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ANNUAL REVIEW IN THE NEXT ISSUE

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Flexitank specification launched

The long-awaited international flexitank specification was published in early July.

Commissioned by the Container Owners Association (COA), the specification – designated PAS (Publicly Available Specification) 1008 – was developed and published by international standards organisation BSI Group, with the goal of providing an industry-wide benchmark for the manufacturing and testing of both flexitanks and the materials used for their manufacture.

The PAS 1008 (*Specification for the manufacturing process and testing of flexitanks*) now enables flexitank manufacturers to certify their products. It addresses the testing of

materials, performance and labelling, and includes a test method for determining the flexitank's resistance to impact when installed in an ISO freight container.

"There are numerous standards throughout the container shipping industry, but until now there has never been a standard to aid the manufacture or testing of flexitanks, which is important," explained Chris Thornton, the COA's flexitank manager. "A damaged flexitank, for instance, can result in large cost implications due to leaking cargo. In view of that, the flexitank industry recognised the need for better-defined criteria for this growing sector of the bulk liquid packaging

sector."

The use of flexitanks has increased significantly in the last ten years, from an estimated 40,000 shipments a year in 2002, to a projected 500,000 shipments in 2014. Flexitanks offer financial and environmental benefits to businesses and usage has grown significantly across many industries.

The wine industry, for example, was an early adopter of flexitanks, taking advantage of the savings realised through reduced weight compared to traditional glass and plastic bottles, as well as a higher volume of liquid that can be transported using a flexitank rather than bottles.

Continued on p15

ITCO publishes first TC sloshing report

As Bulk Distributor went to press ITCO published a newly commissioned report on the anti-slosh performance of baffles in tank containers.

One of the key findings is that baffles provide a reduction in the transient slosh nature of the forces when compared to tanks with no baffles. In addition, the report states that baffles with between 50% and 70% cross-sectional surface area of the tank provide a similar reduced sloshing performance.

The report was commissioned from Concaver Research Center, Concordia University, Montreal, Québec, Canada.

The movement of liquid cargo within a tank when being transported is referred to as "sloshing". Severe effects of sloshing are caused by sudden changes – such as braking and cornering. The effects of sloshing can be reduced by the fitting of transverse baffles, also known as surge plates. The surface area of the baffles is studied by the Report, in order to determine the optimum dimension to be effective against sloshing while also ensuring maximum aperture for safe entry into the tank for inspection and tests.

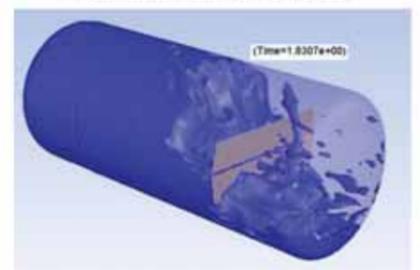
The report also points out that the effect of longitudinal sloshing to sea and rail transport is substantially lower than might potentially occur by road transport.

ITCO president Heike Clausen commented: "By commissioning this report from Concordia University, a leading university in this field of study, ITCO opens the discussion to engineers to provide the way forward to challenging norms and developing further optimum designs that ensure the tank container remains the safest mode of transport".

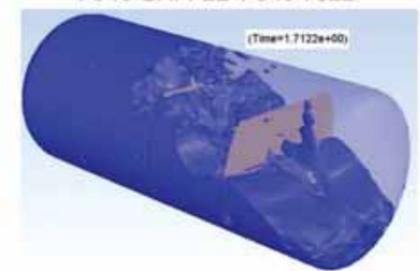
As part of ITCO objectives to promote safety of tank container transport, the Report was commissioned to bring a point of reference to understanding the subject of stability of the tank in different transport conditions and to aid engineers in the development of baffles in tank containers. It is proposed to develop the finding in a second phase of the study.

The complete report can be downloaded from the ITCO website www.itco.org

46% BAFFLE 70% FILL



70% BAFFLE 70% FILL



Evonik and Duisburg expand collaboration



Evonik Industries and Duisburger Hafen (duisport) are expanding their successful collaboration in the North Rhine-Westphalia industrial region. Thomas Wessel, chief human resources officer of Evonik (right), and Erich Staake, CEO of Duisburger Hafen (left), signed an agreement in Essen on 25 June 2014, the objective of which is the development of modern logistics concepts and long-term site development. Evonik and duisport have already been sharing responsibility for a public combined transport terminal in the Marl chemical park – the Marl cargo terminal (UTM) – since 2006.

The new cooperation will also involve a review of the collaboration regarding the storage of non-hazardous materials for Evonik chemical locations. Another focus area concerns the expansion of combined transport traffic from and to Evonik locations through the Port of Duisburg. In this way, Evonik is also strengthening its own commitment to reduce emissions during transport.

In addition to expanding the partnership, the collaboration also aims to develop the location in the long term and to strengthen the North Rhine-Westphalia industrial region. In this context, the focus is on chemical locations with shipping piers, pipelines, connections to rail networks and other important infrastructure facilities that offer the ideal conditions for specific chemical and general logistics. Evonik and duisport want to analyse and utilize this potential.



A quick word with...

Philip Eastell,
Deputy head of Marketing,
Container Coatings, Chugoku
Marine Paints

Please tell us briefly about Chugoku Marine Paints as company.

CMP was established in 1917 and will therefore be celebrating its centenary very soon. We have developed our position as a market leader in marine and container coatings and provide our products globally.

In marine we provide coatings such as our Bioclean Eco for both new vessels and dry docking, supplying owners of containerships,

Philip Eastell, Chugoku Marine Paints

tankers, bulk carriers, cruise liners, luxury yachts and navies around the world to name a few. For container coatings we are a leading supplier to the container manufacturers in China. Industrial coatings, such as Flourex and Unymarine, are applied to bridges, buildings, storage tanks and power stations, and some, such as our Thermoshadan, have thermo reflective properties. We also supply our specialist Seajet coatings for luxury super yachts.

What makes Chugoku Marine Paints stand out from its competitors?

We pride ourselves in supplying quality products that have been vigorously tested in our laboratories, ensuring very high standards of quality as well as providing long term protection and performance. The importance we give to having our point of sale in locations required by customers is equally important in respect of our locations geographically for our technical and service support. Our company delivers three core values, quality, technology and service, enabling us to exceed customer expectations and deliver a personal and helpful service globally – “we are where you are”.

We know that your paints are used for ISO dry freight containers, are they also used on ISO tank containers?

Chugoku is a world leader in container coatings which are applied equally successfully to tank container frames as they are to dry freight containers. We have the option between acrylic

or polyurethane top coats which, in addition to a zinc primer coat, add further protection against abrasion and scratching. The cosmetic appearance is very important, but it is also helping to reduce in-service costs for touch up and paint, something that might be overlooked in the overall costs of tank container maintenance.

Can you give an overview of your company's supply chains, including raw materials and finished products?

CMP products are all produced by our own factories or licensed facilities and we have strict controls on both the supply of raw materials and those providing our supply chain services. We carry out regular checks on the quality of all raw materials used in the production of our coatings and work with all our customers on checking the performance of our coatings in service.

What is the degree of complexity in managing logistics operation for a global supplier such as Chugoku?

Chugoku has many owned coating production facilities around the world, which allows us to provide a fast and efficient delivery service within the immediate region of our factories. It is very important for us to ensure time frames are met for delivering our coating products and we manage our supply chain directly with transportation services around the world. Delivery of sea stores for ship maintenance to ports is particularly time critical and Chugoku has systems in place to ensure we meet these strict delivery

requirements. The same process applies to our delivery of container coatings to the container manufacturers, to ensure our products arrive in advance of the new container production.

Do you use any special transport equipment to move either raw materials or finished product?

Our products are supplied and transported in a variety of ways, from small cans to large 1,000 litre IBCs. CMP was the first company to develop and introduce IBCs for the purpose of transporting and delivering coatings in large quantities – which have the additional benefits of reducing the impact on the environment as they are always reused and recycled.

What are Chugoku Marine Paints plans for the future?

CMP is always looking to increase business through our ongoing research and development and constant improvement in our coating products – allowing us continually to provide quality and high performance coatings. We were very pleased to be awarded the nominated coatings supplier for the MOSE project, one of the world's largest engineering projects which is being developed to help protect Venice against rising sea levels.

Looking forward, Chugoku is prepared for the implementation of REACH regulations, we continue to focus on environmental awareness, increasing our points of sale globally and introducing new technology to our business.

Lehnkering on-site at Bayer

Following a tender process Lehnkering is to handle the operating logistics for a large Bayer MaterialScience at Chempark Dormagen, Germany.

Bayer is currently investing more than €250 million in a new high-tech facility for producing TDI (toluene diisocyanate) at its Dormagen site, which is situated next to the River Rhine between Dusseldorf and Cologne. TDI is needed when producing flexible foam, a material that is used in car seats or mattresses, for example.

The tasks for which Lehnkering will be responsible at the facility, include filling units, warehousing and loading packaged goods, handling bulk consignments in tankers and rail tank wagons and blending activities. Lehnkering will hire as many as 14 new workers at the business site for this purpose.

Holger Papendick, a member of the divisional management team at Lehnkering, referred to the close co-operation with Bayer MaterialScience, which goes back decades. “We view the expansion of our co-operation arrangement as a mark of confidence in our performance capability. We shall be able to consistently extend our on-site services through our future activities involving the shipments of TDI at Dormagen,” Papendick said.

The key reason why Bayer awarded the contract to Lehnkering was “above all the coherent overall concept consisting of specialist expertise, many years of experience in handling dangerous materials, a tried and tested operating concept and, not least, a competitive cost structure,” said Mark Rübentrunk, head of site logistics NRW at Bayer MaterialScience.



Bayer is investing more than €250m in a high-tech facility for producing TDI at Dormagen

EPCA focuses on competitiveness



Global Competitiveness and the Chemical Industry – What about Europe, is the theme of EPCA's 48th annual meeting which takes place in Vienna, Austria on 4-8 October 2014.

As usual the event is split across different sites. The main conference sessions take place in the Hilton Vienna am Stadtpark, while much of the networking and the Logistics Village are sited in the nearby Intercontinental.

The plenary conference on Monday 6 October features presentations from: Graham van't Hoff, executive vice-president, Shell Chemicals; Prof. Xavier Sala-i-Martin, J and M Grossman professor of economics at Columbia University, New York, and chief economic advisor of the Center for Global Competitiveness and Performance at the World Economic Forum in Davos, Switzerland; and Patrick W Thomas, chairman of the board of management of Bayer MaterialScience AG.

Also on Monday are two special events: an education workshop on the Ideal Age Range of Kids to Promote STEM; and a reception on Thriving on Diversity in the Chemical Business Community.

As in previous events, Tuesday 7 October kicks off with the Logistics and Supply Chain Leaders meeting.

The closing conference session features the world renowned economist Joseph E Stiglitz, professor at Columbia University, the winner of the 2001 Nobel Memorial Prize in Economics, and a lead author of the 1995 IPCC report, which shared the 2007 Nobel Peace Prize.

Registration forms and full information can be downloaded from the Meetings Area of the EPCA website

www.epca.eu

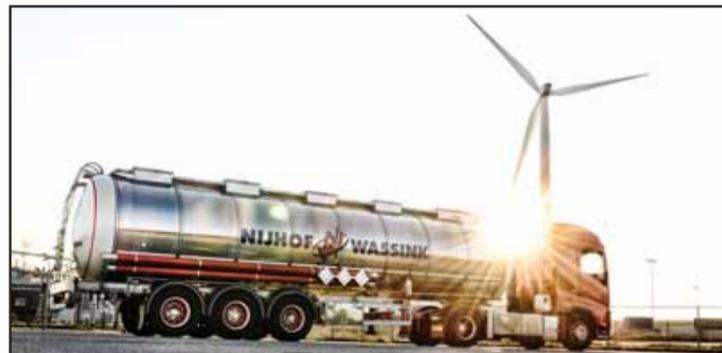
Haulier of the Year

Shell Chemicals Europe BV has named Nijhof-Wassink as its Haulier of the year 2013-2014.

The award acknowledges operational excellence by measuring the number of complaints, on-time loading and delivery performance, number of spills and incidents, as well as delivered 'near-miss' reports.

These are very important topics to Shell Chemicals and on which Nijhof-Wassink performed highly. Furthermore the company, based in Rijssen, Netherlands, has managed to excel in terms of health, security, safety and environmental related items.

A statement from Nijhof-Wassink said that by putting customers in a central position it is able to translate specific requirements into its daily operations as well as into its HSSE policy. “Nijhof-Wassink is looking forward to a continued partnership as a logistics service provider to Shell Chemicals as well as other principal manufacturers within the chemical industry,” it concluded.



ITCO fleet survey points to 12% increase

ITCO's second Tank Container Fleet Survey gives a qualified estimate of some 394,000 tank containers currently in operation worldwide, an increase of 12% over 2013.

Of the global fleet, some 70% is in use by dedicated tank container operators and logistics companies, while the remaining 30% is operated by chemical producers and other cargo shippers, together with rail organisations, shipping lines, oil companies and military/governmental authorities.

