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EC takes Germany to task over minimum wage law

The European Commission (EC) has launched an infringement procedure against Germany over the application of its Minimum Wage Act in the transport sector.

Following a thorough legal assessment of the German measures, the EC has sent a Letter of Formal Notice to Germany, which constitutes the first step in the infringement procedure.

Bulk Distributor reported in its March April 2015 issue that Rhenus UK, the British arm of the German logistics group, said the minimum wage for transit hauliers was anti-competitive.

The Commission said that while fully supporting the introduction of a minimum wage in Germany, it considers that "the application of the Minimum Wage Act to all transport operations which touch German territory restricts the freedom to provide services and the free movement of goods in a disproportionate manner".

In particular, the application of German measures to transit and some other international operations cannot be justified, as it creates disproportionate administrative barriers which prevent the internal market from functioning properly.

The EC thinks more proportionate measures are available to safeguard the social protection of workers and to ensure fair competition, while allowing for free movement of services and goods.

The application of the German law could particularly affect drivers from Eastern Europe. Latvian MEP Roberts Zile welcomed the Commission's action: "It is clear that the application of (Germany's) minimum wage law even to international transit lorry drivers in this manner is strictly unfair," he said.

Zile went on to say that the law was a shining example of how the functioning of the EU Single Market can be fragmented and jeopardised, in this particular case in the transport sector.

"It is important to understand that this kind of protectionism not only is in contradiction with the Single Market it also reduces European global competitiveness that Europe simply cannot afford," he commented.

In terms of the next steps, the German authorities now have two months to respond to the arguments put forward by the Commission in the letter of formal notice.

Germany is the 22nd country in the EU to have introduced a minimum wage. The law entered into force on 1 January 2015. It is set at €8.50 per hour. The law also applies to companies outside of Germany which provide services in the country.

Companies outside Germany in certain sectors, including transport, are obliged to notify German Customs via specific forms. Penalties for a breach of these notification obligations can be as high as €30,000, and €500,000 in case where the remuneration paid does not comply with German law.



The European Commission says that the impact of Germany's minimum wage could restrict the free movement of goods

Hamburg and the North

The Petrolog business unit of Hoyer has completed the acquisition of a controlling interest in Norway-based Gran Taralrud organisation.

With an overall turnover of more than NKR500 million (€60 million) Gran Taralrud is a leading bulk liquid transport and logistics provider in Norway. It specialises in the movement of petroleum products, employs 450 people and also has important operations in Sweden, Estonia, Latvia and Lithuania.

The transaction increases Petrolog's fleet of specialist vehicles to 920, while also increasing Hoyer's revenues in the region to €120 million. Both Petrolog and Gran Taralrud provide logistics solutions for global and regional manufacturers and wholesalers of hydrocarbon products.

Compatible business models and the close cultural fit between Gran Taralrud and Hoyer are key factors cited in the acquisition, which extends Hoyer's presence in Northern Europe and increases Petrolog's European operations into 11 countries. Current operations are already centred in Scandinavia, as well as in Germany and the UK, and will now extend into the Baltic countries. "The complementary geographic coverage and customer portfolio of Gran Taralrud reinforces the compelling rationale for the transaction," said a Hoyer statement. The Norwegian group will take on the Hoyer brand.

In the course of the acquisition, the long-standing company owner Torunn Aass Taralrud will step down completely from the management and sell all of her shares. Per Ole Gran, who is retaining a minority stake in the company, will continue to lead the acquired business as managing director along with his existing management team.

"Like Hoyer, Gran Taralrud is a successful organisation with a strong management team and a track record of delivering safety and service excellence," said Mark Binns, director of the Petrolog business unit.

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Roller coaster on the high seas

The volatility of global spot freight rates since the start of 2015 has continued to increase in comparison to 2014, according to rate assessments on 11 routes gathered by the World Container Index (WCI).

Price turbulence on the globally important Asia to Europe routes has been particularly high in 2015 with monthly volatility increasing 43 percent on average in comparison with 2014.

The monthly volatility (a measure of how widely prices fluctuate in a four week period and therefore an indicator of the risk in a market) has increased by 14 percent on the WCI composite index, which is a weighted average of all 11 underlying routes in the first 20 weeks of 2015.

"The two most volatile routes among the 11 we track are Shanghai-Rotterdam and Shanghai-Genoa, with weekly rate increases of US\$1,000 or more seen during some weeks and monthly volatility of over 40 percent since the start of this year," said Richard Heath, director of WCI.

Taking all routes into account, the WCI composite index went from \$2,092 per 40ft container in late February to \$1,263/40ft in late April, before increasing again to US\$1,611 on 14 May.

Philip Damas, director at Drewry, which jointly owns WCI alongside Cleartrade Exchange, added: "The WCI assessed by Drewry tracks and documents what is an increasingly volatile market. The reduction in spot rates is welcome by most shippers, but many non-contract shippers are not currently equipped to cope with huge volatility in their freight costs."

Against this roller coaster background a separate report from Drewry looks at whether shippers should sign binding contracts.

In April, the international shipowners' association Bimco and the Global Shippers' Forum published a standard container contract for shippers and carriers. Because container shipping is often transacted without binding contracts, Drewry sees this is an interesting initiative.

Drewry has advised shippers on carrier contracts and sees that the largest shippers do have detailed and well-crafted annual contracts with carriers or forwarders, but the majority of small and medium exporters and importers outside the US often work on the basis of mere rate and transit time quotations (for example via request for quotation or email), not formal contracts.

Monthly freight rate volatility has increased by 14 percent on the WCI composite index



Black gold dominates EPCA

The European Petrochemical Association (EPCA) will host its 49th Annual Meeting in Berlin from 3-7 October 2015.

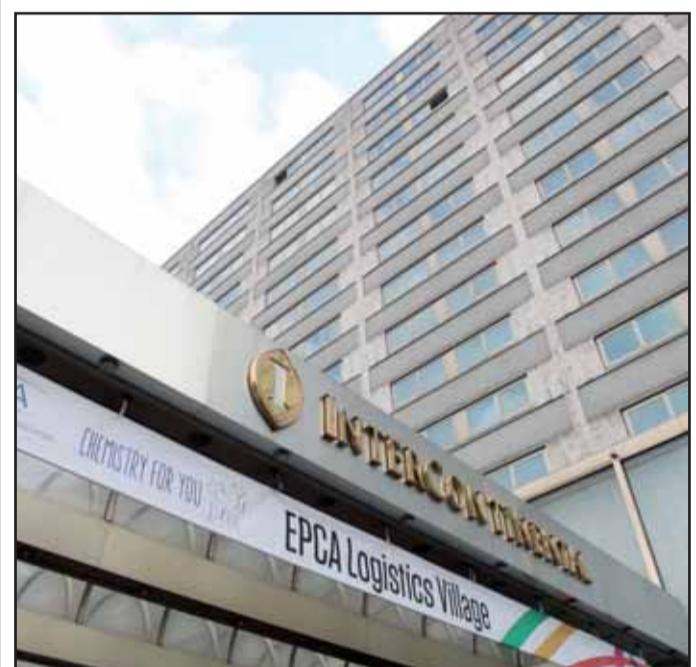
This the year the meeting will convene under the theme Hydrocarbons and the Chemical Industry: Shaping a Better World Together.

On Monday 5 October, the opening business session features Patrick Pouyanné, CEO & president of the executive committee of Total. A further speaker is Daniel Yergin, vice-chairman, IHS.

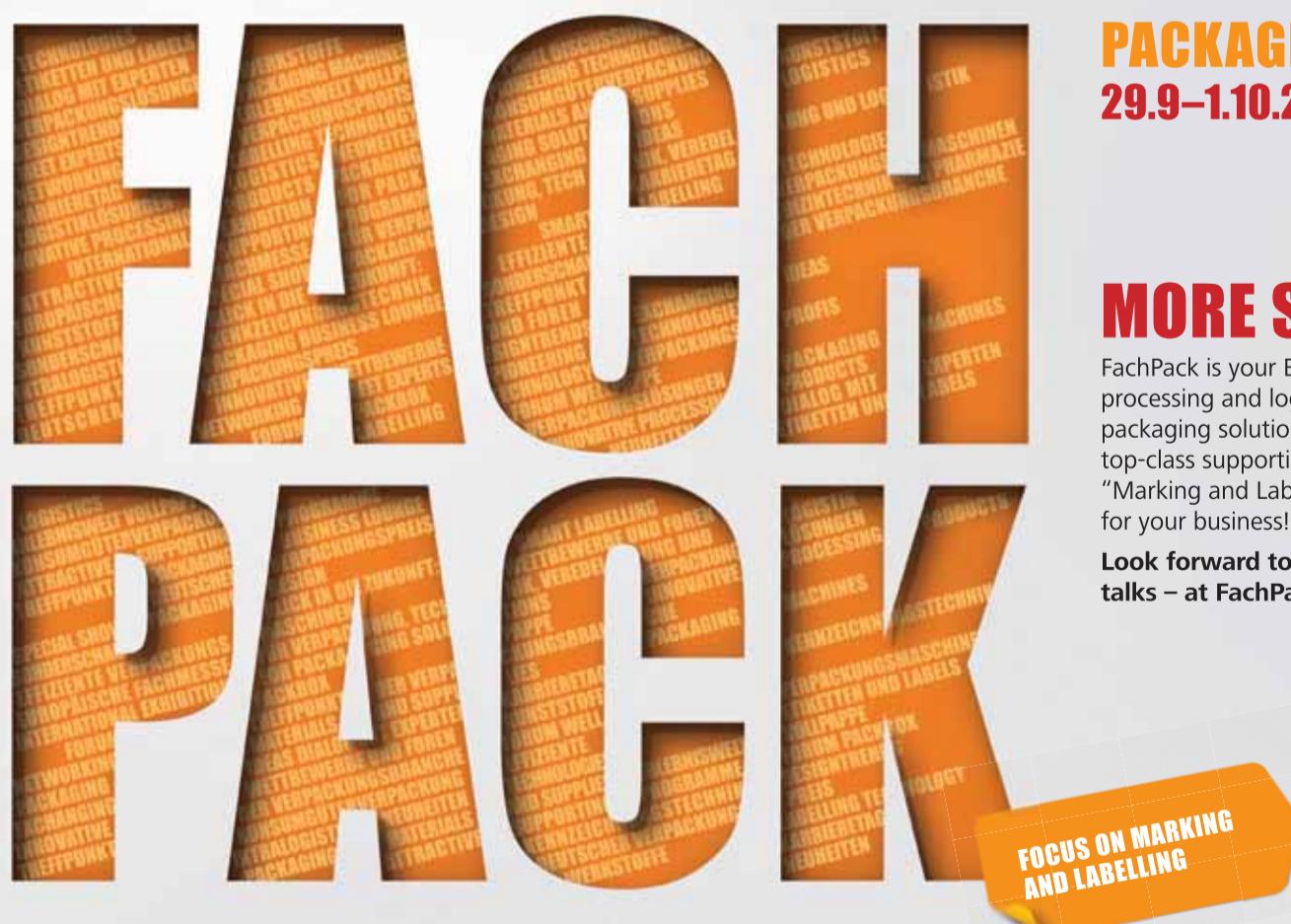
The customary Logistics and Supply Chain Leaders' Workshop takes place on Tuesday morning and will develop the hydrocarbons link under the theme 'Black Gold Volatility and Chemical Supply Chains: the Way Forward'.

Full details are available at

www.epca.eu



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NÜRNBERG MESSE

Duisburg drills into truck data

Siemens and Duisburger Hafen AG (duisport) have signed a strategic co-operation agreement to optimise traffic in multimodal transport hubs.

Siemens' intelligent truck supply management system Integrated Truck Guidance (ITG) forms an important basis for using existing infrastructure more efficiently. A first objective is the gradual introduction of the intelligent flow control system as a pilot project at the Port of Duisburg, in Germany's Ruhr industrial area.

As part of this process, the system will record truck data, render this information anonymous, bundle the information with regional real-time traffic data, such as travel times, traffic situations and disruptions, and forward them to mobile devices and LED traffic information boards.

In this way, incoming truck drivers already have access to all of the important traffic information that is required for co-ordinated and rapid travel to the next free loading area or terminal.

In another step, the Duisburg pilot project will be expanded to other transport carriers, such as trains and inland water vessels in conjunction with resident customers. All of the parties involved



believe that the ITG system offers a good basis for optimising and harmonising multimodal transport carriers for the hub of the future. In addition, the integration of IT systems will also be pursued in order to guarantee timely communication between the various stakeholders and improve general traffic flows, both into the hinterland and

in the direction of the sea ports.

"Where, if not here at the Port of Duisburg, would it make sense to implement modern traffic management to accelerate intermodal connections between the various transport carriers," said North Rhine-Westphalia Minister of Transport Michael Groschek, who attended the signing.

"The strategic co-operation with Siemens provides us with an opportunity to optimise the efficiency of traffic flows at logistics hubs. This constitutes an important approach towards eliminating future bottlenecks, and also creates new capacities. With our combined technical and logistics know-how, we will be able to increase the efficiency of any logistics hub in the world in the long term," said Erich Staake, CEO of duisport.

"The new co-operation between duisport and Siemens offers impressive proof of how state-of-the-art automation and digitisation can contribute to increased efficiency in mobility and logistics," added Dr Jochen Eickholt, CEO division mobility at Siemens.

