BULK DISTRIBUTOR

INTERNATIONAL NEWS ● PEOPLE ● PRODUCTS May/June 2009

Shippers warn of shift from rail to road

Prepare to see a shift from rail to road if wagon-load services are cut. That is the message from the newly established Rail Freight Council of the European Shippers' Council (ESC).

A large number of industry sectors and other regular rail freight users rely on the provision of single-wagon services as they are often unable to provide sufficient volume for a block train. However, the provision of such services by railway operators is under increasing threat. Chairman of the council that represents rail freight customers, Georges Di Lallo of steel producer ArcelorMittal, stated that "this would inevitably lead to an exodus of freight away from rail services and onto road".

The ESC's Rail freight Council noted similar concerns from other shippers. One shipper noted that "all over Europe such services were being rationalised even before the current economic crisis. The services are often below the quality standards we would prefer and can actually get from road operations; yet we are still being greeted with proposed rate increases. At a time when road freight rates are falling sharply it is becoming difficult to justify continuing our commitment to rail freight. Taking away the single-wagon operations will make the decision to move to road inevitable."

ESC's secretary general Nicolette van der Jagt said on the matter: "We understand why rail freight operators would prefer to provide block-train services rather than single-wagon load: it is easier and more profitable. But we think it is important for politicians, civil servants and the public to understand that the economics can be stacked against the use of rail freight and that together, rail freight customers and railway undertakings must look urgently for solutions to this problem."

van der Jagt added: "That does not mean turning to your customers and demanding more money from them; but trying to find real, practical solutions. Competition in the rail freight sector would encourage that customer-focused approach, but competition is sadly still lacking in many European countries. If we cannot find solutions then we must accept that shippers will have no choice but to move their freight to other modes that can deliver the services they need, with the desired service quality, and at the prices which are affordable and competitive."

Last year Fret SNCF, the freight arm of France's state railways, rationalised its single wagon service claiming that although the business represents 35% of its freight traffic, it generates 70% of its losses. Initial steps were taken in 2007 with the abolition of the single wagon service in 262 stations. Now the network is being slimmed to three hubs - near Paris, Metz and Lyons – and a support centre, which will link more than 30 platforms and about 900 stations.

Shippers worry that single wagon services are being rationalised in favour of block trains

• ESC is to hold a seminar on the 22 June in Antwerp to explain what it sees as the inherent dangers from the new international convention known as the 'Rotterdam Rules' covering conditions of carriage for containerised freight moving by sea and involving an inland journey.

The new convention covering liability of carriers and shippers in a contract of carriage, allows liner shipping companies to offer an opt-out from almost all of the rules for, what are referred to as 'volume contracts'; although this could mean just three or four containerised shipments per year.

ESC is concerned that many shippers may be lured into such an opt-out by the offer of lower rates or the promise of better service. "Before shippers enter into such tempting offers they must first understand and weigh up the potential risks and consequences," said an ESC statement.

The seminar will explain what happens when shippers accept greater liability in exchange for some other benefits; it identifies who becomes responsible under the Rules for the safety of the cargo during transit; it will highlight those areas which have changed from the previous international conventions and how the new Rules affect conventions related more to the carriage of goods by road, rail, and short-sea.

IN THIS ISSUE

Managing Editor Neil Madden
neil.madden@wanadoo.fr
Tel: +33 (0)3 88 60 30 68

Editor Patrick Hicks
pwh@oakhillmedia.com
Tel: +44 (0)20 8398 9048

Dry Bulk Editor Richard Miller
richard.miller@oakhillmedia.com
Tel: +44 (0)1424 446003

Advertisement Director Anne Williams
anne.bulkd@btinternet.com
Tel: +44 (0)1932 225632

Associate Editor Katarzyna Marszalek
kate@oakhillmedia.com

Overseas representative
Russia, CIS, Baltic States: Dars Consulting
Tel: +7 (095) 933 68 55
Email: consulting@dars.ru

Bulk Distributor is published by
Oakhill Media Ltd, Oakhill House, 22 Williams Grove, Surbiton, KT6 5RN, United Kingdom.
www.oakhillmedia.com
Fax: +44 (0)870 762 0434
Published 6 times a year.

Vos adopts Responsible Care

Vos Logistics, the leading European road transport and logistics service provider with headquarters in Oss, the Netherlands, is to participate in the Responsible Care® programme for European chemical land transport. In so doing it commits itself to continuously improving its health, safety and environmental performance.

Responsible Care is an initiative of the International Council of Chemical Associations (ICCA). The European Chemical Transport Association (ECTA) and the European Chemical Industry Council (CEFIC) reached agreement at the end of 2008 to introduce Responsible Care within the European chemical transport industry. Participating transport companies, of which there are currently 19, are obliged to observe strict health, safety and environmental regulations within the terms of the voluntary agreement.

As an additional service to its road transport activities, Vos Logistics has recently expanded its multimodal network. The company, a European leader in the transport of bulk chemicals for the petrochemical industry, is nowadays moving some 200,000t/yr of chemicals, foodstuffs, waste and mineral products by unaccompanied modalities via bulk-on-rail and bulk-on-sea.

One of the 1,300 road vehicles operated by Vos Logistics

This service is based on multimodal usage (rail/road and sea/road) of the company's road assets and has proved to be a viable alternative to traditional road or container transport. It is expanding and growing in popularity, bolstered by Vos Logistics' policy to provide sustainable and environmentally friendly services. "This development particularly is welcomed by the markets and customers we serve," commented CEO Frank Verhoeven.

Last year the company's state-of-the-art IT

Continued on page 28

COA flexitank code

At the end of April, the Container Owners Association published its "Flexitank Code of Practice", which will be formally adopted from 1 January 2010. The Code will permit flexitank manufacturers and operators to test their products according to criteria acceptable to container operators and to other container owners.

Entitled the *"Recommended Code of Practice for the Testing and Manufacturing of Flexitanks and for the Operation of Flexitank/20ft Container Combinations"*, the Code is divided into five sections, covering: Container Selection for Flexitank/Container Combination; Test Criteria for Flexitank/Container Combination and for Flexitank Materials; Container and Flexitank Marking; Incident Management and Insurance; and Training. In addition, an Appendix to the Code gives details of COA Rail Impact Flexitank/Container Combination Testing procedures. A fuller article on the Code is published on p9.

The global flexitank market is estimated to have exceeded 200,000 shipments in 2008 confirming the strong growth trend of the past seven years and enabling the flexitank industry to make its mark on the bulk logistics sector and the general freight market. Indeed, the market is about 10 times larger than it was 10 years ago and the industry is now recognised as a significant force in the freight and logistics field. (*See p4 of this issue.*)

PLS in magnesia deal

PLS Logistics Services has entered into an agreement with Martin Marietta Magnesia Specialties, LLC to manage all inbound and outbound magnesium hydroxide slurry rail shipments at the company's Manistee, MI location. PLS will forecast and plan appropriate railcar capacity for Martin Marietta's shipping needs, monitoring both loaded and empty railcars in the company's private fleet.

Martin Marietta Magnesia Specialties is a leading supplier of magnesium hydroxide slurry for use in environmental, electric power generation and paper pulp bleaching applications.

"PLS is very pleased about the opportunity to serve Martin Marietta Magnesia, and we look forward to delivering increased value to their railcar shipping system," noted Scott Boyer, executive vice president of PLS. "Our agreement with Martin Marietta is another excellent example of the breadth of our service offerings to our rapidly expanding client base."

VTG 2008 revenue up 12.4%

VTG Group's revenue for 2008 rose 12.4% on the previous year, EUR609m, exceeding the prior forecast of between EUR585-595m. Operating profit (EBITDA) reached EUR156.4m, a rise of 14.2% on the previous year.

"Our growth was even stronger in 2008 than anticipated," said Dr Heiko Fischer, CEO of VTG Aktiengesellschaft. "These results and a solid business model are a very good basis for further growth in what is overall a difficult economic environment. VTG plays a key role in rail freight transports of products for meeting the basic supply requirements of industry and thus forms part of the industrial infrastructure. This element of VTG's largest division, Wagon Hire, sets the company apart from many others in the logistics sector in that the latter are more susceptible to the economic climate."

In all three divisions, VTG reported similar rises in sales. Thus the company increased sales in its largest division, Wagon Hire, by 13% in the financial year 2008, to EUR294.1m. As at 31 December 2008, the level of capacity utilisation achieved for the wagon fleet was 91.1%. The drop of 2.8% on the previous year was primarily due to returns of rail freight cars, which are also used for transporting automotive

VTG has the largest private wagon fleet in Europe

parts. These wagons constitute a small part of the entire fleet and come from a joint venture in which VTG has just a 50% share. Due to the fleet increasing from 47,800 to a total of some 49,600 freight cars, this drop had little impact on the results of the wagon hire division.

In the Rail Logistics Division sales increased by 15.5% compared to the previous year, to total EUR177.7m. In the third division, tank container logistics, sales increased by 7.6% to EUR136.8m.

VTG has continued to pursue its strategy of international growth and consolidation of its market position in Europe. This strategy includes not only entry into the North American market and entry into a joint venture with Cosco Logistics in China, but also the takeover of the German wagon manufacturer Graaff.

As at 31 December 2008, VTG employed 1,004 staff worldwide, 190 more than at the end of 2007. The increased number of staff is largely due to the acquisition of Graaff.

"Being part of the industrial infrastructure, VTG is less susceptible than other companies to fluctuations in the economic climate. With some 1,000 customers from different industries, VTG has a broad range of customers, making it less dependent on the economic fortunes of individual companies or sectors," the company stated. "Furthermore, long-term secured lines of credit enable us to make investments and grasp opportunities for growth. Building on these secure elements of its business model, the company expects sales and EBITDA operating profit in 2009 to be slightly below the levels achieved in 2008, despite the difficult economic climate. This means in more detail that if the economic climate doesn't improve in the second half of 2009, the company could end the year at a level of only up to 5% under the very good sales and EBITDA of 2008; in, for example, the division wagon hire this would equal a wagon capacity utilisation rate of approx. 86%.

First GBRf award

First GBRf first started hauling coal in 2006 and has achieved a 12% market share

UK operator First GBRf has picked up the 'Logistics Provider of the Year' Award at McCloskey's *Coal UK* Conference, 2009.

The award, which was introduced by Coal UK in 2006, asks customers, suppliers and fellow freight operators to vote for their favourite logistics provider. The company with the highest amount of nominations is then awarded the prize.

David Price, editor of Coal UK, which runs the awards said: "We are pleased to present the award for 'Logistics Provider of the Year' to rail freight operators First GBRf. Our readers are given the opportunity to cast their votes anonymously for their favourite provider and this year First GBRf were top by a large margin. We offer them our heartfelt congratulations and wish them further success in 2009."

John Smith, managing director at First GBRf, said: "At First GBRf we are always thrilled when we win awards, but this one, which we see as the 'players' player of the year' award because it is decided by the very people who commission coal services or run them themselves, really is something special. It proves that the people who are using our trains to transport coal, and the coal industry at large, are genuinely impressed with what we are doing."

The award win marks the third time First GBRf have been formally recognised for success in the coal field. In September 2008 the haulier picked up the 'Freight Achievement' title at the National Rail Awards and more recently at the HSBC Rail Business Awards the operator was highly commended in the new freight category for its work on coal.

First GBRf first started hauling coal in 2006 and has, in less than two years, achieved a 12% share of the market.

GATX revenue up

Leasing firm GATX reported net income from continuing operations of $196m in 2008, up from $185.8m the previous year. Wagon sales in the secondary market raised $55m, and "robust scrapping activity" took advantage of high scrap prices. As a result, utilisation of the North American fleet of 113,000 wagons was 97.9%.

Lease renewals averaged 63 months, and a trend to longer renewal terms means only 13% of the fleet is exposed to renewal in 2009. Utilisation of the European fleet of 20,000 tank wagons was down from 97.2% to 97.1%.

"GATX posted outstanding results in 2008," said president & CEO Brian A Kenney. "While GATX has managed through a number of economic cycles during its 110-year history, the volatility in recent months has been tremendous." Allco's fleet of 3,650 wagons was acquired for $217m, and Kenney believes market pressures will provide further "attractive buying opportunities" in 2009.

Dow, Union Pacific progress on hazmat rail

Dow Chemical Company and Union Pacific Railroad say they have made progress on the mutually-set goals designed to enhance the safe transport of chemicals across the United States.

The two companies issued a progress report of the goals outlined in March 2007 to build on their long history of working together to improve safety and security in chemical transportation. The agreement includes specific transportation enhancements the companies pledged to achieve together by 2017 or sooner.

"Dow and Union Pacific are as committed as ever to our shared vision of ensuring the safe and secure transportation of essential products and materials through each community we touch," said David Kepler, executive vice president of Dow's Business Services. "We outlined some very aggressive goals and we are extremely pleased to announce that by the end of 2008 we have achieved progress in every one of the eight goal areas we set in 2007."

"Union Pacific and Dow are major contributors to the chemical supply chain that is critical to our nation's economy, and also to homeland security, public health, safety and welfare," added Jim Young, chairman and CEO, Union Pacific. "Our priority is making sure that they arrive to consumers by the safest, most environmentally friendly mode of freight transportation so that almost everything in our daily lives - the water we drink, the plastics bottles that carry it, our computers, cars, clothes and medicines - have the chemicals needed to make it all possible."

With over 160,000 miles of track by all railroads in the United States, Dow and Union Pacific pledged to enhance chemical transportation through a variety of innovative solutions and public-private partnerships. From industry-wide railway crossing safety initiatives and Global Positioning Satellite sensors that track railcar movements, to designing the next generation of rail tank cars, the range is far reaching. By working with local and national safety agencies, the combined work is developing products and processes that are safer than ever before. More importantly these joint improvements are helping companies to better manage their inventories and supply chain from beginning to end.

Dow and Union Pacific's eight jointly-

Union Pacific and Dow are major contributors to the chemical supply chain

created goals are consistent with the principles and practices of Responsible Care, a voluntary chemical industry initiative that Dow and other leading companies helped establish in 1985 to drive continuous improvement in the safe and secure manufacture, distribution and use of chemical products. Responsible Care sets out a number of goals that play a distinctive role in improving the rail bulk transportation infrastructure: expand the TRANSportation Community Awareness and Emergency Response (TRANSCAER) Program; improve shipment visibility; develop the next generation rail tank car; improve supply chain design; eliminate non-accidental releases; Deploy communications-based train control/anti-collision system; Reduce movement in high-threat urban areas; improve accident prevention.

On the wagon

WASCOSA and Bertschi will be sharing display area at Transport Logistic from 12-15 May 2009 in the outdoor area, block 704/5, track 3/3. WASCOSA will be presenting two cars from combined traffic as well as a "world first" to improve the productivity of freight cars. Contact persons can be at special national days: Scandinavia on Tues 12 May; Benelux on Weds 13 May; Eastern Europe Thurs 14 May. To arrange an appointment in advance contact: info@wascosa.ch

Castle Wagons anniversary

The UK's very first aluminium bogie cement wagons have just celebrated their first year of service, having moved more than 150,000 tonnes of cement in the 12 months from April 2008 for Hanson Cement, which changed its name from Castle Cement in March to reflect its position as a division of Hanson UK.

The wagons were introduced to Britain by VTG Rail UK. VTG Rail UK's 10 year contract with Hanson marked the return to rail transport for the cement provider from its Ribblesdale plant, and in the 12 months since they entered service the wagons have already saved the equivalent of around 5,000 lorry journeys.

Running three times a week from Hanson's production unit near Clitheroe in Lancashire, to its storage and distribution centre at the Mossend Railhead near Glasgow, the cement trains carry an average of 1,040 tonnes compared to just 29 tonnes per lorry. With every tonne of freight carried by rail producing at least 80% less carbon dioxide than by road this also represents considerable savings in terms of the amount of C02 released into the atmosphere.

Rob Brook VTG Rail UK's managing director said: "Hanson wanted a more environmentally friendly way of transporting cement to Scotland. The wagons we provided, with their innovative aluminium body construction to minimise tare weight and high performance pressure discharge system are able to carry far greater volumes, more efficiently, than their road counterparts. We are very pleased that the wagons have made such a big contribution to reducing road traffic and look forward to the good work continuing in the years to come."

Hanson Cement's managing director Jon Morrish said: "As the UK's leading supplier of heavy construction materials we move over three million tonnes of aggregates and cement by rail every year. We have been very pleased with the performance of these wagons."

In the 12 months since they entered service the wagons have already saved the equivalent of around 5,000 lorry journeys

US DOT requires stronger hazmat tank cars

In a move intended to enhance safety on US railroads, outgoing Secretary of Transportation Mary Peters announced a final rule to improve the crashworthiness of railroad tank cars used to transport hazardous materials.

"Strengthening rail hazmat tank cars will reduce the risk of spills and increase public safety should a train accident occur," Peters said, noting the final rule is focused on poison inhalation hazard (PIH) materials like chlorine and anhydrous ammonia heavily used in water treatment, agricultural, and industrial applications.

The final rule requires PIH tank cars to have better puncture resistance from a side impact with a combination of thicker inner shells where the hazmat is held and/or thicker outer jackets depending on the specific hazmat being transported.

In addition, each end of the tank car is to be protected with a full head shield where not already mandated by existing regulations and strengthened valves, top fittings, and nozzles used to load and unload the tank car are required to prevent a release in a rollover accident.

The rule also imposes a 50 mph maximum speed restriction on all loaded PIH tank cars and allows for an increase in the gross weight of the tank car to accommodate the enhanced safety measures. Also, it requires tank car owners to prioritize the retirement or replacement of older tank cars used in PIH service which were built prior to 1989 with non-normalized steel that may not adequately resist the development of fractures.

Peters added the final rule provides an increase in safety over existing rail hazmat tank car designs pending further technological and manufacturing advancements. Adoption of these interim design standards will ensure the ongoing availability of PIH tank cars with improved safety while DOT completes longer-term research, testing, and validation of advanced tank car designs for a more stringent performance-based standard to further increase rail hazmat tank car crashworthiness.

The final rule was issued by DOT's Pipeline and Hazardous Materials Safety Administration in close consultation with the Federal Railroad Administration following a broad and multi-faceted review of virtually all aspects of rail tank car safety. It applies to PIH tank cars built on or after 16 March 2009.

$130m for Russian rail freight operator

The European Bank for Reconstruction and Development has lent $130m to JSC 'Freight One', a wholly-owned subsidiary of Russian Railways (RZD), to fund the renovation of its rail fleet in order to boost this the operator's productivity.

The 10-year loan provides key backing for the continuing reform of Russia's railway system at a time when financial markets are in turmoil and underlines the EBRD's long-term commitment to this strategic sector of the Russian economy. It is the sixth Russian rail-related transaction signed by the EBRD in the past two years and brings the Bank's total investments in the sector to over $700m since 2004.

"The EBRD's mission, particularly in such market conditions, is to support investments in key infrastructure renewal such as the one on which JSC 'Freight One' is embarking as it starts to renovate its fleet of 200,000 rail cars, one of the largest in Russia," said the EBRD's First Vice President, Varel Freeman.

"This transaction is extremely important for us, especially given the current world economic slowdown, as it demonstrates trust in Russia's rail sector by international financial institutions and a high regard for the way our company runs its business," added Alexey Taycher, Freight One's First Deputy CEO and CFO.

Eighty-five percent of Russian freight traffic – excluding pipeline traffic – was transported by rail in 2007. Rail freight's predominance is explained by the huge dimensions of the country and the current state of the Russian road system.