Compiled with the support of ITCO members and based on data provided by tank container owning companies, the ITCO survey gives details of 176 operators of tank containers worldwide. While the operator fleet figure of 265,000 units is, numerically, dominated by global operators such as Stolt, Hoyer, Bulkhaul, Bertschi and Interbulk, the survey reveals an increasing number of regional operators which have been established in recent years. This was also already a key finding in 2013.

A total of 34 leasing companies, with a fleet size of 176,500 units, are listed in the survey. However, as the majority of these tanks are leased to operators or direct to cargo shippers, leasing company tanks (with the exception of units not currently in operation) are not included in the global fleet total. (For more on leasing company fleets, see p7.)

Growth in the tank container industry is reflected by the number of new containers built. The ITCO survey gives details of 18 manufacturers, who produced a record number of over 42,620 new tanks in 2013 to an estimated value of about US\$900 million. That is 12% more than in 2012, a year that also had a record increase in production.

Commenting on the results of the survey,

ITCO president Heike Clausen noted: "The growth trend in the tank container industry is continuing. This stable year-by-year growth demonstrates that the industry is on the right track, when investing into new material, services, technology, quality and safety, in order to become even more attractive for shippers of bulk liquids, powders and gases."

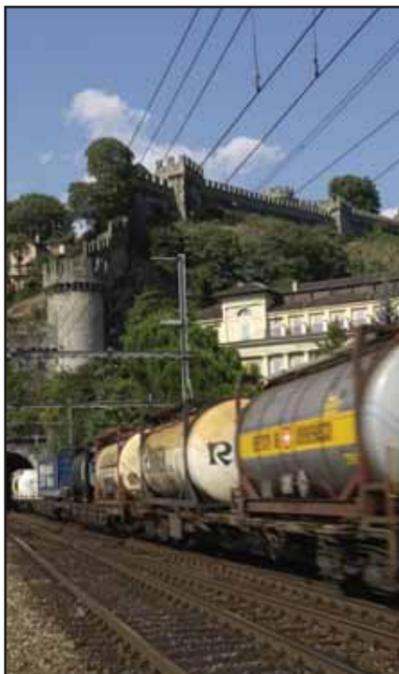
In a further publication ITCO has released its first Corporate Responsibility Survey.

Taking a detailed look at all aspects of corporate responsibility (CR), relevant to the tank container industry, the key finding is that in all areas crucial for sustainable growth in a global industry, such as health, quality, protection of the environment, but also ethical/legal aspects, ITCO members are very committed and prove this through various demanding audits and certificates.

"Health, quality of material and service as well as the protection of the environment are crucial for an industry dealing with transport and hazardous material", commented Heike Clausen. "Therefore I'm proud to see that the tank container industry is covering those aspects very well. As we are always looking for areas where we can improve, the ITCO Corporate Responsibility survey is an invitation to all players in the tank container industry to join our discussion and efforts."

ITCO asked its 130 member companies to participate in the survey. It covered all aspects that were identified in advance as being very important for the tank container industry, namely: being economically, environmentally, locally, ethically/legally responsible, and integrating those aspects into management systems.

In general, environmental aspects are well covered by ITCO members. Health protection comes first with 81% agreement



Of the global fleet some 70% is in use by dedicated tank container operators and logistics companies

followed by protecting the environment in multiple ways. While the importance of 'Local Responsibility' ranks lower than the other CR aspects, ITCO members are attractive employers, who in particular take care of workplace safety (95% agreement) and offer fair work contracts (97% agreement). Ethical/legal aspects are very well covered. The level of agreement in this area is between 90 and 100%.

However, the survey also unveils, that ITCO members so far are not very actively communicating their CR efforts.

Both the fleet survey and corporate responsibility survey can be downloaded at: www.itco.org

TEPSA runs new train service

Spain-based bulk liquid storage terminal operator TEPSA recently made its first run of tank containers on a rail siding in Barcelona.

As a result the company, which celebrates its 50th anniversary this year, is now rolling out a new freight car loading and unloading service for chemical products.

The siding, which TEPSA built in 1989 on the terminal at Muelle de la Energía (Energy Dock) in Port of Barcelona, began with the loading of petroleum products – mainly diesel – and has been in sporadic operation since due to fluctuations in demand.

In 2013 TEPSA launched a project to modernise the Barcelona railway siding, initially investing in adapting facilities to handle the loading and unloading of freight cars carrying chemicals. Early work involved the installation of meters, pumping equipment and the safety equipment needed to handle this type of product. The infrastructure also needed to be adapted for loading/unloading ISO containers.

The first product to put these improved facilities to a test is monoethylene glycol (MEG). A load of 208,000 kg was transported on 5 June in a convoy of four flatcars and eight tank containers that



were loaded through the inferior valve. The inauguration was attended by the other operators and organisations involved, Adif, Renfe, Logirail, Novapet and Barcelona Port Authority.

The product is shipped from the Middle East to the TEPSA facilities by sea and then stored before for onward shipment by train to Selgua, near Huesca, some 370km north-west of Barcelona, where the containers are unloaded onto flatbed trucks to be transported by road to a

production plant about 20km away. This run is expected to be performed once a week.

In keeping with the Barcelona Port Authority initiatives, TEPSA says it is committed to intermodal transport. In this regard the company is considering incorporating the European gauge as part of the modernisation of the siding in order to be able to connect to the UIC general rail network that connects the Barcelona port with France.

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Bayer and Koppen in storage contract

Bayer CropScience has signed a storage contract for its Dormagen site with Duisburg tank depot operator Koppen.

For the next two years Bayer CropScience has a fixed number of storage places available for loaded tank containers at the storage facilities of Koppen. Furthermore Koppen will take care of on-carriages of tanks from port and will ensure on-time deliveries from its base to the production sites in Dormagen.

Under the contract Bayer is securing additional storage capacity, particularly for less hazardous cargo, over and above such capacity at Chempark Dormagen. This became necessary because of the dynamic growth of the company and the expanding importance of tank containers in the logistics of its global and more complex production network.

At the same time Koppen also strengthens its position as a regional service provider exclusively focused on tank containers for chemical logistics and depot services. Koppen's site operations include cleaning, repair, depot and storage. In 2013 the company generated revenues of about €12 million and employs some 120 personnel.



For the next two years Bayer CropScience has a fixed number of storage places available for loaded tank containers at the storage facilities of Koppen

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Havila opens tank cleaning centre

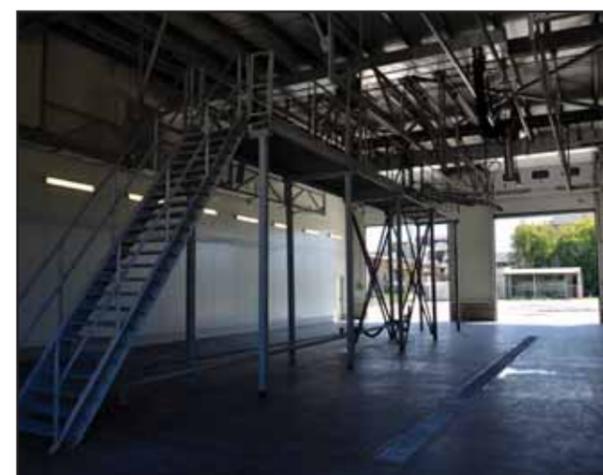
On 1 July regional tank container operator for the FSU area, Havila OU, launched its first tank container cleaning station in Tambov, located about 480km from Moscow.

Situated on a 1ha site inside the industrial park of a Pigment chemical plant, the depot is a joint venture (66%-34%) between Havila and Pigment. The project will be completed in two stages, with the second one as a tank container repair depot on half of the land.

The cleaning station started providing services in July and is positioning itself as an independent service provider for cleaning and steam heating. The equipment is provided by Groninger Cleaning System BV. The ECD document will be available from August.

Havila is a tank container operator for liquid chemical and food products.

By the end of 2014 the group will celebrate its fifth anniversary. It already has offices in Tallinn, Moscow, St Petersburg, Kiev, Slawkov, Riga, Klaipeda, Samara, Tambov and Dzerzhinsk.



Suttons in Mexico partnership

Suttons Group has formed a strategic partnership with Mexican freight forwarding company ROVESA.

The partnership will provide a range of logistics and supply chain services which include trucking, international & domestic ISO tank transport, tank cleaning, repair & maintenance and customs brokerage.

Together the two companies will develop their value-adding integrated logistics and supply chain services, to give customers a competitive advantage through "faster, more reliable and innovative solutions to realise savings within their supply chain".

"Mexico is an important region for Suttons and the petrochemical sector is a large and rapidly developing market which we feel we are well placed to support," said Greg O'Shea, Suttons Americas regional director. "This new partnership will enhance the services Suttons' can provide in the region and give our customers the same bespoke, value added logistics and supply chain services that we deliver elsewhere in the world."



Suttons American truck and tank container

ROVESA was created in 1971 and is a highly regarded freight forwarder operating from the ports of Tampico, Altamira, and Veracruz. The company provides a full range of door to door transport services, domestically, internationally and cross border. Suttons said it can develop its added value services in the region by profiting from ROVESA's extensive specialist knowledge and experience in chemical logistics.

Suttons Group is celebrating its 60th anniversary this year. To celebrate this milestone, the company has decorated four brand new DAF tractor units with the anniversary logo and Union Flag in recognition of the group's former livery.

Suttons is one of the largest private, family owned companies in the UK. In 1954 founder, Alf Sutton set up the company with 18 vehicles and 58 staff following the de-nationalisation of the long-distance haulage sector.

As of 2014, Suttons operates one of the UK's largest shared user chemical road transport networks, provides logistics and supply chain services for the gases, food and petroleum sectors, is world renowned for its technical capabilities and quality of service, winning many awards for its safety performance.

The company has successful operations across five continents and now employs more than 800 people. Suttons continues to be a commercial success and is still focused on the development of its chosen markets, always looking for new and innovative ways to improve and grow.

It is also a year since Alf's grandson John Sutton, took the reins as CEO. He took up the story: "In the 1940s, prior to nationalisation, the company was known as A.B. Sutton and Sons and had a strong reputation for reliability and innovation. De-nationalisation, together with a rapidly expanding road network and burgeoning motorway system provided the company with the freedom to push technology

and provide customers with alternative solutions. One example of Alf's ingenuity was adapting his six wheeler fleet to be able to carry four tonnes more payload by adding a trailer in a system which became known as wagon and drag. The system gave Suttons a legal payload of 22 tonnes which was substantially more than the competition.

"There is no doubt that this resourceful and innovative approach to operations laid the foundations for the modern day transport and logistics sector. Without pushing the boundaries of what was possible it would never have developed into the multi-faceted, fast, and reliable service it is today."

Suttons was also at the forefront of tank container development. There are currently over 350,000 tank containers around the world transporting countless liquids and gases, but in the late 1960s there was only a handful.

John Sutton continued: "As the decades came and went, Suttons grew consistently, always staying one step ahead of the competition and always looking for new and emerging markets and trends to capitalise on. One such emerging market was the use of ISO tank containers to transport chemicals. Our customers needed heating systems on ISO tanks and in the early 1970s Suttons was the first company to develop this technology. We designed and built our own systems for heat sensitive products, further broadening the range of products we could carry."

In 1978, Alf Sutton's son Michael became managing director of the company. Always keeping a close eye on market developments, Suttons opened a number of international offices while significantly growing the tank container and road transport fleets. During the 1980s and 1990s Suttons grew considerably, both domestically and internationally, staying at the forefront of technology and making sure the company had the equipment and people needed to satisfy an ever growing list of customers.

With John at the helm, the future looks extremely positive. "I've worked for Suttons since leaving university and held a number of positions within the group. I am proud to be leading the company in its next phase. The team we have will enable Suttons to grow and capitalise on our core strengths but also to offer a broader range of services in logistics and supply chain management.

"Suttons has enjoyed many successes in the past 60 years and looks well placed to capitalise on the opportunities it has identified across the world. We are proud of our past and excited about our future."



John Sutton with Suttons Group's 60th anniversary trucks

cotac recertification

Tank depot chain cotac has passed the DIN EN ISO 9001 certification and SQAS audits.

All three scheduled external audits for recertification have been held in Hamburg, Mannheim and Schkopau.



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Hoyer invests in intermodal future

Hoyer is expanding its tank container fleet by a further 3,450 units by the end of 2016. As a result, the full-service provider will be fully prepared for medium- to long-term growth in the field of international liquid transports.

The Hamburg-based group has approximately 32,000 tank containers and this year the logistics service provider will invest in 250 new tank containers with a capacity of 24cbm. For 2015 and 2016, new orders have already been placed for a total of 3,200 units from leading manufacturers.

"Our tank containers are in big demand with our customers," said Ulrich Graupe, head of equipment management at Hoyer. "By systematically expanding our transport equipment, we are creating good conditions for future growth in global intermodal transport." Demand for tank containers with a volume of 26cbm in particular is growing. Hoyer has ordered 1,000 of these with baffles and 900 without baffles for the next two years.