Siemens and duisport have already been collaborating in the area of traffic flow optimisation since 2012. The new co-operation was preceded by the joint development of an integrated logistics and infrastructure concept for the São Paulo-Santos Logistics Corridor, which combines the port city of Santos with the high plateau Serra do Mar and the mega-city of São Paulo, in Brazil.



The system will record truck data, render it anonymous and forward to mobile devices and LED traffic information boards

Sabic award for RB

Sabic Polymers Europe has chosen RB Intermodal as Logistics Haulier of the Year 2014 for bulk goods. Among the factors that led Sabic to make the award was RB Intermodal achieving a 98 percent score for its SQAS questionnaire.

The logistics firm also demonstrated "exceptional service" focused on Sabic's customers, with additional value solutions as well road and intermodal transport.

RB Intermodal specialises in bulk logistics and is based in Elso, the Netherlands.

The firm offers intermodal transport, warehousing & storage, added value services, container hub facilities and short-distance road distribution.



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Raw materials shortage causes price shocks



The string of force majeure declarations by primary polymer suppliers to the European market is adding to the problem of competition for raw materials

A series of force majeure declarations by raw material suppliers is causing shortages and high prices that are putting FIBC manufacturers under strain. According to the European Flexible Intermediate Bulk Container Association (EFIBCA), the German Association for Plastics and Packaging and Films (IK) and other trade associations in the plastics packaging industries have seen a series of major raw material manufacturers either reneging on their contractual obligations or cancelling confirmed deliveries.

When deliveries are made, they are coupled with significant price rises, which "sets the stage for near term price shocks", according to EFIBCA.

The string of force majeure declarations by the primary polymer suppliers to the European market is adding to the problem of competition for raw

materials between Europe, Asia, Africa and Central and South America.

Force majeure is a standard clause in supply contracts that exempts companies from fulfilling contractual obligations because of external forces, such as an act of God or Parliament. But the EFIBCA statement claims the cases registered by raw material suppliers "lack detailed information and leave many open questions".

Raw materials can often account for 60-70 percent of costs for small and medium sized businesses and the impact of the price increase is "potentially existence threatening" for many of the companies. EFIBCA claims that "plastics converters will be left little choice but to pass these costs down the customer chain".

www.efibca.com

Brand your bags

The humble FIBC is usually seen as a plain, general purpose big bag. But with a little imagination it can also be used for brand marketing.

In a blog, Cliffe Packaging, based in Stoke-on-Trent, UK, highlights four ways for users to maximise brand visibility with their bulk packaging. Product packaging serves as a consumer's introduction to your brand, as it is often the first thing they see, so it's no surprise that companies can spend millions on packaging design, the company says. But firms can make their packaging work even harder. An economical way to maximise brand visibility is to treat bulk packaging as part of your communications materials.

Imagine the increased exposure your brand could receive by having the logo, unique selling message and contact information printed on the bag. It's essentially additional advertising.

Cliffe Packaging gives the following tips:

Consult your brand guidelines

Before you proceed with printing, check if there is a brand manual with style guidelines to follow. Many brands have this in place to ensure clear and consistent branding throughout all communications materials.



An economical way to maximise brand visibility is to treat bulk packaging as part of your communications materials

Keep your design clear

Ensure your brand stands out by keeping the design clear and concise. It might be tempting to pack in more images and text, given the large printing area of bulk bags, but reducing clutter will help to keep the emphasis on your brand.

Include important information

Consider adding any details that would be essential for the customer, such as your brand strapline, website address and contact information. Remember to stick with the bare essentials, or you risk cluttering your design.

Considering the positioning

Think about where your packaging will be seen and by whom. This should help you decide what details to include and what to strip back.

More information can be found at
www.cliffepackaging.com/latest-news



No pallet lifting

A key logistics issue in the mining sector is the need for a safe, reliable and efficient packaging and transport system that is also environmentally sustainable.

"It is critical in the handling of high value minerals, to ensure optimum protection of the goods being transported," says Ken Mouritzen, director, Tellap. "Product contamination and damage is not only expensive, but will ultimately tarnish a company's brand."

"When speaking with logistics managers, we hear concerns of increasing costs, contamination, safety and the issues of wooden pallets as impediments to business efficiency. Pallets are central to these concerns."

"Although acceptance of bulk bags has brought about positive changes in global packaging and transport trends, the inherent problems of heavy wooden pallets, on which bulk bags are typically transported, still exist. For this reason, industry has been forced to look at packaging alternatives," states Mouritzen.

One of these alternatives is the robust Tellap pallet free bulk bag system, which has been developed in South Africa in response to ongoing and increasing wooden pallet issues. The customisable packaging system - designed for enhanced safety and efficiency - is manufactured from 100 percent recyclable polypropylene.

Tellap, which consists of a proprietary bulk bag and two strong integrated plastic sleeves, is lightweight, weighing only 5kg, whereas a pallet can weigh up to 35kg. The high strength sleeves are integrated into the base of the bag to replace the pallet, allowing a standard forklift truck to raise the bag from the base. There is no requirement for special handling equipment.

Raising the bag from the base provides better vision and stability, while allowing a single operator to handle the bags easily, quickly and efficiently.

Industry is aware of the instability of conventional bags and wooden pallets when stacked, which is why many companies have introduced a single stack rule. The integrated sleeves of the Tellap form a solid base and this stability increases the safe stacking height, reducing storage and warehouse space requirements.

Savings made in the warehouse are replicated throughout the logistics chain, where the removal of heavy wooden pallets can reduce packaging and transport costs by up to 10 percent.

To check on individual transport savings that can be achieved by removing pallets, Tellap has a calculator available online.

Benefits from using pallet free bulk bags are many and varied, the company adds. They include increased worker and product safety, as well as greater stability of each load. Efficiencies, such as a smaller footprint, reduced product damage and fast single operator loading and unloading, translate into savings by using this product. Unlike many pallets that are dumped into landfill, this system is recycled.

Tellap, which is certified by TEN-E Packaging Services, global specialists in packaging component testing, has passed independent testing and meets performance requirements for non-dangerous goods contained in FIBCs. TELLAP says this international certification and the company's in-house controls ensure customers consistently receive a safe quality product fit for its specific packaging purpose.

For exporters, there is no need to fumigate or heat treat wooden packaging as Tellap is totally plastic and meets all international shipping rules, including ISPM 15. The system requires no clear-felling of forests, no heat treatment and unlike conventional systems, has no disposal problems.

Tellap, which recently won a product award in the Green Supply Chain Awards, is suitable for packing and transporting dry, loose and bulk products that include food commodities and ingredients (including cereals and nuts), as well as petrochemicals, pharmaceuticals and minerals.

The company has patent approval from authorities in South Africa, Europe, Asia, Australasia and the USA.

www.tellabags.com



High strength sleeves are integrated into the base of the Tellap bag to replace the pallet, allowing a standard forklift truck to raise the bag from the base

Free-flowing

Conditioning and emptying bulk bags with Gagglomerated material can be dangerous if the proper equipment is not utilized.

US-based Material Transfer has introduced the Material Master, a unit claimed to address concerns related to the common practice of 'forklift conditioning method', concerns such as bag breakage, plant structural damage, forklift damage or injury to plant personnel.

The patented system uses hydraulically actuated pivoting conditioning arms with extended travel and features 'v-shaped' tubular breaker profiles to return even the most severely agglomerated materials to a free-flowing state.

The large colour operator interface allows easy access to conditioning parameters, full recipe management functions, system status, and manual mode controls. A rotary lift table positions the bulk bag for complete material conditioning on all sides, as well as the top and bottom.

The unit also features an ultra-compact footprint and machine guarding for operator safety.

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More miller time for Kennedy

A new bulk bag filler speeds packaging at Kennedy rice mill

Each year the US rice harvest amounts to several million tonnes. In 2014, the country produced 11 million tonnes. The vast majority of the harvest comes from six states – Arkansas, California, Louisiana, Mississippi, Missouri and Texas – and as much as 25 percent alone is from Louisiana.

Because the Louisiana harvest takes place primarily over two months, it places a huge demand on the area's processing capacity.

Any delay in moving the processed rice to market can result in severe cash flow problems for growers. To deal with this peak demand, Kennedy Rice, one of the largest growers in Louisiana, has constructed a new rice processing facility to convert freshly harvested and dried grain, known as rough rice, into polished white rice ready for sale to customers.

Opened in September 2012 with the capacity to process up to

136,000 tonnes of rough rice per year, the facility took about two years to build, and cost over £6.2 million. The Kennedy rice mill fills orders as they are received rather than stockpiling polished white rice in a warehouse. Ninety-five percent of the finished product is shipped in bulk by rail or barge, but a growing amount of it is packaged in 907kg bulk bags which the company fills using a Twin-Centrepot bulk bag filler from Flexicon.



Rice descends from the hopper, through a dome valve and downspouting into the twin-centrepot bulk bag filler

Operator attaches bag loops to retractable bag hooks that suspend the bag during filling

EFIBCA

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Bag spout is pulled over an inflatable collar which, together with a filtered air displacement vent, assure dust-free filling



Operator inflates the bag, removing creases prior to filling

Bulk bags filled in response to orders

"We usually try to complete bulk bag orders two to three days in advance. The bulk bag filler is located in the warehouse, so filled bags do not need to be moved until they are ready to be shipped," said plant manager Marley Oldham.

"Since we only recently began offering polished white rice in bulk bags, they account for a small percentage of our total production," explained Oldham. "We expect demand to increase significantly, however, and our bulk bag filler is designed to meet our future requirements."

The polished white rice to be packaged in bulk bags is aspirated to remove dust particles before being fed into a 2m high, 2.3 cbm capacity hopper mounted above the bulk bag filler. The rice flows

from the hopper through a dome valve and 25.4cm diameter flexible downspouting into the bulk bag suspended above the deck of the Model BFL-CFWH-X Twin-Centrepost bulk bag filler.

Plant air inflates the 1.3m high bag for filling while an inflatable collar on the fill head holds and seals the bag spout. A filtered air vent at the fill head assures dust-free delivery of material to the bulk bag while providing a simple way to allow displaced air to exit the bag.

Except for manually connecting the bag spout to the inflatable collar, the process is automated by a programmable logic controller (PLC). Load cells beneath the pallet deck send signals to the PLC, which automatically stops the flow of rice by closing the dome valve when the bag reaches its target weight.

The operator only needs to pull the bag spout off the inflatable collar and tie it closed. The filled bag and pallet are removed by forklift. "Connecting, filling and disconnecting a bag takes only about three minutes altogether," said Oldham.

"Flexicon's representative, Robert K Wilson & Associates, of Houston, Texas, worked with Flexicon's engineering department to evaluate our needs and determine equipment specifications, and then helped supervise installation and startup," continued Oldham.

"This new facility has created over 20 permanent local jobs," said Elton Kennedy, who along with his daughter, Meryl, oversaw design and construction of the mill. "It also gives regional producers another outlet for their rice crops with lower transportation costs and a faster return on their investment."



Once the operator connects the bag and pushes 'start' a PLC automates the filling process, closing the dome valve when the bag reaches its target weight



Forklift removes filled bag on pallet as operator readies another bag to be filled



A bulk bag of polished white rice is ready for shipment. The filler is designed to meet increased demand for Kennedy Rice in bulk bags

Inside the mill

Freshly harvested rice, known as paddy rice, is dried and shipped with hulls and bran intact to the Kennedy rice mill. This rough rice is temporarily staged in receiving tanks from which samples are taken and sent to the lab where they are graded for quality and checked for insect infestation and other contaminants. Once the rice has been catalogued by lab analysis, it is cleaned to remove insect shells, sticks, stones, mud, metals and other debris.

Milling removes the husk and bran layers, leaving the edible white rice kernel, free of impurities. 'Sheller' machines first remove the hull, leaving 'brown rice' in which bran layers still surround the kernel. Then milling machines rub the grains together under pressure, revealing white, or 'polished', rice, which is then sorted into three different sizes.

Rice comprised of the largest kernels is called Head Rice, while rice containing the second largest kernels is called Second Head. Rice containing the smallest size kernels is called Brewers Rice because, historically, it went into brewing alcoholic beverages. After being sorted by size, the rice is then sorted by colour to remove grains with insect damage, stains and other imperfections.

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Delivering Advantages

Chinook FIBCs for super heavy movement

A step-change in the global packaging business is driving greater demand for 'super heavy duty' in industrial and bulk packaging. Industrial, mining and bulk packaging markets are consolidating and packaging sizes are becoming larger and larger.

At the same time specialised packaging units, separate from primary manufacturing locations, are being developed in response to a demand for a marketable 'pack size' for localised need. This business trend has created its own niche for packaging up to 1,000lbs.

India's Emmbi Industries has developed a special technology blending polymer used for extruding special, super-strong threads to weave a heavy-duty fabric that can hold weights up to 1,000lbs.

Within this range Emmbi has also launched specialised FIBCs designed specifically for use in helicopter lifting. Widely used across the world for transporting stone to rebuild mountain paths, removing brash from hillsides and transporting materials to remote islands or lighthouses, Emmbi says its 'Chinook FIBCs' have become the industry standard for operations where the bags need to be helicoptered in.



Unlike standard FIBCs, the Chinook bags are designed to be lifted both with four point and single point lifting. They are recommended for single trip and are aerodynamically designed for safer operation and to save time and fuel.

The Chinook bags can also be produced with special cut proof liners for lifting sharp objects.

Design options allow for sizes to lift specific items, such as power cable isolators scaffolding poles, prefabricated concrete structures and various irregular objects.