JSC Freight One was set up as an independent rail freight company in 2007, inheriting one third of RZD's rail car fleet, but operating separately from RZD as part of a reform aimed at reducing state participation in railway operations.

Bulk wine continues to drive the flexitank market

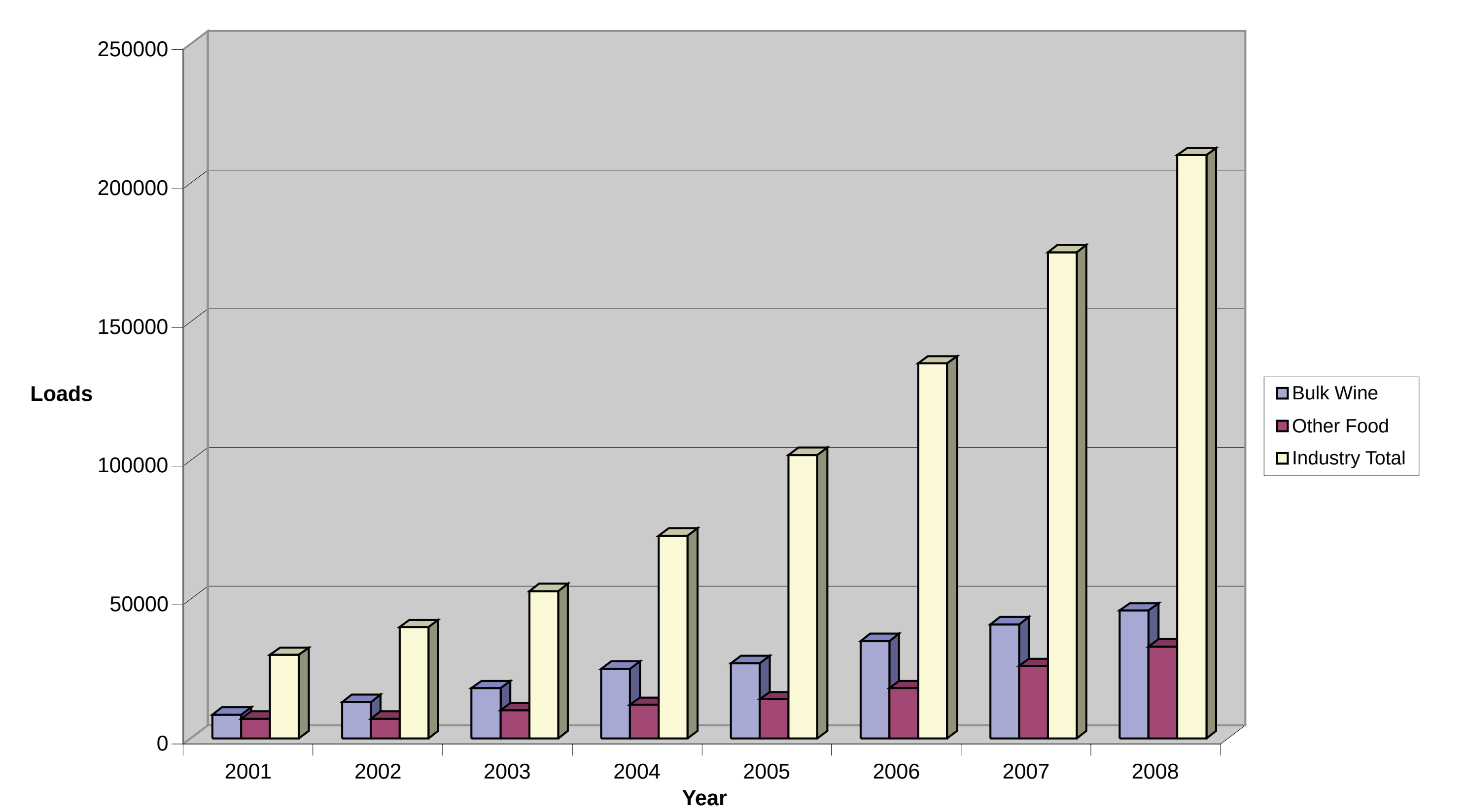
2008 saw the solid growth of the flexitank market of recent years maintained with both food and the industrial / chemical market performing strongly. Growth will be slowed by the global economic crisis with quality and environmental issues also affecting the business agenda. Bruce Williams reports.

The global flexitank market is estimated to have exceeded 200,000 shipments in 2008 confirming the strong growth trend of the past seven years and enabling the flexitank industry to make its mark on the bulk logistics sector and the general freight market.

Indeed, the market is about 10 times larger than it was 10 years ago and the industry is now recognised as a significant force in the freight and logistics field. Whether this growth can be sustained in the next few years – which could put flexitanks on par in terms of volume with the deep-sea ISO tank market – in the current economic and regulatory environment remains to be seen. The growth trend of the past eight years is illustrated in Graph 1, showing the industry total over the same time period with a split for the wine and food sectors.

The industry has reacted to the growth of the market and the many new flexitank manufacturers and service providers that have entered the market in recent years by forming an Industry Association within the Container Owners Association. This provides a framework for improved standards and quality, which, if successfully implemented, will make a significant contribution to improved safety and quality standards for the benefit of all parts of the supply chain in future.

Graph 1 - Flexitank Wine and Food Growth 2001-2008
(Figures courtesy of Bruce Williams Consultancy)



Bulk Wine Market

Shipments of New World wine have been a major driver of flexitank growth in the past seven years as consumption of New World Wines, particularly in Europe, has increased exponentially. The trend is illustrated in Graph 2. In 2007, approximately 850m litres of bulk wine were shipped from the New World producers most of which was shipped in flexitanks. In 2008, this figure comfortably exceeded 900m litres for the first time. A small proportion of this bulk wine continues to be shipped in ISO tanks, but the trade is dominated by flexitanks for reasons of cost and availability.

In addition to the New World, there are significant shipments of bulk wine ex-Spain, France, Italy, East European and Balkan countries; I estimate therefore that bulk wine amounts to at least 45,000 flexitank shipments currently, accounting for just over 20% of the total flexitank market. This is a smaller proportion than applied for a couple of years which is explained by the stronger growth in the industrial and non-hazardous chemical sector, a factor that no doubt has resulted in ISO tank and chemical logistics service providers being attracted into the flexitank trade in recent times.

Apart from Europe, there are also major bulk wine flows into China, a market that first emerged and generated considerable flexitank growth in the mid to late 1990s, into North America, Japan and, over the past two years, into Russia which has diversified its supply of low cost wine from its traditional Soviet era sources to the New World.

Argentina, for example, supplied some 933,000 hectolitres of bulk wine to Russia in 2008, out of a total annual export amounting to 2m hectos worth US$80m, making Russia by far its largest volume export market. Other leading markets for Argentine bulk wine include the USA, Canada, China and Japan. Argentina is also the world's leading supplier of grape juice concentrate ('mosto') exporting over 1.3m hectos last year for which the main market was the USA; much of this being shipped in flexitanks.

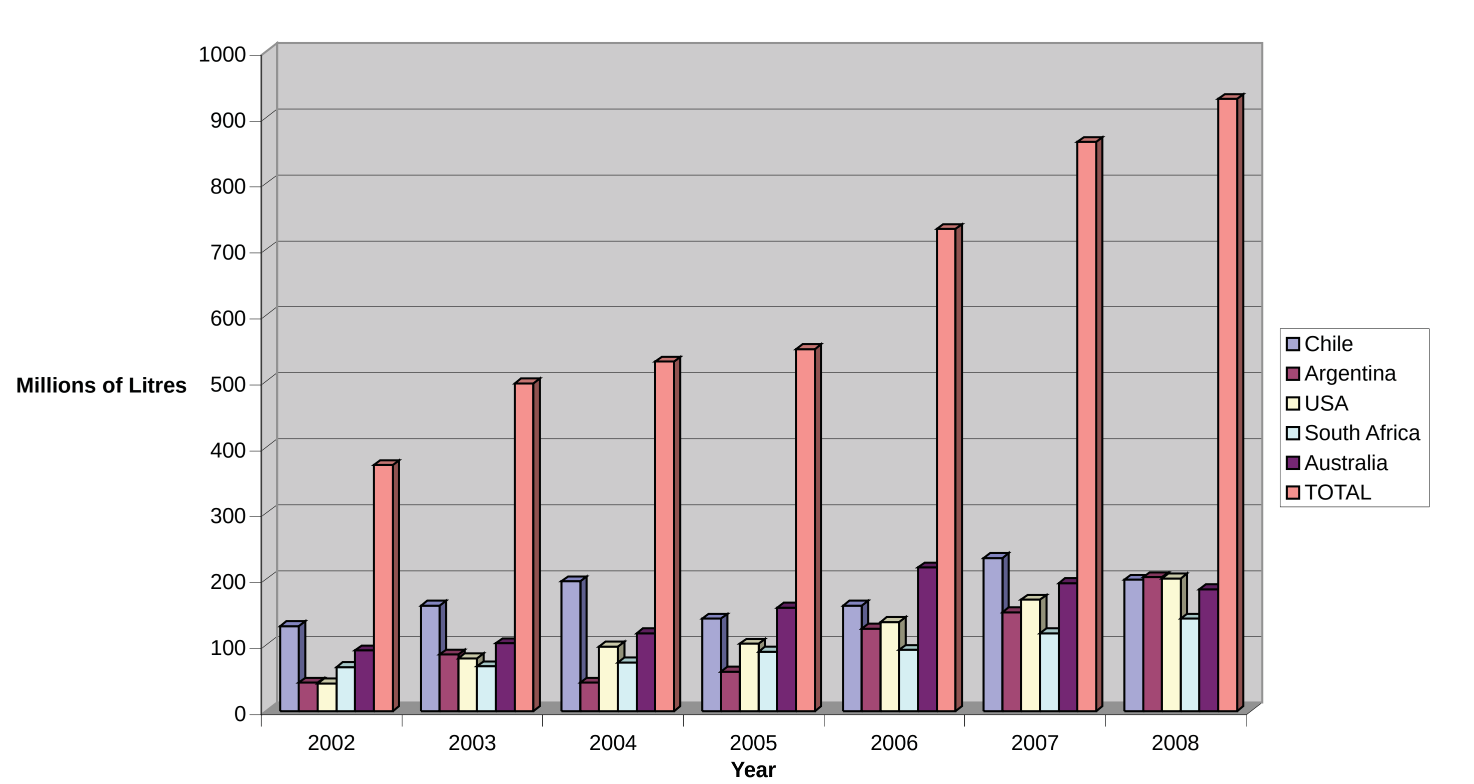
Russia is also taking substantial quantities of bulk wine from Chile, Mediterranean Europe and South Africa making it an important new contributor of flexitank growth over the last couple of years.

Large volumes of other food products are also shipped in flexitanks, such as edible oils, fruit juice concentrates, corn sweeteners and sorbitols and many more. Taking these products into account, the food sector constitutes about 35-40% of the total market.

General wine trends

At a time of economic recession, it is no surprise that the global wine market registered no growth in 2008, but this was for the third consecutive year as reductions in wine consumption in the established wine nations of western Europe negated gains in emerging markets. World wine consumption is actually estimated to have fallen by 1% last year to 2.65bn 9-litre cases with no improvement predicted for the next year or two.

Graph 2 - Bulk Wine Exports by New World Wine Producer
(Figures courtesy of Bruce Williams Consultancy)



Wine consumption in the UK has grown considerably and the USA recorded growth for the fifteenth successive year. Despite the emergence of powerful global producers, wine is less brand-dependent than beer or spirits with the world's 25 largest wine brands accounting for about 8% of the global market (compared with beer at more than 25%) indicating a still quite fragmented global wine market.

Some producing countries are also performing well in the current environment. Wine exports from the USA increased by 6% last year reaching a value of US$1bn for the first time, with a total export volume of 491m litres (455m litres in 2007) of which 200m litres was shipped in bulk. Half of US wine exports are destined for the EU with the UK its largest market. Indeed, the US recently surpassed France in the UK wine sector as the second most important supply source (after Australia) with a market share of about 16%.

More than 90% of US wine exports are from California where wine is now the second leading export product by value and the USA is the world's fourth largest wine producer and sixth largest exporter.

Australia's bulk exports have dipped slightly since the record year of 2006 (a record harvest facilitating sales at lower values) at 184m litres last year worth $124m, but the country and its wine industry association has been looking at pricing and value, to provide investment for future growth, as much as defending market share. In 2007, Australia's bulk exports amounted to 194m litres worth $86m. Chile, the world's fifth largest wine exporting nation with 588m litres in 2008 worth US$1.37m has similarly seen slight reductions in its bulk exports at 199m litres last year, worth US$148m compared with US$125m the year before on a higher volume, indicating an increased price per litre for 2008 over the previous year.

European Trends and Issues

France and Italy are the world's largest wine producers with about 18% each of world production followed by Spain with 13%. To put things into perspective, Italy is the world's largest wine exporter at 17.2m hectos in 2008 (18.5m in 2007) followed by Spain at 16.5m hectos and France with 13.6m, followed by Australia, Chile, USA and Argentina.

Spain's bulk wine exports in 2008 amounted to 897m litres (worth €357m) an increase of 51m litres over the year before, with its principal exports markets including France, Portugal, Germany, Italy and Russia, the latter taking 116m litres last year much of it shipped in parcel tanks of 2-4m litre capacity, but there is a significant and growing demand for flexitanks into the Russian Black Sea port of Novorossiysk for smaller lots.

Spain's harvest in 2008 was one of the longest and latest for some years with the overall figure estimated at 39m hectos down about 2% on the previous year.

Europe as a whole produces and consumes two thirds of the world's wine and accounts for over 70% of the world's wine imports. However wine consumption has fallen by 15% in the EU over the past 15 years necessitating some significant restructuring of the industry and impacting the expectations of future sales into the EU on the part of New World producers particularly in the current financial climate.

The objective of the EU's wine reform, which came into force on 1 August 2008, is to deal with the over-production of wine in the EU relative to demand, to eliminate inefficient vineyards and to promote winery consolidations and competitiveness. According to the EU policy, about 5% of the total vine area should be up-rooted on a voluntary basis over a three-year period. The budget available to member states for this purpose covers a maximum area of 175,000 hectares over the three years. It should be noted that there is no equivalent reduction in areas under vine in the Southern hemisphere and California, although lower levels of growth have been observed in the last one or two years compared to earlier in the decade.

Bulk wine future trends

As the graphs and statistics demonstrate, bulk wine shipments worldwide have boomed over the past few years partly due to the increased demand for New World Wines, partly to the emergence of new markets such as China and Russia and partly given the opportunity to convert bottled wine shipments to bulk to reduce transportation costs and facilitate bottling and branding either in the retail market or in a country adjacent to it.

Notwithstanding the economic situation and its effect on the wines and spirits market, there is every reason to anticipate the trend towards bulk wines and bottling at the destination side to continue for the foreseeable future. It is possible that the economic climate will spur bulk wine shipments given the cost benefits with one bulk container typically with 24,000 litres of wine (that is 30,000 bottles) being far more freight efficient than containers of cased goods.

John Corbet-Milward, of the UK-based Wine and Spirits Trade Association, a body that represents the interests of the supply chain from retailers on the one hand to producers on the other, agrees that economic considerations could increase the demand for bulk wine. The WSTA also point out the importance of environmental and political pressures in this process with green legislation aimed at increasing efficiency in the supply chain to reduce CO_2 emissions; demands that will have to be balanced with commercial interests so that sensible environmental and market driven solutions are applied. The WSTA point out that economic recessions come and go, but environmental issues are permanent.

Braid's UK factory ISO accredited

Braid Logistics (UK) Ltd (formerly John S Braid & Co Ltd) has announced that its UK flexitank factory located in Teesside, North-East England, has been certified to ISO 9001 Standard by QMS International Plc.

Managed by Alison Lax and Steve Kirwan, who both have many years experience in PE and thermoplastic manufacturing, the plant opened early in 2008 in order to facilitate supply of Braid's flexitanks to the UK and Continental markets. This is the third factory to achieve quality certification ensuring that all Braid production is from plants accredited to ISO 9001-2008 standard. Braid's primary factory is located in South China where a brand new purpose designed plant was opened in 2007, with a current capacity of 15,000 liquid and dry bulk liners per month, which the company believes makes it the largest flexitank plant in the world.

Braid's technical director Andrew Watson commented: "Our commitment to a global quality system that is fully implemented is an indicator of our intent to meet the highest quality standards and service expectations of the increasingly discerning market place in which we operate. Braid also allocates substantial resources to its technical division in order to remain at the forefront of customer-focussed product innovation and quality. Such innovations in the recent past include a modified valve with upgraded fast flow spigot design to facilitate a more rapid and complete discharge."

Braid has been a market leader in flexitank manufacture and operating for some years after entering the market in 2002, almost 20 years after it had originally entered the food grade tank container market at which the company is also a recognised leader. Headquartered in Glasgow, UK and established in 1955, the company has its own offices throughout Europe, Asia, North and South America and Australia plus agencies extending its coverage to 70 countries worldwide. Braid reports strong growth in the flexitank market in 2008 and is well structured and placed to build on its market-leading position in the coming years.

www.braidco.com

Teesside is the third Braid factory to achieve quality certification

The plant opened early in 2008 in order to facilitate supply of Braid's flexitanks to the UK and Continental markets

De Rijke to market EPT's BIG Red range

Netherlands-based logistics group De Rijke has formed a strategic partnership with Environmental Packaging Technologies (EPT) whereby De Rijke will be the exclusive European distributor of EPT's BIG Red Products.

The partnership follows the announcement in March by De Rijke (see *Bulk Distributor*, March-April p1) that it was to start providing flexitank services to its customers. The company sees the move as complementing its existing tank container and tanker fleet.

De Rijke has spent over a year researching and analysing the manufacturing, performance and logistics of flexitanks as a possible addition to its range of products and logistics services. "With the current market situation, everyone is looking for cost-efficient, but safe and responsible bulk packaging and shipping solutions," stated Peter van Klaveren, general manager freight forwarding, maritime & customs department with De Rijke. "The BIG Red Flexitank system met all of our performance requirements and gives us a cost-effective option to offer our customers, particularly in the chemical and beverage sectors."

EPT's BIG Red Flexitank consists of a re-engineered, high-performance flexitank; a 5-layer barrier wear sleeve with an oxygen transmission rate of 0.001cc/m2; and proprietary bulkheads that the company claims provide "unique" shock-absorption technology whether shipping via road, rail or sea.

"EPT had been looking for a distribution partner with an established company and an excellent reputation in transport logistics, customer service and quality. We certainly have achieved that in partnering with De Rijke and we are excited about the opportunity," commented Nancy Wendrock, president of EPT.

De Rijke believes the flexitank service sits comfortably alongside its existing service offering

De Rike's move into the flexitank market was prompted by the developing uses for the technology. Where the flexitank for several decades was a well-known means of carriage for the transport of food products, such as fruit juices and wine, in recent years the transport of non-hazardous chemicals has taken off. One of the main reasons for this increase in volume is that in contrast to tank containers, there is less need to reposition the empty dry freight container, producing significant cost savings. For these reasons De Rijke believes flexitanks offer a significant opportunity in the market place. No major investments would be necessary save for minor investment in loading platforms.

In preparing for its market entry, the logistics group conducted a pre-study in the first quarter of 2008 to identify the business opportunity. This was followed by a feasibility study slated for completion in December 2008 with the objective of developing a flexitank product within the group.

