direct overhead bulk bags suspended by forklift or hoist. During discharge the integral Flexicon screw conveyor transfers material to downstream processes and storage vessels. For manual dumping in conjunction with, or independent of, bulk bag discharging, the operator raises a hinged bag-dump support shelf and a hinged hopper door, and pours material through a coarse screen into the hopper.

For overhead discharge the bulk-bag-to-hopper interface consists of a Spout-Lock clamp ring positioned above a pneumatically actuated Tele-Tube telescoping tube, dust-tight connections and unrestricted flow between the bag spout and hopper coupled with automatic tensioning of the bag as it empties allows unrestricted flow and complete bag evacuation. The telescoping tube raises the clamp ring assembly that seals the clean side of the bag spout to the clean side of the telescoping tube, and then lowers until the bag spout is pulled taut. Once the spout is untied, the telescoping assembly exerts continual downward tension on the spout, elongating the bag as it empties.

The high-integrity seal between bag spout and clamp ring allows full-open discharge from bag spouts of all popular diameters.

During material discharge Flow-Flexer bag activators raise and lower opposite bottom edges of the bag at timed intervals, loosening compacted materials and promoting material flow into the bag discharge spout. As the bag lightens, the stroke of the bag activators increase, raising the bag into a steep 'V' shape allowing complete evacuation of material.

An integral Bag-Vac dust collector is a feature of the unloader, creating negative pressure within the dust-tight system to collapse empty bags prior to retying and disconnection, eliminating dust emitted during manual flattening of empty bags.

The integral flexible screw conveyor transports both free-flowing and non-free-flowing bulk materials including products that pack, cake, smear, seize or fluidise. The conveyor support mast cantilevers from the frame, and runs parallel to the conveyor tube, allowing the caster-mounted system to manoeuvre in restricted areas.

Flexicon's mobile half-frame bulk bag unloader allows discharging of bulk bags, manual dumping of sacks and conveying of material, dust-free

The mobile unloader is the latest addition to the company's range of full-frame bulk bag dischargers, stand-alone flexible screw conveyors, pneumatic conveying systems, bulk bag conditioners, bulk bag fillers, bag dump stations, drum/box/container dumpers, weigh batching and blending systems, and engineered plant-wide bulk handling systems with automated controls.

Cimbria acquires SEA

Cimbria announced in May that it has reached an agreement with the group of owners behind Italian company SEA to acquire 100 percent of the shares in the company.

SEA manufactures sorting equipment for grain, seeds and other industrial products by means of colour or resonance. SEA primarily sells its equipment in Europe.

With the acquisition of SEA, Cimbria's range of mechanical sorting equipment will be supplemented by optical colour sorting and other electronic solutions, thus completing Cimbria's product lineup.

The acquisition is said to be in line with Cimbria's strategy of strengthening the company's product and market position via organic growth and acquisition. It is the company's first acquisition since Axcel became the majority shareholder at Cimbria in August 2011.

In 2011, SEA had a turnover of approximately DKK70 million (US$11.7 million) and a profit ratio of approximately 20 percent. The company expects to see growth in both sales and earnings this year. SEA has around 35 employees at its factory in Imola in northern Italy.

SEA's technology has applications in several fields, including the food industry, recycling and seed corn. SEA's hitherto owners will continue to look after the day-to-day management of the company.

Mole Valley bags forklift

Fertiliser manufacturer Mole Valley Forage Services has increased the efficiency of its tough blending and bagging facility, thanks to a compact Hyster 7 tonne forklift truck from Barloworld Handling. The Fortens S7.0FT 'Spacesaver' model is reported to be the narrowest and shortest of its type.

"The Hyster Fortens Spacesaver truck is the only diesel forklift we could find that has a 7 tonne lift capacity and is narrow and short enough for our operation," explained Neil Stallard, operations manager for Mole Valley Forage Services Ltd. "Trucks from other brands with this lift capacity are physically much bigger."

The blending and bagging facility in port of Teignmouth, UK, handles 75,000 tonnes of fertiliser a year. Bulk raw material is delivered by ship, which is stored, blended, packed in 600kg bags and then transferred to quayside warehouses.

"The Hyster Spacesaver is used to transport six 600kg bags at a time from the narrow aisles in the warehouse to the waiting lorries for onward distribution to suppliers and farmers," added Stallard, explaining that the S7.0FT Hyster forklift truck is fitted with a 2.2m attachment similar to a twin carpet boom, weighing 800kg. It is a 'live load' operation where the bags, which are stored three high, are lifted from the top handles and can swing.

"Thanks to the Hyster forklift, our drivers can pick and load flatbed or curtain sided lorries extremely quickly, loading bags three deep and two wide on each cycle. This means we only have to access one side of the lorry resulting in just eight lifts to load 48 bags," said Stallard.

Peak season runs from February through to May according to the agricultural calendar when the site can load up to 800 tonnes in one 12 hour day with the compact Hyster forklift truck. "Fast turnaround of the specialised and assured transport is essential to keep costs down, so we depend on the reliability of the truck and local support from Barloworld," he commented.

Steve Fogg, regional key accounts manager for Barloworld Handling conducted the site survey at Mole Valley to help ensure the truck was fit for purpose. He explained: "Hyster Fortens forklift trucks are proven to provide reliability and a low cost of operation in the most arduous applications, such as exposed port operations. However, this is a hostile and dirty environment where corrosive products are handled, so to ensure continued reliability, we also provided extra protection on key components on this space saving truck."

The forklift features the DuraMatch transmission with adjustable Auto-Deceleration (ADS) that slows the truck when the accelerator pedal is released, resulting in less brake pedal usage. The power reversal feature also allows even the most aggressive direction changes in this stop, start operation to be smooth without wheel spin, helping to increase the cushion solid tyre life by up to 50 percent. The truck also features oil immersed brakes helping to ensure continued reliability and control in the dirty environment and the drivers are reported to like the stability with a full load at height, comfort and finger-tip controls.

The diesel powered forklift truck is on a full service contract with Barloworld Handling that provides planned maintenance services and fast local engineer response. Barloworld Handling, the exclusive distribution partner for Hyster in the UK, has also supplied a Hyster H3.0FT Fortens forklift to help transport bags from the bagging area to storage.