Emmbi cites a number of applications suitable for the Chinook bags: mining and open cast blasting; slug removal from offshore oil rigs; movement of bulk material from mother units to satellite packaging units; transport of stones and aggregates to road sights; helicopter lifting for specialised movement and disaster relief.

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Circular weaving technology

At Feiplastic in Brazil, in early May, Starlinger & Co demonstrated its high-efficiency circular loom FX 6.0.

Producing tubular fabric for sack production, the polypropylene tapes that were woven came directly from the production of a Starlinger customer in Brazil.

The FX 6.0 has a maximum weft insertion rate of 1200 ppm and patented warp monitoring system on the creel. The circular loom is designed to produce lightweight fabric in the range from 50–120 g/sqm and scores an IQ (Indicator of Quality – stands for the number of running metres produced without warp breakage) of 1,000m and more, ensuring highest fabric quality.

Starlinger, which celebrates its 180th anniversary this year, also offers circular looms for heavy fabric used in the production of big bags. The eight-shuttle loom RX 8.0, with a production speed of up to 800 ppm, is currently the fastest on the market for this application and can process not only polypropylene tapes, but also high-strength polyester tapes.

PET fabric made from such tapes is extremely durable and has exceptional dimensional stability due to high creep resistance. These properties render PET big bags suitable as containers for highly flowable materials.



LC Packaging enters new markets

LC Packaging has announced the opening of a new office in Malmö, Sweden to service the Nordic countries. The agri, FIBC and cardboard packaging specialist chose to expand its presence there to support its customer base in Denmark, Sweden, Norway, Finland and Iceland. Recently the family-owned company has also opened a new office in Abidjan, Ivory Coast to serve the West African market. LC Packaging is to set-up offices and warehouses in the proximity of its clients, because a local presence secures long-term relationships and shorter lead times for its customers. The company is expanding into new market, seizing opportunities and is not just a packaging trader, but also a producer with four plants on three continents.



Fully-fledged multinational

Since the start of the family business in 1923, LC Packaging has become a fully-fledged multinational. Currently present on three continents - Europe, Asia and Africa - the company has offices in 16 countries, including its own FIBC production plants in Bangladesh and South Africa, as well as two cardboard plants in Belgium and Hungary. With a turnover of 150 million in 2014, over 70,000sqm warehouse space with all kinds of packaging on stock for urgent deliveries and approximately 1,000 employees worldwide, the future looks promising.

Added value to Nordic customers

The new LC office in Sweden is managed by Johan Pagels, who has extensive knowledge and experience in the Nordic FIBC industry. He said: "The new office is part of LC Packaging's existing growth strategy - to expand our business in new markets and to go where our clients go. The Nordics is a huge geographical market with a clear demand for FIBC, agri and cardboard solutions. With LC Packaging's knowledge, knowhow and 91 years of experience we are convinced that we can offer added value to domestic Nordic customers. Like most Nordic companies, we believe long-term success and partnership is more important than short-term benefits. We offer our clients sustainable products and services, the benefit from an international network and the full use of our experience."

African opportunities

For LC Packaging, the African market has become increasingly important and strategic. It is the fastest growing region for the LC Packaging group. Five years ago LC Packaging Africa first set foot on the continent to explore the growing market opportunities.

After the first successful experiences, the multinational opened its first regional office in Johannesburg, South Africa, after which the opening of its own FIBC production plant in 2012 took place. Another regional office just opened its doors in April 2015 in Abidjan, Ivory Coast. At the moment the company is also entering the North African market, where it sees great potential and the same need for close commercial service.

Patrick Swinnen, country manager Africa, said of the prospects: "Already, the production of FIBCs in South Africa has reached the levels required to run an efficient, high-quality operation. Africa is a complex, diverse continent which makes it so interesting to explore all its possibilities. We expect a continuous growth for the upcoming years, based on the increasing industrialisation, positive demographic trends and increased appetite from international investors looking for new growth markets. LC Packaging will therefore keep expanding its footprint in Africa in order to stay tuned to the market developments. We are convinced our growing presence on the continent will strengthen our business and operational flexibility which will result in an increasing understanding of client's needs and readiness to respond to the market opportunities and demands."



Dedicated to quality

LC says to strive for a high level of quality, for itself and for its production partners. The company promises to deliver quality in sustainable and high-end products and service, and in meeting necessary, internationally accepted standards and norms when it comes to food safety, environment and human rights for example.

LC Packaging holds an extensive portfolio of certificates, including the EcoVadis and the highly coveted SA 8000 certificate: the leading global standard when it comes to corporate social responsibility. In 2012 the production location, Dutch-Bangla Pack Ltd, in Bangladesh, obtained this certificate, one of only six such companies in Bangladesh.

In fact, 75 percent of LC's FIBC production partners are already SA 8000 certified and the aim is 100 percent before long. To ensure quality, LC Packaging has set up a dedicated Quality Department where qualified auditors audit and monitor (production) processes at its own locations, offices and warehouses, and also on location at production partners.

Ongoing investment and innovation

Key to the company's success is its ongoing investment in people, IT, product development and process management. Marcel Schouten, director FIBC, commented: "Ongoing innovation and optimisation is tailored to our customers' needs, making us a frontrunner in state-of-the-art IT systems, order modules and process control. We believe and invest in long-term partnership with our customers and carefully selected production partners, instead of short-term profit. Our relationship is based on trust, mutual development and growth and the ability to deliver the best quality service, in the past, the present and the future."

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We are also interested in strategic partnerships in marketing and investments.

Global tank fleet grows 12%

ITCO's third Annual Tank Container Fleet Survey provides a qualified estimate that there are some 444,220 tank containers currently in operation worldwide.

This January 2015 figure represents an increase of 12.6 percent compared with January 2014. A total of 48,200 tank containers were manufactured in 2014, up from 42,600 in 2013, and 39,700 in the previous year.

While the operator figure of 305,700 units is dominated by global players such as Stolt, Hoyer, Bulkhaul, Newport, and Bertschi, the survey reveals the continuing trend of an increasing number of regional operators established in recent years.

A total of 33 leasing companies, with a fleet size of 195,000 units, are listed in the survey. The top five lessors - Exsif, Cronos, Eurotainer, Seaco Global and Trifleet - account for around 66 percent of the estimated global leased fleet.

Growth in the industry is reflected by the number of new containers built. The survey gives details of 18 tank container manufacturers, which produced a record number of over 48,200 new tanks in 2014, with an estimated value of US\$960 million. This compares with 2013 which saw an increase of 12 percent over 2012, a year that also had a record increase in production.

ITCO president Heike Clausen commented that the investment in the industry, measured by the estimated number of tanks manufactured last year amounted to some US\$960 million. "Further investment is made in other related areas, such as service provider infrastructure, information technology and - not least - the people that make the business tick," she added. "It is not surprising that stakeholders require data to help plan their investment strategies."

"The tank container industry faces competition from other types of packaging and transport systems (including drums, flexitanks, parcel tankers and rail tank cars)," she continued. "Whereas safety, reliability and economy are major 'selling points' of the tank container, shippers also need to be sure that the industry can supply sufficient tanks to meet demand."



With the takeover of Cronos putting it under the same group as Seaco Global Bohai Leasing technically controls the largest fleet of leased tanks at 43,000

Table 1: Global tank fleet by year

	2013	2014	2015
No of Operators	116	176	192
Owned	140,460	161,300	194,160
Leased	88,000	103,250	111,540
Total	228,460	265,550	305,700
No of Lessors	27	34	33
Idle	15,000	17,650	23,400
Leased to operators	88,000	103,250	111,540
Leased to shippers & others	47,400	55,600	60,060
Total	150,400	176,500	195,000
Shippers, others			
Owned	47,400	55,600	60,060
Leased	47,400	55,600	60,060
Total	94,800	111,200	120,120
Estimated manufacture	39,700	42,620	48,200
Disposals	0	1,000	5,000
Estimated Grand Total	338,260	394,400	444,220

Operators

This year's survey includes 194 tank container operators compared with 176 in 2014, although ITCO says this increase is due to more named operators being located for the survey rather than newly founded companies. The survey reckons a further 50 or more operators exist in the global market, so an estimate for their fleet size has been included in the report.

Of the 194 operators listed fleet numbers range from about 50 tanks up to 32,000. The top five operators by fleet number represent nearly 40 percent of the operating fleet. They are: Stolt Nielsen (32,000), Hoyer (29,110), Bulkhaul (20,500), Newport (15,000), and Bertschi (13,000).

Lessors

Of the 33 leasing companies listed, the top five by fleet number are shown in table and account for about 70% of the estimated global leased fleet.

Table 2: Leasing companies

	Fleet	% total lease fleet
Exsif	42,800	22%
Eurotainer	30,740	13%
Cronos	24,500	13%
Seaco Global	18,500	9%
Trifleet	11,460	6%

It is worth noting that the takeover of Cronos by China's Bohai Leasing, which was completed in January, puts the lessor in the same group as Seaco Global. While the two fleets are currently branded and marketed separately, it does mean that technically Bohai Leasing now controls the largest fleet of leased tanks, 43,000.

Manufacturers

The majority of tank manufacturing is based in China, of CIMC is by far the largest manufacturer, accounting for 50 percent of the total. One large scale tank builder, Welfit Oddy, remains in South Africa.

Table 3: Manufactured January-December 2014

Changzhon Chemical	China	50
Chart Ferox AS	Czech Republic	220
Cryovat Rootselaar Group	Netherlands	150
CIMC Group Ltd	China	24,000
CXIC Group	China	3,380
Gascon	South Africa	180
GLI International	France	50
Jiangxi (Kingtank)	China	50
MCC Tiangong	China	1,000
M1 Engineering	UK	50
Nantong Tank NTT	China	5,500
Singamas SPIC	China	4,850
UBH Ltd	UK	400
Van Hool Bv	Belgium	880
Welfit Oddy (Buhold)	South Africa	6,230
Wessington Cryogenic	UK	100
WEW	Germany	500
ZZTC Suretank	China	310
Other	Worldwide	300
Total		48,200

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



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A quick word with...

**Henk van Bentum, of
HJ van Bentum**

Could you give us with a short overview of H.J van Bentum and its areas of operation?

Since its establishment in 1969 HJ van Bentum has grown into a strong and professional family business with the emphasis on quality, safety and the environment. My wife and I took over the company in 2005 from my parents. We specialise in dry bulk and packed transport and additional logistics services. We work with 200 silo trailers and 200 tautliners to serve the UK on a ro-ro basis. We specialise in UK haulage only. We work for the petrochemical, chemical, automotive, packing, construction, paper, soft drink and food industries.

Henk van Bentum, of HJ van Bentum

You have moved from being primarily a road haulage company to multimodal transport. Can you tell us more about the reasons for that decision and how you have managed the transition?

Although originally being a road haulage operator, we have responded to the market developments of recent years by boosting the role of multimodal transport within our organisation. We develop creative solutions and innovative concepts, which minimise our transport movements and the number of kilometres covered by our vehicles. This in turn reduces their environmental impact. Not only does this result in a safer, more reliable and flexible operation, but by increasing the cost effectiveness of our services, this also boosts our competitiveness.

What do you offer to your customers in order to make your business stand out and how do you create customer loyalty?

We both value our relationship, because of the excellent performance and reliability. Through innovative concepts and development on both sides we create a longer term relationship.

How has your company developed over the past six years?

We have grown our volume to the UK market by about 50 percent. We did this in line with our sophisticated ICT system, which allows us to follow the latest developments in the market, giving us access to real-time information, which is important for our

customers. Of course, besides all the developments in the technical and ICT fields, it is our skilled and enthusiastic employees that play a vital role in the overall operation. The regular training and retraining of all our employees and service partners guarantees that our customers always receive optimal service and solutions.

Do you have any plans for expansion?

We like to keep growing steadily, with our focus on the UK market.

Are there any upcoming changes or developments that you would like to see to benefit the transport and logistics industry?

Yes, we are investing in our research and development to develop innovative concepts.

How do you relax in your spare time?

I have a little boy who I spend a lot of time with. We like to enjoy our home together with our good friends. We also like to walk in the forest close to our home with our dog. I have also completely restored a 'van Bentum' Scania T bull nose truck, which my father bought in the past.



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Highly engineered

From its semi-rural base in the Rhineland, WEW is showing the world how to build specialised tank containers

"Our customers don't come to us asking for a number of T4, or similar, tanks. They come to us with a challenge and ask us to provide a solution." Thus, Jan Gerhard-de Vries, commercial director of WEW Westerwälder Eisenwerk GmbH, sums up the business.

Established in 1939, WEW has evolved from a small 'metal basher' into a by-word for high quality, durable modular transport solutions for numerous bulk liquids markets.

From its manufacturing base in Weitefeld, on a

460m high plateau in the heart of Germany's Rhineland-Pfalz region, about two hours north of Frankfurt, the company's success has been built on supplying bespoke solutions for clients requiring tank containers with high specifications for demanding uses.

The company's evolution as a specialist tank container manufacturer was prompted, perhaps ironically, by the growth of the tank leasing market in the 1980s. Lessors began ordering larger and larger numbers of standard tanks, which encouraged large scale production in markets with

lower labour costs; first in South Africa, followed a decade later by China.

Many European manufacturers simply moved out of the tank market, but WEW saw that a focus on highly engineered tanks, leveraging its in-house expertise, was the way forward.

Today, WEW produces tanks for the transport and storage of a large range of products: liquid food, chemicals and gases, with approval for more than 2,000 substances.