To achieve this, the company looked at a number of potential suppliers, flexitank technologies, fitting stations with European coverage and relevant quality and safety elements. The flexitank is a product that sits side-by-side with De Rijke's existing product range, the company believes: "On a

EPT's BIG Red flexitank met all of De Rijke's performance requirements

number of occasions we could replace existing products such as bulk ISO containers and/or packed deliveries with a flexitank."

The fact that the Container Owners Association is just adding the finishing touches to a Code of Conduct regarding the proper use of flexitanks shows that this market is still maturing, De Rijke added. However, the company feels it will only partly replace the existing market for drums and tank containers and should be seen as complementary to the already wide range of services. De Rijke has an extensive fleet of tank containers and tank trucks, is equipped for packing liquids into IBCs or drums, after temporary storage in heated storage tanks. The filled IBCs or drums can then be stored temporarily in the warehouses and distributed worldwide using De Rijke Services.

The flexitank operation will be integrated in and handled by the freight forwarding department of De Rijke Logistics which has wide experience in handling chemical products to sea and intermodal destinations, both packed as well as bulk.

www.derijke com
www.eptpac.com

BLC expands manufacturing capacity

Malaysian flexitank manufacturer BLC is expanding the business with a new US$4m manufacturing facility in Penang.

The project took two years to complete with extensive input by process flow consultants and BLC believe it to be the first flexitank facility in the world to have been conceived, planned, designed and constructed specifically for flexitank manufacturing.

This purpose-built facility is complemented by a new range of computer-controlled welding machines giving exact welding parameters that can be reproduced time and time again.

BLC produces top and bottom loading flexitanks. These can also be supplied with either EVOH or aluminium foil barrier films. BLC says it is committed to research and development. It has recently developed a new bottom loading system that guarantees that the container doors will not come into contact with the valve.

The company has also taken the decision to manufacture key ancillary parts in a move to become more vertically integrated. By adopting this approach it has eliminated problems associated with fittings or ancillaries that had not been specifically designed for flexitanks.

With all this in place, BLC now has a manufacturing capability of over 9,000 flexitanks a month. BLC is also an associate member of the Container Owners Association and says it looks forward to participating in the implementation of the Flexitank Code of Practice on 1 January 2010. Managing director, Capt ST Chew supports the move by the COA to implement a code of practice for the flexitank industry and he feels this will establish a minimum standard of quality and reliability.

BLC's main market has been within South East Asia which over the years expanded across the world through BLC's own office network and its worldwide agents. It recently signed an agency agreement with JMP Holdings of Australia and New Zealand. JMP was recently awarded the 2008 Australian Supplier of the Year by WISA (Wine Industry Suppliers Australia Inc - www.wisa.org.au).

www.blcflex.com

BLC's new facility: "conceived, planned, designed and constructed specifically for flexitank manufacturing"

Eceplast gets closer

Eceplast is in the final stage of developing and setting up of its brand new flexitank division, thanks to the enlargement of its Italian manufacturing plant.

"This is a very important step, because we believe in the potential of this high value market and its further development in this difficult economic situation," sales manager Nicola Altobelli, told Bulk Distributor. "The idea behind the investment is that thanks to our self-developed welded technology, the commitment of our workers and the logistical proximity to European and Mediterranean customers, we are able to offer a new answer to the market which is still looking for high quality flexitanks."

Eceplast is exhibiting at Transport Logistic, demonstrating a miniature of a container liner and a flexitank on stand B5 342.

www.eceplast.it

Hillebrand on display

JF Hillebrand will be showing its range of logistics solutions at the London Wine Fair. Principally the specialist wine and spirits logistics provider will be demonstrating its VinLiner Solution.

With many wines in the UK now sourced from the other side of the world, long sea voyages, usually through different climatic conditions, are inevitable, says Hillebrand. Using temperature-controlled sea containers would add significantly to the cost - and they are not always available, so the company developed the VinLiner. Designed specifically for the beverage industry and used across the entire JF Hillebrand global network, this protective liner foil is claimed to offer the most advanced cargo protection available on the market.

VinLiner is placed in a dry freight container to protect wine against temperature changes, bad smells and humidity infiltration that might occur during transport. It has the added benefit of also protecting cargo from condensation and moisture within the container which can damage labels, caps, closers and cartons.

Pierre Corvisier, JF Hillebrand's director of new services, says: "We identified the need for greater protection for the products but could not find anything in the market that could meet the specifications that we wanted to achieve. So we decided to design and manufacture our own product."

VinLiner reduces the impact of temperature shifts during day and night, protecting wines from radiation and thermal forces that occur on-board ship and at port terminals. This reduces deterioration in quality or taste of the product, leakage, overheating and freezing, and the production of ethyl carbamate.

VinLiner is supported by VinRoute, Hillebrand's internal database of temperature and shipping data, which can predict the temperature conditions that shipments will face as they travel from origin to destination. Using VinRoute, importers are able to make informed judgements about how best to ensure their product arrives on the shelf in optimum condition – be it deciding to ship in a dry container, a reefer, or by using VinLiner.

The liner weighs 14kg for a 20ft container and is installed by Hillebrand in the majority of cases, although it can be installed by third parties at loading depots. Fitting takes, on average, five minutes per 20ft container and 12 minutes per 40ft container.

Also at the London Wine Fair, Hillebrand will be demonstrating its Carbon Calculator to facilitate the reporting of transport-related carbon emissions. This calculation provides the user with an estimate of transport-related emissions and is claimed to represent an "objective, reasonable and conservative" assessment of emissions from what analysts agree is one of the most complex elements of the beverage supply chain.

Another initiative recently launched was the Wine Train. Two years in the planning and with an investment of about £1m, JF Hillebrand launched a rail service in early 2008 between Tilbury and Daventry. In addition to providing a cost-effective supply chain alternative to road transport, the rail service is significantly reducing the carbon footprint of wine supply chains from the new world. Furthermore we are taking thousands of trucks off the heavily congested motorways.

www2.jfhillebrand.com

COA publishes Flexitank Code of Practice

At the end of April, the Container Owners Association published its "Flexitank Code of Practice", which will be formally adopted from 1 January 2010. The Code will permit flexitank manufacturers and operators to test their products according to criteria acceptable to container operators and to other container owners.

Entitled the *"Recommended Code of Practice for the Testing and Manufacturing of Flexitanks and for the Operation of Flexitank/20ft Container Combinations"*, the Code is divided into five sections, covering:

- Container Selection for Flexitank/Container Combination
- Test Criteria for Flexitank/Container Combination and for Flexitank Materials
- Container and Flexitank Marking
- Incident Management and Insurance
- Training

In addition, an Appendix to the Code gives details of COA Rail Impact Flexitank/Container Combination Testing procedures.

Container Selection

Section 1 of the Code covers the selection of containers for flexitank carriage, to ensure that they are suitable for purpose.

The Code requires a container gross weight rating of not less than 30 tonnes, but specifies alternative options when this type of equipment is not available. It also specifies side wall configuration, number of locking bars and brackets, locking bar cam configuration and door handle requirements.

To assist container selection, a check-list is provided to ensure that the container is in an acceptable condition, that it has been repaired satisfactorily and that it has none of the specified floor damage. A valid CSC plate must be correctly attached to the container.

After discharge of the flexitank, the container must be redelivered to the shipping line in the same condition as when it was selected (subject to normal wear and tear) and completely empty.

Rail Impact Test Criteria

The Code's second section covers the rail impact testing of the Flexitank/Container Combination. A used test container with normal wear and tear must be used, built to ISO criteria and fitted with the flexitank, including specific bulkhead.

To comply with the COA Code of Practice, the Flexitank/Container Combination must, as a minimum, pass at least one of the two similar COA Rail Impact Tests detailed in the Code. In both cases, the unit is placed on a rail wagon for impact testing, with tests taking place when the container doors are at the impact end, and then when the end-walls are at the impact end. The exact details of the testing procedure are given in the Code of Practice's Appendix A.

For both Tests, a Shock Response Spectrum curve must be provided for the highest speed testing, both when the container end-wall and the container doors are at the impact end.

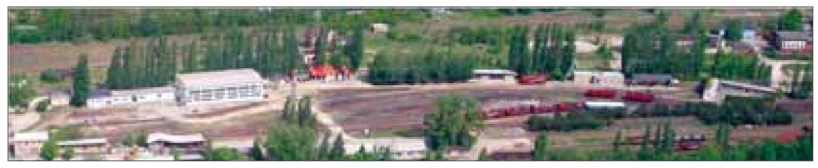
The acceptance criteria are as follows:

- No leakage; and the tank and bulkhead to be intact
- Maximum allowable permanent deformations of side-walls and end-walls of the container after testing as follows:
- Bottom side rail: 3mm
- End wall: 7mm
- Doors: 6mm
- Side walls: 8mm

The tests must be witnessed and certified by an officially registered Classification Society (approved by the COA). The certificate shall apply to the flexitank system, including tank components and tank installation devices (such as, but not limited to, the bulkhead); and specified cargo details (allowable range of volume and density); and apply to the ISO container as well.

The Testing Certificate must include, amongst other information, the following details:

- Description of the flexitank system including detailed description of all components and their installation
- Allowable volume and density range of the cargo
- Flexitank model number and flexitank manufacturer



The TÜV Sud testing facility at Göritz, Germany, where Flexitank/Container Combination rail impact testing can be carried out

Materials Testing

A number of tests have to be carried out by flexitank manufacturers on the flexitank material to demonstrate the ability of their product to prevent loss of containment when subjected to normal environmental stresses and conditions.

The tests cover the following aspects: puncture resistance, seal (weld) strength, tensile strength and elongation, impact resistance, tear resistance, temperature tolerance and hydraulic burst.

These tests are applicable for each individual film layer, whether used for single-ply or for multi-ply flexitanks.

Container and flexitank labelling

Flexitank operators are responsible for marking containers with flexitank information. The COA Code states that although flexitanks cannot ship hazardous goods, adhesive warning and information labels should be placed on containers, enabling the instant identification of a Flexitank/Container Combination and any dangers that may be present if warnings are not heeded.

All labels must be sea-water resistant and all types must be strong enough to still be readable after normal shipping conditions. The flexitank itself must also be marked for traceability.

The door warning label must be a minimum size of A4 (210 x 297mm). It should be affixed to the outside of the left hand door, in such a position that it is obvious before opening the left hand door.

The label must contain a warning about keeping the left hand door shut, along with a pictorial warning. These warnings should be in the following languages: English, French, Spanish, German and Chinese. Other languages may be added if required. The label must also contain emergency contact information.

The flexitank shall be marked with the following information (which must be visible when the right-hand door of the container is opened):

- Unique flexitank number
- Manufacturer's name or COA-supplied Code
- Type approval number (as issued by an officially registered classification society) applied to the flexitank and the bulkhead

The Code also provides details about the removal of markings from containers.

Incident Management and Insurance

Section 4 of the Code covers Incident Management and Incident Response, including details such as: Responsibility and declaration of contents; Stages of incident management (Information, Attendance, Action and Completion).

The Code requires that all parties in the flexitank chain must keep a detailed log/database of incidents to allow them to identify trends and take corrective and preventive actions.

This record shall contain, as a minimum, the following information:

- Flexitank number
- Container number
- Date of incident
- Location of incident
- Type of incident
- Quantity of product lost
- Root cause (or possible root causes)
- Photographs of the incident including any damage to the flexitank, ancillary equipment and the shipping container

The Code also requires flexitank operators to maintain insurance in respect of potential product or public liabilities arising from any failure of their flexitank or operational service to a general limit of liability of not less than US$5m, to be placed with a AAA-rated insurer on an established insurance market.

Training

The final Section of the Code covers staff training. The Code recommends that a flexitank operator's training programme should cover such activities as: container selection and preparation; flexitank installation and fitting; and incident training.

Further information on The COA Flexitank Code of Practice can be downloaded from www.containerownersassociation.org.

For further information, contact: secretary@containerownersassociation.org

Stolt returns leased units

Stolt-Nielsen's tank container division is returning leased in equipment in a bid to stem the decline in profits. Stolt Tank Containers reported a decrease in operating profit to US$12.9m from $16.1m, due primarily to a 23.8% decline in shipments and a drop in utilisation rates to 67.8% from 77.4%.

Net profits for the group as a whole fell to $14.5m from $52.6m in the same quarter last year. The collapse was largely due to an operating loss of $2.5m in the tankers division. Commenting on the company's results, Niels G Stolt-Nielsen, Chief Executive Officer of SNSA, said: "SNSA's first-quarter results reflect the panic in the global credit markets that we saw late last year. As producers, traders and consumers stopped ordering products, global industrial production plunged. Destocking of inventories followed and parcel-tanker cargo volumes dropped more than 30% on some trade routes. Though conditions stabilised somewhat in the latter half of February, we attributed the change to a modest restocking of inventories following two months of near paralysis in the market.

"We continue to expect 2009 and 2010 to be very challenging years for our industry and the world economy at large. In response to lower demand we are redelivering ships on time charter and bringing forward the recycling of ships. In Stolt Tank Containers, we are returning leased-in tank containers. In all businesses we are deferring or cancelling non-committed or non-essential capital expenditures, including newbuildings, and a full hiring freeze has been imposed."

ITCO prepares to unveil new research in Munich

As reported in the previous issue of *Bulk Distributor*, ITCO is to unveil new industry knowledge on tank containers in three specialist presentations at Transport Logistic 2009 (Munich, 12-15 May 2009). Two of the papers highlight recent studies which bring together a wide range of established knowledge to explain why tank containers are the safest, most reliable and efficient means of transporting bulk liquids, powders and gases. The third presentation will break completely new ground by describing how tank containers have a lower 'carbon footprint' than alternative forms of transport.

ITCO will once again have its own Tank Container Village within the Transport Logistic exhibition. A total of 1,600 exhibitors from 53 countries will participate in the overall exhibition and within the ITCO Tank Village companies offering equipment and services to the global tank container industry will display their wares. The special Tank Container Seminar at which the three ITCO presentations will be made will take place adjacent to the Tank Village on 13 and 14 May.

The three presentations, which will be given by industry experts responsible for their compilation, are:

- *Safe Handling of Tank Containers*, by Bill Brassington of ETS Consulting
- *Raising the Profile of Tank Containers with Deepsea Shipping Lines*, by Dave Dawson
- *The Environmental Impact of Tank Containers Compared to Alternative Forms of Transport*, by Alan Braithwaite of LCP Consulting

Safe handling

Although tank containers have built an "exemplary" safety record over the past 35 years and the current global fleet of 250,000-plus units has been expanding at a record rate over the past three years, a number of recent incidents have resulted in the possibility of questions being raised in certain quarters about the inherent safety of tanks. Although none of the incidents involved the loss of a tank's contents, valve leakages and tank top working accidents have resulted in injuries to personnel.

Over the past two years ITCO has worked with the International Cargo Handling and Co-ordination Association (ICHCA) to prepare the *"Safe Handling of Tank Containers"* document. Laid out in 14 illustrated chapters and six annexes over 60 pages, this document has been compiled as the definitive industry document for safe tank container operations. ICHCA has labelled the document as Briefing Pamphlet No 30.

It embraces the good working practices that have been developed by the tank container industry over the past four decades and is made available to assist newcomers to this rapidly expanding transport sector in becoming familiar with the necessary "do's" and "don'ts" of tank handling. *"Safe Handling of Tank Containers"* will also serve as a refresher for established industry professionals and as a primer for those tank operations that they may not encounter during the course of their normal working day.

The presentation at the ITCO Tank Village will be made by Bill Brassington, of ETS Consulting, who has been responsible for most of the compilation work on the guide. As Brassington will describe to the seminar audience, a laden tank container can be the heaviest of intermodal containers and a lack of awareness of correct filling levels can result in dangerous cargo surge effects. Furthermore, the large number of both ISO tank containers and outsize swap body tanks in service can raise container stacking compatibility issues at European container depots.

However, as he will also point out, tank containers are designed with safety in mind. They are robust units whose materials of construction and fittings and fixtures are fully compatible with the range of products that the tanks are authorised and certified to carry. With a full working knowledge of the subject matter in *"Safe Handling of Tank Containers"*, operators can ensure a safe working environment for themselves and all those who come into contact with tank containers.

"Safe Handling of Tank Containers" will soon be available for downloading on the ITCO web site by both the organisation's members and other interested parties.

Raising the profile

Many container shipping lines do not have a favourable impression of tank containers. Such lines see tanks as heavy units that can cause lifting and shipboard stowage problems. Tank containers are also perceived to be used almost exclusively for the carriage of hazardous cargoes and, because of the risks associated with such consignments, some shipping lines believe that tanks containing hazardous goods are best avoided.

The environmental impact study will consider the complete tank container supply chain

Dave Dawson, formerly with CP Ships, is assisting with an ITCO initiative to increase awareness of the true nature of tank containers and their operation among the shipping lines. As Dawson will explain in his presentation, a principal problem is shipping lines' "lack of familiarity" with tank containers. Long gone are the days when many of the leading shipping lines operated their own dedicated fleet of tank containers and employed their own dangerous goods expert who was the key reference point within the company for all bookings of shipments listed in the international Maritime Dangerous Goods (IMDG) Code.

As shipping lines handed over their tank fleets to specialist operators and streamlined their booking departments to concentrate on their core sea freight business, a certain amount of in-house tank container expertise was lost. ITCO, with the assistance of Dave Dawson, is seeking to reinstate a degree of tank container understanding among the container shipping lines. A core document explaining the nature of tanks in the context of shipping operations has been prepared and the presentation is being taken out to the leading shipping lines, with the key personnel responsible for such bookings being the target audience.

The ITCO initiative is also aimed at establishing a better rapport with the shipping lines and to make them aware of the importance of ITCO as an important contact point for any query about tank containers. A key point that ITCO is making to the shipping lines is the sheer volume of good business represented by tank containers. Approximately 150,000 units of the global fleet of 250,000 tank containers are ISO tanks engaged in the deepsea trades. Assuming 4.5 movements a year for each of those 150,000 tanks, this business represents 675,000 annual movements, even before the repositioning of some empties attendant on such business is taken into account.

Another point that Dawson will make is that today only about 40% of tank movements involve dangerous goods, down from 65% 20 years ago. The reason for the decreasing percentage is the sheer variety of other goods being transported in tank containers today, as shippers of a growing range of products become aware of the advantages offered by tank containers. Notwithstanding the larger number of products shipped in tank containers, those units constructed for the carriage of dangerous goods are built to stringent standards and have provided sterling performance in service. The rules and regulations governing the construction of tanks used for the carriage of dangerous goods ensure the provision of tanks suitable for a long and safe working life, if operated correctly.

In any case, the shipment of dangerous goods in general is an inherent part of daily life for shipping lines and has been since the global chemical industry rose to prominence over 40 years ago. On container ships on some routes, for example, over 10% of the dry freight containers contain packaged dangerous goods of one class or another.

Environmental impact

It has long been appreciated in the tank community that tank containers offer a more environment-friendly means of carrying products to the final customer than alternative forms of transport. In a very basic comparison between a shipment of steel drums in

Continued on page 11

Tanks fare better

Container manufacturer Singamas says its specialised containers remained "steady" despite the economic downturn. Reporting its annual results for 2008, Singamas says the performance of the performance of special units such as tanks and reefers has fared better than dry freight boxes, even though the company saw a drop in demand for containers overall in the second half of the year. Singamas says that the average selling price of a tank container in 2008 was US$30,600, higher than the previous year.