The group says it also has the right equipment available for smaller transport volumes. In 2015 and 2016, another 700 tank containers with a capacity of 24cbm and 600 with a capacity of 21cbm will be manufactured for this purpose. By investing in new tank containers, the international logistics specialist is responding to individual customer requirements.

Hoyer generated the highest turnover in the company's history during the 2013 business year, achieving a total of €1.087 billion.

The group presented last year's key figures in its recently published company report. Earnings before taxes were €35.6 million (previous year: €32.6 million) and the return on sales before taxes (EBT/revenue) was 3.3% (previous year: 3.2%) which again was above the industry average. The majority of the profits remain in the company; the equity ratio was more than 40%.

Hoyer did particularly well in a highly competitive market characterised by pressure on both prices and margins, the report states. The six business units developed differently during the year. The chemilog business unit extended its core business, European chemical logistics, and took an important step by taking over the bulk liquid unit of the De Rijke Group resulting in revenue growth of €61 million. Even without this acquisition-based growth, the intermodal chemical business developed very well and posted revenue growth of 6%.

The deep sea business unit, which incorporates all overseas activities, was able to increase its 2013 result before taxes when compared with 2012. Petrolog showed growth in fuel supply for petrol stations by 3%. In the field of gas logistics, the gaslog business unit finished the financial year 2013 with the same turnover as in the previous year. Revenues of the Foodlog unit were below the previous year's. Techlog, which since 2013 has been incorporating the supply chain solutions area in addition to technical activities, was able to increase its result despite declining order volumes.

The group invested more than €100 million in



2013 to develop the company, significantly more than in the previous year (€65 million). In addition to the strategic takeover of De Rijke's bulk liquid unit the company took a stake in a terminal for combined transport in Antwerp. Further, the group made additional investments in its own fleet of tank containers, road tankers and IBCs.

"The numbers for 2013 show that our triad of shareholders, executive board and advisory board is charting the right course," says said Thomas

Hoyer, shareholder and chairman of the Hoyer advisory board. "The long-term strategy and inter-generational thinking are the hallmarks of our family business. They also form the basis of our business success and will continue to serve our customers whom we will support around the world as a leading logistics provider."

The current year also looks promising as the first quarter of 2014 showed growth in earnings which also exceeded budget expectations.

Growing LNG market sparks new entrants

New entrants are joining the booming market for LNG transport in North America.

The natural gas market has seen prices driven down by a massive increase in production volume triggered by the shale gas revolution. This in turn has stimulated growth in demand, not only large volume demand at big power stations and other facilities, but also small- and medium- volumes.

As a result, natural gas is expected to find various applications, such as in small-scale power plants and LNG-powered locomotives. In line with this, there is a growing need for small- and medium-volume natural gas transport, such as by truck and rail, rather than the conventional large-volume pipelines.

In one recent move, Hitachi High-Technologies Corporation and Air

Water Plant & Engineering Inc (AWP) have agreed to operate a manufacturing and sales business in North America for tank containers to transporting LNG and related products.

In order to kick-start the project the two companies will establish a new joint venture, Hitachi High-Tech AW Cryo, Inc (HTAW). AWP is a subsidiary of Air Water Inc, a company with the largest market share of the LNG tank lorry sector in Japan.

The newly-established HTAW will conduct a manufacturing and sales operation for LNG transport tank containers and related products to transport small and medium-sized volumes of the natural gas.

Specifically, HTAW will use Hitachi High-Tech's sales expertise and network in the North American market to market LNG tanks that

use AWP's cryogenic thermal insulation technologies which are claimed to offering higher performance against shock and vibration during transport.

HTAW will focus its operations mainly on regional energy supply companies and major logistics companies in the USA and Canada, targeting net sales of 12 billion yen in fiscal 2020.

In another development, LNG America and Liquiline have announced an agreement to develop commercial offerings for LNG marine fuel markets in the North American Pacific Northwest and the transport of LNG in ISO containers to remote markets in Hawaii and Alaska.

"By teaming up with Liquiline, LNG America gains immediate experience in the deployment of LNG by ISO container in remote applications. Both companies have been investigating markets in Alaska and Hawaii and can now join forces with a unique combination of skills to deliver highly competitive and reliable LNG supplies," said Keith Meyer, president and CEO of Houston-based LNG America.

Each party brings its own skills and experience to the joint initiative. Liquiline has pioneered the use of LNG ISO containers for LNG fuel markets in Northern Europe, while LNG America is developing distribution networks including America's first Jones Act LNG bunker/shuttle vessels. Together, the joint effort will focus on the movement of LNG over long distance by ISO tanks being moved by ship and the servicing of local markets by way of bunker/shuttle vessels.

Prospective customers

Under the agreement, Liquiline and LNG America will jointly develop specific proposals for prospective LNG customers in Hawaii and Alaska as well as marine fuel markets in the ports of Seattle and Tacoma.

"Liquiline has developed significant expertise with LNG ISO containers and in providing logistical support to companies in the North Sea and now in Canada. A relationship with LNG America provides a depth of knowledge in US energy markets and in the servicing of marine and local markets through LNG bunker/shuttle vessels," added Calum McClure, president of Liquiline North America.

Norway-headquartered Liquiline is an LNG Midstream company providing fuel for companies in the shipping, transport, process and power production industries. Its North America operation is based in Vancouver, Canada.

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TWS – special containers for special purposes

International business has recovered from the sharp drop in global trade that followed the worldwide economic crisis six years ago. Export figures to Eastern Europe, Asia, South America and the Middle East are growing. The increasing number of production facilities in these countries means that the corresponding raw materials need to be transported. In view of this development, the demand for tank containers has increased too.

The relatively large number of standard tank containers available on the market is exerting pressure on profit margins. Although the general market situation in this sector is somewhat tense as a result, the specific segment of tank container rentals has remained stable for TWS.

As a rental company, TWS focuses on purpose-built equipment and market niches. Its fleet currently stands at about 6,000 units, and further investments are being made into its expansion, particularly by adding new high-quality tank containers.

Customers from the chemicals, food and freight forwarding industry depend on modern and safe equipment. High-quality and safe equipment is essential, particularly when sensitive and hazardous goods need to be transported.

Tailor-made tanks

The technical demands made of the equipment by the industry are becoming more and more complex. Whether proven standards or sophisticated individual requirements, TWS says it has a solution to these challenges. This calls for professional and technical expertise, as well as an extensive knowledge of the products.

For example, there is a fluctuating global demand when it comes to transporting hydrogen peroxide (H2O2). The market is huge, and in some cases, a lot very old tanks are in use.

For TWS, this was a reason to invest in building new containers specifically for this purpose. A new type of tank was developed in collaboration with manufacturers and customers. This not only

relies on state-of-the-art technology, but offers larger volumes, which lead to increased product weight to be carried.

H2O2 tank containers differ markedly from standard tanks in their construction. The H2O2 tanks from TWS are designed as T14 'top only' units, though the legislative authorities do in some cases allow H2O2 to be transported with bottom valves. If required, the tank containers can be modified quickly and easily, thanks to the prefitted bottom outlet flanges.

All H2O2 tank containers are exclusive to this product. They are fitted with all the relevant technical components required when transporting H2O2. These include a 300mm rupture disc, allowing the pressure inside the vessel to be reduced safely and in a controlled manner in case it rises very fast. This prevents the possible rupture of the tank body itself.

Needless to say, all the usual connections and fittings are also present, such as DN 80 dip tube connection, DN 40 air supply and DN 50 vapour return line, a reserve flange DN 125 and breather valve. Insulation is not provided for. The demand for these containers is quite high and they are operated worldwide.

Hydrogen peroxide may be formed naturally or manufactured industrially. It is primarily needed for bleaching paper, wood and textiles, or in the cosmetic industry for bleaching hair. It is used as a starting product when making plasticisers and glycerine, and in some countries as a disinfectant and sterilising agent, for treating waste-water or drinking water, in medicine, agriculture, biology, and also as a rocket and torpedo fuel.

TWS has set itself high quality standards and continues to improve these. Its focus lies on clear customer-orientation, cost-efficient contract fulfilment and protecting human lives and the environment.

The rental company can draw on more than 25 years of experience in renting out tank containers for transporting liquid products used in the chemical and food industries. TWS relies on purpose-built equipment and market niches, and is continuing to invest in additional high-quality tanks.



TWS H2O2 tank containers feature (from right to left) top discharge, a breather device and thermometer



As a rental company, TWS focuses on purpose-built equipment and market niches



Frank Bolte has been in charge of TWS's operations division since April

Bolte on board

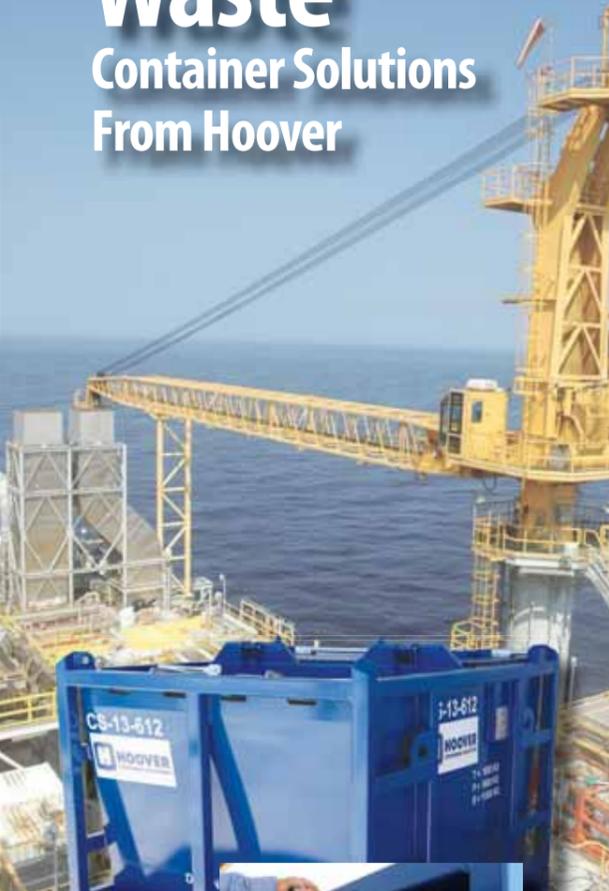
The workforce of the Camin-based company has been growing continuously in recent years. Following a restructuring, Frank Bolte has been in charge of its operations division since April. He aims to guarantee and continue to improve the reliable, rapid and global availability of the TWS fleet, which has expanded to currently 6,000 tanks.

Bolte embarked on his professional career by training as a forwarding merchant with the international logistics company Hoyer in Hamburg. Within the field of forwarding and logistics, his main interests have always been the marketing and technical features of tank containers.

Over the past 30 years, he has demonstrated his skills working for leading logistics companies in Germany and Europe. He held executive managerial positions at Bertschi and at DB Schenker BTT for almost 10 years each, and most recently was in charge of selling tank containers and commercial vehicles in Germany, Austria and Switzerland for Van Hool NV.

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ITCO survey unveils lessor fleets

Lessor fleets at January 2014

Lessor	HQ	Total fleet
EXSIF Worldwide	USA	43,550
Eurotainer SA	France	29,000
Cronos Group	USA	20,100
Seaco Global	Singapore	15,100
Trifleet Leasing	Netherlands	10,850
TAL International	USA	8,800
TWS Tankcontainer	Germany	5,150
NRS Group	Japan	5,000
Taylor Minster	UK	4,900
Multistar Leasing	South Africa	4,750
Intl Equipment Leasing	USA	4,500
Tankspan Leasing	UK	3,700
Matlack Leasing	USA	2,500
Peacock Container	Netherlands	2,500
Unitas Container Leasing	Bermuda	1,900
GRP Multilogistics	Switzerland	1,600
Combipass	France	1,500
Bond International	UK	1,300
Raffles Lease	Sigapore	1,250
MCM Management	Switzerland	1,200
Tristar Engineering Consulting	Switzerland	1,000
CS Eurasia Leasing	Germany	650
SCF Group	Australia	600
SeaAxis Ltd	UK	500
TaCon GmbH	Germany	450
Hoover Group	USA	350
Gas Equipment Rental	Germany	250
Modalis SAS	France	250
Rotterdam Container Leasing	Netherlands	200
Tank Management AS	Norway	200
Australia Container Leasing	Australia	150
GEM containers	UK	150
Global Container Rental	Singapore	100
Transport Industrial Service	Russia	100
Estimated other lessors		2,500
Total		176,000

ITCO's 2014 tank container fleet survey shows that the top five lessors account for an estimated 67% of the sector.

Lessors continue to be a major part of the funding to enable the global growth of tank container use. In the survey, 34 lessors are reported, compared with 27 in 2013. However, this is because additional lessors have been revealed rather than new lessors coming into the industry. The 2014 report makes a nominal provision for additional unknown lessors.