Alternative tank designs, such as quad-, tri- and bi-cons, as well as non-ISO purpose-built solutions

are used in the mining, offshore and chemical industries. In over 40 years of service in these industries, WEW says it has encountered no significant design failures.

Generally, the company handles orders ranging from just one tank to as many as 200, although one tank would have to be 'very special'.

In August 2013, after 14 years of successful co-operation within Buhold Industries group, Buhold sold its majority shareholding to WEW GmbH making the German company fully independent.



WEW designed and built tanks to transport aluminium alkyl which is highly pyrophoric, igniting immediately on exposure to air



Camel tank – a 2000 litre LMV (light vehicle module) as supplied to the US army



Bromine tank



WEW's production in Weitefeld



Integrated solutions are an important part of WEW's client service



Integrated dosing, mixing and pumping system

Extreme conditions

A particular benefit of the company's tanks is being able to function in extreme conditions, from the frozen wastes of Antarctica to the searing heat of the Iraqi desert.

Remote Polar regions, for example, need safe transport and storage of fuel and water, without which base camps cannot function. "A research team might be stationed in the Antarctic for four months at a time," says Jan Gerhard-de Vries. "So fresh supplies of water, for example, are absolutely essential; otherwise it's a long walk to find more."

Given the company's expertise in providing these bespoke solutions military applications have become an important source of business.

The company has successfully used standard ISO technology, complete with corner castings, to supply units that can be transported intermodally to bring fuel and water to field armies. For water tanks, components such as pump units, filtration systems, heating and cooling, and chlorination can be fitted depending on the application.

In the 1990s, the German Bundeswehr was looking for a means to deliver water and fuel to help in its peacekeeping role in ex-Yugoslavia. Out of this came a range of tanks for military applications and today WEW counts not just the German army, but also the US and British armies among its customers.

Units have been put into service in Kosovo, Iraq and Afghanistan. The advantage, says de Vries, is that the tanks can be delivered to the field and left on the ground – the 'drop and go' principle. This way, they do not tie up trucks and drivers, a critically important consideration as fleet deployment is a high cost factor in field logistics.

Just as important for the Bundeswehr, the German government insists that any equipment the army uses must comply with German environmental law wherever it is deployed. The very nature of the intermodal tank container means that it has a lower environmental impact than a tank trailer.

WEW also developed and patented a hook-arm design that allows units to be moved seamlessly through both the commercial and military supply chains. Using a hook-arm can put considerable stress on a tank's frame, but WEW's design reduces this frame fatigue. The design has been in service for over 12 years and more than 1,500 hook-arm systems have been delivered to date.

Bread & butter

However, the bread and butter business remains chemical tanks for products that require particular specifications, because they are either highly corrosive or highly flammable – sometimes both.

"It's a very competitive market, but we have a particularly strong competence in this field," says de Vries.

A good example is a range of bromine tank containers that WEW recently produced for a specific client.

In its liquid form bromine is a reactive halogen used in the manufacturing of numerous daily items, from plastic bottles to protective coverings around cables. But it is highly flammable when in contact with air and so the tanks have to be built with lead linings to ensure safe transport.

In the past few years, WEW has designed and built tanks to transport aluminium alkyl (triethylaluminium), also known as TEAL, a colourless, highly volatile liquid which is highly pyrophoric, igniting immediately on exposure to air. This is consumed in the industrial production of polyethylene.

The 1,880 litre capacity carbon steel tanks were fitted with special hand lever security valve systems to ensure that the opportunity for the TEAL to come into contact with air was reduced to an absolute minimum.

In some cases, customers even order standard tanks from one of the large scale producers and then ship the units direct to WEW for upgrading, for example, by putting in specialised insulation.

Logistics converts

Such is the company's expertise, that it has seen success in converting clients' choice of logistics equipment. In one case, an ink manufacturer came to WEW saying it was experiencing too many punctures and spills from using IBCs to transport its products. "This ran counter to its environmental and CSR policies," says de Vries. "So we managed to convince the client to switch from using IBCs to specially-designed tanks that we could build for them."

Sometimes the simplest ideas can be the most ingenious. A growing market is tanks for oilfield chemical dosing. The company had the inspiration to turn a specially-designed small tank on one end so that it sits vertically. By doing this it saves precious footprint such that the tank sits on less space, an important consideration on a compact offshore oil or gas rig.

As with all tanks built by WEW, the units are manufactured at the company's plant in Weitefeld. Employees at the factory include qualified welders and craftsmen working according to ASME-Code, Sec. IX, AD-Merkblatt and EN 287.

Welding engineers have recognition by the US National Board, ASME, Lloyd's Register, Bureau Veritas, Germanischer Lloyd, TÜV, Selo, railway authorities and other leading classification societies. An in-house technical office works on project development, design, calculation and statics.

In the past couple of years, WEW has opened additional refurbishing and repair halls, including a 12,000 sqm covered and a crane accessible production area.

Manufacturing and production qualifications are in place for manual, semi- and fully automatic welding (plasma, submerged, MAG-, MIG-, WIB- and E-manual welding) for processing of structural-, boiler-, fine-grained and stainless nickel steels, as well as special materials like Dillinal, Hasteloy, Inconel and Böhlerstahl.

A modern water-jet cutter affords precision cutting. Several 3- and 4-roller bending machines are used for cylindrical and special tank shapes, each with its own roller control.

The in-plant configuration has been specifically designed to allow highly flexible manufacturing, handling up to 20 different orders in different lot sizes in parallel. de Vries says this is essential given the nature of the company's order book, with a number of different tank designs and production orders having to be managed at any one time.

One factor that the company prides itself on is maintaining staffing levels even when the orders slow down temporarily.

At the same time it has an on-going apprenticeship scheme. This three-year scheme for welding, assembly and metalwork ensures high-level qualifications and knowledge, enabling skilled employees to solve very complex jobs independently and to the highest quality standards.

As part of its testing programme WEW regularly runs impact tests that are in line with ISO 1496/3.

The state-of-the-art design office is equipped with latest CAD

technology and Solid Works software. The company's competence in design is demonstrated by the number of worldwide patents that WEW has been granted, 53 in the past 12 years alone. To support the CAD work, WEW makes extensive use of Finite Element Analysis tools in conjunction with an institution that also works with one of Germany's leading car manufacturers.

The company also has substantial experience in areas such as dynamic load stability analysis and codification.

Each system can be supplied with a full set of technical documentation including 3D-drawings, parts list and maintenance schedules concomitant with defence, oilfield and other client requirements.

In fact, WEW exploited these technologies to create an extremely flat, thin-walled tank for the US Army. The 'Camel' Unit Water Pod System replaces the 30 year-old 'Buffalo' tank. Besides the complex design, the system includes heating, insulation, and pumping, with options to provide chilling and water bottling, as well as packing systems for further distribution. A similar module has been developed for the Bundeswehr.

In many ways WEW is a potent example of German engineering competence with great attention to detail and listening closely to customer requirements. And as the suitability of tank containers reaches into markets previously thought to be the exclusive terrain of other types of transport equipment, the future looks bright for the Weitefeld company.

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NewPort in Sing & Aus

NewPort has opened an office in Australia, a division of the recently added entity in Singapore that opened in 2014.

The office, located in Melbourne, officially opened in March 2015. "Having NewPort personnel on the ground in Australia is extremely important for our customers," said Thomas J Starck, vice president, SE Asia and Australia. "From a time zone perspective, having our team in the region with direct knowledge of the business, supports our objectives and it's what our customer's deserve," he added.

After the recent opening of an office in Mumbai, India, NewPort is continuing to grow. "We must get as close as possible to our customers," stated Michael de Rijk, CEO of NewPort Tank Containers. "Tank containers is a hands-on industry that often requires more than just providing a tank. It's about service and relationships with customers, and we believe that is best handled within our core network," he said.

Death of Michael Sutton announced

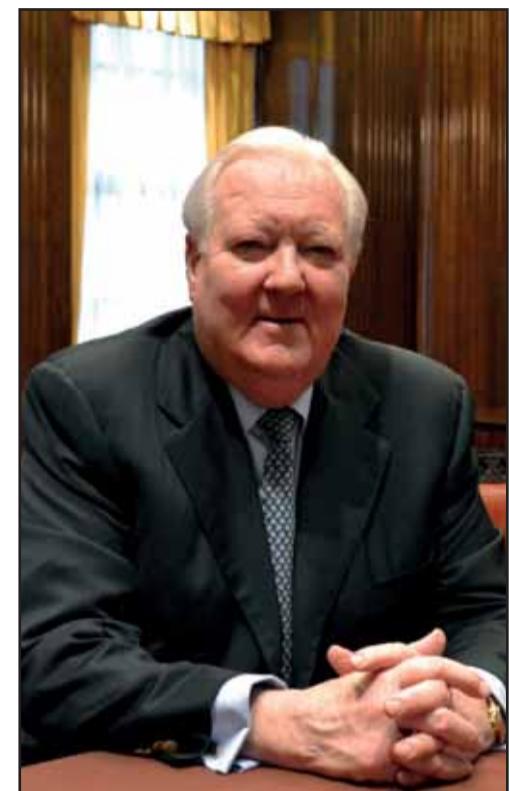
Michael Sutton, chairman of Suttons Group, died in May following a short illness. He was 66

The son of founder Alf Sutton, Michael Sutton had been chairman of the logistics and supply chain company since 1987. Working in the business since he was 19, he held a number of positions before succeeding Alf as managing director in 1978 at the age of 30. During his time Michael oversaw the expansion of the group into new markets and territories across the world.

Not satisfied with maintaining the company's position as a leading road haulier, Michael significantly developed the company's portfolio of services, which now serves the chemicals, gases, food and fuels markets across the supply chain.

Still very much a family firm, Suttons' current CEO is Michael's eldest son John Sutton. His youngest son Robert Sutton is the group's IT director, and other family members sit on the group's board.

The family issued a joint statement: "It is with deep sorrow that we announce the death of our chairman, Michael Sutton on 8 May 2015. He was a much-loved and respected leader, as well as a beloved father, grandfather and uncle. His presence, guidance and humour will be greatly missed. In the meantime, we would like to assure you that the family are determined to continue to run Suttons in the spirit that both Michael and Alf have done in the past."



Michael Sutton

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ADR expert joins Vervaeke

Vervaeke has appointed Michaël Bogaert as its new project operations manager.

Bogaert is a master chemical engineer and has many years' experience in the legislation of dangerous goods. As an international ADR expert, he spent the past seven years working as ADR head of department for the Belgian government and as Belgian representative at the United Nations in Geneva for the transport of dangerous goods.

He replaces Marc Twisk who is joining ECTA. Vervaeke employs 550 people of whom around 500 are drivers.

Trifleet swaps

Trifleet has also added new lightweight frame swap body tank containers to its fleet. The lessor says it is the first leasing company to offer these special swaps and over the coming 12 months it will add a total of 45 lightweight swap tank containers; each of which has a volume of 35,000 litres and four sets of the new V-Aerofoil baffle inside.



The swaps have a lower tare weight resulting from a 'smart-designed' robust container frame, which is constructed in such a way that it only adds mass where and when needed for strength and leaves mass out where it is not required. In this way, the tare weight can be reduced by up to 10 percent for a swap body.

The exact weight reduction per swap depends on size and extras. In general, swap tank containers are used as a cost-effective way to transport goods (short distance) via road, rail and sea; in particular for light cargoes of chemical and food grade companies in the European market. Interest in swaps is also growing in China and the Middle East. Compared with standard ISO tank containers, swaps have bigger tanks and therefore more capacity. The new lightweight swaps offer even more pay load, resulting in more volume per transport and less transport costs per litre.

Every picture tells a story

Trifleet Leasing ran a photo contest during the first quarter of this year inviting company employees, service providers and others to submit photos of the lessor's tanks from wherever they might be in the world.

Nearly 120 photos were submitted to be judged by a jury comprising professional photographer Marie Cécile Thijs, Neil Madden, editor of Bulk Distributor, and Philip van Rooijen, managing director, Trifleet Leasing.

The jury judged the photos on the representation of Trifleet tank containers, giving particular attention to quality, authenticity and originality.

Philip van Rooijen thanked everybody for participating and hoped that they and others will participate again in the next edition of the competition.

On a personal note, your editor would like to add that the examples on this page should inspire others in the industry to realise that creative photography is not just the domain of professional photographers. As nearly everyone these days has either a digital camera or a smart phone, representing your company through good imagery has never been easier. The challenge is there!



First prize went to Caio Galucci, from Brazil. The judges particularly liked the puddled hard standing. 'Perfectly captures life in a depot', was one comment



Second prize went to Leo Yang, of Nantong CIMC Tank Equipment Co, Ltd, China. The judges thought this represented well the scale of a tank stack when viewed in context of the two inspectors



An extra prize was awarded to Rob van der Linde, of Target Surveys. The dappling effect from the manway was thought especially creative

The winners were:

First prize: Caio Galucci, from Brazil

Second prize: Leo Yang, Nantong CIMC Tank Equipment Co, Ltd, China

Extra prize: An extra prize was granted to Rob van der Linde, Target Surveys, the Netherlands

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Rail strike poses logistical challenge for Munich

Despite a rail strike in Germany during the 2015 transport logistic visitors still made their way to Munich in unprecedentedly large numbers.

Consequently, the 15th International Trade Fair for Logistics, Mobility, IT and Supply Chain Management concluded with growth in both exhibitor and visitor numbers.