The manufacturer took the opportunity to correct certain statements in the Hong Kong media that it claimed were "inaccurate". In particular, it said some media had reported "almost no orders.... for containers between December 2008 and February 2009". Singamas retorted that it had received orders during this period and in fact orders had begun to look up again as of March 2009. It emphasised that factories producing reefer, tank and other specialised containers were operating as normal. There had been some closures of factories producing dry freight units, but half of these were now producing again with the remainder expected to reopen shortly.

Singamas says that the average selling price of a tank container in 2008 was US$30,600, higher than the previous year

CONFERENCES & EXHIBITIONS

2009

Achema 2009
May 11-15
Frankfurt, Germany
Tel: +49 69 756 4423
www.achema.de

Transport Logistic
May 12-15
Munich, Germany
Includes dedicated tank container area supported by ITCO.
Tel: +49 89 9491 1368
www.transportlogistic.de

The London International Wine Fair
May 12-14
ExCel, London
www.londonwinefair.com

ILTA 29th Annual Conference & Trade Show
June 8-10
Houston, USA
Tel: +1 202 842-9200
www.ilta.org

European Supply Chain and Logistics Summit 2009
June 8-10
Swissotel Dusseldorf, Germany
Tel: +44 20 7202 7560
www.supplychain.eu.com

NTtank, ZZTC units tested

The second NTtank prototype has been tested at Goerlitz, witnessed and certified by Lloyds Register. Also in attendance on the day were Jean-Pierre Gagnon, of Transport Canada, and Geoff Rogers of LR EMEA who were conducting a recertification audit on behalf of the TUV test site.

In the impact test at 12.6 km/h the minimum SRS curve was exceeded in all points of the frequency range evaluated. The deformations of the container caused by the final impact test at 12.6 km/h, measured before and after the test, amounted in total to 1mm and 2mm respectively on the sides of the container.

As a final result, the tank container NTTU 1670017 achieved the proper test level pursuant to CAN/CGSB-43.147:2005 and pursuant to ISO 1496-3:1995, 4th ed/Amendment 1 (2006).

Zhongshan Zhonghua Tank Containers Ltd (ZZTC) also successfully performed a dynamic test on a 13.5cbm 20ft tank container in Germany. The unit was subject to testing in accordance with Canadian and ISO standard, including the SRS - Shock Response Spectrum Analysis. All tests were witnessed by Bureau Veritas.

ZZTC's development of the 13.5cbm prototype tank is in response to customers' special requirements for small capacity tanks because of road restrictions and transportation to remote places. The tank container is also suitable for carrying very heavy product or for customers which require putting special bulky equipment onto the tank.

ZZTC has also made deliveries of Forklift Pocket tanks to serve mining communities in remote areas of Alaska. Working with Pacific North West, engineers have tailor-made 25cbm capacity tank containers to suit their needs.

Continued from page 10

a freight container and a consignment in a tank container, for example, the disparities are stark. A 20ft freight container can carry 80 drums of 200 litres each, or 16,000 litres in total, while a 20ft tank can carry 24-25,000 litres, depending on road weight restrictions and the density of the product to be carried. Then, there is the issue of drum disposal and/or recycling. However, until now there has been no definitive evidence of the truth in the belief that tank containers offer a superior environmental option.

ITCO has commissioned Professor Alan Braithwaite and his team of logistics experts at LCP Consulting to employ their Carbon-to-Serve methodology to investigate the end-to-end, life cycle environmental impact of tank containers and alternative transport forms such as drums and flexitanks. In his presentation Braithwaite will first detail the challenges inherent in both generating a reliable estimate of the carbon intensity of different end-to-end supply chains and identifying the benefits that arise from achieving best-in-class performance.

What is certain is that global warming is now an issue impacting every business enterprise and that environmental performance is becoming an embedded and inescapable part of corporate social responsibility. Traditionally, it has not been the responsibility of any one link in the supply chain to look after the environmental impact of the activities elsewhere along the chain. However, that is changing and, as Alan Braithwaite will point out, LCP Consulting's Carbon-to-Serve model holds the potential not only to identify the environmental impact of the entire supply chain but also to foster collaboration along the chain in order to improve overall environmental performance and reduce costs.

The LCP assessment of tank containers and alternative forms of transport will consider the complete supply chain, from manufacture and materials to positioning and handling operations, cleaning, land and sea journeys, port equipment, empty movements, roundtrip potential, life cycles, recycling and ultimate disposal. The key determinant in these environmental impact assessments will be the volumes of carbon dioxide emissions generated. The LCP study will be unlike any other produced for the tank container industry and Alan Braithwaite has promised some surprising conclusions.

Finally, on Wednesday(May 14), from 6pm Perolo is offering Bordeaux wine as 'le verre de l'amitié", while on Thursday (May 15) from 6pm, ITCO customers are invited to the traditional ITCO Party, partly sponsored by Hoyer.

• The team working on ITCO's new UK project 'Working at Height' has held its first meeting. The small team lead by John Wilson aims to share knowledge and experiences with an objective to produce "real improvements" for safe operating at height on tank containers. The agenda and minutes of the meeting are stored on the TICO website in 'Regulatory Matters'. For further information: administrator@itco.be

www.itco.be.

Boasso America acquires Quala Systems

Boasso America Corporation has acquired Quala Systems of Savannah, GA. With this takeover, just completed in April, Boasso America says Quala will now be the only full service tank container depot operation servicing the Port of Savannah.

Quala Systems was adjacent to the Boasso facility which was already servicing the cleaning of ISO tanks and domestic trailers. The cleaning facility currently consists of a three-bay tank wash and also offers steam heating. Even though Boasso America is known for full service tank depots in the USA, they will continue to provide cleaning on domestic trailers at the Savannah location.

The facility is located at 6061 Commerce Court, Garden City which is just five miles from the Garden City Port. Just like all Boasso locations, Savannah provides maintenance and repair, transportation, cleaning, heating, and storage of intermodal tanks.

Boasso America currently operates facilities in Newark, NJ, Chicago, IL, Detroit MI, Charleston, SC, Savannah, GA, Jacksonville, FL, New Orleans, LA and Houston TX.

www.boassoamerica.com

New FV corrosive cargoes range

Building upon the success of its Halar lined valves, Fort Vale is introducing a range of PFA lined components designed for the safe transportation of corrosive cargoes in container tanks.

PFA has physical and chemical properties similar to those of PTFE. Its chemical resistance and adhesive bonding characteristics makes it a robust, high performance lining material which offers outstanding corrosion protection in most applications. PFA is suitable for operating temperatures of up to 200deg C.

The full series of products now includes :

- PFA lined manway covers and prepared neckrings to be lined at the same time as the tank
- 65mm and 80mm Super Maxi Relief valves with PFA lined bore and Halar lined springs
- 25mm and 50mm PFA lined airline ball valves with flanged connections
- 3ins 45deg Halar lined internal footvalve with conventional spring mechanism. The closure plate incorporates a fully enclosed lifting finger, ensuring that no valve metallic surfaces come into contact with product. The new footvalve has an overall length approximately 20mm longer than that of a non-lined 45deg highlift footvalve
- 80mm PFA lined full bore ball valve with slotted flanged outlet
- 50mm and 80mm clamped butterfly valves
- The secondary closure may be terminated with a lined threaded spigot and polycarbonate cap with full PTFE seal or with a lined bobbin flange

sales@fortvale.com

Fort Vale's 2ins PFA lined butterfly valve

Sun shines on Sun Logistics

Indian tank container logistics operator Sun Logistics teamed up with two of its principals - New Port Tank Containers and Sinochem International Logistics - at the recent Chemspec India 2009.

Sun Logistics is one of the leading companies in the transportation of tank containers and flexitanks ex-India. It recently received the CRISIL SME 1 finance rating, the 'Highest level of creditworthiness, in relation to other SMEs'. Also, the company was recently honoured with the *Samudra Manthan* award for being "the best" in handling dangerous goods and liquid cargo.

Haresh S Lalwani, joint managing director, attributed the company's success and accolades to the clients, principals, staff and management of the company. He added that even in the current economic climate, both tank containers and flexitanks were on the upswing. "This is because overall volumes are down and both concepts are more cost-effective than bulk vessel shipments. The continued availability of equipment, combined with high service levels and value-added logistics, in this industry has been highly appreciated by customers," he said.

Among the representatives of New Port and Sinochem present at Chemspec India 2009 were Willem Barends, global managing director, New Port; Tom Starck, general manager, New Port Mexico; Eelco Cossee, sales and marketing manager, New Port Europe and Michelle Fan, sales director, Sinochem.

Barends emphasised that India was a strategic area for New Port's global tank container operations, especially in relation to its activities in the Middle East and Far East. The country was also a big import and export market for the company to and from the Far East, US and Europe, he pointed out. New Port was at Chemspec, he said, to interact with its Indian customers "because the human factor is extremely important. We are a carrier of hazardous materials and need close interaction with the manufacturers of these materials. We believe in the personal touch more than computers as a way of communication with our customers."

He also lauded the role being played by Sun Logistics, with whom New Port has a "good, long-term relationship". "Sun Logistics is an experienced, well-established company specialising in handling hazardous materials. People with the right expertise are needed in this area so as to ensure that there are no accidents and that safety is always the first priority," he observed. "We value our relationship with our partners in India in order to further improve combining cargoes in the most economical way for our customers."

Cargostore chooses RAM

Cargostore International is to replace its current in-house software with the Rental4000 lease management system from Real Asset Management plc (RAM). The decision follows a period of rapid expansion for the UK-based leasing company.

Cargostore provides a wide range of container specials under a variety of lease and sale arrangements to a diverse client base, including shipping lines, logistics companies, government agencies, exporters, importers, the construction business, offshore industry, retailers and storage and removals companies. The company currently operates a fleet in excess of 25,000 TEU, with a high proportion of reefer containers and special equipment.

"Our ability to meet specific requirements for challenging projects worldwide has helped us to double our annual profits every year for the past three years," said Paul Barry, a director of Cargostore. "We grew our staff base by a third last year and we are continuing to recruit to fill specific roles."

Barry added that Cargostore is now working on a variety of special projects with major logistics companies and food suppliers. Further growth for the company is expected to come particularly from more challenging markets such as Africa, the Middle East and the Sub Continent.

Cargostore originally developed its own fleet management system using Microsoft Access. However, after 12 years and with healthy business growth, the company needed a more sophisticated and reliable system that could manage larger fleet and data volumes and provide more detailed management information.

"We chose RAM because the application seems to exactly fit our requirement. Having seen a presentation of the software, we were more than satisfied that it could meet all of our requirements. We particularly liked the fact that there was an impressive range of standard reports and a user friendly method of producing our own custom reports," noted Barry.

"We are delighted to be working with Cargostore and look forward to completing the implementation and putting the right processes in place for a further period of growth," said Craig Anthony, general manager for RAM. "It is fantastic to see a UK company in the intermodal industry that is flourishing, despite the economic climate. By having effective systems in places, companies such as Cargostore can reduce administrative costs, improve operational efficiency and remove the headache of managing in-house IT development."

www.realassetmgt.com

Cargostore provides a wide range of container specials under a variety of lease and sale arrangements

Girard completes HQ move

Earlier this year, Girard Equipment completed the move of its corporate headquarters and manufacturing facility to Vero Beach, Florida. Locations now include two manufacturing service centres in Linden, New Jersey and Houston, Texas as well as this newest location in Vero Beach. In addition to the new location there are three regional sales offices: Chicago, IL, Beijing, China and the UK with more being announced throughout 2009 and 2010.

The Florida location is central in meeting the growing demand for Girard products and services worldwide. Vero Beach enjoys good access to local ports, including Miami and Canaveral.

"In spite of the tough economic times, we have seen more opportunities to serve our customers with several new products being added this year, as well as the opportunity to continue our high level of service by adding this new location," stated Tim Girard, the company's president. "This location is ideal for the distribution, transportation and delivery of our line of products to companies all over the world."

www.girardequip.com


The Florida location enjoys good access to local ports like Miami and Canaveral

Pelican Triple S to be unveiled

Pelican Worldwide says it will unveil a "unique" valve combination at *Transport Logistic*.

Attendees will get a first look at the Triple S - *shortest*, *safest*, and *smartest* - bottom discharge assembly. The Triple S boasts "extremely high flow rates" and therefore provides a quick unloading time. "It is also manufactured to the highest standards and as with all Pelican products is developed with safety, maintenance, and ease of operation in mind," says the company. A patent request for the Triple S has been filed.

The first time this product will be introduced for public view will be in Munich.

For additional information:
www.pelicanworldwide.com

Van Doorn moves

Van Doorn has moved into new offices and warehouse facilities at Arhus, Denmark. After six years of trading at Kystpromenade, the company required more space and so took up residence at Borneovej 12, 8000 Arhus.

"This move will give us further growth possibilities for the coming years. Also the product variety will grow so we can optimise service to our customer," read a company statement.

Van Doorn has also acquired the European representation from Super rack Co Ltd, a specialist in flat racks.

Bulk Distributor

Editorial features scheduled for the July/August 2009 Bulk Distributor:

- **Powder Tankers**
- **IBCs & Drums**

(and much more besides)

If you have an editorial announcement that you wish to be considered for inclusion in Bulk Distributor, please send copy to
neil.madden@wanadoo.fr
or richard.miller@oakhillmedia.com

Logistics industry has much to ponder in Munich

The international transport industry will gather in Munich on 12 May as the twelfth Transport Logistic gets under way with an opening discussion featuring high-ranking personalities from industry and politics.

Germany's Minister of Transport Wolfgang Tiefensee will be among those airing their views in a discussion entitled 'Mapping out the future in a time of uncertainty – what is the way forward for global logistics?'

The global economic crisis is having an effect on almost all segments of the transport and logistics industry. Associations and research institutes around the globe are warning of a severe slowdown. In Germany, for example, the 'Logistics Indicator' (February survey) of the Bundesvereinigung Logistik (BVL) and the Deutsches Institut fur Wirtschaftsforschung (DIW), shows that the mood in the industry is at a level unprecedented for the country. The indicator has fallen by over 30% year-on-year. "It looks as if in the current recession, we do not have the regional buffers that in the past have evened out the ups and downs in the economic cycle. The crisis is global and it is of historic dimensions," said Raimund Klinkner, BVL chairman. Along with Minister Tiefensee, Klinkner is also taking part in the panel discussion on 12 May, starting at 10 am (Forum, Hall B3). Also on the panel is the director-general of the European Commission's directorate-general energy and transport, Matthias Ruete; Panalpina World Transport Holding president & CEO, Monika Ribar; and Kuehne + Nagel president, Klaus-Michael Kuehne. The discussion will be chaired by Katja Dofel from n-tv.

A tour of the exhibition halls at the previous Transport Logistic in 2007: Left to right: Michael Kubenz, president of the Deutscher Speditions- und Logistikverband (DSLV) and chairman of the advisory board of Transport Logistic; Wolfgang Tiefensee, German Minister of Transport, Construction and Urban Affairs; Eugen Egetenmeir, deputy managing director of Messe Muenchen GmbH

Off the rails

The global economic crisis is also impacting on rail freight. For 2009, experts are putting the downturn in the freight business in Germany at around 4%. What medium- and long-term effects will this have? Politicians, representatives from industry associations, logistics professionals and freight forwarders will be coming together at transport logistic to analyse the current situation.

On the open-air site and in the exhibition halls leading manufacturers of rail vehicles, such as Alstom, Bombardier, Vossloh and VTG, will be presenting their latest models. Also represented at the fair will be the entire European rail network. Among the operators present are Bulgarian Railway Company, CD Cargo (Czech Republic), Deutsche Bahn, Grup Feroviar (Romania), MAV Cargo (Hungary), PKP Cargo (Poland), Rail Cargo Austria, SBB Cargo (Switzerland), Slovenian Railways and ZSSK Cargo (Slovak Republic).

The participants in the rail freight section have much to discuss and debate at the moment. Although the prospects for the current year are clouded by the economic situation, last year the volume of freight moved by rail rose by 1.9%. For comparison, road freight rose during the same period by only 1.6%. This is also a sign that the deregulation in the rail industry is bearing fruit. In terms of performance, quality and price the railways have become more competitive, which means rail transport has become considerably more attractive as an alternative to moving goods by truck. This is also underlined by the fact that between 2003 and 2007 rail freight volumes in Germany rose from around 85bn to 114bn tonne-kilometres. At transport logistic, in the forum on 'New opportunities for the shipping industry in rail freight transport' (13 May, 15:30-17:30, Hall A6; organised by the Verband Deutscher Verkehrsunternehmen, VDV, and others), rail experts and company representatives will be discussing how the railways can be integrated into the modal split and how companies can exploit untapped potential.

As well as the effects of the crisis, another issue concerning rail freight transport will be on the agenda at the event: the necessity to stick to the goal of climate protection, regardless of what is happening in the economy. Over one-fifth of all the CO_2 emissions that are so harmful to the environment come from transport, and 90% of that comes from road and air transport. Other air pollutants are also produced to a great extent by transport: 20% of fine-particle emissions and as much as 60% and more of nitrogen oxide (NO_2) emissions. The railways can help find a solution here – transport by rail generates only around 1% of all the greenhouse gases emitted in Germany. In freight transport a shift of just 1% from road to rail means a saving in CO_2 emissions of around 500,000 tonnes. However the economic crises could lead to a realignment of transport and environmental priorities. This is the issue that will be exercising minds at the forum on 'Energy efficiency and ecological rail technology for sustainable rail traffic – even in times of crisis?' (14 May, 13:00–15:00, Hall A4, organised by the VDB, Verband der Bahnindustrie in Deutschland).

Between 2003 and 2007 rail freight volumes in Germany rose from around 85bn to 114bn tonne-kilometres

The worldwide economic downturn has also impacted the maritime sector. Prices and demand have crumbled, and significant overcapacity is threatening the existence of some shipping companies. Are there any signs of a recovery yet? How can maritime logistics best get out of these choppy waters? Leading experts from the sector will be discussing these and other questions in the mariLOG conference, which takes place in parallel with the trade fair.

MariLOG takes place on 12 May 2009, from 1.30pm to 5.30pm. As well as the effects of the global recession on world trade, other topics will be up for discussion, for example how to improve the links between sea ports and their hinterland. Thanks to government programmes to boost the economy there are good opportunities at present to push ahead with important initiatives. Another important topic is how to improve the efficiency of processes in the maritime ports themselves, and of the information chain right through to the shippers. Industry analysts and practitioners will be airing their views and experience in these areas at mariLOG. The congress will close with a final panel discussion on how to tap into efficiency reserves in transport connections between maritime ports and their hinterland. Taking part in this discussion, between 4pm and 5.30pm on 12 May, are Emile Hoogsteden, director containers, breakbulk & logistics, Port of Rotterdam; Dr Sebastian Jurgens, board member of Hamburger Hafen und Logistik AG; Dr Wilfried Schumacher, business unit director of Wincanton; Helmut Frank, managing partner of the ACOS Group AG; and Luc Aernouts, CCO at Antwerp Port Authority.