The report states that of the total estimated lessor fleet size of 176,600, 103,250 were leased to tank container operators at the time of compiling the data, with 55,600 leased to shippers and other users. Some 17,650 units were reported as idled.



Bohai deal joins Cronos with Seaco

Bohai Leasing Co Ltd has signed an MOU to acquire container lessor Cronos Holding Company Ltd of Bermuda.

Bohai is a Chinese company listed on the Shenzhen Stock Exchange and is parent of Seaco marine container leasing group. The transaction was arranged by Bravia Capital, a Hong Kong based investment and advisory firm with a primary focus on transport and logistics investments worldwide.

Seaco and Cronos will continue to operate separately during the period prior to the finalisation of the acquisition. Following completion, the Bohai subsidiaries will own a combined 3,420,000 TEU container fleet, making Bohai owner of the largest container lessor fleet in the world.

Cronos and Seaco are, respectively, the third and fourth biggest tank container lessors. Cronos has a fleet of just over 20,000 individual tanks, while Seaco has just over 15,000.

"Cronos Leasing has an excellent reputation in the container leasing industry as a company with a young, highly diversified fleet that serves a wide variety of clients around the world," said Seaco CEO Jeremy Matthew. "These assets will greatly enhance Seaco's presence in the global container leasing industry and allow us to better serve our stakeholders."



Your experts in tank container technology

TWS has more than 25 years of experience in renting out standard and special tank containers for liquid products to the chemical and food industries. Customers rely on the outstanding quality of its fleet and value its flexibility in terms of volume and technical features.

For more information: E-mail: tws@tws-gmbh.de and web: www.tws-gmbh.de

TWS
RENT-A-TAINER

Corrigendum

Eurotainer & Solvay

In Bulk Distributor May/June 2014 we reported on the joint initiative of Eurotainer and Solvay Special Chemicals to pilot a project in which a prototype air deflection system is attached to the front of the container when being transported by truck (p8).

We mistakenly attributed the design and manufacture of this unit to Eurotainer and Solvay, whereas the system is actually a third party design. We apologise for the error.

Interpack packs them in

Just as with the IBC and drum sectors the triennial Interpack event in Dusseldorf was a major showcase for FIBC manufacturers and bag filling systems.

At the 2014 event the European Flexible Intermediate Bulk Container Association (EFIBCA) held its first dinner reception on the evening before the opening of the exhibition at the Hyatt Regency Hotel, Dusseldorf.

The reception served as an open meeting for members and non-members alike. Over 70 delegates from around the world capitalised on the opportunity to re-connect and establish new business contacts.

After cocktails and refreshments, guests were addressed by EFIBCA president, Oliver Grüters, who presented on the mission of EFIBCA, not only the advocacy of its members towards regulatory and standards authorities, but also the promotion of the safe use of FIBCs and business ethics.

The recent launching of EFIBCA quality and ethics initiatives for members, the EFIBCA-Q Quality Pledge and the EFIBCA Code of Conduct, as well as the publication of the Questions & Answers Brochure for end users were also presented.

Guest speaker was Remko Koster, director of polyolefins at IHS Chemical. He gave a detailed and informative presentation on the global polypropylene market, reporting on regional responses to fluctuations in resource availability. The analysis was concluded with a prognosis of the near and long term supply and demand for polypropylene, the primary material used in the production of FIBCs.

"EFIBCA holds an open meeting annually as an extended forum for discussion and debate for all with an interest in FIBC. However, this year we opted for a reception preceding Interpack, when representatives from all aspects of the industry converge in one place. We were very pleased with the turnout and feedback. We look forward to hosting the 2nd EFIBCA dinner reception in three years," commented general secretary Dr Isabell Schmidt.

All attendees received a day ticket to visit the trade fair. The event generated interest in EFIBCA and several queries on membership were received at the association's stand.

Emmbi showcase

Supported by 10 members of staff from its global locations, FIBC manufacturer Emmbi used Interpack to showcase the company's capabilities.

Based in India, Emmbi Industries Limited is a manufacturer of woven PP products that provide one-stop service from product formulation and label design to product regulation compliance.

From humble beginnings, Emmbi started with

one small polymer extrusion plant in the relatively distant Silvassa in 1994. Now it has grown to one of India's largest speciality polymer processing companies. In just two decades, Emmbi Industries has metamorphosed from small operations with less than 10 team members and a handful of customers to a company that supports over 2,000 families with more than 180 customers in 50 countries around the world.

By focusing on the rapid growth of FIBC markets, including innovative products like flexitanks and wood log bags, Emmbi has developed new relationships with large international companies that have taken a keen interest in its packaging solutions.

Makrand Appalwar, managing director, who was part of the delegation from India, said: "It was an honour to be one of the few companies from India to exhibit at one of the world's largest trade fairs and demonstrate India's research and development prowess, state-of-the-art industrial infrastructure, and stellar economic stability that has enabled Emmbi to be the partner of choice for some of the world's most respectable brands."

Interpack was also a great opportunity for the company to highlight the benefits of its strategic home base in Silvassa Special Economic Zone which has provided Emmbi with a solid operational platform and a world-class logistics hub that allows it to deliver large quantities of goods to customers in over 50 countries across the globe in just 18-24 days.

"As the supplier of choice for packaging materials for well-known international and local brands, Emmbi continues to lead the market conversion from less environmentally credible packaging material to its pioneering eco-friendly ranges with homo polymer designs," added Appalwar. "Homo polymer is renowned for its one of a kind technology, making it environmentally unmatched with a 35% lower carbon footprint."

The company has continued to grow year on year by adopting the latest innovations and recently reached the milestone of US\$35 million in sales.

Starlinger's PET

Centre stage on Starlinger's stand was an FIBC made from PET tape. The 100% PET container fabric is manufactured in collaboration with petrochemical company Sabic.

Starlinger's textile packaging has developed a process for production of PET weaving tapes, characterised by high tensile strength coupled with low residual shrinkage and high creep modulus. One field where these properties are especially valued is FIBCs, the company said. These are usually made of polypropylene fabric, but this material is not suitable for all bulk



EFIBCA held its first dinner reception on the evening before the opening of the exhibition



Centre stage on Starlinger's stand was an FIBC made from PET tape

content applications.

Here FIBCs from PET tape fabric offer some advantages. The high creep modulus enables them to maintain their shape and diameter even in long-term storage. Depending on the contents, they can be stacked several layers high without tipping over. Their dimensional stability makes them a viable alternative to expensive types of bulk packaging, such as octabins, which are used especially for free-flowing materials.

Starlinger also displayed its PP*STAR, a pinch-bottom bag developed by the Starlinger consumer bags division that combines material savings, product protection and attractive presentation. The key characteristic of PP*STAR is that the bags are made from a composite of polypropylene tape fabric and reverse printed OPP film. This makes them lightweight and at the same time durable and tear resistant.

At the booth the bags were shown in free fall to give a visible demonstration of their high strength and endurance. While other bags often burst

when dropped – for example in the process of lifting them from a shopping cart into the car boot – a PP*STAR bag can fall off a shelf several metres high without breaking, the company claims.

Besides this advantage for transport and logistics PP*STAR bags are specially designed for packaging sensitive dry bulk goods for consumer use, such as dog food, cat litter, or flour. The bag protects contents from external influences such as moisture or insects and barrier properties prevent leakage of grease even after long storage periods. The laminated printed OPP film lends itself to attractive design; even sack bottoms and sides are fully printable. An optional easy-open closure makes it even easier for consumers to access the bag contents.

Websites

www.efibca.com

www.fibcindia.com

www.starlinger.com



Emmbi used Interpack to showcase the company's capabilities

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Bin activator for difficult materials

Spiroflow Ltd has launched a new bin activator into the UK market that will help manufacturers in process industries such as food, beverage, chemicals, plastic and oil and gas to eliminate material flow problems that can lead to potentially dangerous blockages in factory piping or tubing applications.

The bin activator has integral vibrating blades to maintain a steady momentum and minimise bridging. It is well-suited to ensuring the steady flow of materials that are hazardous, toxic, require sanitary handling or are simply challenging, such as titanium dioxide.

The blades are fully adjustable for accurate control of solids, while energy is imparted directly into the materials by the vibrating blades to ensure continuous flow. Effective shut-off is managed with close tolerance blades by the discharger control valve and these can be customised by Spiroflow to fit customers' own specifications.

Manufactured in carbon or stainless steel, making the equipment easy to wash down for applications like food processing and beverage bottling, the bin activator is designed to minimise risk in potentially hazardous or explosive environments.

Shifting millions of tonnes of potentially dangerous ingredients is part and parcel of many production processes for manufacturing companies, which must have systems and equipment in place that adhere to the European Union's ATEX Directive 1999/92/E – implemented by the Dangerous Substances and Explosive Atmosphere Regulations 2002 (DSEAR) act in the UK.

Cone table fillers

For manufacturers requiring safe, pin-point weighing accuracy and dust containment Spiroflow Ltd has launched the Cone Table Elite (CTE), adding to its range of bulk bag fillers available in the UK following the acquisition of Control & Metering of Ontario, Canada.

The CTE is filling technology designed to produce dense and safe bulk bags that are accurately weighed and stable when used with the most difficult ingredients, such as those found in the food, pharmaceutical, chemical, plastics and construction sectors.

The bulk bag filler can be adapted for use with rigid IBCs, drums or Gaylords and is easily configured for automatic pallet and filled bag handling. The single post, modular design allows easy access for rigging bulk bags of various sizes and is ideal for restricted space applications. Maximum bagging rates of up to 35-plus bags per hour can be achieved.

Rob Hudson, Spiroflow managing director, said: "Bulk bags are one of the most convenient, cost effective methods of packaging, storage and transport. The CTE Bulk Bag Filler provides maximum product densification that ensures bag stability. It also means that you can put more material into your current bulk bag or use a smaller bulk bag for a given weight. Either way, operating cost savings are the result."

www.spiroflow.com



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Mastering material Ultra-heavy-duty filling

Material Master's new bulk bag discharging system is claimed to offer patented technology and features that maximise production efficiency. The unit features an integral hoist, monorail, and the Spider-Lift bag lifting frame.

Also incorporated is the Flo-Master bag massaging system for positive material flow, while the Seal-Master bag spout access chamber allows good access to the bag discharge spout.

A material lump breaker is mounted beneath the product discharge transition, and the unit includes an incline screw conveyor, loss-in-weight scale system with digital weight controller, and an integral dust collection system.

www.materialtransfer.com



Flexicon has introduced a new ultra-heavy-duty bulk bag filling system palletises and fills FIBCs with filter cake, aggregates, metal powders, abrasive minerals, dry chemical additives and other difficult-to-handle bulk materials.

The system integrates a Swing-Down bulk bag filler with a Flexicon pallet dispenser and powered chain conveyor, allowing safe, high-capacity filling of FIBCs of all popular sizes, including bags with wide-diameter spouts for passage of irregular materials.

When a filling cycle is initiated by push button or contact closure, pallet dispenser forks lower the stack of pallets onto the chain conveyor, withdraw from the bottom pallet, and raise the remaining pallets, allowing the conveyor equipped with photoelectric eyes to move the dispensed pallet into position below the filling station.

The bag connection frame of the Swing-Down fill head lowers and then pivots to a vertical position, allowing an operator at floor level to safely and quickly attach bag straps to automated latches, slide the bag spout over a wide-diameter inflatable spout seal, and press a spout seal inflation button.

The system then automatically pivots the bag connection frame back to horizontal, raises the entire fill head, inflates the bag to remove creases, fills the bag at a high rate, finishes filling accurately at trickle feed rate, deflates the spout seal, releases the bag loops, raises the fill head to disengage the spout, rolls the bag out of the filling area, and rolls a new pallet into place to begin another cycle.

An annular gap inside of the fill head spout directs air displaced during the filling operation to a single vent for applications requiring connection to a dust collector.

The system is offered with the Flexicon's own steel-tube flexible screw conveyor integrated with the user's upstream process equipment or other material source.

www.flexicon.co.uk



The Flexicon Ultra-heavy-duty bulk bag filling system with pallet dispenser and powered chain conveyor allows safe, high capacity filling of difficult-to-handle bulk materials



The Swing-Down fill head with wide-diameter spout seal allows safe, rapid connection of wide diameter bag spouts for passage of filter cake, aggregates, metal powders, abrasive minerals, dry chemical additives and irregular bulk materials



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FIBC / BULK BAGS



BOPP LAMINATED BAGS



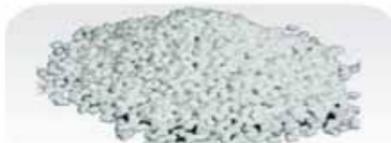
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ANTIFAB MASTER BATCHES



UV MASTERBATCHES



GEOTEXTILES



<p>FIBC Contact : Mr. Siddharth Parekh Phone : +91 9825912345 E-mail : sidh@champalalgroup.com</p>	<p>FLEXIBLE PACKAGING/BOPP LAMINATED BAGS Contact : Mr. Chetan Parekh Phone : +91 9712111888 E-mail : chetan@champalalgroup.com</p>	<p>TARPAULIN Contact : Mr. Pritesh Parekh Phone : +91 9825222999 E-mail : Pritesh@champalalgroup.com</p>	<p>ANTIFAB / UV MASTERBATCHES Contact : Mr. Anil Goyal Phone : +91 9879333000 E-mail : anil@champalalgroup.com</p>	<p>MULTI FILAMENT YARNS Contact : Ms. Unnati Rashtrapal Phone : +91 9712934654 E-mail : mfyarn@champalalgroup.com</p>	<p>WOVEN SACK / GEOTEXTILE Contact : Mr. Anil Goyal Phone : +91 9879333000 E-mail : anil@champalalgroup.com</p>
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The Company is Proposing, Subject to market conditions and other considerations, a public issue of its equity shares and has filed a draft red herring Prospectus with the Securities and Exchange Board of India ("SEBI"). The Draft Red Herring Prospectus is available on the website of SEBI at www.sebi.gov.in and the website of the BRLM at www.motilaloswal.com. Investors should note that investment in equity shares involves a high degree of risk and are requested to refer to the section titled "Risk Factors" commencing from page XIII of the Draft Red herring Prospectus for Details of the same.