More than 55,000 visitors (2013: 52,308) from 124 countries and 2,050 exhibitors from 62 countries showcased the world of logistics at the Messe Muenchen exhibition site. The importance of the trade fair for the industry was emphasized by Federal Minister of Transport Alexander Dobrindt during the inaugural ceremony: "transport logistic is the world's key trade fair for the entire logistics and supply chain sector," he said.

Global village

Of course, central to Bulk Distributor's interest in the event was the ITCO Tank Container Village.

This year 'the Village' comprised 56 exhibition stands with over 60 ITCO members represented, a 15 percent increase over 2013, which in turn was 20 percent larger than in 2011. Located in Hall B4, the 2015 Tank Container Village was constantly busy throughout the event.

This growth in size reflected the increasing range of products and services that ITCO is offering to its members and also the growing membership of the organisation.

Once work was (almost) finished at the end of the first and second days, hosted receptions ensured the networking continued into the evening. On Tuesday 5 May, the official ITCO reception was held, which this year was sponsored by Trifleet Leasing.

On Wednesday 6 May, Perolo hosted its traditional Wine Tasting and networking event. After the 'moustaches' of 2013, on this occasion Perolo opted for a Three Musketeers theme, although there seemed to be a few more than three present!

As usual guests were able to enjoy some fine Bordeaux wine from Perolo's home region, served from a model tank container. The wine was accompanied by traditional French baguettes and cheeses.

Just outside Hall B4 Hoyer demonstrated its own specially developed training tank container that simulates everyday processes, such as loading, unloading and cleaning.



Philip van Rooijen, managing director, Trifleet Leasing, who sponsored the first evening reception, with ITCO president Heike Clausen

The sustainable tank

In addition to the vast exhibition, the event also staged a number of conferences and seminars covering a wide range of logistics and supply chain hot topics.

On the afternoon of Tuesday 5 May, a conference on *Sustainability as a platform for growth* looked at how seriously companies in the chemical industry are taking their social responsibility and what scope they give their purchasing departments.

Heike Clausen, president of ITCO and general manager of VOTG Tanktainer, gave a perspective on how tank containers can contribute to the sustainability and social responsibility goals of the chemical industry.

The tank container has become a common feature in chemical industry logistics and is known to be a secure, reliable and flexible all-purpose transport mode, she told the audience.

In addition, after being thoroughly cleaned, a tank is reusable and can undergo hundreds of movements during its average 20-year lifespan. Due to its higher payload during transport it causes fewer CO₂ emissions than the same amount of product carried in, say, drums and thanks to lower transport costs per tonne it enables products to reach world markets at relatively small cost.



It can be used on all modes of transport, so contributes to easing road congestion, especially in metropolitan areas of Europe. Last but not least, as much as 70 percent of the materials can be recycled at the end of the tank's useful life.

However, there is still scope for more efficiencies, she added. This requires a more holistic approach to bulk liquid logistics, rather than one driven by price alone.

Not all liquids are the same; and even if the majority of tank containers look similar from the outside, there can be significant differences in the details, according to the specific requirements of product to be transported. This complexity reduces the scope for the optimal use of the tank container and can cause costly empty runs that affect the balance of this environmentally-friendly means of transport.

But imbalances and other inefficiencies are not solely down to technical factors, she added. The behaviour of service suppliers and customers can also create indirect costs which are not borne by transport companies or their customers, but ultimately by the economy and society as a whole.

As finance became cheap and easily available, many people identified the tank container as a worthwhile investment, encouraging providers to add capacity to the market such that manufacturing prices and lease rates for high quality tank containers have been reduced to the level of a 'commodity'.

But to meet long-term cost pressures and to ensure reliable, sustainable supply chains in an increasingly complex world, it is necessary to focus not just on transport costs, but rather to look at logistics costs in their entirety.

"Partnership" is the key word here, she said. Rather than focus just on the optimisation of upstream or downstream processes, the focus should be on increasing efficiency through the co-ordination of all processes.

This requires a high degree of communication face-to-face and the willingness to co-operate in order to harmonise common processes and possibly also to standardise some aspects.

"Logistics purchasing departments of customers should not be separated from the sustainability goals of the parent company, there is a need for strategic level partnership throughout the value chain geared towards joint success that allows us to pursue common economic growth targets under the umbrella of sustainability," she stated.

"When we have reached this point, when committed people sit face to face, thinking together about how to implement a proper sustainability strategy, then it's no longer just about how to reduce the cost of transport by 'x' percent, the sustainability goals of the whole company on both the social and environmental levels can be met."

How useful is the Silk Road?

A new Silk Road from China to Germany is already in place to transport goods by train, but it remains a niche offering.

A conference session on 'Finding new opportunities – building the new Silk Road' was organised by the Investment Promotion Agency of the Ministry of Commerce of the People's Republic of China and Logistics Alliance Germany.

"The historic silk road is now broadened and extended," said Yan Hua director at the department of service industry at the China Investment Promotion Agency (CIPA). She added that German-

Chinese co-operation had "huge potential".

China is Germany's third largest trading partner. The countries imported and exported goods and services valued at €140 billion (US\$192 billion) in 2013, according to Germany's Federal Statistics Office.

Rail freight services between the two countries are already up and running, with trains travelling between Beijing and Hamburg, Chongqing and Duisburg, Zhengzhou and Hamburg, and Shenyang and Leipzig. There are also services that begin in China and end in Brest, Warsaw and Madrid.

Yan spoke of the "one belt, one road" initiative of the government, which includes developing a southern route for rail freight that does not need to go through Russia.

Dr Jens Graefer, head of international affairs at Deutsche Bahn, admitted that the Beijing-Hamburg route had "taken some time to be accepted by the market". But he emphasised the speed advantage that rail has over sea, and the cost advantage over air. Shipping goods by rail takes around 20 days at the moment, with the possibility of that being cut to 16 days if Customs clearances and time taken to change bogies to accommodate Russia's different gauge is taken into account. In contrast, transport by sea takes up to 40 days and air, while only taking five days, can be prohibitively expensive.

Despite these advantages, Graefer said the route would "remain a niche product" because of the reduced capacity. A train can transport at most 50 containers, while a large container ship can move as many as 19,000.

Rainer Mertel, managing director of KombiConsult, picked up on

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this point. He looked at shipping statistics between Europe and Asia for 2014 and argued that ships carried in two days what rail carried in a year.

Mertel argued that rail would only work for high value goods, using the example of notebook computers, where the reduced time to market made up for the increased cost. But he said that as China pressed on with its plans to develop inland cities, which would then be producing goods far away from the ports on the east coast, rail freight may start to come into its own.

Logistics goes digital

The trend towards digitisation in the logistics industry should be seen as an opportunity, not a threat, according to a panel discussion on 'Logistics goes digital – what can Big data and the Cloud contribute'.

The session featured contributions from Ivo Koerner, a board member of IBM Germany, Jens Meier, chairman of the management board of Hamburg Port Authority, Dr Hansjörg Rodi, chairman Schenker Deutschland, Andreas Geissler, managing director of Terradata, and Bernhard Wirth, CEO of DHL Freight.

"Digitisation can make logistics processes more efficient, more sustainable and safer," said Koerner, who argued that while the logistics industry has already embraced digitisation more than some other industries it still needed to go further. "It is definitely not hype. Words such as internet of things, big data, they describe a lot of things," he said.

Koerner argued that the increasing amounts of data provide an opportunity for service providers to become more involved in the decision making processes of their partners. "Data will be the big differentiator in the future," he said.

Dr Rodi said that growing data created over the next 10 years will create demand for increased

computer capacity. "We as logistics service providers have to enter much more actively into the decision making processes of our partners," he said. "I believe we play a vital role in the ecosystem."

Wirth believed that the rise of big data will blur the lines between IT companies and logistics service providers. "We become more and more an information provider and less a service provider," he said, adding that data needs to drive the offering of successful service providers.

Jens Meier gave a practical example of how data has been used at port of Hamburg to improve productivity. In 2010 measuring points were installed at junctions in the port and inductive loops and detectors captured traffic volumes, the types of vehicles and their speeds. This data is now transmitted to the management centre, where it is used to determine the current traffic conditions on the port's roads.

The long term aim is to co-ordinate traffic to improve the flow of information on the roads. Meier claims that productivity has been improved by more than 12 percent thank to this system. The port is also increasing its use of GPS sensors that can be used to track and locate expensive equipment.

Using data correctly will enable service providers to improve the efficiency of what they offer. This will include experimenting with new business models. Korner saw this as an opportunity for logistics companies to emulate the start-up culture of Silicon Valley: "Try fast; fail fast".

Two possible clouds on the horizon included the shortage of skilled labour in this area, and the possible interference of government in the sensitive area of data protection. Speakers at the session were careful to distinguish between data safety and data protection and agreed that further legislation, particularly at an EU level, was not needed.



Perolo MD Thierry Bourguignon gave a big 'bienvenue' to everyone at the now traditional wine tasting reception



Hoyer's training tank



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Bulking up the dry fleet

Talke group has expanded its capacities for the transport of ADR dry-bulks.

The company has numerous special trailers available for the carriage of dangerous goods within its European dry-bulk network and continually invests in state-of-the-art equipment. The latest additions to the vehicle fleet are new dry-bulk trailers that meet the requirements of the European ADR (Agreement concerning the International Carriage of Dangerous Goods by Road).

"By increasing our ADR dry-bulk transport capacities we are accommodating a rising trend in this sector," explained Joachim Liedtke, joint business unit manager dry bulk & packed goods transport at Talke.

"This measure was implemented in order to expand significantly the flexibility and availability of our European dry-bulk transport fleet," added Uwe Hagemann, joint business unit manager.

Talke has deployed the specialist trailers at a number of strategically important sites.



Potential for development - Talke has expanded its ADR dry-bulk fleet



New Volvo FH tractors for Simon Gibson

50 up for Den Ouden

Den Ouden Tanktransport, based in Alblasserdam, the Netherlands, is a successful carrier of different types of bulk liquid products.

As part of providing the best possible service, safety is a crucial aspect of the company's business.

Jan den Ouden started the tank transport business nearly five years ago, and it has now become a mid-sized logistics provider, with a fleet of 50 units. Recently, Den Ouden took delivery of the 50th Volvo truck, an FH 460 Globetrotter 4x2, supplied by Volvo Group Truck Center Alblasserdam.

"I started with one truck, and the ball started rolling," he said. "By providing good service and thinking carefully about the logistics of our clients we have built up a good reputation."

On the cusp of the 2008 crisis might not have been the most propitious time to launch the business and indeed during 2009, as much as 30 percent of Den Ouden's volumes fell away as the downturn took hold.

"But from 2009 we started to see an upward trend, to the point where we now have around 70 units on the road including chartered trucks," added Jan den Ouden.

The carrier operates mostly in chemical logistics. In a desire to be fully independent of others, it even has its own tank cleaning facility.

The 50th Volvo truck was part of a total order of seven FH tractors, with three units left to be delivered.

"For us the weight factor is very important," den Ouden continued. "In that regard Volvo has really made a huge step with the new FH. Despite the Euro 6 technology and security options they have still managed to reduce the total weight yet know."

"In our work safety is a prerequisite and so the new trucks are equipped



with forward collision warning with emergency brakes. The new FH is altogether a great truck full of smart solutions," he explained.

Volvo Group Truck Center is also providing added services like fuel advice, by which fuel costs can be reduced by as much as 5 percent. "You can buy a great product, but the driver still needs to know how to get the best out of it," said den Ouden. With the fuel advice service the carrier and the dealer discuss results and performance for each truck. The dealer even accompanies the drivers and suggests small changes to driving habits. "You can see noticeable improvements. This sort of collaboration for me is very important," concluded den Ouden.

latest Volvo FHs. They are reliable and the build quality is superb. Fuel economy is very good."

The trucks are on a Volvo Gold R&M contract with Uptime Assurance, while Crossroads maintains the trucks at its Hull workshop.

Skangass trails the way for LNG

Skangass has started using a new LNG trailer. The unit delivered its first LNG consignment from the Skangass storage terminal in Lysekil, Sweden.

The trailer is tailor-made for transporting LNG and was manufactured by Cryolor in France.

It is the first of five such trailers that will operate between the Lysekil terminal and customer SSAB in Borlange, Sweden, a distance of 420km. The owner and operator, ScanTank Gass AB, will put the remaining trailers into service during spring 2015.

"We are very satisfied with ScanTank Gass' choice of transport equipment for this particular customer. With this solution both the environmental footprint and operational safety are impressively improved, which is a step in the right direction for LNG distribution," said Kenneth Olsen, technical and operations director at Skangass.

"These trailers are designed to meet Swedish road regulations on the basis of several years of hands-on experience," said Steinar Karlsen, CEO of ScanTank Gass. "Aspects such as the safety functions have now been improved thanks to gas and vehicle technical engineering."

Skangass has a delivery agreement with ScanTank Gass running over several years.