Net weigher broadens scope

New application areas have been won since Haver & Boecker's high performance net weigher was further developed. By implementing the net weigher into a frame with a telescoping loader, it is now possible to fill free-flowing loose product into tanker trucks with consistent accuracy and at a speed of 90 tonnes per hour. Its rugged and low-maintenance construction assures long operation times, the company claims.

High weight-accuracy was achieved through the further development of the Haver Mec III weighing electronics system. Operation and display of all functions take place via an operator terminal with a graphic display. The simple operating sequences are menu-guided or take place using function keys with pictogram fields. The plain text information is given in the country's language. It is also possible to hook up the Haver-DPS system for recording, evaluating and reporting process data.

The loading telescope can be designed as a stationary or a mobile variant. As a mobile system it is especially suitable for silo farms. The automatic docking unit limits dead times during silo changeovers. The required cleaning that comes with product variety is thus made easier as all containers are equipped with cleaning lids. The protective fixtures are fundamentally designed as safety doors.

Also the filling of FIBCs and Octabins underneath the telescope is possible. Optional extras include electric lifting and lowering of the loading telescope, automatic removal of the bottom cover in the filling position, pneumatic docking unit for connecting to customer silos and exact positioning using laser technology. Automatic water cleaning of the product path is also available as an option.

GrainCorp to invest in logistics systems

Australia's GrainCorp is investing approximately A$20 million in improvements to its countrywide network, to improve efficiency and intake speeds for the peak periods of next harvest.

"GrainCorp is strongly committed to continuous improvement of the services we offer our grower customers," group general manager, storage and logistics, Nigel Hart said. "We've handled two consecutive big harvests and this substantial investment is in addition to the 1 million tonnes of additional storage we added to our network last year. It is the largest single investment in mobile equipment we have ever made in any one year."

Hart said a core part of the large investment will be the purchase of more than 20 new generation driveover hoppers/stackers, which would substantially increase the speed and efficiency with which GrainCorp is able to receive grain, reduce waiting times and streamline deliveries for growers during peak harvest periods.

"We expect our investment in these stackers will lift the average daily intake speed across the GrainCorp network by about 20 percent during the peak period. This is an acceleration of 50-75,000 tonnes a day. The new equipment can stack at almost double the in-take speed of the majority of the existing machinery in operation, meaning a B-Double truck load could be unloaded in a matter of a few minutes," Hart said.

Hoyer expands IBC service

Hoyer is continuing to expand the range of IBC services across Europe. In Poland, it is not only renting IBCs to customers, but providing the entire logistics package for the small-scale containers. Its activities will be managed from the Hoyer offices in Katowice.

"IBCs are still not that well known in Poland," explained Karina Kaszyca, the Hamburg-based group's new area sales manager for the IBC sector in Katowice. "But these containers are in fact an ideal alternative, as an intermediate between a drum and a tanker – no matter whether you are transporting chemicals or food."

In addition to rentals, Hoyer can perform the entire logistics operation and, as part of its fleet management service, it also takes care of the operation of customer-owned IBCs, added Kaszyca. "For our customers this means: high-quality transport and at the same time tremendous cost effectiveness."

Thus the portfolio of services also covers all workshop operations, including the legally required follow-up examinations and cleaning.

"Our single-source, full-service offer

Karina Kaszyca, Hoyer's new Poland area sales manager for IBCs

Gilles Lemaitre, area sales manager, Lyon, France

means that customers can lower their logistics overheads substantially," says the sales manager, who has a management diploma, Master's degree in Chemistry, and MBA in International Logistics to good use. The IBC expert has also gathered executive work experience in the sale and quality management of chemical products.

A similar operation for IBCs in France was launched in April. Activities are managed from Lyon, under the leadership of Gilles Lemaitre, area sales manager. Until recently the IBC business in France had been limited to rentals, but here, too, Hoyer is now performing the entire logistics process, including customer-owned IBCs.

Cleaning can be done at Hoyer's depot in Rouen, which has a modern, high-throughput washing facility. "Our full-service offer means that customers can lower their logistics overheads substantially," said Lemaitre in describing the Hoyer business model.

Hoyer is one of the biggest players in the European IBC market, with a total of 20,000 units. Its own IBC fleet consists mainly of standardised types, with a capacity of 500-1,000 litres. They can be provided with special coatings and heating systems, and can also be licensed for use with hazardous products.

VP sales for American Starlinger-Sahm

Alfred Rak has joined American Starlinger-Sahm, Inc, a 100 percent subsidiary of Starlinger & Co GmbH of Austria, as vice president of sales.

In his new position, Rak oversees the entire Starlinger product portfolio for the US and Canadian market. He looks back on almost 30 years' experience in international sales and trade, his previous position having been president and CEO of Kiefel Technolgies, Inc, sales and service organisation for

Alfred Rak, new vice president of sales, American Starlinger-Sahm, Inc

European made machinery for Kiefel and Brückner, and member of Brückner Group.

With a decade of experience on the North American Market, Alfred Rak sees growing potential especially in the field of plastics recycling: "I am sure that the world of plastic manufacturers will be more directed into reusable processes, meaning that recycling technologies are absolutely on the upswing. Starlinger's position as a market leader for plastic processing machines will open new avenues to customers for more sustainable technologies and savings within the arena of recycling."

Also the market for flexible woven plastic packaging in North America – ranging from consumer and dry bulk goods packaging to FIBC – has been growing steadily over the past years. The number of US-based woven packaging manufacturers is increasing, while woven sack imports are on the decline. In response to this development, Starlinger is strengthening its US team in order to provide the best possible service and support to the American and Canadian customers. Based in Greenville, SC, American Starlinger Sahm is a manufacturers representation of the Starlinger-owned companies Starlinger and Georg Sahm, Inc.

Mauser opens in Poland...

Mauser Group is opening its first plant in Poland in order to serve its customers in Central Europe. The new plant also provides additional production capacities for a region showing increased demand.

Form the new plant, in Gliwice, Mauser will supply services and products to the Czech Republic, Slovakia, Hungary, Romania, Bulgaria, Ukraine, Belarus and the Baltic countries. The plant will produce UN and non-UN IBCs, including the Mauser SM6, SM13 and SM15 solutions for hazardous and sensitive filling goods. Additionally, Mauser will produce UN-approved 120- and 150-litre open top drums as well as 220-litre L-Ring drums. Customers also benefit from the reconditioning services of the Mauser subsidiary National Container Group (NCG). Thus, Mauser says it offers a full-cycle service to its customers, and professionally manages the entire life cycle of plastic packaging in order to help customers combine economy with ecology.