Few sectors have benefited so much in recent years from globalisation as maritime shipping. In good years, container traffic grew as much as 20%. The effect of the recession on shipping operators has therefore been all the more severe. "There will certainly be some shipping companies that will not survive financially," expects Burkhard Lemper from the Bremer Institut fur Seeverkehrswirtschaft und Logistik (ISL). In times of recession, the German government will continue to 'actively support' shipping, invest in the maritime infrastructure and do everything it can to boost international trade – this was the promise given recently by Chancellor Angela Merkel at the 6th National Maritime Conference in Rostock. "Tonnage tax and the retention of wages tax will remain," announced the Chancellor to the shipping companies. Both were necessary to secure the size of the German commercial fleet, she assured them. However, Mrs Merkel also said that, with little over 500 ships operating under the German flag, the shippers had reached only "the minimum target" agreed in the Maritime Alliance. Accordingly, the Chancellor reiterated her appeal that there should be no let-up in re-registering ships under the German flag, and in training initiatives.

Regardless of the current economic situation, the prospects for maritime trade are seen as very positive for the long term: Over 90,000 ships (larger than 100 bt) are registered worldwide, around 50,000 of them operate internationally. The United Nations noted that "the capability of maritime operations, in particular ownership of considerable tonnage, is of fundamental importance to a country in supporting and promoting its trade." Around 90% of worldwide commercial tonnage is now transported by sea, estimates the European Community Shipowners Association. In the last 40 years maritime trade has grown by over 400%. One particularly important area is the container segment, which is expected to expand by a further 400% to 2022.

Around 160 European inland and maritime ports will be exhibiting at transport logistic 2009, among them, for example, Europe's largest inland port, Duisburg, and international transhipment ports such as Antwerp, Bremen, Hamburg and Rotterdam. The French maritime ports will be exhibiting in their first pavilion at the fair.

www.transportlogistic.de

ITCO

International Tank Container Organisation

INVITATION TO THE ITCO TANK CONTAINER VILLAGE AT

transport logistic 2009

12 to 15 May

ITCO'S AIMS & OBJECTIVES

ITCO's Mission is for Tank Containers to be the preferred method to transport Bulk Liquids/Gases & Powders focusing on quality, safety and environmental issues.

Welcome

Dear Customers,

The transport Logistic Exhibition is taking place in the middle of a world recession which is one of the worst we have experienced for many long years.
Despite this Messe Munich have stated that the total number of exhibitors has not decreased versus TL 2007 and in fact they have even added one additional hall to ensure extra space for the exhibitors.

By attending, ITCO and its members are sending out a positive message to the market that the tank container will continue to be part of the logistic supply chain for the long term.

ITCO will again have its trade mark "Tank Container Village" in hall B5 (stand no. 233/322) which is the same location as in 2007 and since that time the organisation has grown to over 100 members.

The ITCO village this year will comprise 34 stands grouping 40 different ITCO members, with the additional feature of a reserved area adjacent to the village.
We have added this reserved area to give our members some privacy were they can welcome their guests for meetings in a quiet environment away from the main "Tank Container Village".

In place of the panel discussion we held at TL2007 we have organised three very interesting presentations that deal with the environment and the safe handling of tank containers on land and the sea.

All three presentations will be held in the reserved area adjacent to the "Tank Container Village" at the stated times and on the following days.

Wednesday May 13th at 2pm
"Carbon to Serve" presented by Prof. Alan Braithwaite, Chairman. LCP Consulting Ltd, visiting Prof.Cranfield University.
This project compares the carbon footprints of tank containers, flexibags in a box and drums in a box on a typical supply chain between China and Europe.

Thursday May 14th at 11am
"Charm offensive with Shipping Companies". presented by Mr. Dave Dawson
Ocean Logistics Consultant, Westbourne Consulting
This project will help to the improve the awareness of the shipping companies on the safety aspects and ease of handling of tank containers when transporting liquids by sea.

Thursday May 14th at 3pm
"ICHCA safe handling of Tank Containers" presented by Mr. Bill Brassington
Consultant, ETS Consulting.
This presentation will show the work that ITCO has done over the last 2 years in association with ICHCA for the safe handling of Tank Containers in Terminals and Port facilities worldwide.

On Wednesday May 13th, after 6 pm Perolo offers a gentle Bordeaux wine as "Le verre de L'amitie" at which customers and friends are invited to attend.

On Thursday May 14th after 6pm ITCO invites its customers and friends to the traditional ITCO party, where we hope to see many of you attending, this party is partly sponsored by The Hoyer Group.

I look forward to meeting and greeting many of you during your visit to the ITCO Tank Container Village.

Best Regards

Reginald Lee
President
ITCO

Exhibitors
Operators

CURT RICHTER SE
Germany
☎+49 221964990
🖷+49 221964994157
Wolfgang Imdieke
wolfgang.imdieke@curt-richter.de
www.curt-richter.de

HOYER GmbH
Internationale Fachspedition
Germany
☎+49 4021044416
🖷+49 4021044455
Sylvelin Reif
hoyer@hoyer-group.com
www.hoyer-group.com

InterBulk Group
The Netherlands
☎+31 102456514
🖷+ 31 102456561
Koert Van Wissen
Koert.VanWissen@interbulkgroup.com
www.interbulkgroup.com

Den Hartogh Logistics
The Netherlands
☎+31 412695612
🖷+31 181233492
Gerard van der Kroon
gvanderkroon@denhartogh.com
www.denhartogh.com

HOYER Global Transport b.v.
The Netherlands
☎+31 181691600
🖷+31 181691699
Sylvelin Reif
hoyer@hoyer-group.com
www.hoyer-global.com

KUBE & KUBENZ Internationale Speditions- und Logistikgesellschaft Gmbh & Co. KG
Germany
☎+49 2233481315
🖷+49 2233481385
Frank Caspers
frank.caspers@kubekubenz.com
www.kubekubenz.com

De Rijke Transport Group.
The Netherlands
☎+31 168384849
🖷+31 168385034
Marius Bouwens
Marius.bouwens@derijke.com
www.derijke.com

GRUBER GmbH & Co. KG
Germany
☎+49 6216600271
🖷+49 6216600239
Werner Weber
Werner.Weber@sped-gruber.de
www.tanklogistik.de

STOLT TANK CONTAINERS UK LTD
United Kingdom
☎+44 1708746070
🖷+44 1708733034
Laurie Maclachlan
l.maclachlan@stolt.com
www.stoltnielsen.com

GCA TRANS
France
☎+33 475004700
🖷+33 475006702
Christian Carbonell
christian.carbonell@gcatrans.com
www.charlesandre.com

VOTG TANKTAINER Gmbh
Germany
☎+49 4028059161
🖷+49 4028059130
Joachim Goldenbaum
joachim.goldenbaum@votg.de
www.votg.de

Exhibitors
Tankcontainer service providers

ATR - GROUP VAN LOON
Belgium
☎+32 35415403
📠+32 35415407
Gunther Van Loon
gvl@tvl.vanloon.be
www.vanloon.be

Encon® Tank Cleaning & Environment Plants B.V.
The Netherlands
☎+31 104046600
📠+31 104046028
Bas van den Engel
vandenengel@encon.info
www.encon.info

PETER HEMPT GmbH & Co. KG
Germany
☎+49 6241840433
📠+49 6241840500
Peter Hempt
peter.hempt@hempt.de
www.hempt.de

BOASSO AMERICA CORPORATION
A Quality Distribution, Inc. Company
USA
☎+1 8003238487
Nicky Macheca
nmacheca@boassoamerica.com
www.boassoamerica.com

WILHELM ERNST GmbH
Germany
☎+49 40307058919
📠+49 40307058919
Jan-Wilhelm Ernst
jwe@ernstlogistik.de
www.ernstlogistik.de

ISOTANK SERVICES LTD
United Kingdom
☎+44 1642488521
📠+44 1642489883
John Wilson
john.wilson@isotankgroup.co.uk
www.isotank.co.uk

Burg Service B.V.
The Netherlands
☎+31 880030801
📠+31 880030882
Cor G.Broekhuizen
c.broekhuizen@burgservice.nl
www.burgservice.nl

HÜNI + CO. KG
Germany
☎+49 754138120
📠+49 7541381238
Peter HÜNI, Armin HERZIG
info@hueni.de
www.hueni.de

Fahrzeugbau Köppen GbmH
Germany
☎+49 203429930
📠+49 2034299333
Wim Koeppen, Jochen Köppen
depot@koeppen-du.de
www.koeppen-du.de

ELTHERM ELEKTROWÄRMETECHNIK GmbH
Germany
☎+49 2736441316
📠+49 2736441350
Winfried Dörr
wdoerr@eltherm.de
www.eltherm.de

REAL ASSET MANAGEMENT Plc
United Kingdom
☎+44 1689892153
📠+44 1689898434
Nicola Byers
solution@realassetmgt.co.uk
www.realassetmgt.co.uk

Exhibitors
Lessors

CRONOS CONTAINERS LTD
+49 40 32005253
+49 40 32005200
Utz Isberner
hamweb@cronos.com
www.cronos.com

EXSIF Worldwide, Inc
+31 102404020
+31 102404029
Christoph Schoeler
Christoph.schoeler@exsifww.com
www.exsifww.com

TAL INTERNATIONAL CONTAINER CORPORATION
USA
+32 32134949
+1 9146972886
Mike Broadhurst
mike.broadhurst@talinternational.com
www.talinternational.com

EUROTAINER SA
France
+33 0149072410
+33 0149072411
Olivier Ghesquiere
head-paris@eurotainer.com
www.eurotainer.com

GE SeaCo
Worldwide
+49 408080310
Nils Meyer
nils.meyer@geseaco.com
www.geseacotanks.com

TANKSPAN LEASING LIMITED
United Kingdom
+44 1483425900
+44 1483414111
Rodney Dawe
rodney.dawe@tankspan.com
www.tankspan.com

MULTISTAR CONTAINERVERMIETUNG
Germany
+49 2841440059
+49 2841440063
Wolfgang Gill
gill@multistar.info
www.multistar.com

Exhibitors

Manufacturers

CIMC (Group) Ltd
P.R.China
☎+86 75526691130
Fax +86 75526692707
Leonard X.H. Yang
tanks@cimc.com
www.cimc.com

IMECO S.r.l.
Italia
+39 069694369
+39 099699793
Gianluca Coccato
info@imecomechanical.it
www.imecomechanical.it

SINGAMAS CONTAINER HOLDINGS Limited
Hong Kong
☎+86 75725337631
Fax +86 75725337626
Tiger Wong
tiger.wong@sspc.singamas.com
www.singamas.com

EBROTANK S.L.
Spain
☎+34 976186691
Fax +34 976186692
Jon Echegaray
jechegaray@ebrotank.com
www.ebrotank.com/eng/

NANTONG TANK CONTAINERS Co Ltd
China
☎+86 51381601166 / +31 186620505
Fax +86 51381601168 / +31 186616716
Jane Shu / Carol Maddox
info@nttank.com
www.nttank.com

UBH INTERNATIONAL LTD
United Kingdom
☎+44 1704898500
Fax +44 1704898518
Tom Harding
tharding@ubh.co.uk
www.ubh.co.uk

FORTVALE ENGINEERING Ltd
United Kingdom
☎+44 1282678100
Fax +44 1282678100
Kevin Singh
ksingh@fortvale.com
www.fortvale.com

PELICAN WORLDWIDE b.v.
The Netherlands
☎+31 186656230
Fax +31 186656231
Frank van de Moosdijk
info@pelicanworldwide.com
www.pelicanworldwide.com

VAN HOOL NV
Belgium
☎+32 34202020
Fax +32 34823804
Erik Taeymans
erik.taeymans@vanhool.be
www.vanhool.be

GasCon
South Africa
☎+27 215905280
Fax +27 215905299
Brian Sparg
brians@gascon.co.za
www.gascon.co.za

PEROLO S.A.
France
☎+33 557426749
Fax +33 557426702
Jean-Louis Otto
jl.otto@perolo.com
www.perolo.com

WEW WESTERWÄLDER EISENWERK GMBH
Germany
☎+49 274392220
Fax +49 27433411
Jan Gerhard-de Vries
wew@wew.de
www.wew.de

GIRARD EQUIPMENT, Inc.
USA
☎+1 9088626300
Fax +1 9088628534
Timothy Girard
tgirard@girardequip.com
www.girardequip.com

WELFIT ODDY (Pty) Ltd
South Africa
☎+27 414046600
Fax +27 414632418
John Oddy
welfit@oddy.co.za
www.oddy.co.za/

Exhibitors
Sponsoring magazines

BULKDISTRIBUTOR

BULK DISTRIBUTOR
United Kingdom
☎+44 1932225632
🖷+44 1932269667
Anne Williams
anne.bulkd@btinternet.com
www.bulkdistributor.co.uk

gefährliche ladung
Das Magazin für die Gefahrgut-Logistik seit über 50 Jahren

gefährliche ladung
Germany
☎+49 4079713130
🖷+49 4079713101
Uwe Heins
uh@storck-verlag.de
www.storck-verlag.de

HCB hazardous cargo bulletin

HAZARDOUS CARGO BULLETIN
United Kingdom
☎+44 2070174370
🖷+44 2070174592
Andrew Freeman
andrew.freeman@informa.com
www.hazardouscargo.com

Members
Not exhibiting

OPERATORS

BATI SHIPPING & TRADING SA	Turkey
BULKHAUL LIMITED	United Kingdom
CASSILON	United Kingdom
CONTANK, S.A.	Spain
DALIAN INTEH CHEMICAL LOGISTICS Co., Ltd.	China
GOODRICH MARITIME Pvt.Ltd	India
INFOTECH-BALTIKA M	Russia
INTERFLOW (Tank Container System) Limited	United Kingdom
INTERMODAL TANK TRANSPORT	USA
KATOEN NATIE TANK OPERATIONS NV	Belgium
MEDTANK, S.L.	Spain
NEWPORT EUROPE B.V.	The Netherlands
NORFOLK SOUTHERN Int	Switzerland
PER plus Logistics B.V.	The Netherlands
S&W INTERNATIONAL CHEMICAL LOGISTICS (shanghai) Ltd.	China
SAFETRANS CHEMICAL LOGISTICS	China
SINOCHEM SAFE-TRANSPORT CO.,LTD	CHINA
SOYUZTRANSFLOT LTD	Russia
SUTTONS INTERNATIONAL LTD	United Kingdom

LESSORS

CAPITAL INTERMODAL GmbH	Germany
CS EURASIA Leasing GMBH & CO KG	Germany
GRP LEASING SA	Switzerland
TANK CONTAINERS AUSTRALIA Pty Ltd	Australia
TAYLOR MINSTER LEASING ltd	United Kingdom
TRIFLEET LEASING	The Netherlands
UNITAS	Bermuda

MANUFACTURERS

GOFA Gocher Fahrzeugbau HmbH	Germany
GRW ENGINEERING	South Africa
IN BULK TECHNOLOGIES Ltd	United Kingdom
M1 ENGINEERING LTD	United Kingdom
SOUTH AFRICAN TANK CONTAINER ASSOCIATION	South Africa
SURETANK Ltd.	Ireland
UGINE & ALZ Belgium	Belgium
YIXING HOKKAI HEAD PLATE Co.,LTD	China
ZHONGSHAN ZHONGHUA TANK CONTAINERS LTD	China

TANKCONTAINER SERVICE PROVIDERS

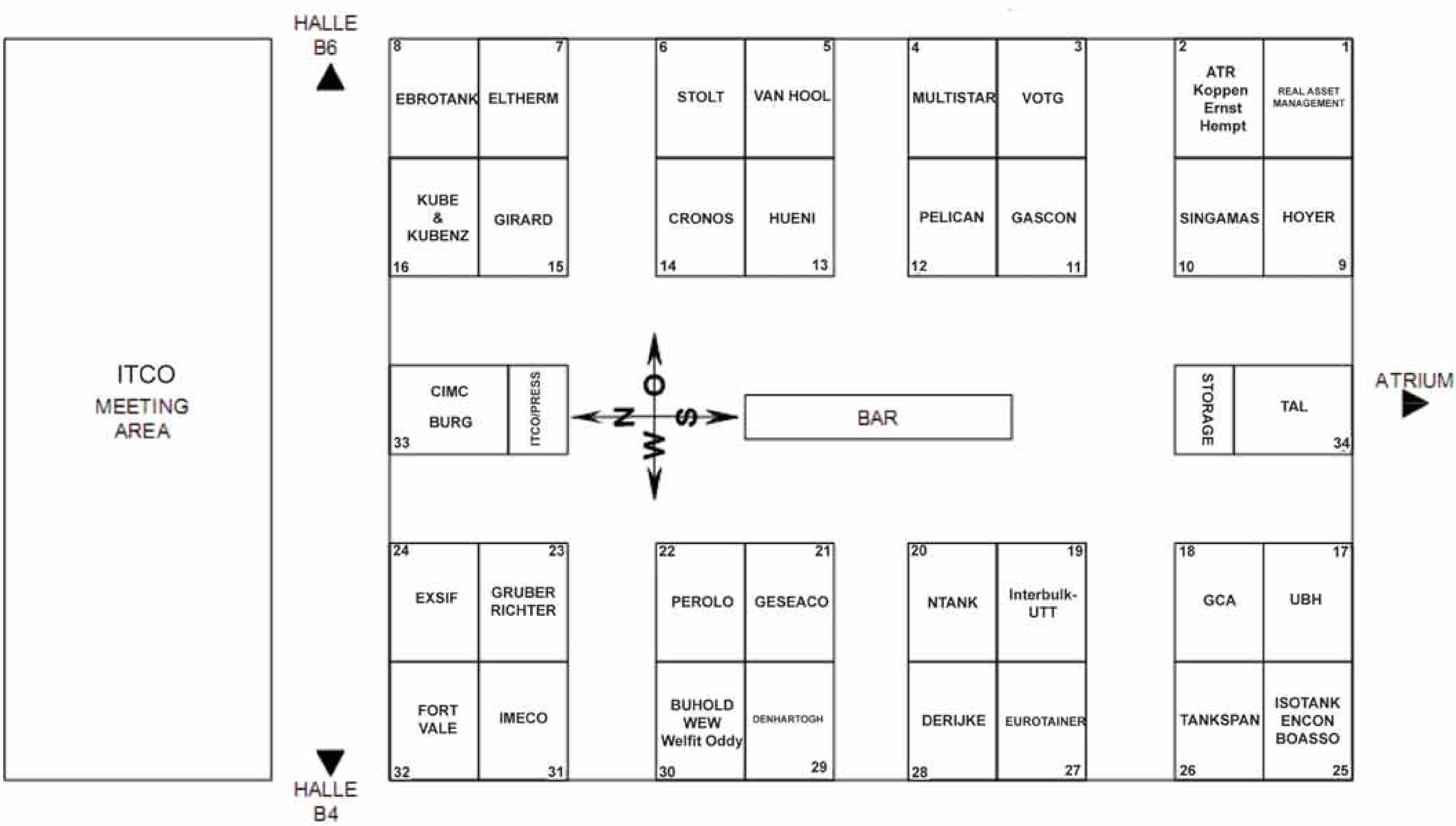
ARC - Atelier de réparation de conteneurs	France
BLUE OCEAN ASIA PACIFIC Limited	Hong Kong
BURG SERVICE B.V.	The Netherlands
CONSTAR ENTERPRISE CO LTD	Taiwan, Republic of China
COTAC EUROPE GmbH	Germany
DUBAI AL AHLIA TRANSPORT L.L.C	United Arab Emirates
ITACT	Belgium
M/s OCEANGLOBE CONTAINER SERVICES (I) Pvt.Ltd	India
NTC TANK CONTAINER SERVICES BV	The Netherlands
PARKING SERVICE CASTELLBISBAL, S.A.	Spain
POUNDGATES and Co	United Kingdom
QUALITANK SERVICES Ltd	United Kingdom
ROBOGRIND OY	Finland
SAIPRABHA MARINE SERVICES Pvt.Ltd.	India
TRANSMO TANK SERVICE B.V.	The Netherlands

INSPECTION / OTHERS

BESTINFO INTERNATIONAL LIMITED	Hong Kong
BUREAU VERITAS - inspection/certification	France
ECTA - European Chemical Transport Association	Belgium
GERMANISCHER LLOYD - Certification Org.	Germany
LLOYD'S REGISTER CONTAINER SERVICES	United Kingdom
SeaMarine Surveyors and Assessors (I) Pvt.Ltd	India
SGS Nederland B.V. - Inspections	The Netherlands
SILVER / CIMS - Inspection & Certification	USA

WWW.ITCO.BE

Systeme des Güterverkehrs / Freight transport systems
Telematik / Telematics, eBusiness / e-business, Telekommunikation / Telecommunications
Intralogistik / Intralogistics, Schnittstellen / Interfaces
Dienstleistungen / Logistik, Services / Logistics
Freigelände / Gleise, Open-air site / Rails
Eingänge, Entrances



Contact Us:

International Tank Container Organisation
Secretariat
Korteveld , 3
3090 Overijse

BELGIUM
Tel : 32 (0) 2 783 22 70
Fax : 32 (0) 2 783 22 71
Mob : 32 (0) 475 798 194
email : administrator@itco.be

Market share of ocean freight providers has grown

The market share of ocean freight forwarders is growing faster than the market share of the shipowners, according to Dr Thomas Lieb, chairman of the Management Board of Schenker. Speaking in London at the CI Global Liner Shipping conference, he explained the factors which he believes will continue to be crucial for the success of the ocean freight market, not only in difficult economic conditions.