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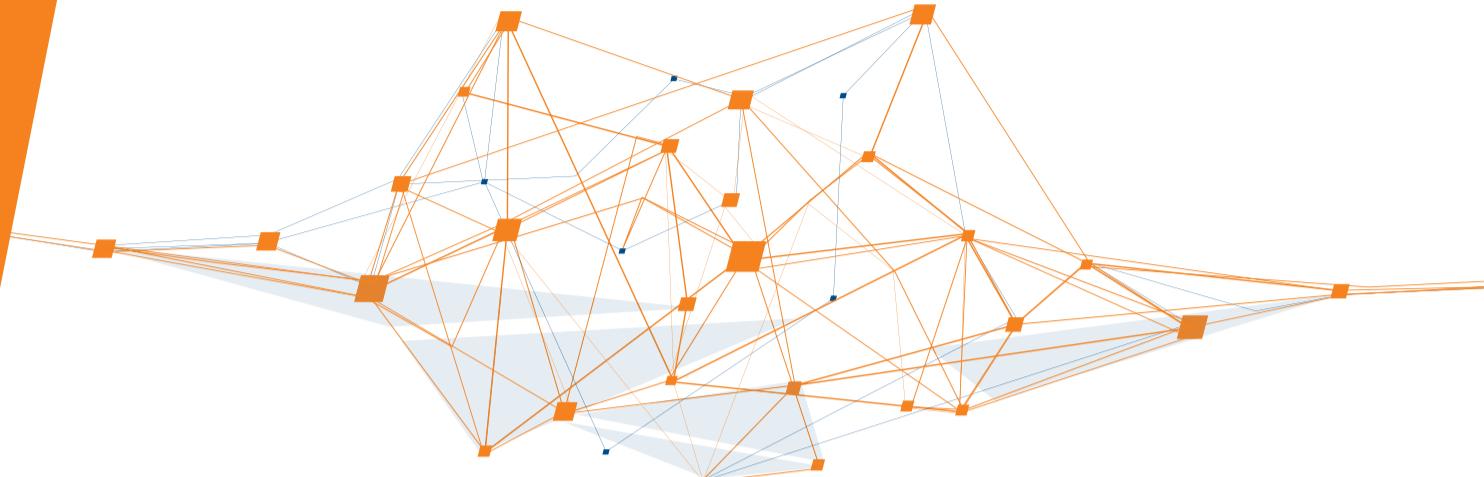
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How to choose a tank cleaning facility

Marc Twisk, managing director of the European Chemical Transport Association (ECTA), explains what shippers need to look out for when selecting a tank cleaning facility

In my previous professional experience as SQAS assessor, I've had the opportunity to visit and assess about 50 different cleaning stations all over Europe.

During these assessments I've tried to understand all the applied technical solutions without judging their quality, since they all seemed plausible (although they were sometimes contradictory to each other). Everything depended on local conditions such as water pressure, health, water supply, detergents used, and so on.

Choosing a tank cleaning facility to prepare your tank for the next load depends on different factors.

First of all, we have to consider the tank as such. It is obvious that a straightforward stainless steel tank, without any supplementary features such as heating coils, needs to be treated differently from a lined tank with auxiliaries such as protected pressure relief valves, thermometers, level indication or other sensitive equipment.

The second issue is the previous load. A lot of products need special attention depending on their properties such as viscosity, water solubility, reactivity and toxicity.

The third element is the product to be loaded. Normally this shouldn't be an issue if the tank was properly cleaned, but in practice we experience a lot of supplementary requirements. Blacklisted previous cargoes, GMP-HACCP (Good Manufacturing Practice and Hazard Analysis and Critical Control Points), Kosher cleaning, specific cleaning methods or controls are often required by the customer or by the end user.

The fourth and final element to consider is the proximity of a cleaning station in combination with the cleaning price and, for accompanied tanks, the throughput time for a cleaning.

Taking all these issues into consideration we can start looking for a cleaning station. The minimum requirement should be that the cleaning station can offer a European Cleaning Document after cleaning. This ECD can only be issued by a cleaning station which is member of EFTCO via the appropriate National Association, such as

DVTI (Germany), NRTCA (UK), CTC (for Belgium), Aplica (for France) and have a valid SQAS cleaning assessment.

On the EFTCO and (some) National Associations websites we can also find some more information about operation permits of and facilities at the different cleaning stations. This information is, however, not always up to date because it depends on the data sent by the cleaning stations.

For a standard cleaning, this data should be enough to decide whether to use the station, but if a transport company needs more detail or if the cleaning could contain some supplementary risks or needs, a more thorough investigation could be needed.

A second step in this process could be an evaluation of the SQAS-cleaning report. When the transport company is member of the Logistics and Distributors User Group of SQAS they could ask the cleaning station to open their report for evaluation, if not, a PDF-report should be made available.

This SQAS report is issued by an independent SQAS assessor and outlines both technical and organisational facts and figures, which allows the reader to get a good picture of the performance of the cleaning station. Issues such as which products can be cleaned, the pressure and temperatures used, the waste water treatment and competence of the cleaners can, amongst others, be deciding factors.

If all this information doesn't satisfy the potential user of a cleaning station, a second-party audit using a specific questionnaire can be the final way to decide whether to use the station. This questionnaire can be filled in by the QSHE (Quality, Safety, Health & Environment) manager of the cleaning facility, by an independent assessor or by a competent employee of the company. A high level of detail and accuracy are vitally important in this area.

As you can read in this article, a lot of information is already available to make a decent choice but we notice that the end-users are not always satisfied with this level of detail and are always

increasing their demands. Organisations such as CEFIC, EFTCO and ECTA are always improving to comply with these present and future demands of their customers by updating the mutual SQAS questionnaires and other assessment schemes.

Forthcoming ECTA events:

Responsible Care Workshop

17 September 2015
Brussels

ECTA Annual Meeting

26 November 2015
Düsseldorf

www.ecta.com



A major element to consider is the proximity of a cleaning station in combination with price and throughput time

Bertschi Russia SQAS assessed

Bertschi opened a tank cleaning station meeting Western standards in Nizhny Novgorod in 2012.

The choice of location, 400 km east of Moscow, was due to the fact that there is a sizeable cluster of chemical plants in Nizhny Novgorod. This cluster has a considerable potential for tank container exports from Russia, Bertschi believes.

The facility was constructed at a private terminal with direct rail access. Waste water is collected in tank containers and properly disposed of at an external plant specialising in chemical waste treatment.

Over the past three years the investment has seen positive development in the number of tank cleanings, the Switzerland-based logistics operator says. It therefore decided to have the facility assessed according to the SQAS Tank Cleaning standard. Clients now have the opportunity to access on-line the details of safety and quality performance at each cleaning station of the Bertschi Group and to evaluate the reports to the same standard.

Bertschi is currently represented at five locations

in Russia: St. Petersburg, subsidiaries on the eastern and western side of Moscow, Nizhny Novgorod and Vladimir. At these locations, the company operates tank container storage, tank heating stations and a truck fleet of more than 60 units for transporting tank and dry bulk containers from terminals to receivers. The Russian drivers are trained to Western standards. Back in 2012, says Bertschi, it was the first logistics provider in Russia to conduct the SQAS Transport Service Assessment for the two most important logistics locations, namely Moscow/Istra and St Petersburg.

The independent assessment of the Nizhny Novgorod facility is a sign of further engagement by Bertschi in the Russian market and makes a further contribution to its efforts towards improvements in quality and safety, as well as environmental protection in chemical logistics. This also supports the Responsible Care Programme of ECTA (European Chemical Transport Association), of which Bertschi is a founding member. "Our cleaning station is only the second one in the whole of the Russian market to have undergone an SQAS assessment," said a spokesman.



Bertschi thinks there is considerable potential for tank container exports from Russia

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Delivering the future

Guarding the fruit juice chain

Fruit juice industry quality association SGF International eV (SGF) has added a voluntary control system (VCS) for tank cleaning stations offering food cleaning.

With the VCS, the Frankfurt, Germany registered association says it has closed the control gap in the fruit juice supply chain. The scope of the VCS is the cleaning of tank cars, containers and IBCs for liquid foodstuff only. Cleaning stations must apply for SGF extraordinary membership before the certification process can start.

One recent audit and accreditation is the Cleaning Guard system developed by Gröninger Cleaning Systems and Lucrasoft Solutions as a specific module within their MainPro management software, which is used by many tank cleaning companies worldwide.

The development of Cleaning Guard was done in co-operation with Tank Cleaning Europoort, of Rotterdam, a tank cleaning operator. Combining the expertise and know-how of the three companies led to a system that validates and controls tank cleaning processes.

The SGF audit accreditation report stated: "The auditor concludes that the present system of Gröninger & Lucrasoft - Cleaning Guard - as a third party data processing system, is robust and reliable and complies with the requirements as laid down in the SGF Control Code for Tank Cleaning. Taking everything into consideration the auditor recommends SGF International eV (Sure-Global-Fair) to accredit Gröninger & Lucrasoft - Cleaning Guard - as a third party data monitoring system provider."

Kees in 't Veen, owner of Tank Cleaning Europoort, is pleased with the new system. "With Cleaning Guard we take note of the latest industry developments and really add value to our clients in the food sector," he said. "Our Gröninger tank cleaning system has always allowed us to set the

inputs, eg, temperature, wash programmes, detergent dosage, etc. Cleaning Guard is even more detailed as it checks afterwards if everything has been done correctly. This continuous validation makes it 100 percent reliable.

"Rightly so, customers often have high standards, in view of their own reputation and their requirement for improved control over all food chain processes. Cleaning Guard gives me the right tools to validate and show quality and food safety for our customers in the part of the supply chain for which we are responsible, the tank cleaning. Monitoring the quality should indeed lie where it belongs, with the tank cleaning station itself. As professionals, we stand behind our service and quality 100 percent."

The Cleaning Guard module, while primarily important for the food industry, also offers solutions for other industries. A Gröninger Tank Cleaning System combined with MainPro Cleaning Base software provides operators with the key requirements for the implementation of Cleaning Guard. The system can also be implemented as a stand-alone.

MainPro Cleaning Base is the software base that plays a pivotal role in every cleaning. The entire process - from acceptance to invoicing - is managed and fully automated in one single application that controls client data, previous products and wash programmes in one basic solution. It ensures that tank cleaning stations and their customers (carriers, shippers and end customers) are provided a high quality of tank cleaning.

Operational and human errors are minimised through automated programme selection and control via the PLC, by matching the pre-established programme to the tank using a unique identifying number. The programme that is selected to clean the tank includes certain (safety)

regulations and sets out the requirements, by giving instructions to the operator. This information is reproduced on the cleaning instruction. Entering the unique identifying number on the control panel of the wash bay ensures the system always starts the correct wash programme (input control). As additional tasks, such as the cleaning hoses and pipes, and drying, have already been established, the operator can effectively perform the tank cleaning.

Cleaning Guard ensures the correct execution of cleaning registering hardware information in the software. Data on (water) pressure, flow, dosage of detergents, disinfectant and temperature are recorded in the wash bay through special sensors and gauges (output control). This data is continuously validated through a link to the PLC. If one of the parameters doesn't correspond to the programme requirements or the pre-set values, the PLC will repeat the previous step in the wash programme. Based on this principle, the quality and validation of the entire cleaning process is verified.

The values of the different parameters such as pressure, temperature and flow, are constantly measured during the cleaning. A client certificate will provide both graphic and numeric data. If the cleaning is performed adequately, the MainPro Cleaning Base issues an ECD (European Cleaning Document) to confirm the cleaning method has been executed in accordance with the requirements. It is also possible to design customised certificates.

Fuelled by a desire to match global cleaning standards, the Indian logistics industry, which has long been hampered by rudimentary cleaning practices, is pushing ahead to install equipment that can clean to a recognised standard.

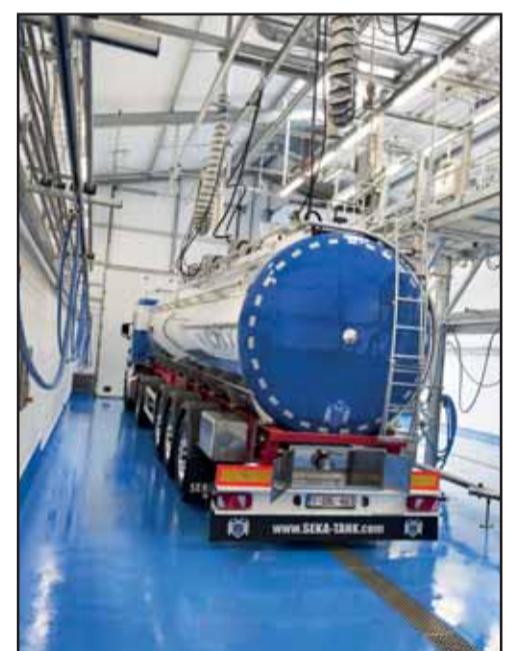
Gröninger has made significant inroads in exposing Indian industry, road tanker haulers and tank cleaning depots not only to its own equipment, but also the EFTCO-ECD standard that is achieved by its cleaning systems.

In the absence of any formal cleaning standards in India for tank containers and road tankers, freight companies and cleaning depots can see the marketing opportunities that are presenting themselves by offering the large multi-national chemical manufacturers the opportunity to have their bulk liquid transport tanks cleaned to the same standard as their European manufacturing counterparts.

Tank container cleaning depots are leading the way by investing in state-of-the art technology together with existing facilities looking to improve the cleaning services they offer.

On the other hand road tanker cleaning is in its infancy. But Gröninger technology, which has been supplied to many multi-purpose cleaning depots throughout Western Europe, is being considered by companies in a number of key logistics locations across India.

www.groninger.eu
www.lucasoft.nl
www.sgf.org



India plays catch-up

Meanwhile, in the 18 months since Gröninger Cleaning Systems BV first participated at an exhibition in India with Amfico, its Mumbai-based agent, the level of interest from the local bulk liquid transport industry has been very encouraging, the company reports.



Cleaning Guard ensures the correct execution of cleaning registering hardware information in the software

Tank truck in the wash bay



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Dow recommends @tco audited depots

Dow Chemicals is strongly recommending to all its key suppliers of tank containers that they only use depots approved under the audit scheme of the Asian Tank Container Organisation (@tco).