"Expanding our activities in Eastern Europe is a major strategic step for us in the market. Especially, as we see a growing economic impact of Poland for the packaging industry with an increasing demand for reliable packaging solutions," said Dr Juergen Scherer, SBU manager Europe at Mauser Group. "Until now, we served our customers in the Polish market through our plants in Germany. This new plant enables us to be even closer to our customers in the region and it is furthermore in line with Mauser's sustainability initiative."

The new plant is located in the region of Silesia, which is an important business hub in Poland. This allows Mauser to supply its local and international customers in the chemical, petrochemical, oil and lubricant, agricultural, pharmaceutical as well as food and beverage industries more efficiently.

...and strengthens in Asia

Meanwhile, Mauser is strengthening its relationship with Time Technoplast. The latter is active, among others, in the field of PE Drum and IBC manufacturing with a dominant presence in the Asian and MENA regions. Mauser's traditional areas of strength are in North America and Europe, with activities also in South America and parts of Asia.

By combining their strengths and footprints, Time Technoplast and Mauser claim to be creating "an unequalled global network allowing them to serve better the needs of key customers worldwide".

"The relationship between Time and Mauser goes back a long way. While Time Technoplast has impressively developed its presence in Asia and in MENA, Mauser has achieved a strong position in North/South America and in Europe. Today, the two companies have complementary presences and combine these to serve customers better. But the co-operation is not limited to this. We also co-operate in the field of technology and product development where Time Technoplast has highly engineered and innovative solutions," commented Hans-Peter Schaefer CEO of the Mauser Group.

For Anil Jain, CEO of Time Technoplast, the co-operation between the two companies is best positioned to help customers overcome the challenges they face in the Asian market, enabling them to benefit fully from the potential that this region offers. "Together with the Mauser Group we also co-operate in the field of reconditioning and life-cycle management, where Mauser has been acting as a pioneer through its NCG network. We will also further develop our steel drum joint venture in India," said Jain.

One of Time Technoplast's more interesting products is the GNX 820 litre IBC. This is designed to provide greater shipping capacity in a standard 20ft ISO container. In an everyday 20ft box, only 18 1,000 litre IBCs can normally be fitted; 10 on the bottom layer and 8 on the top. This is because the height of the container door does not allow the last 2 IBCs to be stuffed. However, the GNX 820 is slightly smaller (1,000mm high against 1,175mm for a 1k litre unit) and so can be used to stuff the last 2 slots on the top row, allowing up to 1,640 litres of additional product.

Time Technoplast's GNX 820 litre IBC can be used to stuff the last 2 slots in a 20ft container allowing up to 1,640 litres of additional product

EU FIBC imports up

In its latest newsletter, EFIBCA reports that compared with 2010 the value of FIBC imports to the EU increased by 27 percent to a total of €339.2 million in 2011. This means imports to EU member states have not yet caught up with those of 2008 (€358.8 million), but 2011 was the second year of recovery, EFIBCA notes.

Again, Turkey consolidated its leadership as principal FIBC exporter to the EU with a market share of approximately 40 percent. India remained in second place and has improved its market share from 30 percent (2010) to 35 percent in 2011. Bags from China on the other hand are losing market share in the EU (11 percent of total import value).

These three exporting countries combined account for around 85 percent of the total import value to the EU27 zone. As in 2010, Bangladesh remained in fourth place. Serbia overtook Thailand and is now the fifth largest importer of FIBCs into the EU.

EFIBCA also reports that the second edition of IEC 61340-4-4 was published in January 2012. *'The adoption of a type classification system for FIBC based on four types: A, B, C and D. Electrostatics – Part 4-4: Standard test methods for specific applications – Electrostatic classification of flexible intermediate bulk containers (FIBC)'* specifies requirements for FIBCs intended for use in hazardous explosive atmospheres. The main changes compared to the first edition, published in 2005, comprise, among others:

- Guidance for safe use of FIBC in relation to hazardous areas and hazardous zones defined in IEC 60079-10-1 and IEC 60079-10-2 is added.
- Resistance to groundable points and electrical breakdown voltage measurements on FIBC shall be measured at low humidity only.
- Requirements for labelling FIBC are changed to improve clarity and ease of recognition by end users.
- Classification, performance requirements and guidance for safe use of inner liners in combination with FIBC are added.
- An informative annex giving guidance on test methods for quality control and inspection testing is added.

More detailed information on the revised edition was provided in the EFIBCA Newsletter No 2 from May 2011 that can be downloaded from the EFIBCA homepage (**www.efibca.com**). The full standard can be purchased directly from the IEC web store (**www.iec.ch**).

Finally, EFIBCA made an important step towards strengthening its influence in the transportation of dangerous goods through joining the International Confederation of Plastics Packaging Manufacturers (ICPP).

ICPP represents the global plastic packaging industry at the UN Committee of Experts on the Transport of Dangerous Goods as an accredited non-governmental organisation and is equipped with the rights of counselling and bringing forward motions.

The UN committee prepares the UN Recommendations on the Transport of Dangerous Goods (the 'Orange Book') that are internationally accepted and form the basis of several international agreements and many national laws. The UN committee consists of about 30 country representatives with voting rights, plus about 15 country representatives and a number of accredited NGOs such as ICPP with a counselling role.

The EFIBCA representative at ICPP is vice president Dr Amir Samadijavan.

Schütz opens second plant in China

The new Schütz Tianjin plant - an initial workforce of 50 will produce IBCs and F1 plastic tight-head drums

Schütz has laid the foundations for further expansion of its activities in China with the official opening of its second production site there after Shanghai. The new plant, equipped with full, state-of-the-art technical infrastructure, was built on a 50,000 sqm site in the city of Tianjin, not far from the capital, Beijing. An initial workforce of 50 will be employed to produce both IBCs and F1 plastic tight-head drums.

The plant went into partial production last year. Since then, all units have been completed and the plant was officially inaugurated at a grand opening ceremony on 18 May.

During a tour of the plant, guests at the opening had an opportunity to form an impression of the new production units, which comply with the latest technical and logistical standards. Particular attention was paid to the purpose-designed production environment in which manufacturing processes take place under intensified hygiene conditions, satisfying requirements for the production of food IBCs.