"Over the past four years, the market share of the top four container shipping companies has grown by 4.3%. During that same period, the market share of the top four ocean freight providers grew by 18.8%," said Lieb. He believes that major logistics companies will play an increasingly important role in future. On the whole, however, the ocean freight market is highly fragmented.

By constantly developing and expanding the supply chain, providers of integrated logistics services create significant added value for carriers and customers, continued Lieb. Thanks to more co-operation at the interface with the carriers, they can offer more reliable cargo space for both carriers and customers. On the one hand, the customer benefits from tailor-made solutions for optimising and completing his supply chains. Large logistics companies can offer a wide range of value added services, for example in the IT sector. Lieb also pointed out that assigning customer support activities to a key account management generates innovation potential which should not be underestimated.

"Only logistics providers enable the comprehensive control of logistics costs," continued Lieb, especially in respect of the ratio between the costs of warehousing and the transport costs. Logistics providers enable their customers to control the supply chain by determining both the inventories as well as the size and frequency of transports. "Cost transparency means that the point of maximum cost effectiveness can be clearly defined."

'Green' logistics is one of the four key trends for the future: "We already have a whole number of options for designing logistics as a truly sustainable process. These include lowering CO_2 emissions, close cooperation with partners and suppliers, innovative solutions such as a combination of ocean and air freight, choosing the most suitable transport mode, as well as measures to save energy," stressed Lieb.

Thanks to more co-operation at the interface with carriers, logistics providers can offer more reliable cargo space for both carriers and customers, says Schenker

More money for Europe's canals

According to a report - Working for the future - in 2009 and 2010 the Dutch cabinet will prioritise maintenance plans for roads and canals. The report says that Eur125m has been reserved for canals, locks and transhipment facilities, Eur213m for bridges and road modernisation and Eur30m for the delta programme.

The belief is that the investment will be not only in waterways, but also in conservation of construction jobs, energy saving for houses and the continuation of maintenance for houses.

The German government has also released more money for inland waterways, announcing an extra Eur120m for investment in German waterways as part of the economic stimulus programme. These new funds are in addition to the Eur170m made available in the first stimulus project last year.

The German inland waterways federation (BDB) welcomed the measure. The 2008 tranche is being used for improvements in the Mittelland canal, the Mittelweser, Mosel, Neckar, Main, Main-Danube canal and Havel-Oder-Wasserstrasse. The new money will also used to improve flaws on the same canals.

Jens Schwanen, spokesperson for BDB, said that the sector luckily had many projects already prepared, making it easy to apply for funds as part of the stimulus.

In France, French waterways manager Voies Navigables de France (VNF) has promulgated a tender for the Seine-Nord Europe project, a new canal to improve navigation between Rotterdam and Paris, due to be completed in 2015.

The tender is related to the design, construction, maintenance and financing of a 106km long canal between Compiegne and Cambrai, which will link the Seine with the Schelde. The canal will be 54m broad and 4.5m deep and will be navigable by ships up to 4,400 tonnes. The current waterways in the region are only suitable for ships up to 600 tonnes.

The project will be a public private consortium with a total investment of Eur3.3 bn.

The German government has also released more funds for its canals

EPCA meeting – 'Turbulent Times'

EPCA's annual meeting in Berlin 3-7 October 2009 will have the theme 'Turbulent Times for Chemicals: Coping with Challenges through Sustainable Development'.

With the current global economic downturn, companies will need to adapt their key short term and long term strategies, says EPCA. In this context the Annual Meeting will focus on how to take a business through these turbulent times with the help of sustainable development recommendations. EPCA's approach will provide a holistic as well as a pragmatic view on one of the key elements that can drive the business community forward.

On Tuesday 6 October there will be a workshop on 'Sustainable Supply Chains'. Dr Ulrich von Deessen, president competence Centre Environment Health & Safety for BASF, will address the audience. His presentation will be followed by a panel debate.

www.epca.be

ECT and Kombiverkehr launch Betuwe Express

Container terminal operator ECT and the intermodal operator Kombiverkehr are jointly launching of the 'Betuwe-Express', a daily train service between the ECT terminals in Rotterdam Maasvlakte and the DeCeTe hinterland terminal in Duisburg. The connection allows direct onward transport of containers from Maasvlakte to the hinterland and vice versa.

The connection between DeCeTe and Duisburg-Ruhrort DUSS terminal also guarantees services to more than 70 destinations in Europe, for example to and from Leipzig or Munich, and further on to Italy, Poland, Slovenia and Turkey. "We will make even better use of capacity on the train with new partnerships and will thus be able to offer our own customers daily departures on this important western ports route," says Robert Breuhahn, managing director of Frankfurt-based Kombiverkehr, explaining the reason for moving to the DeCeTe terminal.

The rail link fits in with the ECT Extended Gate concept, which envisages the connection of ECT deepsea terminals with a network of its own hinterland terminals. In this ECT offers its customers fast and efficient rail links to the European hinterland. This strategy also supports efforts to transport containers increasingly by rail and inland waterways. According to ECT's president Jan Westerhoud: "As a provider of logistics services, we would like to offer our customers a high-quality network that uses rail and inland waterways to the greatest possible extent. Our own network opens up an opportunity for us to offer our customers the kind of additional services that can make a real difference to them."

Onward connection to the DUSS terminal guarantees services to more than 70 destinations in Europe

British Salt adds Volvos

Cheshire-based British Salt has recently taken delivery of 11 new Volvo FM-440 6x2 tractor units to replace the majority of its 13-strong fleet. The purchase, which is part of a two-year vehicle replacement programme, allows the company to remain on target in becoming an all-Volvo fleet by the end of this year.

Contracts manager Chris Scarratt, of Wincanton, which manages the logistics and distribution process at British Salt, explained: "We made a strategic decision last year to begin replacing the British Salt fleet with Volvo. From our studies we have found their performance to be exceptional, particularly with regard to fuel efficiency and payload capabilities."

The vehicles were all purchased locally from the Middlewich depot of Thomas Hardie Commercials, where the Volvo fleet will also be serviced and maintained as part of a three-year contract hire agreement. Scarratt added: "Another key factor in the purchasing decision has been our effective working relationship with Thomas Hardie Commercials. Not only has their 24/7 operation played a vital role in our success, but we also feel that their attention to detail and ability to go the 'extra mile' has been imperative."

All the vehicles have been specified at Euro 5 using SCR technology, together with I-shift automated gearboxes. Mark Lingard, Area Sales Manager at Thomas Hardie Commercials, commented: "Due to the corrosive nature of salt products, all the vehicle chassis have been coated with a unique rust protector by Geveko Industri AB of Sweden, the world's leading manufacturer of rust protection products."

The vehicles will operate from British Salt's Middlewich plant, which supplies over half of the pure white salts produced in Britain every year. The latest additions to the company fleet can be seen across the country as they deliver pure dried vacuum salt of different grades for the food, water and chemical industries.

The purchase is part of a two-year vehicle replacement programme to have an all-Volvo fleet

Huge China project starts

Huge China project starts

Construction has started on the Shaping Dam Zone Logistics Park, the largest project of its kind in western China.

The logistics park will cover 20 sq km and build up China's largest complex rail logistics centre and a rail-marshalling hub. It will include a multimodal transport area costing US$804m, a warehousing area and a metal material logistics centre.

By 2015, the park's throughput will reach 80m tonnes.

At the same, China's Ministry of Railways has said the impact of the global financial crisis on the Chinese economy has deepened, reflected in a decrease in rail cargo volume.

According to the Ministry, during the period around Chinese New Year, the number of loaded rail cargo cars fell 4.8% compared to the previous year to 5,528 cars a day on average. The ministry has held seminars with local railway authorities in Beijing, Xian and Nanchang to explore ways of making sure they meet the 2009 target.

Ashland deal with De Rijke

Ashland Performance Materials, a commercial unit of US-based speciality chemical company Ashland Inc, has entered into a logistics services agreement with De Rijke, the Netherlands, to centralise the management of the company's third-party carriers and warehouses in Europe.

The agreement includes Ashland's full line of polyester, vinyl ester, and acrylic resins, premium gelcoats, low-profile additives, and specialty adhesives. Full implementation of the logistics services agreement is expected to take two to three months in order to transition to De Rijke. The company said customers in Europe will not be impacted as a result.

"To remain competitive in today's economic environment, our logistics activities must be carried out in the most effective and efficient way possible," said Stefan Osterwind, commercial director, Europe, Ashland Performance Materials. "De Rijke's capabilities will help us leverage existing local relationships with carriers and warehouses, while at the same time it will simplify the administrative aspects of managing our transportation and warehousing network. This will allow us to focus on our core manufacturing and service activities, in turn improving our service and delivery capabilities to customers."

Ashland Performance Materials is the global leader in unsaturated polyester resins and epoxy vinyl ester resins. In addition, it provides customers with leading technologies in gelcoats, pressure-sensitive and structural adhesives, and metal casting consumables and design services.

BOC opts for P&O Ferrymasters

A contract to transport industrial gases to and from Europe for BOC has been awarded to European logistics service provider P&O Ferrymasters. BOC, a member of the Linde Group, is the UK's largest industrial gases provider.

As part of the deal P&O Ferrymasters will transport products between BOC's site at Immingham in North East Lincolnshire and continental Europe. The contract, renewable annually, involves approximately 500 loads a year. The deal builds on an earlier project to simplify BOC's supply chain. The two businesses have also developed a safety training package for drivers across the UK and Europe, which was rolled out prior to the formal start of the contract in March.

Phillip Jones, P&O Ferrymasters' general manager sales (UK and Ireland), said: "There is a lot of synergy between our two businesses so this formal business partnership makes perfect business sense. We both pride ourselves on making safety and reliability our top priorities at all times and we are both experts in the specialist field of hazardous cargo. Our award is based on providing flexible asset-based services based at our centre of excellence for chemicals in Ipswich which will result in a simplified supply chain and cost savings for BOC."

Andy Martin, business improvement manager for BOC, added: "The partnership between our businesses gives us a flexible solution to our transport needs and allows us to meet our own customers' needs quickly and efficiently. Within that, safety is the number one priority for BOC. Pressurised gases have to be handled correctly and with regard to all the current regulations. So we work with our partners to maintain the highest levels of safety. This training package will help us deliver that."

P&O Ferrymasters is part of P&O Ferries, which is owned by Dubai World. The company employs 740 people at 27 strategic locations across 11 European countries.

The BOC contract involves approximately 500 loads a year

Felixstowe adds to rail coverage

A new rail service has started from Port of Felixstowe, the UK's largest container port. The new service, the 27th daily departure, is operated by First GBRf, with the service being contracted to Mediterranean Shipping Company (MSC).

The 22-wagon train provides a third daily scheduled connection to Hams Hall, near Birmingham, and MSC's second contract service to Hams Hall. Operating from Monday to Saturday each week, it increases First GBRf services operating from Felixstowe to a total of five intermodal trains each day.

Chris Lewis, CEO of Hutchison Ports (UK) Ltd, which Felixstowe, commented: "This new service is an important development, and we thank First GBRf and their clients for their continued commitment. We want to build on the record rail volumes that we saw through the port in 2008, and we will continue to invest in our rail facilities to ensure that rail is viewed as a reliable and economical alternative to road transport."

John Smith, managing director First GBRf added: "We are extremely excited about running a fifth daily train from Felixstowe. We believe it reflects our ability to take risks in an uncertain market and demonstrates our commitment to securing the long term growth of our business."

Dan Everitt, managing director of MSC UK, added: "The majority of freight carried on this new service will be new to rail, switching from the road. As a result the new train will help reduce traffic levels on one of the major trunk routes in the country, the A14, by saving the equivalent of 22,000 lorry journeys a year. Simultaneously, customers will be able to benefit from MSC's ability to move cargo closer to the final point of delivery prior to the required delivery time – reducing the risk in our customer's supply chains. MSC are delighted to have secured this new contract service, demonstrating its commitment to multimodal transport in the UK, further strengthening our customers supply chains, at a time when reliability is ever more critical."

Port of Felixstowe offers daily regional services to most regions in the UK, including nine services to the North West, nine to the Midlands, seven to the North East, one service to Scotland and one to London. Further individual train wagon enhancements have been initiated on six other trains operating from the port's South Rail Terminal, which underwent extensive refurbishment and improvement over the Christmas 2008 period. These improvements, together with 54 scheduled daily arrivals or departures, should provide an opportunity for the port to surpass its record of 9,111 containers moved by rail in a single week, which was set in September 2008.


A First GBRf train departs Felixstowe's North Rail Terminal

Brenntag continues expansion in Mexico

Brenntag posted strong results in the midst of expanding and acquiring new businesses

Brenntag has acquired the chemical distribution assets of Austro Corp, SA de CV, headquartered in Mexico City.

Austro Corp was formed in 1980 and has substantial technical expertise focused primarily in the food industry as well as the pharmaceutical, coatings and oil & gas markets. These markets have all been designated as being strategic in Brenntag's global growth plans.

The acquisition allows Brenntag Mexico to enter the Mexican food market and further strengthens its position in the oil & gas market. For Peter Staartjes, president Brenntag Latin America, Inc: "The food industry in Mexico is a very attractive market for Brenntag, offering important growth opportunities for our company. In Austro Corp we have found a solid and well established partner that can help us not only in this important market segment in Mexico, but potentially also benefit us in other neighbouring markets. Austro Corp's experienced food ingredient sales team will now be able to serve customer needs better by taking full advantage of Brenntag's excellent global leadership position in food ingredients as well as its technical expertise and extended product portfolio."

Steven Terwindt, managing director of Brenntag Mexico: "Brenntag Mexico's new state of the art distribution centre in Queretaro will allow us to serve Austro Corp's customers in a very efficient way with a broader product portfolio and a sophisticated service level representing additional growth opportunities".

Brenntag also announced strong results for 2008, with an increase in sales of 11% on the previous year to Eur7.4 bn. Earnings before interest, taxes, depreciation and amortization (operating EBITDA) increased by 17%. Eliminating currency exchange rate effects removes the impact the weakened US dollar had on reported results and reveals an even stronger growth: sales increased by 14% and operating EBITDA by 22%.

Brenntag's CEO Stephen R Clark commented: "The sound operating performance comes from Brenntag's ideal position in the centre of the supply chain which enables it to efficiently service both its customers and suppliers. As such, we are finding many opportunities to help our partners get through the current rough patch in the economy at the same time mitigating volume weakness in our own business. Our unparalleled physical network and service capabilities continue to allow us to move forward with excellent value propositions during these trying times."

During 2008, the company expanded its presence in industries, product areas and geographic regions. Ten acquisitions were completed including one which enabled it to enter Asia and Australia. Others included: the purchase of Rhodia's chemical distribution operations in Australia, India, Taiwan and ASEAN; Dipol Chemical International, which distributes polymers and specialty chemicals in Ukraine, Russia and Baltic States; Schoofs, Inc, a Californian speciality chemical distributor; CN Schmidt (Netherlands); Yara International (Sweden and Belgium); and Inquimex (Argentina).

Performance management for Hexion

Hexion Specialty Chemicals, Inc has implemented the Performance Management module of the Zemeter suite of supply chain software, developed by Supply Chain Consultants.

Performance Management provides managers at Hexion with a detailed view of the organisation's supply chain using metrics for demand, supply and financial performance.

Hexion, a supplier of thermoset resins, manages millions of dollars in inventory and thousands of SKUs in the worldwide delivery of its binding, bonding, coating and leading products. The company has 94 manufacturing facilities located in the Americas, Europe and Asia Pacific. "In these challenging economic times, we realised that more than ever we had to keep a close eye on key metrics," said Paul Johnson, vice president of global plan processes at Hexion. "SCC showed us some very effective ways to keep an eye on the health of the supply chain using the performance management module of Zemeter. The tool saves a great deal of time, and it has helped us operate with considerably lower working capital."

Another advantage claimed for Zemeter Performance Management is the minimum resources it requires. During development and implementation, all that is required is for the IT department to provide servers and set up access. "We were looking to provide a quick solution to the supply chain team's need for a place to monitor important business metrics," said Rich Wagner, director, business process and systems. "With Zemeter Performance Management, the implementation was very fast, and SCC's team managed their work without disrupting our day-to-day operations."

Zemeter Performance Management Dashboard allows anyone from C-level executives to hands-on supply chain practitioners to gauge the health of the supply chain at a glance by presenting current status versus objectives.

www.supplychain.com

HEXION™ Specialty Chemicals

Hexion: need to keep a close eye on key metrics

Specialist systems pay off faster

Investment in specialist intermodal fleet management systems offers an impressive return on investment and a quick pay-back time, a recently released analytical paper has concluded.

Managing a fleet of intermodal tank containers is a challenging business. The average value of assets is inevitably much higher than for standard container fleets, and so the need to maintain a high degree of control is consequently even more important. Similarly, tank container operators and lessors need to achieve very high utilisation levels if they are to ensure a good return on investment.

The use of sophisticated IT-based asset tracking and management systems is particularly beneficial for operators of such high value intermodal assets as tank containers. However, using specialist software developed by an experienced third party offers benefits to all companies that are active in the container transport market.

As Keith Hotston, IT manager of leading container lessor, Blue Sky Intermodal, explains: “If you use a specialist system developed by a reputable software company then they are responsible for making sure that the system does what it promises and for ensuring the integrity of the data that is generated. With specialist third party software you get the comfort of dedicated back-up, as well as a product that is designed specifically to support business requirements in the intermodal sector, rather than the ‘fudge’ that can happen if you go down the in-house route.”

A recent white paper from Real Asset Management (RAM), calculating the return on investment of a specialist intermodal IT system, highlights the need for tank container lessors and operators to calculate the costs of running their current systems and assess what savings can be made by implementing an alternative IT solution. When evaluating new software, it is crucial to calculate the ROI rather than just look at the short term purchase costs.