@tco president Reg Lee said the recommendation was "a big endorsement for @tco and its approved, audited list of depots when a major chemical company such as Dow endorses our scheme. It may have taken three years, but at last we now have the chemical companies' attention."

Currently, @tco has approved depots China, Malaysia, Singapore and Thailand.

To achieve any accreditation under the @tco scheme depots must have all necessary (mandatory) government approvals, including location requirements, and all third party and employee liability insurance must at least meet government minimums and be of a level that is acceptable for clients.

In addition, if the depot or cleaning station, stores or handles hazardous waste or cargo, all government environmental and health & safety permits must be in order, health and safety procedures including confined space entry procedures must be in place and observed by all, and the facility must be enclosed by a perimeter fence or wall.

There are six accreditation levels.

1. Cleaning station chemical
2. Cleaning station chemical and food (chemical and food bays must be separate)
3. Depot facilities - "tip and turn". Basic in-service repairs, such as changing gaskets and minor repairs required to turn round tanks in service.
4. Depot facilities - "medium repair". Replacement of major components (corner post, etc), cladding repairs, minor pitting repairs, and periodic testing.
5. Depot facilities - "heavy repair". All repairs including shell inserts, major pitting repairs, etc.
6. Depot facilities "Major repair". All the above plus repair and refurbishment.

Some facilities will have a dual rating as they are a combination of repair depot and cleaning station.
www.atcoasia.com

Equity fund to buy Quality Distribution

Quality Distribution, Inc, is to be bought by funds advised by Apax Partners, a global private equity firm, for approximately US\$800 million.

The purchase price represents a premium of 63 percent over Quality Distribution's closing share price on 6 May 2015, and includes the assumption of debt, or \$16 per share in cash.

The Tampa, Florida based tank services group believes the deal provides shareholders with an attractive premium that delivers "immediate compelling value". The agreement was unanimously approved by Quality Distribution's board, which recommended shareholder approval.

The acquisition is subject to customary closing conditions, including a waiting period under the Hart Scott Rodino Antitrust Improvements Act, but is expected to be completed in the third quarter of this year. Under the terms of the agreement, Quality Distribution can solicit alternative proposals from other parties during a 40-day 'go-shop' period.

"We believe our sale to Apax maximises value for our shareholders and provides Quality Distribution with the increased financial flexibility we need to continue to grow," commented Gary Enzor, chairman and CEO of Quality Distribution. "Apax supports our strategy and is committed to helping us continue our pursuit of strategic growth in our chemical and intermodal businesses while managing the current market conditions in the energy industry. They will bring financial resources and expertise that will assist us as we expand through internal investment and initiatives as well as disciplined acquisitions. This, in turn, should provide more opportunities for our employees and independent affiliates and benefit our customers through greater scale and cost-effective capabilities."

Quality operates the largest chemical bulk logistics network in North America through its wholly-owned subsidiary, Quality Carriers, Inc, and is the largest North American provider of intermodal tank container and depot services through Boasso America Corporation, also a wholly-owned subsidiary.

Quality provides logistics and transport services to the unconventional oil & gas industry through QC Energy Resources,

Inc, while a network of independent affiliates and independent owner-operators provides nationwide bulk transport and related services. Quality is an American Chemistry Council Responsible Care Partner and is a core carrier for a number of Fortune 500 companies in chemical production and processing.

In 2014, Quality posted revenue of \$991.8 million, 6.7 percent up the previous year's \$929.8 million.

Net income rose to \$20.6 million, or \$0.74 per diluted share, compared to a net loss of \$42 million, or (\$1.58) per diluted share. Adjusted net income increased 14.8 percent to \$21.2 million, compared with \$18.4 million in 2013.

Quality reduced its leverage by 40 basis points, ending the year with a ratio of net debt to adjusted EBITDA of x4.

"Having followed Quality for several years, we have been impressed with the strategy and vision articulated by the company's management team," said Ashish Karandikar, partner in Apax's Services team. "As the leading logistics platform in the bulk chemical transport industry, Quality is well positioned to take advantage of both organic growth opportunities and strategic acquisitions while benefiting from the financial and operational flexibility of operating as a private company. We look forward to partnering with Quality's management team as they pursue the company's next phase of growth."

Apax has secured committed financing for the transaction, which will be provided by Deutsche Bank AG New York Branch, Bank of America, NA, Jefferies Finance LLC, MIHI LLC and SunTrust Bank.

Apax has advised funds that total over \$40 billion around the world. Past and current investments by funds advised by the Apax Services team include: Azelis Group, a European speciality chemical distributor; GardaWorld, a security firm; Rhiag, an automotive spare parts distributor in Italy and Eastern European; insurance broker Hub International; SULO Group, one of Germany's largest waste management companies; and IFCO Systems, which providers reusable packaging containers and pallet management.

Express openings

Express Container Service has opened a brand new six-bay tank wash in Houston Texas, while another location is opening in Reserve, Louisiana.

The Houston facility can clean a range of general chemicals and coatings from tank trucks, IBCs and tank containers. The Reserve facility will also offer bulk carriers cleaning capabilities located between the New Orleans and Baton Rouge markets.

Matt Moser, general manager of Express Containers' 10 tank wash facilities said: "This new Houston facility has not only excellent wash equipment and environmental safeguards but a management staff with extremely deep industry knowledge and experience to support the customer. We also offer carriers on-site office leasing as well as a secure place for terminal operations."

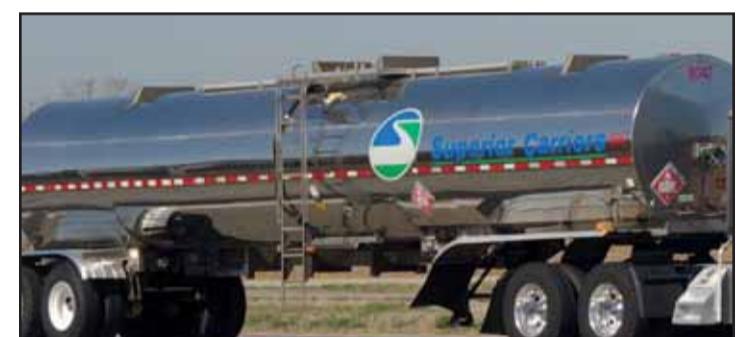
Also in the US, Superior Carriers, a division of Superior Bulk Logistics, has commenced full tank cleaning operations in a new three-bay facility at its Greer, South Carolina terminal.

Open for commercial cleaning of chemical tankers, the wash rack currently has the capacity to handle 200-plus trailers a month and management plans to start adding capacity after that.

To start with the facility is focused on chemical tank cleaning, but Superior Bulk says foodgrade cleaning could be added in the future as needed.

The wash rack was built over a period of 14 months and is currently running a single shift with a supervisor and three tank cleaners. A second shift should be added towards the end of June.

The Greer station brings the number of wash racks operated by Superior to more than a dozen wash.



Superior Carriers has started full tank cleaning operations in a new three-bay facility at Greer, South Carolina



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Mouvex adds A6 model

Two of Dover Company's pump specialists have launched new pumps for fluid transfer applications.

Mouvex, based in Auxerre, France says the new A6 model of its A Series eccentric disc pumps has been designed to replace existing Mouvex AF O pumps.

The new design is suited for applications involving both thin and viscous liquids. It features ductile iron construction and the ability to handle differential pressures up to 10 bar (145 psi), enabling it to be used in the safe transfer of viscous, non-lubricating, volatile or delicate fluids in a variety of applications. These pumps are offered with a variety of connection types and options, including the availability of both Mouvex and standardised mechanical seals, which helps expedite installations regardless of location.

A6 pumps also feature 1.5ins suction and discharge ports and maximum flow rates of up to 5.7 cbm/h (25gpm).

The Mouvex A Series are positive displacement pumps that use eccentric disc technology, which enables self-priming and run-dry capabilities while maintaining a constant flow rate regardless of changes in viscosity and pressure. The series also maintains initial performance over time and are ATEX-certified for use in potentially dangerous environments with the ability to run-dry for up to six minutes. Maximum speeds are up to 600rpm, maximum flow rates to 55cbm/h (242gpm), as well as suction and discharge ports from 1.5ins through 4ins in size.

Another Dover company Blackmer, based in Grand Rapids, Michigan, US, says its TXH35A series sliding vane pumps feature cast-iron materials of construction that make them ideal for use on tank trucks and transports that handle clean, non-abrasive and non-corrosive petroleum products, such as fuel oil.

The TXH35A pumps feature vertical parallel porting for easy piping and are installed through the use of three-position flexible mounting brackets. Other features that increase the reliability of the TXH35A pumps are grease-lubricated ball bearings, cartridge-type mechanical seals, a hardened-steel drive shaft with a ductile-iron rotor, symmetrical bearing support for even loading and wear, and pressure-sensitive adjustable relief valve.

The self-priming and dry-run capabilities of the TXH35A provide loading and unloading flexibility for fuel oil delivery trucks. They can also lower downtime thanks to the sliding-vane design that self-adjusts for wear and delivers easy maintenance without the pump needing to be removed from the truck. Optional components are 3-ins cast iron NPT or steel-weld pipe flanges and hydraulic motor adaptors.

The TXH35A pumps offer speeds up to 1,000 rpm and flow rates as high as 1,136lpm (300gpm). They can also handle viscosities up to 4,250 cSt (20,000 ssu) at operating temperatures to 115degC (240degF).

www.mouvex.com

www.blackmer.com



Mouvex A6 model



Blackmer's TXH35A series sliding vane pump

How to ground a road tanker correctly

The loading and unloading of road tankers with large quantities of commonly used chemicals and powders generates static electricity. If left to accumulate on the tanker this could discharge electrostatic sparks with energies far in excess of the minimum ignition energies of a vast range of combustible gases, vapours and dusts. The ignition of such atmospheres can be prevented by ensuring the road tanker cannot accumulate hazardous levels of electrostatic charge.

The primary means of preventing the accumulation of static electricity on a road tanker is to ground it. Grounding ensures there can be no build of static electricity on the tank and chassis.

Newson Gale says Earth-Rite RTR is a highly reliable way of grounding a tanker. There are now over 3,000 units of the second generation Earth-Rite RTR in the field. The system uses patented electronics to establish three key inputs that must be in place before the loading operation can commence. (RTR stands for road tanker recognition).

In accordance with the recommendations of IEC 60079-32, the Earth-Rite RTR determines if the grounding clamp is connected to a road tanker. This ensures the clamp is connected to the main body of the tanker and cannot be bypassed by connecting the clamp to the loading gantry.

It also ensures that it has a connection to the general mass of the earth. This is a critical input as a connection to earth is the only means by which the static electricity can be transferred from the

road tanker, preventing the accumulation of static electricity.

Also, in accordance with the key recommendations of IEC 60079-32 and NFPA 77, the Earth-Rite RTR ensures the resistance between the road tanker and the verified earthing point at the loading gantry never exceeds 10 ohms. It achieves this by monitoring the resistance between the RTR clamp's connection to the road tanker and the RTR's connection to the verified grounding point for the duration of the transfer operation.

When the three key inputs are met, only then will the Earth-Rite RTR go permissive and energise its pair of volt-free change-over contacts to engage the pump, or whatever equipment is interlocked with the system, to control the flow of product to or from the road tanker. Any static generated by the loading operation is transferred from the road tanker via the RTR to ground, eliminating static electricity as one of several potential sources of ignition.

Features include ATEX/IECEx/cCSAus certified intrinsically safe circuits for Zone 0/20 IIC atmospheres and Class I, II, III, Division 1 locations for all gas, dust and fibre groups.

It has ATEX/IECEx/cCSAus certified flameproof enclosure for mounting in Zone 1/21 and Class I, II, III, Division 1 locations for all gas, dust and fibre groups.

A simple red light, green light, facilitates a 'Go/No Go' operator interface. Moreover, operators only need to be concerned about connecting the clamp to the road tanker, the Earth-Rite RTR does the rest.



It has FM approved heavy duty clamps supplied with Cen-Stat cable as a spiral (30m maximum) or on a 15m reel. An installation kit and RTR tester kit are available for purchase.

*IEC 60079-32, 'Explosive atmospheres: electrostatic hazards, guidance'

*NFPA 77, 'Recommended Practice on Static Electricity'

www.newson-gale.com

New Scully warranty

Scally Signal Company is introducing a new five year warranty on overfill prevention sensors for fixed road tanker and storage tank applications.

Scully five-wire, two-wire and thermistor overfill prevention sensors are claimed to have the longest running safety record in the industry and are designed to withstand extreme road, temperature and weather conditions. This reliability reduces the product and labour costs associated with replacing sensors.

Scully sensors are manufactured in the company's factory to strict quality and safety standards. When used in conjunction with the complete Scully road tanker system and Scully gantry or storage tank control monitors, the circuitry checks the system and sensors 30 times a second to detect a fault and prevent spills.

www.scully.com



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www.fortvale.com

New EU Girard MD

Girard Equipment, Inc has appointed Martin Laverty as its managing director of European operations.

Laverty has over 23 years' experience in the tank transport industry. Prior to his start with Girard Equipment, he held a variety of roles ranging from managing director, sales director and market development director for companies such as Containers and Pressure Vessels Limited, Suretank Limited in Ireland and G Magyar in France.

With a mechanical engineering background he will also be able to provide input on new product design and development.

"The UK has become one of the largest markets for us," said Tim Girard, president of Girard Equipment. "Martin's extensive knowledge and experience along with his proven ability to build relationships will be invaluable to our customers and the continued international growth of our company."