Pass for paper IBC

Grayling's newest corrugated PaperIBC for liquids has passed the International Safe Transit Association's (ISTA) random vibration and shock testing protocol.

Grayling said that every model of the PaperIBC one-way corrugated bulk containers for shipping bulk liquids has now successfully completed the ISTA 1H testing protocol.

The International Safe Transit Association (ISTA) is a global alliance of shippers, carriers, suppliers, testing laboratories, and educational and research institutions focused on the specific concerns of transport packaging.

The ISTA 1H testing protocol is designed to provide a laboratory simulation of the general damage-producing motions, forces, conditions, and sequences of transport environments across broad sets of circumstances, such as a variety of vehicle types and routes, or a varying number of handling exposures.

The new 275 capacity PaperIBC is designed to fit on a standard 48ins X 40ins Grocery Manufacturers Association (GMA) pallet and is claimed to be the only corrugated IBC in this size on the market to pass this test.

Food and drink to Loscam

Loscam has launched its new IBC I6 for the food and beverage sector, developed in conjunction with leading companies in this sector.

The IBC is claimed to be the lightest on the market providing advantages in manual handling and transport. With its integrated lid the IBC assists customers in the handling and tracking of rented units.

Daniel Bunnett, regional director of Loscam Australia, sees the IBC launch as a milestone for Loscam. "It has been some time since Loscam launched a new product in Australia and it is great to see investment and innovation back within our product pool. This particular unit has been painstakingly worked on and redesigned to ensure we are offering the market a product which significant performance advantages beyond existing models available elsewhere."

From a technical perspective the IBC also brings significant benefits to Loscam customers. "The IBC I6 features a truly chemical resistant translucent front panel with 50 litre increments and low level discharge outlet enabling maximum discharge of products. These innovative features ensured some great feedback from customers and a healthy list of pre-orders," said Nick Trask, project leader for the Loscam.

Hoover's Oz appointment

Hoover Container Solutions has appointed Dean Conway as sales manager Western Australia & Northern Territory. Conway will continue to build on Hoover's existing customer base and develop new business in these oil and gas rich states. He is based in the centre of downtown Perth within easy reach of the major energy companies and their suppliers.

Conway is a native of Perth and has a business degree in Marketing and Information Systems from Edith Cowan University and previously worked as a key account manager for a rigging equipment supply and certification company.

Plan for Gothard now!

The Gotthard Base Tunnel, one of Europe's largest infrastructure projects, will generate the expected benefits for the Rotterdam-Genoa corridor, provided existing gaps in the infrastructure inside and outside Switzerland can be overcome, an industry seminar heard recently.

Meeting in Lugano for the 45th General Meeting of Hupac, European intermodal traffic operators emphasised the need to place freight at the very centre of railway infrastructure development strategy. A first tangible step is represented by the strategy for terminals in northern Italy, signed by Gruppo FSI, Cemat and Hupac during the Forum.

Transport companies are prepared to give the railway a chance provided it proves competitive and efficient - this was the essential point emerging from the Forum organised by Hupac.

The Forum was introduced by Hans-Jörg Bertschi, president of the board of directors of Hupac, founded 45 years ago in Chiasso. "Our network extends throughout the whole of Europe and in recent years we have also expanded into emerging markets in Russia and China. But our core business remains transalpine traffic: two deliveries out of three by Hupac have their source or destination in Italy. For these reasons, recently we strengthened collaboration with our partner Cemat, combining our strengths to develop traffic on the traditional north-south axis and on new routes towards the east," said Bertschi.

The Gotthard Base Tunnel, which will become operational in 2017, represents a great opportunity for which the full potential must now be realised. It is essential to adapt the access lines along the entire corridor to enable intermodal trains to compete with road traffic and transfer goods transports from road to the railway," he added. "The key to success resides in productivity of the system. We need a rail infrastructure capable of handling trains 750m long, weighing 2,000 tonnes driven by a single locomotive, capable of loading modern trailers 4m high. In a few years the subsidies paid by Switzerland to intermodal transport operators will run out and we must be ready to compete on the market thanks to our strengths."

The difficulty is scheduling works on adapting lines which today are far more modest, limited to trains 575m in length with a profile of 3.80m. According to Hupac, improvements to the Bellinzona-Luino-Novara line which handles 80 percent of intermodal traffic via Gotthard and serves major terminals to the west of Milan, must be carried out by 2020; the project calls for works on a modest scale, some of which are already programmed. A bigger challenge is increasing capacity on the route via Chiasso, providing for construction of the Gronda Est Seregno-Bergamo to bypass the Milan node; the works will be finalised only after 2030. "We must clear up one area of ambiguity: both lines must be adapted. The Luino line is more urgent, whereas the Chiasso line is more important because it will handle greater volumes in the future," concluded Bertschi. He also issued a warning: "Let us not make the mistake of concentrating on the major projects of tomorrow and forgetting the minor improvements we should carry out today."

The Forum was organised by Hupac for the purpose of bringing representatives together from both Switzerland and Italy, to discuss the thorny issue of infrastructure strategy for the Rotterdam-Genoa corridor. Co-ordination is being carried out by the Swiss Embassy in Italy, represented at the Forum by Bernardino Regazzoni, Swiss Ambassador to Italy. "We welcome the signs from intermodal operators, international and regional institutions and the railway industry, and we will make every effort on the basis of contributions from stakeholders to draw up a scheme offering tangible and generally endorsed responses," declared Regazzoni. The first stage is preparing a terminal strategy for northern Italy to service the expected flow of Alptransit traffic. "It is right to start with the terminals to define the access lines," explained Regazzoni. "This is valid both for the existing terminals, such as Busto Arsizio or Novara, and the new terminals to be constructed according to our laws, including Italy, provided we operate in a context of reciprocal agreement and responsibility."

Fabio Regazzi, a member of the Transport Commission of the Swiss Parliament and president-elect of the Swiss Shippers Council also requested concrete measures in support of goods transport. The transfer of freight traffic from road to rail is an important national mission but we must overcome ideology and confront reality in a concrete and pragmatic way. "Road and rail are complementary and must progress with synergy and without distortion or false expectations," emphasised Regazzi. The programmed transfer objective must be translated into tangible measures in line with market requirements. "Freight requires our attention. In this sense it is the duty of politicians to draw up an infrastructure development strategy for the Swiss Federal Railways and to remain vigilant regarding its implementation. We must aim for investment in infrastructure which increases the productivity of freight transport rather than in subsidies that do not contribute to productivity progress in logistics chains."