A solid grip on bulk

Powtech, the trade fair for processing, analysis and handling of powder and bulk solids takes place from 30 September to 2 October 2014 in Nuremberg, Germany.

More than 700 exhibitors from over 20 countries reflect the entire spectrum of mechanical processes in the sector.

Exhibitors will present technical solutions for all flows of powders, granules and bulk solids within a company, starting with solutions for incoming goods with all options for emptying big-bags, containers, silos and sacks. They will also showcase current developments in pneumatic and mechanical conveying, such as bucket conveyors, screw conveyors, hoppers, vibrators and belt conveyors as well as vacuum and pressure conveying systems. In addition, more than 200 exhibitors will introduce innovations and improvements in filling and bagging systems, palletisers, big-bag filling equipment and other solutions for packing or filling powders and granules.

The show also reflects the extent to which automation technology is already part and parcel of conventional mechanical processing. The organisers say it is hard to imagine operating any materials processing plant without recipe management, batch control, material flow data logging and reliable end-to-end traceability. Therefore, it is no surprise that the leading vendors of field instrumentation or process control technology – such as Endress+Hauser, Vega, Proleit or Siemens – have for many years used the event to showcase their solutions.

Around 80 exhibitors will specifically focus on innovations relating to safety issues. For designers, and above all operators, of powder and granulated material plants, environmental protection, explosion and fire protection, emission control and occupational safety are always a priority.

Full information can be found at www.powtech.de



Beumer's full line

Powtech will be one of the first platforms for material handling specialist Beumer to showcase its full-line range of technologies.

In recent years, Beumer has developed from a product supplier into a solutions provider for conveyor and loading equipment, palletising and packing technology, and automatic sorting and distribution systems. In addition to organic expansion the group has acquired international companies, such as the Danish sorting equipment specialist Crisplant, and the Indian company Enexco Technologies, manufacturers of grinding mills and packaging machines for the cement industry.

Such acquisitions have enabled Beumer to migrate from buying in specific process equipment from other suppliers to offering complete turnkey systems.

An example of this is the new Beumer fillpac. Together with the filling, palletising and packaging equipment, the provider supplies the whole process chain from a single source. The system is equipped with a calibratable scale enabling it to achieve accurate filling quantities at all times.



Beumer is also presenting a new machine from the stretch hood range



Beumer has added the rotating filling machine fillpac to its product portfolio and equipped it with extensive features

This avoids incorrect filling and rejects.

Another example is the new stretch hood product range. The Beckum-based company has redesigned this high-performance packaging system from the bottom up and improved its operation, effectiveness and ergonomics.

During the development, the company's specialists analysed various components and optimised them in terms of function, arrangement and ergonomics. This includes an intuitive menu system on the machine control via a soft-touch panel, an optimised, ergonomically designed workplace for the operator and material-friendly transporting of the film in the machine thanks to an innovative film transport system. The new system also features improved system performance and needs far less floor space.

At Powtech, Beumer will showcase these and other product lines.

www.beumergroup.com

Total supply chain from Ebbeke

Ebbeke Process Engineering will showcase its complete processing of bulk materials. As part of the TIM (total industrial management) concept, not only the complete processing of bulk material of all kinds is offered, but also the required logistics services.

Ebbeke offers various services: filling and refilling of all common containers right up to the tanker vehicles, fine grinding, mixing, coating production, roll compaction, screening, drying and classifying, and the handling of sample pattern fillings, sample shipping, storage, packaging and delivery of minimum inventory for immediate availability of the products.

In other words, the entire supply chain is covered in the form of a services combination as one complete service from one single source.

Work is carried out 24 hours a day at two production sites in Germany. For storage a total warehouse area of 8,500 sqm and a total land area of 80,000 sqm are available. In addition, the company has opened a new logistics centre in Burbach, between Cologne and Frankfurt am Main, which with a total surface of 152,000 sqm and floor space of about 30,000 sqm. www.ebbeke-verfahrenstechnik.de

Explosion protection from Rembe

Rembe will once again present innovations from its three divisions of explosion protection, process safety and measurement technology. Products launched over recent months will provide the major focus.

The Exkop QV II quench valve is now also available for dust class 2 and a reduced explosion pressure (pred) of up to 2 bar. In addition, the launch of the EXKOP QV III means it is possible to protect lines with diameters of 300-600 mm. With a space-saving design, it can even be installed in confined areas where space is at a premium. Direct integration of the pressure storage tank keeps the dimensions to the minimum.

Ex-Go-Vent HYP is bursting disc for hygienic

applications. The smooth surfaces, in combination with the full surface and tapered sealing concept, enable the discs to be implemented in previously critical plants, eg, spray-dryers with or without wet cleaning, fluidised bed dryers, filters and mixers.

The Ex-Go-Vent HYP can be adapted to the radius of the container avoiding unwanted dead spaces and making it ideal for use with cylindrical tanks. If the product is to be used in outdoor areas, a closed-cell silicon cushion insulation is available to prevent the build-up of deposits that might occur when the temperature drops below dew point. Insulation also minimises temperature and energy losses.

Rembe's Q-Rohr and Q-Box are flameless venting

solutions. The Q-Rohr and Q-Box can be found in a range of sectors from food processing to chemicals and pharmaceuticals. The advantages of flameless venting are immediately obvious, the company says. The entire production process remains inside the building and there is no need for expensive, bulky venting ducts that require modifications to be made to existing structures.

The integrated bursting disc is fitted with a signalling unit that immediately reports any incidents to the process control system. The special stainless steel mesh filter inlet ensures that the pressure rise and increased noise level associated with free vented explosions are massively reduced to negligible levels in the production room. Dust



The Q-Rohr with integrated bursting disc, signalling unit and gasket

and flames are retained by the mesh filter inlet.

The Q-Rohr has a round design. Consequently, it is vacuum resistant and ideal for the protection of pneumatic conveying systems as well as many other applications.

www.rembe.de

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Schütz presents innovations at Interpack

The triennial Interpack trade show took place in May at its habitual venue the Dusseldorf Messe. Across 19 halls of, some 2,700 exhibitors from more than 60 countries presented their newest ideas, concepts and technological visions. More than 175,000 industry visitors attended, according to event's organising committee.

As usual Schütz had a significant presence among the industrial packaging stands. The motto at this year's show was "Innovative. Reliable. Sustainable. Global." Four keywords that for many decades have defined the company's development, said the Selters-based packaging giant.

A highlight of Schütz stand was the new Ecobulk MX. In 2011, Schütz started a comprehensive redesign of this model. This relaunch was presented at Interpack 2011. All key components were modified both individually and in the way they interact. After years of testing and countless, complex modification steps the new design line has now been implemented worldwide and is available from practically all Schütz sites as the standard product.



The Schütz Ecobulk MX now features an XXL label plate, DN 150 screw cap with G2ins bungs and integrated DN 80 discharge outlet

The new IBC has increased stacking resistance and it can withstand 30% more weight in the maximum stacking pressure test with significantly less buckling. The container can handle and distribute static and dynamic loads better than the previous model, thanks to a new design of the steel grid. Improvements here include optimised four-point welding of the horizontal and vertical tubes, a top profile with greater stability and the modified geometry of the vertical tubes.

The balanced interaction between the bending resistance and the flexibility of the steel grid in the new Ecobulk offers important safety

features in day-to-day use. This has been achieved through the interaction of all the container's components, and particularly the steel grid and the newly designed bottom plate.

Improved handling characteristics are also claimed to be a feature, largely due to the new steel pallet that the IBC has as its base. The geometry of the new bottom plate features an increased entry height for even easier forklift truck access. The design also enhances residual draining, and the reinforced centre support stabilises the container and significantly decreases deflexion under load. The redesigned corner and middle blocks are manufactured in an innovative deep-drawing process and are far more resistant to damage; they also provide better protection against distortion, for instance damage caused by incorrect fork lift truck handling.



Featuring a slanted bottom, a specially shaped discharge area and a low-lying outlet tap, the new Schütz Ecobulk HX is ideal for highly viscous filling goods

In addition, Schütz has developed the new Ecobulk HX for optimum drainage of these highly viscous filling goods, such as paints, coatings, resins and honey.

The container has an inclination to empty – in the literal sense – with a sloping base, a specially-shaped outlet area and a low-lying discharge tap.

A further inner tank inside the steel grid acts as a support cushion for the slanted base. Schütz claims the new IBC provides almost 100% residual draining.

The use of conventional stirring systems is not a problem thanks to the large DN 225 filling opening. The unusual shape of the silicone and lubricant-free inner bottle guarantees optimum stirring results even with small residual quantities of 50 litres.

The HX is included in the global, eco-friendly Schütz Ticket Service.

With the optional earthed plastic pallet, the model will soon be approved for use in ex-zones.

Numerous advantages are claimed for the HX compared with steel containers. "Not only is the purchase cost low, there are also no other expenses for cleaning, repairs, collection logistics or the legally stipulated intermediate inspections for steel IBCs," says Schütz.

"Additionally, the quality of the filling good is better protected, as contamination can never be completely ruled out in a steel container despite washing. Another potential issue in steel containers is rapid heating up, which can be particularly problematic for heat-sensitive filling goods."

The new Ecobulk also has a visual advantage, because a new inner bottle is inserted for every multi-trip use; in contrast, multiple use will leave traces of impact damage on the stainless steel variant. Handling is also easier, as the HX weighs only 88kg, with 270kg of most stainless steel IBCs.

Another product unveiling was a poly composite drum (CSF) with a volume of 202 and 205 litres. The inner bottle consists of high purity HD-PE and, depending on the volume, weighs 3-6kg. The drum body is made of coated steel and has a top plate made of galvanised steel. An additional G3/4 screw fitting allows any air between the drum sides and inner bottle to be removed.

The drum is ideal for filling goods that require a high degree of safety and cannot be filled into PE drums or IBCs. These include very permeable products and aggressive, corrosive substances. A further advantage is the fact that the drum can be stacked immediately after filling, even if it is filled with hot liquids.

www.schuetz.net



The new Poly Composite Drum CSF by Schütz unites the advantages of steel and plastic in a single product

Logistics for cacao

Hamburg-based Liquid CONcept is taking over a major proportion of internal on-site logistics for a leading processor of cacao products in Brandenburg, Germany.

The contract involves extensive parts of goods transport between the client's various sites as well as delivery of raw materials and transport of liquid finished products.

What makes the contract significant is the package of transport equipment the Liquid CONcept will use for different purposes. For this contract alone the company is making available around 100 tank trailers, 25 tank containers and 20 IBCs, including the latest heatable versions. By using different types of transport the company says it can always react flexibly to actual requirements and ensure that the client's production

processes run smoothly.

Liquid CONcept claims its integrated transport concept is geared exactly to the client's specifications. Whatever the product, whether it is cocoa solids or cocoa butter, the right means of transport will always be on hand.

The contract provides for Liquid CONcept to take over the entire co-ordination and handling of transport for the cacao business. IBCs will be used in the main for smaller quantities or deliveries of samples, while tank containers will transport unprocessed products and finished goods between the company's various sites. The large tank trailers will primarily be used for deliveries of crude material to works premises and of finished products to customers.

Liquid CONcept has been operating since 2008 having mainly specialised in IBCs. In the foodstuffs and chemicals sectors it has developed tailor-made solutions for liquids logistics. Chief executive and owner of the company is Ulrich Schnoor, who has held senior positions in the logistics sector for more than 20 years, including sales and commercial director of chemical logistics at Hoyer.

The range of services covers rental, leasing, fleet management, transport, cleaning and maintenance of IBCs, as well as all logistical services connected with tank containers or tank trailers. The company has an IBC fleet of around 4,000 units.

www.liquid-concept.eu

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All-rounder

Werit presented its new full-plastic IBC designed primarily for fluids, including highly-aggressive pure acids, as well as alkalis and mixtures. The container is completely plastic, ruling out any dangerous chemical reactions with metals from the outset.