Laverty assumed his duties with Girard in February 2015.

www.girardequip.com



Martin Laverty

Midland pressure relief valve

Midland Manufacturing has launched a new pressure relief valve (PRV), A-1076, to help reduce the likelihood of valve shear-off during a rail tank-car rollover.

Built specifically for the rail transport of ethylene oxide – a toxic inhalation hazard – the A-1076 is the result of customer feedback and industry demand for a product that can survive a tank-car rollover.

With the unique and dangerous handling characteristics of ethylene oxide (EO) in mind, the design of the PRV is a direct replacement for the A-14286 External PRV. The new top guide design retains traditional dual stem guide points, while reducing the PRV's profile to less than 3ins. When combined with the Federal Railroad Association (FRA)-approved top-fitting protection system and the proper angle/check valves, the A-1076 PRV provides maximum protection against valve shear-off and can help avoid dangerous accidental and non-accidental releases of EO.

"When rail tank-cars derail, there is a risk of valves shearing off and the subsequent release of highly toxic substances," said Steve Herbst, product manager at Midland. "The industry wants and needs a solution. The new Midland Low-Profile PRV, combined with a protective valve housing, is that solution."

Additionally, the A-1076 PRV has a guided stem at the top and bottom, enabling the device to achieve repeatable set-to-discharge, positive sealing and vapour-tight performance. The 75 psig set-to-discharge and flow rating of 965 scfm-air will quickly and consistently relieve pressure as needed.

Midland Receives National Award From Chlorine Institute

Award recognizes Midland's contributions to Chlorine Institute's TRANSCAER Program

Late April, Midland Manufacturing was presented a National Achievement Award at the 2015 Chlorine Institute Annual Meeting & Technology Symposium for its ongoing support of the Institute's TRANSCAER Programme.

TRANSCAER (Transportation Community Awareness and Emergency Response) is a voluntary outreach effort to help communities



prepare for and respond to a hazardous materials transport incident.

The National Achievement Award signifies an individual, company or organisation exceeds in the advocacy, demonstration and implementation of the principles of TRANSCAER at national and regional levels in the US.

Training focuses on educating emergency responders and community leaders on procedures to mitigate safely and effectively hazardous events involving the transport of toxic and explosive commodities, such as chlorine, crude oil, and liquefied petroleum gas.

In 2014, approximately 55,000 people took part in face-to-face training sessions with TRANSCAER across the US and Canada. Midland Manufacturing aided in many of these sessions by providing in- and out-of classroom instruction, as well as, the donation of its Emergency Response Kits (ERK). These kits come with high quality, durable and heavy-duty tools, and special capping equipment to cap leaking fittings on the top of pressurised railcars.

Steve Herbst accepted the award on Midland's behalf. "Midland Manufacturing wants to make rail transport and the movement of commodities via rail as safe as possible," he said. "It's a never-ending journey, but every step increases the safety of our communities and environment."

www.midlandmfg.com

Pelican's new ball valve

Pelican Worldwide's newest 2ins ball valves are designed for use on tank containers and road tankers.

This line of ball valves can be used for airline as well as for liquid transfer operations. They are specially-designed as a compact valve to save space, and have a DN50 connection for convenience.

Produced in 316 stainless steel and equipped with all necessary certifications, Pelican says the 2ins ball valve offers low maintenance and is easy replaceable for a very attractive price.

"Pelican Worldwide has established the global presence and distribution needed to keep the competition and fleet budgets under control," the company said. "We offer the most versatile line of products ever introduced by a single company in the tank industry, and we are specialised in combination of fast moving products and special requests from customers."

www.pelicanworldwide.com

Zip-Load brand Launch

Loadtec and Zipfluid have formed a joint venture Zip-Load to produce branded tanker loading arms.

For the past 18 years Loadtec has served the global oil, gas, chemicals and food industries with solutions for bulk fluid transfer and tanker safety. Loadtec's engineered systems for tanker filling and emptying have been adopted by many blue chip companies around the world.

The UK-based family company says that while some equipment suppliers are being driven by corporate targets, shareholder demands and short term gain, the same cannot be said of privately held companies, managed by like-minded individuals, who retain the ability and desire to make strategic decisions.

By collaborating with Zipfluid, Loadtec believes it can now have the necessary input better to guide the manufacturer in producing the new range of products according to customer requirements.

Zipfluid has a state of the art manufacturing facility near Bologna, Italy, focused on the development and manufacture of a wide range of fluid transfer systems to handle all liquids.

In another move, Loadtec is launching its own brand of marine loading arms, the company's first venture into this particular sector.

Managing director Alec Keeler explained: "I started Loadtec in 1996 and I have been frustrated by what I saw as a real gap in the market for an inclusive service that would allow us to design, supply and commission packages for liquid handling solutions. In the two decades since, Loadtec has grown to become one of the most trusted suppliers in the industry for loading arms, tanker access and fall prevention systems amongst other services such as meter skid solutions and even terminal automation packages.

"We are very excited to be working exclusively with an innovative and reliable manufacturing partner to provide the best and most competitively priced marine loading arms in the market today," he continued. "Given the distinguished histories of our companies, we can guarantee that we will be able to supply according to your budget and requirements, the safest and most efficient marine loadings arms for your terminal or depot needs."

www.zip-load.com





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Antwerp revives Saeftinghe plans

Belgium's port of Antwerp is resurrecting plans for a brand new container terminal complex.

With a development area of more than 1,000ha available on the left bank of the River Scheldt, Antwerp Port Authority plans for the first phase of the new Saeftinghe dock to be operational as of 2021, with 1,400m of quay and a minimum capacity of 5.1 million TEU.

The costs for this first phase of the dock are estimated at €660 million. For Antwerp, the second-largest port in Europe, being able to accommodate the long-term growth of shipping companies is essential, says Luc Arnouts, chief commercial officer of the port authority. "We operate in an international, competitive environment where maintaining a top position is a daily challenge, not something to be taken for granted," he said at press conference at transport logistics, in

Munich. "It is not yet clear when the second phase of the Saeftinghe dock, which ultimately will be more than 4km long, will enter operation, but the port authority aims for controlled expansion of capacity."

"This means in practice that we have to keep a very close watch on the market, and not simply throw more capacity onto the market if there is no demand for it. We were already prepared to offer the Saeftinghe Development Area on the market in 2008, but in view of the timing – right on the edge of the worldwide economic crisis – we put the project on hold."

In addition to construction of the first phase of the Saeftinghe dock the project also includes the development of non-maritime zones and backquay terminal areas.

Container shipping line MSC is due to shift its operations in Antwerp from the Delwaide dock on the right bank of the Scheldt to the

left bank Deurganck dock at the beginning of 2016. The port authority issued a Call for Proposals at the end of last year to discover what interest there might be in taking over the Delwaide dock concession being freed up by the move.

Various project proposals were submitted by candidates, and the port announced on 4 May that it would open exclusive negotiations with the Saudi Arabian company Energy Recovery Systems (ERS) for the southern and northern sides of the concession, representing an area of 150ha.

ERS proposes to use the site to set up a new production unit for 'green' ammonia and urea, representing an investment of €3.7 billion. The plant will provide employment for 900 people. The port authority will now negotiate further with the company with a view to making a concession agreement.

However, Antwerp is still looking for a suitable proposal to develop the Churchill Industrial Zone, situated close to the Delwaide dock. Until a few years ago the 88ha site accommodated a General Motors car assembly plant.

When GM decided to shut down its activities in Antwerp, the port authority acquired the site. In view of the site's nature, located in the heart of the port and with multimodal access, Antwerp wanted to cede it to an industrial investor that could make use of the full area. A worldwide Call for Proposals was issued in mid-October 2014. However, so far this has not produced suitable results, the port authority said, and it has decided to extend the search for an integral industrial use for the site by a further two years.



MSC is due to shift operations from the Delwaide dock (pictured) on the right bank of the Scheldt to the left bank Deurganck dock

Saldanha start

Oiltanking MOGS Saldanha, a joint venture between OTGC Holdings (Pty) Ltd and MOGS (Pty) Ltd, has commenced with the detailed engineering works for the development and construction of its commercial crude oil blending and storage terminal, in Saldanha Bay, South Africa.

The facility will have a total capacity of 13.2 million barrels, comprising 12 in-ground concrete tanks.

The start of the front end engineering design (FEED) is a milestone and demonstrates significant progress for the Saldanha Bay project, the two companies said. The scope of the FEED includes earthworks as well as civil, mechanical and electrical components of the terminal and associated infrastructure. The FEED will take a maximum of six months which will immediately be followed by the construction phase. Completion of the terminal is projected for the first quarter of 2017.

The new terminal will be built as state-of-the-art facility in accordance with the highest safety and environmental standards. The terminal will be connected to an existing jetty which can handle vessels up to VLCC size. Oiltanking MOGS Saldanha is at an advanced stage of securing the initial customer base load for the terminal.



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Unlocking the northern powerhouse

The UK's Humber region could unlock the full potential of Northern England, delegates at this year's MultiModal event heard.

Situated on the east coast of England, the Humber estuary handles 85 million tonnes of cargo a year. This equates to 17.5 percent of Britain's maritime trade and more than any other port complex in the UK, according to HumberPort, a club of port operators, shipping lines and logistics service providers operating in the region.

Those cargo volumes make the Humber the fourth busiest ports complex in Europe after Rotterdam, Antwerp, Hamburg and Marseille.

The Humber's key advantage is its location. Some 200 miles from both London and Edinburgh, the Humber is within a four-hour drive of 75 percent of UK manufacturing facilities and 40 million people, while 320 million consumers can be reached across mainland Europe within 24 hours.

A delegation from the HumberPort partnership presented the case for the UK's busiest ports complex during a seminar on the opening day of Multi Modal. HumberPort is building on the momentum achieved by the branding of the region as the UK's Energy Estuary; investment by Siemens; and the opportunity presented by the Northern Powerhouse concept.

Professor Amar Ramudhin, director of the Logistics Institute at the University of Hull, said ports worldwide were investing vast sums to try to create what the Humber had naturally.

"We've got it all in the Humber," he said. "We have a huge estuary with lots of ports and there's Liverpool on the other side of the North. We have this natural corridor of

trade, between the Humber and Liverpool, with goods coming in and out of the UK through those ports. That is what unlocks the full potential of the Northern powerhouse. So what people are trying to invent in other places is naturally here. That makes the Humber the natural place and the logical choice for trade."

Prof Ramudhin said using the Humber was efficient, reduced transport time and distance to warehousing and distribution centres which were migrating northwards, and increased resilience in shippers' supply chains.

He added that the estuary also offered availability of land, excellent connectivity and a strong logistics skills base, well supported by education and training providers.

Peter Aarosin, chief executive of logistics business Danbrit and ports operator RMS Group, said the Humber's key competitive advantage was "location, location, location".

Aarosin said the Humber presented a 'future-proof' alternative to routing freight through southern England's crowded roads network, enabling freight carriers to reduce their exposure to likely future taxes aimed at tackling congestion.

John Fitzgerald, Humber director for Associated British Ports (ABP), said the region already handled more trade, in and out, than the Mersey, Tees and Tyne combined.

He said the estuary was an asset of national importance and critical to the UK economy. Across the estuary up to £1 billion of investment was being made in ports infrastructure and facilities to support the Humber becoming the centre of the offshore wind industry, exemplified by the £310 million investment by Siemens and ABP in a wind turbine blade factory and associated facilities in Hull.



Professor Amar Ramudhin, director of the Logistics Institute at the University of Hull, said ports worldwide were investing vast sums to create what the Humber already has naturally

Tarragona's liquid connection

Port of Tarragona, in Spain, handled 31.5 million tonnes in 2014, an increase of around 14 percent over the previous year. Liquid bulk rose by 8.14 percent to 19.4 million tonnes, making Tarragona the 4th busiest Spanish port in that market sector.

This year started with liquid bulk once more boosting total throughput. Cargo rose by 19.8 percent in January and February, compared with the corresponding period in 2014.

The port authority attributed the increase to the oil price volatility that has had a knock-on effect on biofuel and crude oil handling. The oil market contango, in which forward prices are higher than spot prices, had a positive impact on storage and other shipping operations.

Chemical products are also performing particularly well this year, experiencing growth of 22.47 percent in the first two months. The growth of output in the Middle East and India demands that the region's industry adopts new commercial strategies and focuses on specialties and developing markets, the port says.

But the increased volumes are also the result of operational improvements by companies in the port. Tarragona's decision to enlarge the chemical quay, making space available for tank storage, matches current market requirements.

The €70 million facility was officially opened in July 2014, doubling the size of the wharf from 17.6ha to 35.8ha. This work has added more than 3.6km of berthing to the chemical quay, of which 960m has a depth of 16.5m.

Tarragona now has a sizeable chemical cluster located around port. It is the largest chemical industry site in southern Europe and the fourth largest in the continent as a whole. Tarragona produces about 20 million tonnes of diverse chemical products a year and the port moves some 19 million tonnes. The area alone accounts for a quarter of Spain's chemicals output.

Now branded ChemMed-Tarragona the regional cluster groups together industrial, academic and scientific resources with a growing logistics infrastructure. Some 100 companies are based in ChemMed, including Repsol, Vopak Terquimsa, Dow, Basf, Tepsa, and Clariant, with 13,000 direct and 35,000 indirect jobs on 1,200ha of land and adjacent port facilities.

The port is also investing in a new intermodal terminal to provide access for more containerised product entering and exiting the port.



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