As Craig Anthony, general manager, RAM, observes: “To maximise profits and compete in a demanding market, forward thinking intermodal companies must take full advantage of the latest technology, continually review their business processes and upgrade or replace front office systems. We believe our latest white paper provides intermodal decision makers with the information they need to assess the benefits and financial impact of implementing a specialist software package.”

The paper suggests there are both financial and strategic advantages to be gained from a change to a specialist IT system. For a start-up company, for example a leasing company or operator with up to 100 tank containers, the report calculates a return on investment of 21%, with net savings of around US$163,000, over a five year period. For a small company operating up to 500 tanks, net savings of US$386,000 would be made in five years, offering a return on investment of 38%. A medium sized company, with up to 5,000 tanks, could generate net savings of US$770,000 and a 49% return over five years, while at the top end of the scale, a large lessor or operator with a fleet of 5,000 tanks or more could achieve net savings of US$2.1m and achieve a return on investment of 51%. For all categories of tank container lessor and operator, the report finds that the cost of the initial investment would typically be paid back in six months or less.

Companies may have invested in what they consider to be a very good in-house system, but the RAM paper argues that they can still save substantial sums of money with a specialist product. As Anthony points out: “Even when you factor in the purchase cost of a bought-in system, there are significant, overall savings to be made through the reduced need for IT staff and their associated recruitment and management costs.”

The paper is perhaps timely, as in the current recession the temptation for some companies might be to curb IT related expenditure. “A key point to emerge from the paper is that spending on IT will actually increase profits,” Anthony adds.

Using a software package from a supplier that specialises in the intermodal industry generates strategic as well as financial benefits, the paper concludes. For example, these systems are more feature-rich than alternatives, giving intermodal tank container companies an increased competitive advantage.

The white paper further highlights the fact that tactical information generated by the system will enable management to maximise profit per unit and will be able to generate a range of reports focusing on business performance. In addition, specialist software systems are likely to be continually enhanced and updated to take advantage of technological developments.

By comparison, the report underlines the drawbacks of the approach being adopted by some intermodal companies which are still using existing systems that are either essentially ‘manual’, with basic IT office products such as spreadsheets, or based on IT that is relatively old and outdated. As THE REPORT points out: “A major frustration with systems that have been in use for some time is the lack of functionality.”

With older or more basic software, operational, contractual and billing elements are not always contained within a central system, data entry can be slow and subject to operator error, the report generating capability can be limited and net book values are not always available to instantly monitor the true cost of equipment and its replacement. Furthermore, older systems may not have an electronic billing option, can lack the increasingly important EDI capability and may not easily produce KPIs, such as unit profitability.

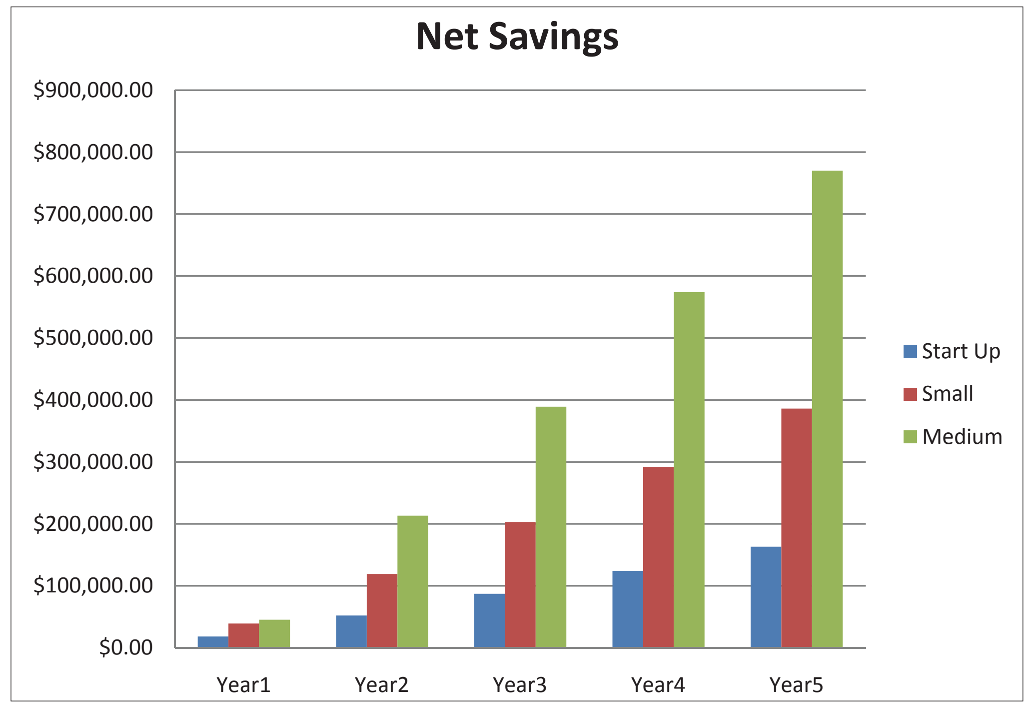
By contrast, the paper says: “Packaged software products are feature-rich and are produced by specialist companies that have the advantage of being able to recover their large investment over several years through multiple sales. This effectively shares the cost of production and customers benefit from regular upgrades as new technology makes greater efficiencies possible.”

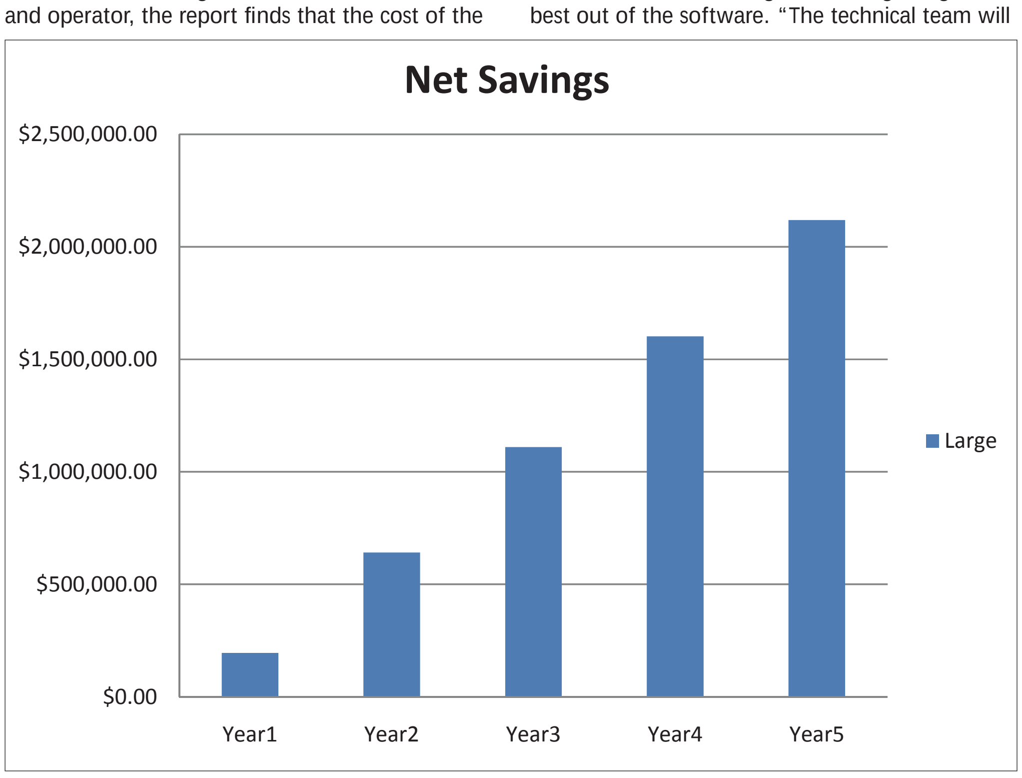
Specialist systems will incorporate the very latest industry ideas, and added features can be supplied regularly through updated software releases. The paper further points out the importance of having the support of a team of experienced intermodal consultants who will be available for advice and guidance in getting the best out of the software. “The technical team will be fully conversant with the latest industry and software innovations. Implementation will be quick and efficient, using proven techniques and fully documented procedures,” the report states.

“The main aim of the white paper is to provide decision makers in the intermodal industry with a template for calculating the costs and assessing the financial and strategic advantages of using the latest front-office software tools in their own business,” explains Craig Anthony. “It will also provide useful guidance when it comes to planning for and implementing a new IT system.”

RAM is a software supplier specialising in fixed asset management products and it offers a range of modules designed for the intermodal sector, including both leasing companies and operators. The company provides software and support services to organisations of all sizes and its customers currently manage an estimated 20% of the world’s leased containers.

www.realassetmgt.com





Continued from page 1

system called LOVOS was upgraded to facilitate multimodal freight movements, taking into account such factors as expected reliability, higher payload levels and costs. Current focus of new developments in this area include the rail connection linking northern France and Benelux with Spain, the sea connection between Belgium and Spain, and further expansion of the rail connection between France and Italy. These endeavours also offer the opportunity to increase maximum net payload per shipment.

At the end of 2008 Vos successfully completed a fundamental restructuring programme which had been initiated in the previous year to reduce its debt level and to establish the company on a sounder financial footing. The company, which operates through a network of 30 European sites, currently has 2,300 employees, some 1,300 vehicles, 3,000 loading units and 200,000sq m of storage space. In the bulk and volume transport markets, it remains one of the largest road hauliers in Europe.

www.voslogistics.com

Increasing diversification towards multimodal services is welcomed by Vos customers

Bulk loading system with emphasis on safety

Machinefabriek Nijsten of Maastricht, the Netherlands, has developed an advanced bulk loadout system designed for efficient transfer of powders and granulates into road powder tankers, rail tankcars and bulk containers. The N2 Bulk Loading System was conceived about two years ago, since when six units have been successfully installed for customers in Belgium.

An important feature of the N2 is that it can provide fast, precise and virtually dustfree loading without any need for staff to climb on top of the tanker or tankcar in order to relocate and dock the loading pipes. Neither is there a need to move the vehicle during the loading process. Instead, one person can position the loading pipes remotely, monitoring and controlling the operation without physical exertion from a safe ground-level position.

Since there is no need to reposition the vehicle, the N2 can achieve faster filling speeds. Machines installed to date have attained loading rates of 800-1000t/h with plastic powders, and about 50t/h with granulate. Nijsten project engineer Dean Speetjens explains that every machine is customised to suit the specific requirements of each loading application.

Thanks to the use of a spreader, bulk product can be evenly distributed inside the tanker or container, thus ensuring optimum use of available capacity. This translates into fewer transport movements and more effective use of the loading stations, at the same time saving money and reducing environmental impact. When used in a potentially explosive environment, the N2 can be equipped with an inerting system which ensures that the entire loading process is carried out in compliance with ATEX explosion protection directives.

www.nijsten.nl

Side view of an N2 Bulk Loading System from Machinefabriek Nijsten which has lateral displacement capability; a spreader device can be seen at the lower extremity of the right-hand chute

Retractable bellows dock precisely with the vehicle loading hatches to ensure dustfree powder transfer

Agility sets up Chinese polymer distribution hub for Borouge

Agility, a leading global logistics provider, is in the process of establishing a new distribution centre in Shanghai which is designed to receive over 600,000t/yr of polyolefins (polypropylene and polyethylene) by the time it comes on stream in May 2010. The facility will be operated by some 120 Agility staff on behalf of its client Borouge, the joint venture set up in 1998 between Abu Dhabi National Oil Company (ADNOC) and Borealis.

The official ground breaking ceremony took place in late November last year to mark the start of construction on the new 70,000sq m distribution terminal which is expected to be largely completed by the end of this year. It will receive polymer granules shipped in bulk containers directly from the Borouge Middle East gateway at Ruwais, Abu Dhabi, United Arab Emirates. A 30,000sq m compound manufacturing unit (CMU) will also be built for Borouge on the same Shanghai site. It will produce 50,000t of compounds annually for use in automotive, domestic appliance, power tool and electrical applications. On completion of the unit, most of this compounded product will be delivered to customers in the Shanghai region.

Essa Al-Saleh, CEO of Agility Global Integrated Logistics, and Ahmed Omar Abdulla, Borouge PTE board member and chairman of Borouge marketing projects steering committee, led the ground breaking ceremony in the presence of some 100 guests who included local government officials and senior executives from Agility and Borouge.

"The world manufacturing footprint of the petrochemicals industry is in major change, with production in the Middle East expected to more than double by 2015. This Shanghai platform is an example of how Agility is positioning itself to be a gateway provider both for the Middle East and into Asia and emerging markets," said Philip Browitt, president of the Agility Chemical Specialty business.

With more than 32,000 employees working out of 550 offices in 100 countries, Agility is one of the world's leading providers of integrated logistics. It is a publicly traded company with $6.3 billion annual revenue. Its commercial division, Agility Global Integrated Logistics (GIL), is headquartered in Switzerland and provides supply chain solutions to customers in technology, retail, chemicals and other industries.

www.agilitylogistics.com

New pallet-less unitised loads are cold stretch-wrapped

At Achema, Maschinenfabrik Möllers of Beckum, Germany, will launch its revolutionary new reverse hood system which can form securely wrapped stacks of bags without the need for a pallet. Demonstrated at the show will be a unitised stack of 59 x 25kg bags with a total weight of 1475kg. It is bound entirely by two hoods wrapped in opposite directions made of ultra-stretch film and a film base, to form a resilient shipping unit. Unlike existing reverse hood shrink packages this system does not require heat application, resulting in a drastic reduction in energy consumption. This represents a major advance in both economic and ecological terms.

www.moellers.com

With the new Möllers reverse hood system, bag stacks can be securely wrapped with no need for a pallet and without use of heat

Fluidised liner permits container transport of problematic dry bulks

Caretex has introduced Jet-Flow™, its patent-pending fluidising system designed to facilitate discharge of products with poor flow characteristics from dry bulk container liners. Jet-Flow is an option that can now be incorporated into all the company's liners intended for use with 20 and 40ft standard ISO containers or 30ft top-loading units.

Until now certain dry bulk products have been considered to be unsuitable for transport in container liners because their non free flowing nature makes them virtually impossible to discharge. By using a liner equipped with Jet-Flow it is now possible to move these products in container liners and unloading is said to be as straightforward as with any free flowing product. Moreover, when used with products which are normally considered to be non-problematic, Jet-Flow reduces discharge times.

This latest Caretex innovation is said to be as simple as "plug and blow". At the door end of the container the external pressurised gas source is easily connected to the Jet-Flow valve. When activated the built-in perforated, semi-rigid hoses distribute the fluidising gas inside the liner, causing material to flow towards and through the discharge opening of the container liner.

Caretex director Dennis Winther Jorgensen explained that the Jet-Flow liner is basically designed to provide an aeration system which causes a reduction in the specific bulk density of the product inside the liner, thereby improving its flowability. This significantly reduces unloading times and contributes towards enhanced safety since there is no longer a requirement to tilt the container at a steep angle.

This latest development effectively and instantly cuts the receiver's handling and unloading costs while at the same time helping to ensure improved margins of safety. The technology is expected to benefit many industries which were not previously able to consider bulk containers as a viable system of transport.

www.caretex.dk

With Jet-Flow™ Caretex now offers the possibility of transporting non free flowing products in dry bulk container liners

New grades of industrial hose and fasteners

Masterflex of Gelsenkirchen, Germany, the specialist manufacturer of industrial hoses and connecting systems, has introduced a range of new hose designs suitable for transfer of solids, gases and liquids.

These include Master-PUR categories made of abrasion-resistant polyurethane which combine generous wall thicknesses (up to 10mm), light weight and remarkable bend radii. Thanks to a patented production method, Masterflex is the first manufacturer to provide hoses with a fully incorporated helix that have no internal welding seams and corrugations. This ensures a completely smooth bore that is especially suitable for high flow rates of extremely abrasive solids such as gravel, cement or glass cullet. They offer a significantly extended service life for such applications.

In parallel with these new products, the company has developed a novel clamping system that fits many different Masterflex wire-reinforced hoses, ensuring quick and easy hose installation. This allows the user to continue employing most commercially available connecting elements, thereby providing direct cost savings. Whether common connectors such as Camlok, Storz and TW couplings or customised versions are in use, all sorts of connectors can be easily screwed to the new clamping system.

Also new is the Master-Clip Teflon EL chemical hose which is designed for transfer of highly aggressive gaseous media, fumes and explosive solvents. It is suitable for use in hazardous areas that require an electrical conductivity in accordance with ATEX explosion-protection directives. These innovations, along with many other hose and fastener categories, were displayed in late April at the Hanover Fair and will again be featured on the Masterflex stand at the Achema chemical industry exhibition which takes place 11-15 May in Frankfurt.

The new Masterflex clamping system fits all connectors

www.masterflex.de

Vibrating point level switch for low-density solids

One of the most recent innovations from Siemens Industry Automation Division is the addition of the Sitrans LVS100 to the company's line of vibrating point level switches for high, low or demand levels of dry bulk solids in bins, silos or hoppers. The device is capable of detecting the presence of low-density granulates and powders starting at 60 grams/litre. It is impervious to external vibrations and is said to be exceptionally durable with no moving parts. The vibrating fork design ensures the sensing tines are kept clean for reduced maintenance.

Developed primarily by Siemens Milltronics of North America, the Sitrans LVS100 is of compact design and can be top-, side- or angle-mounted. The rotating enclosure facilitates installation and wiring, with easy connection to an alarm system or control room. Stainless steel process connections and a rugged aluminium housing help ensure high resistance to mechanical forces, contributing towards a long and trouble-free service life.

www.siemens.com/pointlevel

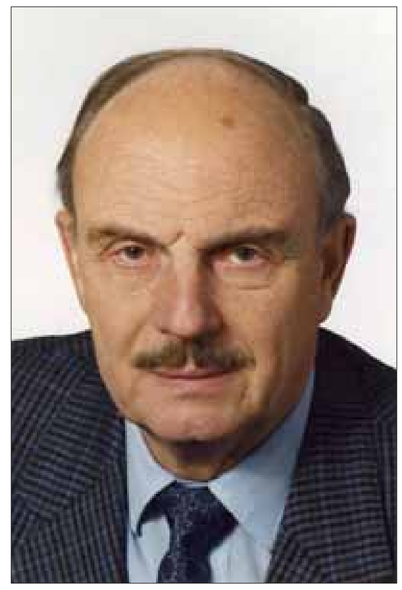
Sitrans LVS100 vibrating point level switch for low-density bulk products.

Obituary: Richard Birkenfeld

The death occurred in late February of Richard Birkenfeld, proprietor of the globally respected German manufacturer of bag packaging, palletising and wrapping equipment Maschinenfabrik Möllers GmbH. He died after a serious illness a few months before reaching the age of 85.

He was born in 1924 in Dortmund. During the Second World War he saw service as a fighter test pilot and several years after returning to civilian life he took over E Möllers KG, Beckum, founded in 1952. He subsequently developed the company now known as Maschinenfabrik Möllers into one of the world's leading producers of packaging systems.

Bag filling machines and automatic palletisers were early features of the product range, which was augmented from the 1960s by the addition of the film packaging plant business, where plastic film was employed as a method of holding pallet loads in place as well as providing a waterproof membrane. Birkenfeld drove the strategic expansion of his company with characteristic dynamism, forming a group of companies offering a range of products spanning the entire packaging process for free flowing industrial bulk solids, from filling to despatch.