The full-plastic IBC consists of blown inner and outer containers, similar to the techno-safety tanks used in the heating oil and industrial tank sectors. Thanks to Werit's experience in this product area, the company has the expertise and knowledge needed to design an IBC catering to such demanding needs, it said.

Werit also presented its extended range of pallets. The portfolio covers the tested and proven hygiene pallets in Euro pallet or half pallet dimensions made from recycled plastic.

With its wide model variety including customised labelling, higher (22mm) or lower (7mm) anti-slip edges, anti-slip plugs or strengthening steel profile

bars, the all-purpose IKP pallets can be used anywhere, Werit said.

The new and optimised combi-pallet also boasts an environmental factor. With a galvanised metal surface and plastic feet, it features a high load-bearing capacity, long product life cycle and much more, and all with a below-average pallet weight. With a focus on recycling, Werit is following a 'green' strategy, offering a sensible alternative to wooden and full-plastic pallets.

STERiline, the first active industrial packaging technology, rounded off the Werit IBC range on display. All surfaces of the inner container, as well as the valves and plastic lid, are designed to prevent contamination of the filler medium by most algae, bacteria, moulds or viruses, and to facilitate automatic self-cleaning. This prevents the growth and spread of pathogens and the micro-organisms causing impurity.

www.werit.eu



Mauser bought by private equity firm

Pivate equity group Clayton, Dubilier & Rice is to buy German industrial packaging manufacturer Mauser Group. In an agreement under which CD&R-managed funds will acquire Mauser, the transaction is valued at approximately €1.2 billion. Additional terms were not disclosed.

With 2013 revenues of €1.2 billion, Mauser manufactures plastic and steel drums and IBCs for the chemical, industrial and food and beverage industries, among others. The company is also a leading provider of reconditioning services for used plastic drums and IBCs of all products. Mauser's 4,400 employees operate 57 production facilities across 18 countries in Europe, North America, Latin America and Asia.

"Mauser is a competitively well-positioned, resilient business with strong exposure to the higher growth sub-segments of the rigid industrial packaging market in North America and Europe," said CD&R partner David Novak. "We believe the company will continue to benefit from the combination of attractive, end-market growth and new operating improvement initiatives."

CD&R operating partner Vindi Banga, former member of the Unilever executive board, will assume the role of chairman of the Mauser Supervisory Board at the close of the transaction, expected in the third quarter of this year.

"The company is a leader in several attractive growth sectors with a broad global footprint and strong local market positions," said Banga. "We are very enthused with Mauser's future prospects to grow profitably and capitalise on its rich product line of industrial packaging and expanding services."

CD&R partner Sonja Terraneo added: "We have been impressed with the strong Mauser management team who demonstrated the ability to grow topline and profits on a global basis. We look forward to working with them to build long-term value in the years ahead."

"CD&R is well-known as a business builder and has demonstrated a deep understanding of our industry and our value proposition in sustainable packaging solutions," said Mauser CEO Peter Schaefer. "We welcome the benefit of CD&R's management and operating experience as we redouble our efforts to provide our global customer base with the highest levels of product quality, innovation and sustainability."

www.mausergroup.com

Varibox for safety

Icelandic manufacturer Promens displayed its Varibox IBC at Interpack emphasising its safety features.

The integrated vents automatically open while the user dispenses product. All the user has to do is open the discharge valve; there is no need to remove the cap. A pressure release system is also available for products that cause a pressure build-up. The discharge valve makes sure products stay safely inside the container, trip after trip.

The large valve keeps products flowing swiftly and smoothly. A dip tube with a leak-free quick connector for discharging from the top of the container is also available as an option.

Also, a built-in RFID tag allows users to track their Varibox at every stage of the logistics chain where the users chooses to put tracking equipment in place. That means they can keep a close eye on the container and record a detailed history for their files.

The three rounded pallet runners are designed to withstand the impact of hand pallet trucks and ensure the container can be transported smoothly on roller conveyors. Thanks to the ergonomic position of the fill opening, product can be handled safely throughout the supply chain. Guiding slots for straps allow users to fix the Varibox securely onto trucks. With multiple label fields on all sides of the Varibox, there is sufficient space to display obligatory product information. Moreover, the label fields are recessed to protect product labels, keeping them clearly legible for customers.

The Varibox is also claimed to be easy to clean, preventing contamination. In addition, sealable openings ensure the integrity of the container contents. The integrated level scale lets customers see how much product is left without opening the cap.

www.promens.com



The Varibox has a built-in RFID tag that allows users to track it at each stage of the logistics chain

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Liquid logistics for the risk averse

The concept of transporting liquid cargoes by flexitank has been around since the 1980s when heavy duty reusable rubber tanks were used compared with the single trip tanks of today.

Leading flexitank companies have been perfecting the product while, in recent years, a number of newcomers have entered the market at the bottom end with the result that flexitanks now vary considerably, creating difficulties for shippers as well as container carriers. The right flexitank however, argues leading manufacturer and service supplier Braid, is a safe and highly attractive way to transport bulk liquids as evidenced by the growth of the market and the leading companies over the past 10 years.

A single trip polyethylene flexitank in a 20ft container is an ideal bulk mode both for food grade liquids and non-hazardous speciality chemicals and oils. Headquartered in the UK with a global office network, and well established since the 1980s as a leading operator of food grade ISO tanks, Braid has set the benchmark in recent years as a provider of premium quality, safe and effective flexitank equipment along with the associated bulk logistics services.

Commitment to quality

Quality and safety issues are of ever increasing focus in the industry and Braid says no organisation has taken these essential challenges more seriously than it has, with its commitment to zero defect manufacturing, resulting in the brand being widely recognised for its flexitank quality by discerning multinational shippers, with the benefit of highly competitive terms and cover in the marine and freight insurance market.

Braid flexitanks have been designed to withstand extremes of temperature, handling, aggressive contents and even severe rail impacts as CEO Allan Leddra explained. "We manufacture our flexitanks and we take enormous care in the manufacturing process as well as the fitting, filling and transport processes, to ensure our flexitanks are completely safe and reliable."

The process starts with the raw materials. Braid can trace every component of every flexitank back to source. The PE film and woven polypropylene as used are not only designed to flex and absorb sudden shock energy, the materials and components are systematically tested for it.

Braid has state-of-the-art laboratories at its manufacturing sites enabling the company to test all materials and components prior to use. Whereas some flexitank films are shown to crack and hole under arduous test, Braid says its films have market leading flex crack resistance. The result is a fully contained and secure shipment even under harsh transportation conditions.

Some low cost flexitanks are made from low to medium grade materials which cannot absorb and respond to a sudden shock, such as a container being mis-handled. While some are not rail tested, despite claims to the contrary, premium flexitanks, such as Braid's, are designed to flex and absorb sudden impact shock energy offering twice the resistance compared with some alternative products.

COA and the PAS

Under the co-ordination of the Container Owners Association (COA), a new internationally recognised flexitank certification scheme – PAS 1008 – has just been launched (see *Bulk Distributor, this issue, Front Cover*) enabling flexitank companies to demonstrate compliance (with auditing via a globally recognised accreditation organisation) to the PAS in respect of manufacturing, testing and performance.

Braid has served on the COA flexitank committee since its inception in 2008 and on the PAS steering committee that has overseen this process which Braid has fully supported. Braid believes that a robust, independent PAS certification will improve the standards and performance of the flexitank industry thereby enhancing its long term interests, and those of clients and stakeholders. The first independently accredited flexitank companies under PAS 1008 are expected early next year.

Food grade – taint free

Being leak proof is not just a matter of safeguarding content. In today's world, it is also about safeguarding the environment and brand image. The safeguarding of the content is one vital consideration, but protecting the quality of the content is equally essential for the producer and the ultimate customer and end user.

Braid flexitanks are used to transport a wide range of liquid foodstuffs from edible oils and fruit mash and concentrates, to wines and potable water. No wine shipper wants to have its precious cargo arrive on the other side of the world tainted by plastic or the conditions of transport.

No flexitank service provider has invested more resources than Braid perfecting the taint free process, according to COO Andrew Watson. "Some alternative tanks are not specifically designed to protect the organoleptic properties of the wine, such as taint and taste," he explained. "Logistics managers have found that their precious cargoes have been affected because barriers have not been used or have not been effective in protecting against oxidation and residual container contaminants such as naphthalene.

"Even EVOH barriers have been seen to be ineffective in high temperatures or high humidity.



Members of the Braid team at a recent company conference in south China

We use a proprietary barrier system integrated into the tank design (the cargo is thus entirely encapsulated) ensuring the wine does not oxidise or taint. The quality of the wine at the destination matches the condition it was loaded in and this has been confirmed by third party testing."

FSSC22000 – sorting the best from the rest

For years the flexitank market has needed a quality control standard to define a top product in the eyes of the leading food and drink manufacturers. This has now been created in the form of FSSC22000 by the Food Standard Safety Certification. HACCP (Hazard Analysis and Critical Control Points) is familiar to many and Braid flexitanks met its high standards. But FSSC22000 carries all that HACCP did and much more. It has full recognition by the global Food Safety Initiative management board and as well as this it imparts SSOP and PAS223.

In simple terms, the holder must operate to the very strictest hygiene standards and can demonstrate this through regular microbiological testing. Some flexitank companies that are not accredited to this standard – and Braid believes that this certification is unique to it – will often claim to be 'food grade certified', but this often refers to the materials used rather than the tank manufacturing environment.

Factory premises may not be protected from the external environment with the chance of product contamination through poor hygiene or pest infiltration. By contrast, Braid Manufacturing takes place in a contamination free environment. For the world's leading food brands and global multi-

nationals, this combination of hygiene, taint free materials and leak proof strength and reliability makes Braid the preferred and only choice.

Product diversity & development

Braid has recently created a new highly taint-resistant material that is being used to carry premium water brands. Nothing is more exposed to potential tainting than pure water and the quality of the water at the destination confirms the care that Braid has put into evolving this flexitank.

The size of the group's global business means that the company is able continuously to invest in research and development to enhance its product range and service offering, hence Braid flexitanks include agitators, which are ideal for highly viscous or high solids liquids which need mixing before discharge, and thermotanks which provide a unique combination of mixing and heating.

The range of liquids being carried in various Braid flexitanks is huge, from fine wines and delicate waters to olive oils, fish slurry, pepper mash, tomato products, coconut oil, corn syrup, hydrocarbons, synthetic oils, resins, non-hazardous chemicals, kaolin clay and many more. What unites these producers and shippers is the need to have confidence in a reliable, cost-effective transport system through any climatic or rough handling conditions via a bulk logistics services provider with the infrastructure, back up and resources to support the clients' own business needs worldwide. As Braid says, "liquid logistics for the risk averse".

www.braidco.com

Continued from p1

Flexitank specification launched

"Poor quality manufacturing or a lack of testing can make flexitanks more susceptible to damage, resulting in lost or damaged stock as well as the resulting clean-up," added Thornton. "In addition to concerns regarding leakage, some shipping lines have been reluctant to carry flexitanks. The pressure placed on the sidewall panels by incorrectly specified or loaded flexitanks can result in the freight container bulging beyond accepted ISO tolerances and can lead to permanent deformation."

In 2009, the COA drew up a recommended Code of Practice to help improve standards in the manufacture and operation of flexitanks. Following requests from its members for an industry-wide standard, the COA embarked with BSI on the project to develop a more clearly defined testing and manufacturing specification.

The initial draft document was developed by the COA and was later put through a development process including a public consultation. A Steering Group, comprising some 15 experts across the industry, provided technical expertise through reviewing the drafts and resolving comments submitted during the public consultation phase.

COA flexitank members who have sponsored the project include: Braid Logistics, Cointra, Environmental Packaging Technologies, Flexpack LSM, Full-Pak, Liquatrans Industrial Packaging, PacTec, Philton Polythene Converters, Qingdao Laf, BLT Flexitank Industrial Ltd, Sunderson – Sun Logistics and Trans Ocean Distribution. PAS 1008 can be purchased from the BSI website at: <http://shop.bsigroup.com/pas1008>

Powertex opens European sales office

Powertex Inc has opened a European sales office headquartered in Aalborg, Denmark.

Tommy Bjerrum is the Managing Director of Powertex ApS. He has many years of experience in the bulk container liner business and will lead Powertex's expansion into the European market and beyond. www.powertex.com



Talke talks telematics

Talke Group is equipping its vehicles with the latest in telematics. The chemicals logistics specialist is installing Trimble's CarCube telematics system in its own trucks and those of integrated subcontractors.

The standardised solution will enable further process improvements and offer benefits for both office staff and drivers, the company said. Drivers were actively involved in the selection process for the new system.

About 400 CarCube on-board telematics computers will be fitted in Talke's vehicles in the initial roll-out. The system was developed by Trimble, which specialises in telematics for the transport and logistics industry. It will standardise the systems employed in Talke's German, Dutch, Belgian, Luxembourg and Polish fleets. A total investment of about €1.2 million will be made over the next four years.