In Italy the opportunities offered by Alptransit are clearly perceived, the meeting heard. Lombardy is one of the main European economic areas and has ambitions to establish better connections with the north, said Raffaele Cattaneo, Minister of Infrastructure and Mobility for the Lombardy region. Intermodal transport is a specific choice, adopted 20 years ago, which has produced tangible results. The terminals at Segrate, Busto Arsizio, Gallarate, Mortara and Sacconago were created thanks to significant contributions from the Lombardy Region. "But that is not enough. Considering that of the 400 million tonnes shipped each year in Lombardy only 24 tonnes are carried by rail, it becomes obvious that we must meet the challenge above all in terms of further development of the infrastructure network."

An MoU was signed by Gruppo FSI, Cemat and Hupac at the NEAT Alptransit Forum

Works are now being expedited by the 'Regional Round Table for Freight Transport' which brings together transport and terminal operators, railways and railway infrastructure managers with a view to combining forces on the most urgent improvement works. In anticipation of opening the Gotthard Tunnel, the capacity of the Chiasso-Milan line will be increased by technological improvements by 2020 and construction of the Gronda Est Seregno-Bergamo during a subsequent phase.

The intermodal terminals remain the core issue. "The terminal strategy endorsed by the FSI Group, Cemat and Hupac is an important development. The Lombardy Region will play its role in implementing the projects," assured Cattaneo. But we must not forget the existing terminals clustered around the outlet of the Luino line between Lombardy and Piedmont. "They are a major economic factor, both for competitiveness of Italian exports and jobs in the logistics industry. The existing lines must not be abandoned, but rather its performance improved by minor intervention works," he concluded.

The new modern railway infrastructure throughout Switzerland promises good prospects for the freight system, since for the first time the traffic under management will prove competitive with that of other carriers. According to Mauro Moretti, CEO of the FSI Group, a results-oriented entrepreneurial strategy is essential for the railway industry, with abandonment of the subsidies-led approach which for years characterised the European rail sector. "NEAT is an opportunity to revitalise the rail freight system which today is operating under extremely difficult conditions given its lack of competitiveness," said Moretti, who in February was for the third time appointed as the president of the Community of European Railways (CER).

In the same vein is the re-positioning of Cemat, the combined transport operator of the FSI Group. Moretti outlined the future objectives: entry to combined maritime transport from and via the Mediterranean ports by absorption of Italcontainer traffic, establishing of new services between Italy and Eastern European countries and enhancing the commercial offer between Italy and the main European countries in conjunction with historic partners, including the shareholder Hupac. The FSI Group declared it was prepared for its appointment with Alptransit. "To respond efficiently to the increase in traffic projected by 2030, we will deploy technological solutions to increase capacity of the Chiasso line. During a subsequent stage we will construct the Gronda Est. In addition we will instigate development of infrastructure and terminal services to the east of Milan to guarantee adequate capacity." Projects identified today, with the support of Gruppo FSI and Hupac, provide for the construction or increasing the capacity of terminal facilities in the Milan, Brescia and Piacenza areas. Italy and Switzerland are an integral part of the same corridor and so they must adopt the necessary measures in tandem, Moretti pointed out. "We note the Swiss priority for the 4m corridor. We are ready for a comparison on the timescales and necessary projects, always bearing in mind the priority for high-capacity routes."


The Gotthard Base Tunnel will become operational in 2017 but Bertschi says it is essential to adapt the access lines along the entire corridor to enable intermodal trains to compete with road traffic

Brenntag expands

Brenntag announced two acquisitions in July. It has bought the entire business of the ISM/Salkat Group, a distributor of speciality chemicals in Australia and New Zealand, and has also acquired The Treat-Em-Rite Corporation (TER Corporation), a chemical distribution company in the oil and gas industry based in Texas, USA.

"The acquisition of the ISM/Salkat Group represents a huge step to achieve our strategic position as a full-line chemical distributor with an established and competitive platform in Asia-Pacific," said Steve Holland CEO Brenntag Group. "ISM has a strong track record of success and an innovative product portfolio. The acquisition represents a quantum leap for the network and know-how for Brenntag in Australia and New Zealand."

Jürgen Buchsteiner, responsible for M&A activities at the management board of Brenntag Group, emphasised: "Through this acquisition we can provide our business partners access also to the New Zealand market via our own local distribution and marketing network. The acquisition significantly expands Brenntag's local supplier base and adds another 1,200 customers to our existing customer base."

ISM/Salkat expects sales of AU$117 million for the year 2012.

TER Corporation has been providing production (well-treating) chemicals and specialised services that help to optimise a well's productivity to customers operating in South Texas for the past 25 years.

William Fidler, member of the management board and CEO of Brenntag North America, stated: "The acquisition of TER Corporation is a great strategic fit, especially from a geographic point of view. The company is located in the Eagle Ford Shale, one of the fastest growing natural gas shale areas in the USA. This location will increase our future growth potential in this strategic business segment."

TER Corporation offers cross selling opportunities with other products from Coastal Chemical, a subsidiary of Brenntag North America, and its existing customers. For the financial year 2011 the company generated sales of US$11.2 million.

Brenntag continued to grow earnings in the first quarter of 2012. This development was supported by organic growth as well as through the contribution of acquisitions made in 2011. Sales increased by 10.4 percent based on constant exchange rates to €2,384.8 million. Gross profit reached €475 million and thereby increased by 7.4 percent based on constant exchange rates. Operating EBITDA improved to €171.5 million which corresponds to a currency adjusted growth rate of 6.3 percent. Although Brenntag reported positive growth rates in the first quarter of 2012 in Europe, it implemented efficiency-enhancing measures in answer to the generally lower economic growth expectations for Europe. The implementation of these measures had a negative impact on operating expenses in the first quarter of 2012, but will lead to lower expenses as the year progresses.

Based on the results in 2011, Brenntag's management and supervisory boards propose to pay a dividend of €2 per share, a substantial increase over the previous year's dividend of €1.40 per share.

Peel Ports boosts Liverpool-Manchester service

UK ports group Peel Ports has boosted capability on its Liverpool-Manchester barge service, and port infrastructure at the Irlam Container Terminal, through the introduction of a new coaster vessel and mobile harbour crane.