CarCube is claimed to be particularly versatile. It transmits all relevant vehicle and route information in real time, such as fuel consumption, travel speed and speed of rotation, acceleration and braking patterns. This way, fleet management can perform immediate analyses and identify potential for optimisation early on. Moreover, the system provides information on driving and resting times. By offering better options for co-ordinating individual tours, it contributes to the stability and quality of processes.

Drivers also benefit from the new, particularly user-friendly, solution

in their everyday work. The on-board computer is installed permanently and offers a full range of functions. For instance, CarCube has an integrated satellite navigation system for trucks which provides reliable information on the selected route. The application notifies drivers of any relevant restrictions along the way, such as tunnel codes or height and weight restrictions when passing underneath or over a bridge. In addition, the CarCube computer gives drivers a signal when it is time to take a break, and considers speed limits and the current traffic situation for its route planning and navigation.

"For Talke this new telematics solution significantly contributes to the ever-growing demands in terms of safety, quality and efficiency in fleet management," said Frank Fuss, head of IT at Talke.

The logistics company actively involved its drivers when selecting the system. During a test phase, drivers evaluated 10 different solutions. CarCube was convincing in every category, the company stated. One example is the driving style assistant. When necessary, it will recommend that the 'chauffeur' adapt their style of driving, eg, in terms of acceleration, braking, changing gears or travel speed. This helps drivers optimise their personal style of driving and increases safety.

For Talke, the Trimble solution is another building block in the implementation of its safety philosophy, which centres on



About 400 CarCube on-board telematics computers will be fitted in Talke's vehicles in the initial roll-out

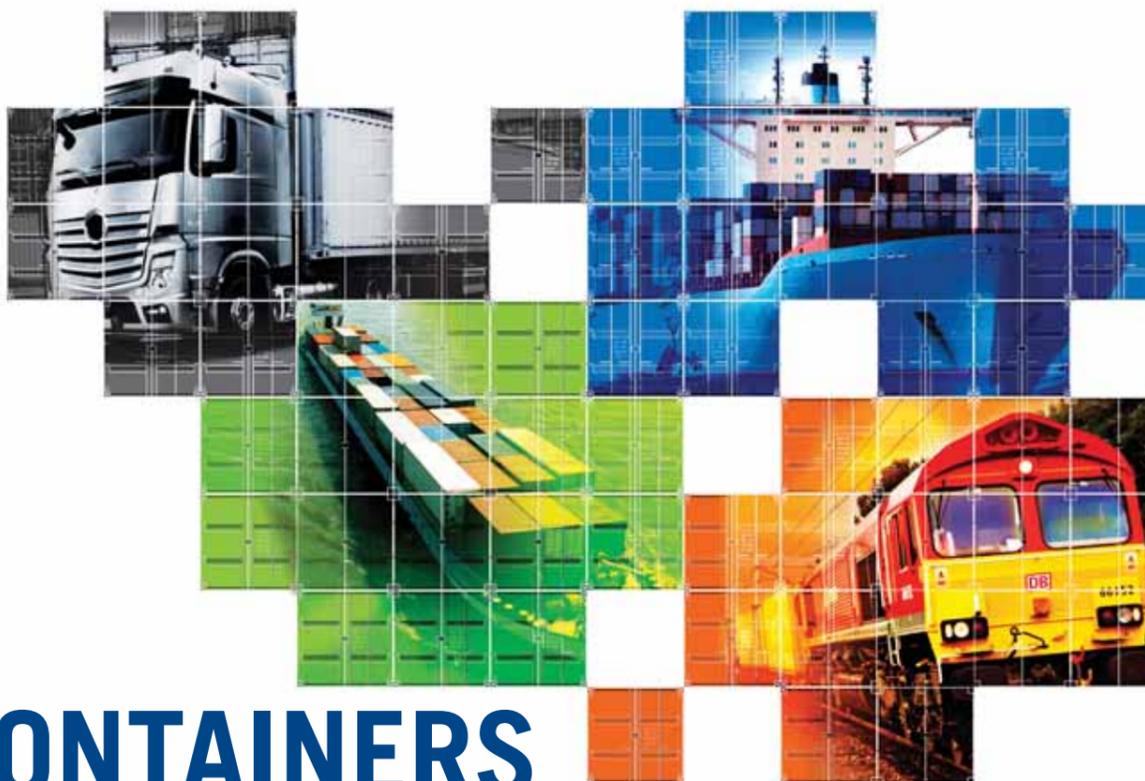


Talke successfully finished erecting 28 silos at the Slovnaft project

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'behaviour-based safety' (BBS). The driving style assistant uses the same evaluation criteria as Talke applies in its regular driver coaching sessions held by specially qualified trainers.

"The CarCube clearly proved to be a good solution in the test phase. Our drivers were enthusiastic about its robustness, its suitability for daily use and user-friendliness, and made it their system of choice," added Nadine Breuer, IT project manager at Talke. "The close co-operation with Trimble also worked extremely well."

Fitting the first 400 vehicles with the new system is expected to take until the end of 2015.

Meanwhile, Talke has reached an important milestone in its largest new build project in Europe so far. The silo unit of the logistics complex that the group is building for the Slovakian Slovnaft Group has been completed as planned.

Acting as general contractor, Talke successfully finished erecting the 28 silos completing a key construction stage of the €22 million project. The silo farm is the heart of the logistics plant designed by Talke for handling and filling polyethylene granules. Slovnaft's new polyethylene production plant is due to be completed in the second quarter of 2015. The plant, which is connected directly to the production line, provides handling capacity for up to 220 kilotons of low density polyethylene each year.

The building also houses packaging and warehouse space, offices, circulation routes and manoeuvring areas. In addition, it will contain two bagging and packaging lines, three loading devices for bulk cargo and the product feed lines leading from the degassing silos to the storage silos.

The planners and engineers of Talke's Logistics Solutions business unit managed to run through the official approval procedure together with local engineering consultants in only three months. The approval was an important prerequisite for a timely kick-off of the project and smooth construction works.

New Fecc chairman

At the General Assembly Meeting of the European Association of Chemical Distributors (Fecc), in Rome, Fecc members unanimously elected chairman of the Cornelius Group Neville Prior as its new president

Dr. Prior succeeds Edgar E. Nordmann, managing partner of Nordmann Rassmann. At the same time François-Xavier Du Passage representing the French Association (UFCC) was elected as Fecc vice-president. Peter Skou, managing director from the R2 Group, was re-elected as Fecc Treasurer for a new two year period.

Rail tank design for LNG

Wagon hire and rail logistics company VTG is collaborating with Chart Ferro, a manufacturer of storage, transport, and distribution systems for liquefied air and natural gases, to build two prototype units for carriage of LNG by rail.

"It is a great pleasure for us to be working with Chart Ferro for this innovative transport solution," stated Dr. Heiko Fischer, chairman of the executive board of VTG. "This project scores double points in the environmental area as natural gas is a clean burning energy solution and correspondingly rail is an ecologically sound transport solution."

"We are very excited by the fact that we are creating an entirely new transport option for LNG, and one that reinforces Chart's small scale LNG product portfolio," added Miroslav Cerny, Chart Ferro director of business development.

VTG is responsible for the development and the final completion of the two prototypes including obtaining the necessary permissions and railway specific approval. Final assembly of the LNG railcar will take place at Waggonbau Graaff in Elze (Germany), VTG's innovation facility. The cryogenic parts, vessels and cabinets, will be built at Chart Ferro facility in Děčín, Czech Republic.

The prototypes will be capable of transporting double the payload volume compared with an LNG tank container or truck. Due to the insulation properties, LNG rail tank car holding time is up to six weeks. A new suspension technology between the cryogenic vessel and the undercarriage rail frame required special development, which has already concluded dynamic and vibration calculation tests.



The prototype rail tanks will be capable of transporting double the payload of an LNG tank container or truck

Brenntag boosts Vietnam dairy sector

Growing demand for dairy and ultra-high temperature (UHT) products in Vietnam has encouraged Brenntag to invest in UHT laboratory scale production at its application laboratory in Ho Chi Minh City.

In recent years, Vietnamese milk consumption has increased by 5-7% annually, and the country has a shortage of some 650,000 tons of milk a year.

UHT technology is suitable for dairy products, such as fresh milk, recombined milk, fermented milk drinks and formulated dairy products, as well as other applications, such as cream, juice, soy milk, sauces, tea and coffee.

"The UHT technology enables us to provide more value added services to both customers and suppliers by reducing the product development and innovation time with pilot trials prior to full production," stated Henri Nejade, president & CEO, Brenntag Asia Pacific.

"It further helps us to drive trends and concepts with proactive projects for new ingredients and also for a variety of ingredients from our portfolio with pilot scale prototype for customers to evaluate. The investment in the state-of-the-art equipment and Vietnam's first such laboratory scale production, underlines Brenntag's commitment as a solution provider in Vietnam and the Asia Pacific region for the food & beverage industry."

UHT treatment is a technique for preserving liquid food products by exposing them to brief, intense heating, normally to temperatures in the range of 135-140degC, killing micro-organisms and prolonging the shelf life of six to eight months.

Back in Europe, Brenntag has started a pan-European collaboration project with Bluestar Silicones International.

Bluestar Silicones is one of the world's leading fully integrated silicone manufacturers offering a comprehensive range of silicones products. The co-operation with Brenntag includes the sales and marketing of core fluids and specialty fluids for various industries, such as cosmetics.

"For Brenntag Europe this co-operation is a huge step towards offering our customers pan-European solutions benefiting from our European network and technical expertise," said Karsten



Vietnamese milk consumption is increasing by 5-7% each year. Pic Afimilk

Beckmann, CEO Brenntag Europe, Middle East and Africa. "With experience of more than 60 years in producing silicones Bluestar is the ideal partner for us as we will be able to offer our customers a large range of innovative products."

Pascal Chalvon-Demersay, CEO Bluestar Silicones, added: "By partnering with Brenntag we have a unique opportunity to reach new customers with our high performance products and extra capacity. Distribution channels will play a greater role in providing the services and the flexibility that our customers increasingly expect."

Silicones are inert, synthetic compounds with a variety of forms and uses and have a number of unique characteristics. In cosmetics, for example, silicones are used as an ingredient in hair care, skin care and colour cosmetics for improving the feel and appearance of skin and hair. In coatings and construction their properties improve performance in water permeability and heat resistance.

Working time for waterways proposal

The European Commission is proposing minimum rules on working time for staff on passenger or cargo ships on European Union (EU) rivers.

The proposal, released today on 7 July, will align the rules with the general working time directive and cover 31,000 crew members and shipboard personnel.

If adopted, the rules would state that total working time could not exceed 48 hours a week, although this could be averaged out over a 12 month period. Total night working time could not exceed 42 hours a week. Workers would also be entitled to at least four weeks' paid annual leave, and to paid annual health checks. Workers would be entitled to at least 10 hours rest each day (with at least six hours uninterrupted) and to at least 84 hours rest in total every week.

"As over 75% of inland waterway transport takes place across more than one member state it makes sense to agree rules at EU level, and representatives of employers and workers are best placed to draft them," said László Andor, the European commissioner for employment, social affairs and inclusion. The proposal must be approved by member states and the European Parliament.

There are more than 37,000 km of inland waterways in the EU, connecting hundreds of cities and industrial regions. Twenty of the 28 member states have inland waterways and 13 are interconnected by navigable rivers and canals. Around 500 million tonnes of freight are transported on inland waterways annually in the EU.





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Annik Dirx, spokesperson at Port of Antwerp

A quick word with...

Annik Dirx, spokesperson at Port of Antwerp

Please tell us something about the importance of the chemical cluster and petrochemical logistics to overall business at Port of Antwerp?

The port hosts the largest chemical cluster in Europe. The high level of integration and diversity throughout the value chain of the chemical players in Antwerp is unique in the world. Over the years, this has brought together some of the most cutting-edge logistics experts to safely and securely store, handle and distribute oils, chemicals and gases.

The three refineries and four steam crackers in the port provide a stable local availability of raw materials. The close co-operation between the chemical

companies, not only at the production level, but also on an energy and service level, results in an extremely cost-efficient production. Seven out of the 10 main chemical producers worldwide have a plant in Antwerp. A reliable supply of raw materials over sea, by rail, barge and pipeline is also guaranteed thanks to the port's location.

What do you consider as the key advantage of the Port of Antwerp for bulk logistics operators (liquid & dry bulks)?

There is huge warehouse capacity, both for open and covered warehouses, including dedicated warehouses for sugar (260,000 tonnes) and non-ferro materials (250,000 tonnes).

In addition, about there are 50 LME approved warehouses offered by eight different operators, bonded warehousing, and the presence of a scrap trading market, pipelines and tank cleaning stations.

In addition, the port is positioned close to the industrial heart of Europe, with connectivity to the hinterland via a good, well balanced and wide spread rail, road and waterway network.

Has the port witnessed growing containerisation of bulk product in recent years?