The arrival of the 160 TEU vessel 'Monica' and a 40 tonne Liebherr mobile crane follows strong growth in Peel Ports' barge service operating from the Port of Liverpool to Manchester via the Manchester Ship Canal.

Sparked by demand from customers for greener and more cost-efficient solutions to help reach the heart of the UK, the service has grown from handling 3,000 containers in 2009 to an expected 15,000 this year.

The 'Monica' will be deployed on the existing thrice weekly service between Liverpool and Irlam Container Terminal, on the outskirts of Manchester. Additionally, the vessel will enable the service to call more regularly at Ellesmere Port, which was added as a new destination to the service earlier this year.

The new Liebherr crane, complete with two spreader frames, arrived from Austria and was constructed at Irlam Container Terminal.

Stephen Carr, head of business development for Peel Ports Mersey said: "The spectacular growth in demand for the barge service over the past two years has enabled us to invest in this next level of capability.

"While the existing barge has served us well, the capability and flexibility offered by the new vessel and crane will enable us to meet better the growing demands of retailers, FMCG & industrial goods manufacturers and shipping lines alike.

"Over the past year, we have already invested in upgrading the terminal to ISPS security standards and the terminal operating system that is linked to Liverpool via the MCP Destin8 community system allowing containers to be routed directly to Manchester using the GBIRL code. This new investment delivers the next phase of improvements in the quality of this service."

Currently 90 percent of deep sea containers arrive in the UK through ports in the south east of the country while over 50 percent of demand is in the northern half, resulting in additional strain on the UK's road and rail network. Last year Peel Ports published its draft Mersey Ports Master Plan, which highlighted its intention to invest in infrastructure that will enable much of this cargo to divert through the Port of Liverpool and to develop distribution centres along the banks of the Manchester Ship Canal.

Geneva shuttle starts

On 29 June, the first Geneva Shuttle set out from the Contargo Terminal in Basel, Switzerland. Initially the new connection will run twice weekly between Basel and Geneva. One round trip will begin in Basel on Friday, starting out again from Geneva on Monday; the second round trip will set out from Basel on Tuesday and depart Geneva on Wednesday.

The Geneva Shuttle complements Contargo's long-established Rhine-Romandie Shuttle (RRS), which has linked the Contargo Terminal in Basel with the partner terminal in Chavornay since 2006. The timetable of the RRS is co-ordinated with Contargo's Basel Multimodal Express (BME), which connects Basel with Rotterdam and Antwerp, running on a fixed schedule of two round trips per week.

Two weeks after the inauguration of the service Holger Bochow, managing director in Basel, said: "The new product is an important move in building up our position as the leading integrated service provider on the Upper Rhine. Provided this trend continues, there is a possibility that we may soon be offering an additional weekly round trip on this route."

Vos Helmond AEO certified

Vos Logistics Helmond, one of the group's public/shared warehouses, has been officially certified as an Authorised Economic Operator (AEO). The Dutch Customs authority presented the company with a combined Customs simplification and security and safety certificate. It has thus recognised Vos Logistics Helmond as a "secure, safe and reliable international logistics partner". Vos Logistics Helmond is a specialist in Contract Logistics and International Freight Forwarding.

The logistics centre in Roosendaal (currently under construction) will be the next location to seek AEO certification. The location will come into operation in November this year. With its AEO certificate, Vos Logistics Helmond can respond faster and better to international trade, in which Customs procedures play a critical role.

Growing international concern for security and safety is leading to stricter rules on the import and export of goods in the logistics chain. The Helmond facility has made substantial investments in these areas. AEO status for Customs simplification and security and safety offers benefits to international traders. With fewer physical and administrative checks, Customs procedures can be completed more quickly, resulting in more efficient and simpler administrative procedures and a better service to customers. The AEO certificate is recognised by all member states of the European Union.

In addition, Vos Logistics has joined the Green Freight Europe programme, an initiative to intensify collaboration between shippers, logistics providers and governments. Vos says the initiative aligns with its sustainability policy Eco-safe-logistics.

Green Freight Europe is a voluntary and independent programme for improving environmental performance of road freight transport in Europe. It is inspired by the SmartWay Partnership program in the USA. The European Shippers' Council and the Dutch shippers' organisation EVO are providing the secretariat for Green Freight Europe.

The initiative was launched in March 2012 and aims to establish a European standard system for collecting, analysing and monitoring CO_2 emissions from road freight operations. The programme drives reductions of carbon footprint by: establishing a platform based on existing standards for monitoring and reporting of carbon emissions to assist in the procurement of transportation services. It also promotes collaboration between carriers and shippers in driving improvement actions and monitoring progress, and is establishing a certification system to reward shippers and carriers who fully participate in the programme. More information can be found on at www.greenfreighteurope.com

At the heart of Vos Logistics' sustainability policy is 'Eco-safe-logistics', a strategy targeting three areas the company has a direct influence on: technology, operations and premises. The main focus is the reduction of CO_2 emissions by 20 percent between 2010 and 2015. Besides the environmental agenda the policy has also a strong focus on safety and customer satisfaction.

Frank Verhoeven, CEO of Vos Logistics: "I am very happy to join the initiative of Green Freight Europe. We believe that the main challenge for sustainable logistics is to reduce empty transport capacity on European roads. However, realisation requires a different vision and approach, whereby shippers, providers and governments should look at fundamental changes in their ways of working. This can only be realised through strong collaboration between partners. Green Freight Europe can play a vital role in this process."

• Hoyer has also decided to join Green Freight Europe. At GFE the company is represented by Sabrina Robba, who is responsible for safety, environment and quality control.

Coryton to be transformed into terminal

Royal Vopak, Greenergy and Shell UK Limited have reached agreement with the joint administrators of Petroplus Refining & Marketing Limited, to purchase the assets of the former Coryton refinery in the UK. The three companies plan to develop and invest in a state-of-the-art import and distribution terminal to be managed by Vopak. The initial storage capacity will be around 500,000 cbm, with potential to expand to up to 1 million cbm in later stages.

Vopak, Greenergy and Shell will be equal shareholders of the new joint venture, which will acquire and develop the assets and the site. After reaching final agreement on the future design and operational capabilities, Vopak, on behalf of the JV, will develop the new facility and operate the terminal when works have been completed. Greenergy and Shell will sign long-term contracts with the joint venture. The deepwater import terminal will play an important role in ensuring a secure supply of oil products to the UK, enabling large import volumes.