Yes, we have witnessed this. In addition, we have also seen this trend for all commodities, due to the lower cost price of transport in containers and the possibility to transport smaller amounts of goods.

As for liquid bulk, I can add that the containerisation of polymers has strengthened the position of the port of Antwerp over the past 10 years.

What special facilities are available to shippers wanting to move product through Antwerp?

Warehouses, cargo surveyors and value add logistics activities such as blending, bagging and sifting.

Please outline some of the special facilities available for handling dangerous goods in the port?

We have high SSHEQ standards, 15 sites where dangerous cargo can be treated, dedicated tanks & piping infrastructure and a large number of stainless steel tanks.

Is land under growing pressure in terms of allocating space to the different cargo sectors?

The Port of Antwerp has space available for the future. We do not only intend to make even better use of the land that is being used for the moment, we also have land available for expansion for future projects.

On the left bank we have the Saefinghe development area of about 1,073 ha that will be developed in the future. On the same side we have container capacity available at the Deurganckdok, which will be more intensively used in the future with the announced move of shipping line MSC from the right bank (Delwaide dock). The port of Antwerp is the only port in the Antwerp-Rotterdam-Amsterdam range that sees an increase in calls to the port! When MSC has left the right bank, this will mean that we will have space for water related activities there.

Furthermore, we have recently acquired the former site of General Motors in the port, a site of 96 acres, which will be made available for port investment projects. We would prefer to attract an industrial project, but of course we are open to every project that will make extensive use of this valuable area and that will create a high amount of added value for the region creating employment.

What near-term plans does Port of Antwerp have for bulk cargo sectors?

In dry bulk, we continue to focus on the trade in fertilisers (among others of course) and we want to develop Antwerp as a future hub for biomass. We have committed ourselves to being a sustainable port, so the focus on these kinds of trades is inherent to this ambition.



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NÜRNBERG MESSE

There's money in muck

Last year UK storage terminal operator Simon Storage was granted an EPR permit from the Environment Agency for the handling of hazardous and non-hazardous bulk liquid wastes at its Immingham terminal complex.

Since then the company says its waste storage capability has attracted considerable interest from the UK and European waste oil and recycling markets.

One company that has been quick to take advantage of the possibilities presented by these new supply chain solutions is Avista's German refinery business – Avista Oil Refining & Trading Deutschland GmbH. Together with Acumen Energy (of which Avista Oil AG holds a 56% share), Avista is now collecting waste lubricating oil from various recycled sources within the UK for bulk up at Simon's Immingham terminals, prior to exporting to Avista's European refineries for recycling.

Avista Oil AG is one of Europe's leading groups of companies involved in the recycling of used oil and regards itself as a technology leader in the production of upcycled high-quality base oils and lubricants. With refinery and collection logistics sites in Europe and the US, Avista has been in this market for some 60 years.

In line with increasing environmental awareness, the UK has a potentially lucrative market for waste oil collections, and with limited refinery operations within the UK there is a growing demand for routes to export product to Europe for reprocessing.

Simon has also recently been awarded a further environmental permit to handle NORM- (naturally occurring radioactive materials) contaminated bulk liquid waste at Immingham. Such materials

typically arise from North Sea Oil exploration, and even at very low levels of radiation require appropriate permits with stringent conditions attached to ensure products are handled safely and securely before being transferred for treatment.

Marketing executive Rachel Lewin said of these new developments: "We are confident that the newly awarded Environment Agency permits will enable Immingham to strengthen its position as the first choice facility on the UK East Coast for the storage and handling of bulk liquids to both domestic and European customers."

Jetty upgrade

Meanwhile, Simon has invested around £2 million in upgrading the Jetty 1 facilities at its Seal Sands Terminal, at the mouth of the River Tees.

Works to repair the existing structures, replace existing fender systems with high-efficiency units and construct a fourth dolphin (dolphin D) have recently been completed in a demanding marine environment with an exemplary safety performance and with a minimum of jetty outage.

The project, managed by Simon's in-house engineering team, will extend the life of the jetty and ensure safe berthing for vessels up to 40,000 dwt. The installation of the fourth dolphin provides a preferential berthing dolphin to act as the first point of contact for vessels being berthed on Jetty 1.

Simon is committed to a continuous programme of asset integrity management at its terminals in the UK, Germany and Ireland to ensure facilities meet the needs of current and future operational

capacity. The project management team worked closely with the Marine Management Organisation, PD Ports and the Crown Estate Commissioners to obtain the necessary licences to ensure that the works were completed on time and with the minimum impact to the marine environment. A design and build contract incorporating the requirements of the works licences was awarded to Southbay Civil Engineering Ltd of North Shields (SCE), which specialises in marine design and build projects.

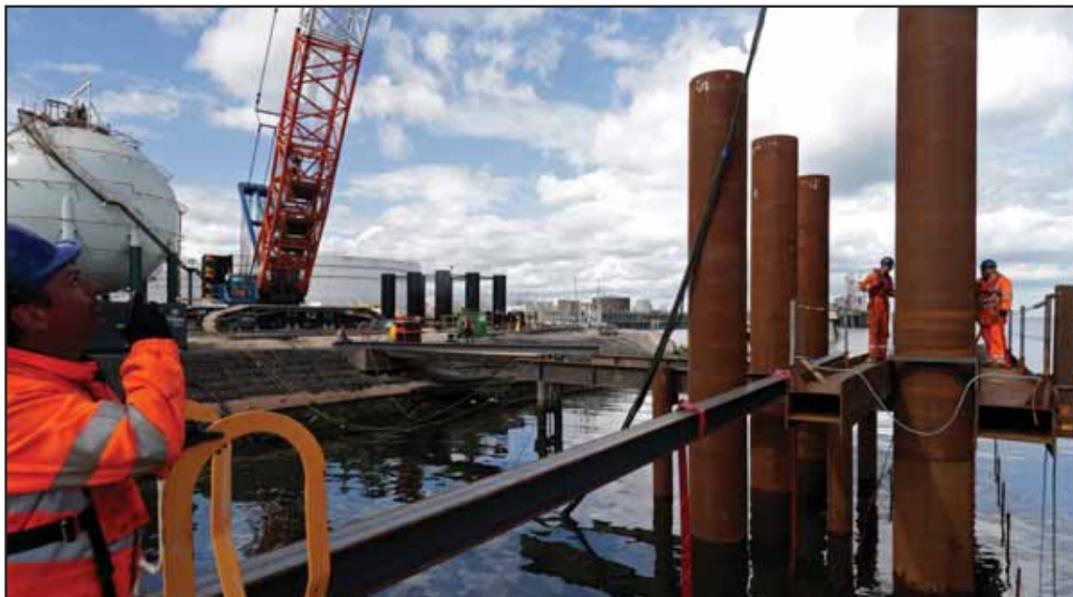
The design and construction method developed by Simon and SCE used landside access and pre-constructed concrete panels for dolphin D to optimise construction safety and reduce jetty possession risk, and required installing 900mm diameter tubular piling into the river bed, followed by the precast concrete units and a continuous concrete pour to create the platform, and finally fitting the new fender panel as a single pre-assembled unit. Spud-leg barges were used to replace the existing fenders on dolphins A, B and C with a similar high efficiency system, and the timber facing panels to the Jetty 1 structure have also been replaced.

Summing up, Gary Lacy, Simon's engineering director, said the close co-operation between the Simon engineering, operations and SCE teams, and their collective emphasis on construction safety, ensured a safe and successful delivery of the major engineering project, from initial design to commissioning and handover to operations.

He concluded: "The 24-hour/7-day working pattern enabled the new build and renewal works to be completed in fewer than 20 days, resulting in a minimum reduction to the availability of the jetty for our customers."



Avista collects waste lubricating oil from recycled sources within the UK for bulk up at Simon's Immingham terminals, prior to exporting to Avista's European refineries for recycling



Simon spent around £2 million in upgrading the Jetty 1 facilities at Seal Sands

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Boys from the black stuff

Commodities trader Trafigura has joined forces with Stolt-Nielsen Limited to develop a new bitumen distribution centre at Stolthaven Terminals' Dagenham site, east of London, UK.

Trafigura expects to invest a minimum of £15 million over 10 years in the facility. The project will see the development of a new storage area at the terminal, which was acquired by Stolt-Nielsen in late 2012 and is operated by the company's Stolthaven Terminals division. The bitumen storage capacity is expected to be brought online in mid-2015 and will store up to 20,000 tonnes of the road-building commodity.

As well as road-building and maintenance, bitumen is also a key component in waterproofing for roofing felt. The move is a strong indication of the two firms' long-term strategic plan to facilitate the importation of bitumen into the UK, with demand for the product expected to increase following the UK government's future road building and maintenance programme announced in June 2013 as part of the National Infrastructure Plan.

"Bitumen is an increasingly global product with long range arbitrage becoming ever more common. This terminal will allow us to widen the UK's supply options," said John Bell, Trafigura's UK and Ireland commercial manager.

"We are delighted to welcome Trafigura as a customer to Stolthaven Dagenham," said Walter E Wattenbergh, president of Stolthaven Terminals. "This long-term bitumen agreement is a good example of the kind of customer-specific storage and handling solution that we can provide at Dagenham, as we continue to enhance and expand this facility."

Global midstream and downstream energy company, Puma Energy, in which Trafigura is a key shareholder, plans to supply high quality bitumen products to UK customers. Puma Energy currently operates a bitumen distribution network as well as terminals across Africa, Asia Pacific and Central America.

First cargo handled on Maasvlakte 2



At dolphin 90, at the bottom of the picture, the Chemtrans Sea is transferring oil products from the Blue Marlin. The Princimar Loyalty is moored at dolphin 91

In late June the first commercial cargo was transhipped on the inner waters of Rotterdam's Maasvlakte 2.

At one of the two specially designed berths, oil products were transhipped from the 'Blue Marlin' to the 'Chemtrans Sea'. As the berths are sheltered, it was possible to work faster, more reliably and more safely than on open sea. At the end of this year, the other terminals will be operational and containers will also be handled there.

The cargo handling facilities in the northwest corner of Maasvlakte 2 are an expansion of the existing ship-to-ship locations in the port. For the new berths, two sets of eight poles have been erected. At these dolphins, ships with a length of 225m to 350m can moor. The maximum depth of water is 23.65m NAP (New Amsterdam Water Level). Fuels and other liquid cargo, as well as dry goods such as coal and grains, can be transhipped at the dolphins. In addition, they are places of refuge for ships in

need. Approximately €9 million was invested in the berths.

Rotterdam Port Authority hopes that the new location will attract transshipment operations which currently take place ship-to-ship at sea, for example off the south-east coast of England (Southwold) and Denmark (Skagen). This creates environmental and safety risks. In the port, the risks are much smaller and the transshipment operations provide work for service providers.

Antwerp looks over the border

Last year Antwerp Port Authority carried out a strategic hinterland analysis with a view to improving the port's intermodal presence, which is currently described as "sub-optimum".

A call for project proposals was issued to the port community, with external parties being able to propose new or improved rail and/or barge connections for better access to the network of inland terminals in south-east Netherlands. In this way the port authority is looking to improve the port's access to its core hinterland.

From the proposals submitted, two projects were selected: Danser Group, in collaboration with BCTN, and Oosterhout Container Terminal, in collaboration with its partners Brabant Intermodal, Markiezaat Container Terminal and Pro-log.

Both projects started in mid-May this year. A new barge service, operated by Danser Group/BCTN, calls at Antwerp six times a week from the hub in Nijmegen. From this hub there will be frequent connections to Venlo and Venray (six times a week by barge) and to the Hengelo region (five times a week by road). As such Antwerp offers daily connections with the south and east of the Netherlands, while there is also good access to the German, French and Swiss hinterlands via the hub in Nijmegen.

A new container barge service offered by Oosterhout Container Terminal travels from Oosterhout to Antwerp six times a week in the first phase, with a stop in Markiezaat Container Terminal (Bergen-op-Zoom). From the hub in Oosterhout there are frequent barge connections with partner terminals in Tilburg, Waalwijk and Veghel, while the rail terminal in Eindhoven will be served by road.

With the introduction of these two projects Antwerp says they complement one another in terms of regional coverage and so facilitate maximum coverage of the south-east Netherlands. The Danser Group service is mainly aimed at the Dutch provinces of Limburg and Gelderland, while the Oosterhout Container Terminal covers terminals in the province of North Brabant.

Antwerp is also pleased with the decision by the American oil giant ExxonMobil to invest more than US\$1 billion in its refinery in the Belgian port. "The investment demonstrates ExxonMobil's confidence in the port of Antwerp and in the European industry, which in these challenging times is a very positive signal," said a port authority statement.

The refinery is one of the company's best in terms of cost and energy efficiency. The new complex will convert heavy, high-sulphur remainder fractions into cleaner oil products and transport fuel such as diesel and fuel oil for shipping. This will enable ExxonMobil to extend its product range in Antwerp. Over the past decade the company has sunk more than \$2 billion in Antwerp to meet European demand for fuels and other oil products.



ExxonMobil's Antwerp refinery

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