The investment will be used to convert components of the current refinery infrastructure for use as an oil import terminal and this will involve operational, technical, safety and environmental enhancements to the current infrastructure, including modern blending technology.

The closure of Coryton as a refinery is just one of many such instances across Europe. At heart is a slump in refinery margins as a combination of high crude prices and slow demand in the wake of the economic downturn left many installations, particularly in Europe, running at a loss. According to French business newspaper *Les Echos* refining margins, which represent the difference between the price of refined products and their production costs, fell by 60 percent between 2008 and 2009, and have been at "crisis level" for much of the past year.

In the 1970s, France, for example, had 23 oil refineries; it now numbers just 10. Europe's refining sector does face certain specific issues peculiar to the region, including having to invest to comply with new emissions legislation, with the first mandated reductions in CO_2 emissions under the European Union Emissions Trading Scheme due to come into effect in 2013.

Ironically, global oil demand is set for record levels this year. But the bulk of this consumption growth will be in Asia and, to a lesser degree, the Middle East. It is to these regions that refiners have upped sticks and moved. Many of these newer refineries are also more complex than older plants in the west, and thus more easily able to transform cheaper crudes into a range of modern fuels and chemicals.

Europe and North America simply have too much capacity for today's market demands, and much of it is also old, inflexible and inefficient. A side effect of this, says a report by Euro Petroleum Consultants, is that newer refineries commissioned in, eg, India & China are better geared to exporting product. As the cost of freight transport is currently relatively cheap compared with additional costs incurred by European refiners, so these producers represent serious competition.

For Coryton, Eelco Hoekstra, chairman of the executive board of Vopak, said: "Following the developments in the refining industry in the current market, we look forward to teaming up with our partners Greenergy and Shell and developing this facility into a state-of-the-art import and distribution terminal at this strategic location, ensuring safe and efficient operations for the UK market."

Andrew Owens, Greenergy chief executive, added: "This investment will create the UK's first deepwater fuel import terminal, making it possible to bring in diesel economically from the most modern refineries anywhere in the world. With diesel sales continuing to grow ahead of petrol sales in the UK, this is a vital development to ensure a low cost and reliable fuel supply for the British motorist in the years ahead."

Graham van't Hoff, chairman, Shell UK, commented: "This move will provide a long term, secure supply for our customers in the UK and will support the recent expansion of our retail network, delivering competitive supply chain costs."

Vopak is also looking at developing an LNG terminal for Gothenburg, Sweden as early as 2015. A letter of intent has been signed with Gothenburg-based Swedegas. The terminal could supply LNG to both shipping and industry and will be open to all parties interested in the Swedish market. Swedegas owns and operates the gas grid in south-west Sweden

The two companies will start a feasibility study for the terminal, and the initiative is supported by Port of Gothenburg. Magnus Karestedt, Port of Gothenburg chief executive, said: "We welcome this initiative. Royal Vopak and Swedegas offer a strategic alliance with a strong combination of international experience and local market knowledge. The Port of Gothenburg has worked for a long time to be able to offer the shipping industry LNG by latest 2015."

The planned terminal capacity is 20,000 cbm, with possible further expansion according to market demand. Natural gas will be brought to the terminal by sea using LNG vessels. The terminal will be open to all companies that are interested in supplying the Swedish gas market. The feasibility study, as agreed in the letter of intent, will include technical and financial parameters and is expected to be completed by the end of this year.

Meanwhile Vopak is to sell a 30 percent non-controlling interest in Vopak Terminal Durban to Reatile Chemicals (Pty) Limited. Reatile Chemicals is part of the Reatile Group, a South African company focused on mining services, energy and petrochemicals.

Since 2009 Vopak and Reatile have been jointly developing growth opportunities in South Africa. With Reatile, Vopak Terminal Durban gains a shareholder contributing local business experience required to enable further growth.

'Condominium' terminal

The first 'condominium' style petroleum terminal is being planned for Grand Bahama off the US east coast. Under the scheme each owner or user will have its own tankage, but the infrastructure of the facility will be owned jointly on a pro rata basis.

Gil Frank, CEO of MidAtlantic Petroleum LLC, said that his company is in the final stages of negotiating a long-term lease for 30 acres of land adjacent to the harbour at Freeport, Bahamas. The company hopes to construct approximately 3 million barrels of tankage for residual fuel, blended bunker fuels and clean products. Frank said that the company has an option for an additional 20 acres on which another 2-2.5 million bbl of storage could be built.

The initial terminal will have access to one berth with a draft of 16m, but a second berth will be available. Frank said that preliminary approvals for the facility have been received and the company is in the process of acquiring a bunker license. The company targets fourth quarter 2013 or early 2014 as the period where tanks will first receive product.

Shell China JV

Shell's China joint venture has begun building an oil product storage facility of 200,000 cbm in the northern port city of Tianjin.

The facility involves an investment of RMB550 million ($86.4 million). The first phase of the Nangang storage, with capacity of 55,000 cbm, will be completed in 2013, while the second phase will kick off in 2014 and be completed in 2015. The storage facility is expected to handle 3 million metric tons of oil products a year and generate annual sales revenue of RMB24 billion.

Shell North China Oil Group, a joint venture between Shell China and Tianjin State Farms Agribusiness Group, operated about 210 service stations in Tianjin and neighbouring provinces by the end of 2011, domestic media said.

Tianjin, near Beijing, is home to a Sinopec subsidiary refinery of 300,000 bpd. Other storage facilities there include a 1 million cbm commercial crude oil storage operated by state oil giant CNPC and a 3.2 million cbm commercial crude storage being built by Sinopec.

Record numbers for ILTA show

The International Liquid Terminals Association (ILTA) held its 32nd Annual International Operating Conference and Trade Show on 21-23 May, in Houston, Texas. Close to 3,500 people attended the event, which included more than 30 conference presentations, two evening networking receptions, four training workshops, a day-and-a-half trade show, and a golf tournament. The number of exhibiting companies was 310, the most in the history of the annual event.

"We know that companies have to select carefully which trade shows they attend," said ILTA President David Doane. "The record number of exhibitors this year demonstrates that ILTA remains the terminal industry's premier event and is the place to be." More than 650 people attended the conference, which focused on a variety of operational and business topics, along with environmental, health, safety and security issues.

A total of 14 terminal companies were recognised during the safety awards breakfast. Two companies demonstrating exemplary safety cultures were awarded the 2012 Platinum Safety Award. CITGO Petroleum Corporation received the large terminal company award, and Motiva Enterprises – NJ Complex received the small terminal company award. The 2012 Safety Excellence Award was presented to 11 terminal companies that achieved a safety record of less than one injury per 100 workers in 2011. The companies are: Asphalt Operating Services LLC; Buckeye Terminals, LLC; Enterprise Products Partners, LP; Flint Hills Resources; Hess Corporation; Marathon Petroleum Company LP; Murphy Oil Corporation; NuStar Energy, LP; Petro-Diamond Terminal Co Inc; Sunoco Logistics Partners, LP; and US Venture, Inc. In addition, TransMontaigne Product Services, Inc. received a Safety Improvement Award for demonstrating significant improvement in its safety record over the past four years.

During the awards ceremony, seven terminal companies received special recognition for participating in ILTA's annual safety survey each year since inception of the programme in 2003. The companies are: Colonial Terminals, Inc., Hess Corporation, Houston Fuel Oil Terminal Company, Intercontinental Terminals Company, International-Matex Tank Terminals, LBC Houston, LP and Odfjell Terminals (Houston) Inc.

During the event, ILTA launched a new mobile application that allowed attendees to select their favourite sessions and build a personalised schedule. It also contained the complete list of trade show exhibitors and a map of the trade show floor.

The 33rd Annual ILTA International Operating Conference and Trade Show is scheduled for 3-5 June 2013, at the Hilton Americas-Houston and the George R Brown Convention Center in Houston

Seven companies received special recognition for participating in ILTA's annual safety survey each year since inception of the programme in 2003

ETT3 opens

VTTI has announced that Euro Tank Terminal (ETT) has opened its ETT3 facility, and with it the ability to handle low-flash product. Located in Europe's major energy hub of Rotterdam, ETT3 comprises 10 new tanks, with jet fuel, methanol and gasoil/naphtha now flowing into the tanks.

Not only has ETT now joined the ranks of 1 million-plus cbm terminals, it offers flexibility in logistics, with direct connections to the NATO pipeline system. Truck and rail connections are also expected soon.

EVENTS

EPCA Annual Meeting
6-10 October 2012
Budapest, Hungary
Meeting Administration
EPCA
Avenue de Tervueren 270
BE – 1150 BRUSSELS
T + 32 2 741 86 60
F +32 2 741 86 80
meetings@epca.eu

ITCO General Meeting
Sofitel Hotel, Hamburg, Germany
22-23 October 2012
secretary@itco.be

Gefahrgut 2012
14-15 November 2012
Essen, Germany
easyFairs Deutschland GmbH
www.easyfairs.com

7th European Conference on Inland Terminals
15-16 November 2012
Palais des Congrès, Strasbourg, France
T +32 3 231 93 65
paul@confor.be
www.inlandterminals.com

Intermodal Europe 2012
27-29 November 2012
RAI, Amsterdam, Netherlands
T +44 207 017 75112
sophie.ahmed@informa.com
www.intermodal-events.com

Westway looking to sell European terminals

Westway Group, Inc has entered into final negotiations to sell its liquid feed supplement business (Westway Feed Products) and some of its European terminals to an affiliate of ED&F Man Holdings Limited, the company's largest shareholder.

The bulk liquid storage terminals included in the proposed transaction are: Westway Dublin (Ireland); Westway Esbjerg (Denmark); Westway Regent Rd, Liverpool and Westway Sandhills, Liverpool; Westway Hull, and Westway Grangemouth, (all UK).

The final agreement remains subject to, among other things, execution of a binding purchase agreement, regulatory clearances and the sale to a third party of Westway's remaining bulk liquid storage business.

In addition, Westway is currently negotiating with a selected group of bidders to acquire its terminals business, to occur through the acquisition of Westway Group, Inc's public equity securities following, or concurrent with, the divestiture of Westway Feed Products and the European terminals.

Francis P Jenkins Jr, chairman of Westway, stated: "As part of Westway's strategic review process, we are exploring the sale of both Westway Feed Products and Westway Terminals via separate transactions. While we remain committed to both of these businesses, we believe exploring a sale at this time could best serve to maximise aggregate value for the company's stockholders, while providing each business with the ability to realise better its full growth potential under new ownership."

The company's board of directors has initiated a process to explore possible strategic alternatives for the company as a whole, including alternatives for Westway Terminals, Westway Feed Products and the European terminals, and has formed a special committee of independent directors to direct the process.

Westway has not set a definitive timetable for the completion of any of the proposed transactions and there can be no guarantees that either arrangement will result in a transaction.

Murex, Cetane ink railcar loading deal

Murex NA, Ltd and Cetane Energy, LLC have reached a crude oil railcar loading agreement. The companies will expand the existing Cetane facility, located in Carlsbad, New Mexico, to add a crude oil storage tank and a 110-railcar, crude oil, unit train transloading facility. The agreement provides Murex with exclusive rights to Cetane's unit and manifest facilities.

"The new storage capacity and unit train transloading facility will be an integral part of our crude oil strategy in the future. This facility is ideally located, and provides us with another effective way to get our products to market," said Robert Wright, president of Murex.

"Cetane is pleased to provide 900 acres of rail and tank farms to Murex for unit train and manifest cars. Cetane and Murex have a good working relationship with manifest cars and we are excited about the addition of unit trains," added Richard Aves, CEO of Cetane.

Murex NA headquartered in Addison, Texas, markets and distributes crude oil, ethanol, and other gasoline blendstocks to major oil companies and regional refiners, while Cetane Energy, located in Carlsbad, produces renewable energy solutions.

Vopak part-sells Durban stake

Royal Vopak is to sell a 30 percent non-controlling interest in Vopak Terminal Durban, South Africa, to Reatile Chemicals (Pty) Limited. Reatile Chemicals is part of the Reatile Group, a South African company with three main industrial focus areas: mining services, energy and petrochemicals.

Since 2009 Vopak and Reatile have jointly been developing growth opportunities in South Africa. With Reatile, Vopak Terminal Durban gains a shareholder contributing extensive local business experience required to enable further growth.

The official transaction date of the agreement is subject to approval by the local authorities.

Advertisers Index