Richard Birkenfeld

There are currently three subsidiary and associated production companies in Germany which make filling systems. Manufacturing plants were established later in Brazil and the US followed by the setting up of distribution and customer service companies in several European countries and overseas. This rapidly resulted in exports overtaking domestic sales. The group at present has more than 800 staff worldwide, including 250 at the main Beckum works.

Richard Birkenfeld was both tireless and visionary as an entrepreneur and in recent years he focused on bringing about cost reductions in the shipping process through technical innovation. One of the latest developments in pursuit of these goals was the novel palletless despatch unit using the Möllers reverse hood shrink system (see page 28). Birkenfeld regarded this latest development by his engineers as a key achievement of long-term significance for the future which he wanted to introduce personally at the Achema chemical industry trade fair which takes place during the second week of May in Frankfurt am Main. Sadly he was to be denied this crowning achievement. However, the continued operation of Maschinenfabrik Möllers as a family business is assured.

www.moellers.com

Meypack consolidates bagging equipment production to a single site

Meypack Verpackungssystemtechnik, the leading German manufacturer of bag closing equipment and allied systems, is moving production and service for bag closing machines (the SVT series) and for shrink wrappers (SW series) from Schenefeld, near Hamburg, to its new plant and headquarters at Nottuln-Appelhülsen, located in the Münster region. Here manufacturing facilities are currently being extended. The move is expected to be completed by end of the year.

The relocation of production will not result in any job redundancies. All employees at Schenefeld are being offered work at the Nottuln headquarters.

www.meypack.de

Rebu approved to clean type C and D FIBCs

Rebu cv, based in Moerdijk, the Netherlands, is a globally recognised company which specialises in the reconditioning of FIBCs on an international level. In consideration of the significant volume of bulk bags cleaned at the Rebu facility, as well as the company's continued commitment to technological developments and safety standards, it has become recognised as the market leader in its sphere of specialisation throughout Europe.

Type C FIBC undergoing cleaning and reconditioning at Rebu

In accordance with the company philosophy of maintaining the highest international safety standards throughout its operations, Rebu has installed an ATEX-certified explosion protection system within its Moerdijk facility. This allows for increased rates of refurbishment for Type C static-conductive and Type D static-dissipative bags whilst providing an assured level of safety for both operators and customers alike.

The company offers a collection and delivery service in accordance with its Europe-wide route network provided by its permanent transport and logistics partners who are fully trained as well as having the necessary experience when operating within restricted safety areas.

Part of Rebu's new ATEX-compliant explosion-protection system

The refurbishing operation is conducted in dedicated production lines and buildings according to different types of product (food-grade, chemical, etc). Therefore, any risk of cross-contamination is eliminated and environmental pollution issues are strictly controlled.

www.rebu.nl

Storsack wins awards for its pallet-less bag

The pallet-less FIBC which was launched by Storsack Group a year ago at the Interpack exhibition in Düsseldorf recently won a packaging award in recognition of its novel design at the annual German Verpackungswettbewerb. It is also a recipient of the Worldstar 2008 commendation.

Storsack's technical director Amir Samadijavan, who is also current president of EFIBCA, explains that for several years the company has been experimenting with the pallet-less FIBC concept which is expected to prove especially popular with food producers. In this industry a wooden pallet is a potential source of bacterial contamination or mould, with the result that it needs to be regularly submitted to heat treatment or sterilisation.

The Storsack pallet-less design provides a simple but ingenious solution. A major advantage of the super-light pallet replacement is that it will not harbour germs or contaminants. Weighing no more than about 5kg, it is also significantly lighter than wooden or plastic equivalents which weigh about 20-25kg. It can also be adjusted to fit the footprint of any FIBC, forming part of the bag either temporarily or permanently. A filled FIBC fitted with this arrangement can be handled by a conventional forklift from either two or four sides.

www.storsackgroup.com

Storsack's pallet-less FIBC offers four-way forklift entry

Starlinger joins FIBCA

As a logical consequence of its role as a leading manufacturer of production and testing technology for FIBCs, Starlinger of Austria, which joined EFIBCA (European Flexible Intermediate Bulk Container Association) in 2008, has now become a member of the North American equivalent trade association FIBCA. Recently the company opened an office in Greenville, SC, to serve US and Canadian markets.

According to statistics compiled by Starlinger the global market for FIBCs has an annual growth rate ranging from 8 to 20% and the main markets for this type of semi-bulk packaging are Europe (39%), followed by North America (32%) and Asia (22%).

The company has many years of experience in design and construction of FIBC production machinery. Its current line-up of reliable and versatile equipment includes new developments in starEX tape extrusion technology, latest versions of the circular loom series SL 61/SL 62/SL 8 and SL 82, the coating and laminating line stacoTEC, and the FIBC testing unit stacoTEST. The fabric from this type of line is used mainly for production of FIBCs, but also for applications such as geotextiles, agrotextiles, and tarpaulins.

www.starlinger.com

Innovations by the bagful

Bag filling technology continues to evolve in terms of higher speeds and enhanced precision, while at the same time achieving reduced spillage and energy consumption. Leading equipment manufacturers tend to launch latest technical advances at major trade shows, such as interpack and Achema. Here we report significant European developments which have been introduced during the past 12 months or so.

At Achema, the world's foremost chemical industry show which takes place 11-15 May in Frankfurt, Germany, Haver & Boeker will be unveiling several bag filling and sealing innovations. These include PumpPacker, new pumping technology which allows high-speed filling, precise weighing and optimum bag volumes for light materials such as pigments, graphite, carbon black and stearate.

The new Haver Delta NT (new technology) has been designed for filling speeds in excess of 2400 bags/h and offers the advantage of extremely low noise emissions. This machine can be seen on the stand of Haver & Boecker's partner for chemicals packing, Maschinenfabrik Möllers. Also new is a quality assurance system called Seal Control which can be retrofitted to existing Haver packing plants for checking that closed bags are entirely leakproof.

Last year's interpack exhibition also provided the occasion for Haver & Boecker to unveil its latest FFS bagging system called Cyrus. Based on the earlier Adams and Benjamin FFS systems, Cyrus has been designed to pack loose powders with particle sizes within the 20-300 micron range into bag sizes of between 6 and 50dm^3 (5-50kg weight).With dust-tight filling spouts, it can achieve speeds up to 1500 bags/h.

Distinguishing features of Cyrus are economy, flexibility and cleanliness, which make it especially suitable for applications requiring frequent product changeovers and avoidance of cross-contamination between different products. The machine has a completely enclosed product path and provides users with a whole new range of possibilities which until now have not been available with conventional FFS systems.

At the 2008 interpack Windmöller & Hölscher unveiled four new models of FFS bagging machines. The latest Diamant features all-new drive technology as well as a newly developed weighing scale. Three other units from the Opal, Topas and Rubin FFS equipment ranges also incorporate latest innovations.

The new version of Diamant has been designed for very high bagging speeds in excess of 2000 bags/h and is said to be ideal for consistent and continuous operation. According to W&H, which is based in Lengerich, Germany, the high capacity results from an automatic roll change system, graphic touch screens and a newly developed weighing scale. These combined innovations reportedly result in increased productivity, low maintenance requirements, simple operation and an extended range of usable plastic films. By combining the weighing scale with the overall machine control concept, one person can easily and reliably operate the entire system via a single touch screen panel.

W&H states that prior to the availability of its Opal machine, it was not possible to bag dusty and fluidised products using FFS packaging systems. The new Opal incorporates a patent-pending closed system that is said to ensure controlled bagging of these difficult-to-handle products, with minimum entrapped air. The company explains that the key to trouble-free handling of such products is the auger feed system, which allows the product to be delivered into the bag with no air entrapped. To ensure that even after leaving the drop chute, no air will be allowed to get into the product, the chute outlet is always kept below the product level. In this way, no dust can escape and the sack mouth is kept clean, a necessity for high-strength top seals.

Chronos Richardson's Chrono-Fill PTK-1700, among the fastest bagging lines of its type in the world

The company's Topas FFS machine is said to derive its popularity from a combination of versatility and high performance capability. This unit has traditionally been employed for bagging free-flowing products such as plastic resins, fertilisers, salts, etc. However, recent development of product-oriented solutions has led to a broader range of applications such as packaging of foodstuffs and, notably, sugar.

The new Rubin FFS packaging system is said to be well suited for medium-duty or intermittent bagging applications. It has been designed for bagging speeds up to 400 sacks/h and it can reliably handle a wide range of free-flowing products. The latest version of the Rubin form-fill-seal bagging system, a working version of which will be demonstrated at Achema , provides economical handling of irregularly placed batch orders and short-run bagging requirements.

FFS bagging of liquids & pastes

Haver & Boecker Delta NT

A revolutionary automatic system for filling pastes and emulsions into plastic bags was launched at the 2008 interpack. Called LIFFS, it is a joint development between Haver & Boecker and its subsidiary Feige Filling based in Bad Oldesloe, which specialises in advanced liquid filling systems.

LIFFS is a fully automatic machine capable of filling liquid products into PE bags via a Feige filling valve. It can achieve an hourly output of 600 x 25kg bags and more. The combination of Haver & Boecker and Feige technologies is said to result in high-performance and high-speed filling.

The scale software controls product flow and thus the degree of opening of the filling valve. During the filling operation product weight is continuously monitored and subtracted from the target weight (product flow). A control algorithm uses these values to achieve the exact fill weight. When filling is completed, remaining air in the bag is extracted before the bag is closed to minimise the possibility of chemical reaction between the product and the atmosphere. Bag forming and handling are achieved by means of well proven Haver & Boecker FFS technology.

Thanks to the integrated design, which includes all components from bag forming to bag discharge in a single unit, LIFFS can be quickly installed and made ready for operation. Only the product feed, the return system and power supply need to be made available on site.

Filling plastic bags provides an attractive alternative to other commonly used types of packaging, for economic as well as environmental reasons. For example the building industry has traditionally used pails as the preferred method of delivering products such as ready-mixed plaster, paints and adhesives to site. Bags, however, take up far less space after the product has been used and can be disposed of more easily.

Behn + Bates of Münster, Germany – also a member of the Haver & Boecker Group – has recently introduced its Orbis food-grade bag filling system. It has been specially developed to fill powdery products at hourly rates of more than 500 x 25kg bags. Equipped with three, four or six spouts, it can fill all traditional bag types, flat or gusseted, made of paper, PE or combinations thereof.

In recent months Binder of Austria has successfully developed technology for bagging and palletising 100-micron PVC powders. Further technical development of the filler neck for enhanced sealing and suction has given this company significant market potential in the specialist field of powder bagging.

The latest generation of Binder's Principac open-mouth bag packaging machines is now capable of achieving throughputs up to 2000 bags/h. It can handle all standard bag materials including PE, woven PP, paper and jute and is quickly and easily converted to different bag formats within the 10-50kg capacity range.

Chronos Richardson has in recent months introduced several major bagging developments. These include the new Chrono-Fill PTK-1700 series which is one of the world's fastest bagging lines for pre-made, open-mouth paper or plastic bags. It offers a capacity up to 1500 bags/h, or up to 2400 bags/h with the dual spout PTK-2700 version. Exceptional features are the continuous, reliable bag transfer system, a unique method of separating the bags and extremely fast changeover to different bag dimensions.

PTK bag filling systems achieve high hygienic standards through the use of field-proven technologies for continuous, reliable bag transfer. They also feature a unique bag separating system and are designed for fast change-over to accommodate differing bag dimensions in less than five minutes.

Bagging weighers

Another innovation from Chronos Richardson is an advanced net weighing system. This technology is complemented by the new BULK 9000 high-capacity weighing and control module which features multilingual menus in plain text operation, as well as error and status messages in plain text. The BULK 9000 provides optional PC keyboard connectivity and can store up to 250 customer files and 150 product data files.

The company has also announced a new generation of its type E55 net bagging weighers. The Chrono-Weigh E55 F1 can achieve outputs of more than 2000 weighments an hour and features advanced servo technology for accurate control of the dosing device and high weighing accuracy even at these speeds. It is complemented by the new hygienic version of the E55 NXT precision weighing system.

The E55 NXT is the latest generation of the company's well established type E55 net weigher which is now equipped with state-of-the-art loadcell weighing technology. Three access doors allow easier cleaning and the optimised weigh hopper, with stainless steel contact parts as standard, also ensures easy cleaning and hygienic weighing. All E55 NXT models, including the new F1 variant, can be retrofitted into all bagging plants.

The Nottingham-based UK division of Chronos Richardson reports that the company has now introduced compact and versatile ATEX-compliant weighers into both its APW in-process and high-speed bagging weigher ranges. It has developed upgrade solutions and kits of parts which comply with ATEX and DSEAR (Dangerous Substances and Explosive Atmospheres Regulations) safety requirements. At a minimum level these upgrades ensure that all components such as load cells and sensors are ATEX-certified.

Windmöller & Hölscher has also recently introduced a new high-performance net weighing scale which is now available with its FFS bagging systems (see above). It can also be supplied as a retrofit to upgrade existing bagging lines. The stainless steel unit is said to be extremely accurate thanks to self-optimising weigher control and the special design and drive of the metering gate featuring fast-response servo drive.

Just over a year ago Haver & Boecker commemorated the sale of its 5000th MEC III electronic weigher system. The unit formed part of a two-spout INTEGRA bag packer supplied to Dyckerhoff Cement. The MEC III was introduced in January 2003 and is the first automatic weigher to have received Europe-wide design approval.

Leading Spanish bagging systems manufacturer Payper, which this year celebrates its 35th anniversary, will feature the new FFS ASSAC M10 form-fill-seal bagging system at Hispack 2009. The industrial packaging exhibition takes place 11-15 May in Barcelona. This machine will share the stand (B212, Pavilion 3, Level 0) with a type G300 Cartesian bag palletising robot manufactured by Payper's French agent Newtec Bag Palletizing, which produces machines in the capacity range 100-4500 bags/h.

New PumpPacker for low-density powders from Haver & Boecker

The September/October *Bulk Distributor* will include a feature on latest developments in unitising filled bags including palletising, pallet wrapping and pallet-less wrapping.

Behn + Bates
www.behnbates.com

Binder
www.binder-co.at

Chronos Richardson
www.chronosrichardson.com

Feige Filling
www.feige.com

Haver & Boecker
www.haverboecker.com

Payper
www.payper.com

Windmöller & Hölscher
www.wuh-lengerich.de

Marseilles lays out future strategy

Marseilles' oil and chemicals terminals are considered to be of 'national interest'

Port of Marseilles' supervisory board has approved a port strategy and financing package to the year 2013, including the transfer of container and dry bulk cargo handling to private operators – a requirement of the French port reform law passed last July.

Management departments drew up the plan after analysis of the port's strengths and weaknesses in the light of industry trends and following consultations conducted since November between executive chairman Jean-Claude Terrier, trade union representatives and the stevedoring companies. The agreed strategy also takes account of recommendations by the supervisory board, which met three times on the subject after being formed in January, and input from the development board.

Five main strategic directions are set out under this umbrella – to address the challenge of building container traffic at Fos; to add to the core oil business by increasing throughput of other energy sources; to strengthen the port's position as a south European hub for dry bulks; to establish a Euro-Mediterranean ro-ro hub; and to further develop passenger facilities.

These aims will be supported by three 'action policies' involving investment of Eur600m; an integrated approach to development that optimises economic, urban and environmental considerations; and the priority development of rail and waterways links with the hinterland. Meanwhile, as well as the handover of container and dry bulk activity to private operators, several other courses of action are to be adopted in line with the reform law requirements and union agreements signed last October.

The oil and chemicals terminals at Fos and Lavera are considered to be of national interest and will be run by a subsidiary in which the port has a majority stake. Maintenance of equipment will come under a company where the cargo handlers are both shareholders and customers, with the port also holding a stake. The port will remain responsible for passenger trades and those areas of ship repair activity currently carried out by its personnel. In addition, following the closure of the fruit terminal, it is to invite commercial tenders for restoring activity levels in the conventional trades sector.

A three-month period has been set for negotiations with those private operators concerned in the transfer of port personnel and equipment. Under the reform law, the transfer process can take place progressively for up to two years, with a deadline of April 2011. Operators for activities not covered by the transfer negotiations will be selected in a call for tenders to be launched by the port.

This and longer-term action identified under the 2009-2013 strategic plan will run in parallel, led by a four-strong executive board under the control of the supervisory directors. The supervisory board has also approved the executive chairman's nominations for the three remaining executive posts – his deputy Jean-Pierre Billat, director of strategy Chantal Helman and director of works Renaud Spazzi.

Marseilles' container strategy hinges on building hinterland traffic. Acknowledging the need to ensure reliability and competitiveness, Marseilles Fos is aiming for throughput of 5m TEU by 2020 – compared with last year's 850,000 TEU - to be ranked among the top 10 European ports. It expects to be ranked fifteenth by 2013 as against twentieth in 2007.

Action highlights include existing schemes such as the Fos 2XL terminal due on stream in 2010, extension of the Distriport logistics zone and completion of a canal link between the container terminals and the inland waterways network. Future projects include the start of work on the Fos 3XL and Fos 4XL terminals before 2013, funded by public investment of EUR200m and EUR300m from the private sector. Road access to Fos is to be enhanced and capacity on the Fos rail network will be doubled via a signal modernisation programme.

Oil sector strategy aims for diversification to position Marseilles Fos as a hub for all forms of energy traffic. Compared with oil and oil product volumes of 67m tonnes in 2008, target throughput has been set at 80m tonnes by 2013 and 90m tonnes by 2020.

Growth will be supported by schemes such as four new refined products berths costing EUR65m, a Shell LNG terminal, a biodiesel plant and extended storage capacity, while a treatment plant is being built to protect the environment from volatile organic compounds discharged during loading of 'white' petroleum and certain chemical products.

Dry bulk strategy centres on the need to increase demand for raw materials by attracting industrial investment. Throughput of 13m tonnes in 2008 is scheduled for a 4m tonnes rise by 2013 and an increase to 22m tonnes by 2020.

Alongside new or extended ore and cereals plants, future action also focuses on multimodal and environmental initiatives. These include developing coal and cereals transport by barge or rail, eco-friendly power supply and schemes to reduce waste and power consumption.

Hinterland policy sets out to offer a multimodal logistics network giving Marseilles Fos better links to northern Europe than its Mediterranean rivals – notably by supporting rail and waterway modes as the preferred alternative to road transport. By 2013 the port wants waterways traffic to rise from 4.7% to 10% of throughput, rail to take 30% instead of 13.7% and road volumes to fall from 81.6% to 60%.

Among action envisaged, the port will seek capital stakes in inland trimodal hubs while also enhancing its own multimodal platforms; support new inland and "Motorway of the Sea" services; offer incentive tariffs; and work to improve cargo flows through tracking and simplified customs procedures.

Long Beach going green

The Middle Harbour project will be developed in two phases over 10 years

California's Port of Long Beach plans to increase marine terminal capacity and at the same time reduce pollution, according to its final environmental impact statement on the proposed US$750m Middle Harbour redevelopment project.

The Middle Harbour project will be developed in two phases over 10 years. It will combine two irregular-shaped container terminals to make one large rectangular facility.

At present, the two facilities operated by Long Beach Container Terminal and California United Terminals total 294 acres. LBCT, Orient Overseas Container Line terminal, has a small on-dock rail yard. CUT, operated by Hyundai Merchant Marine, does not have an intermodal rail yard. The plan calls for landfill projects that will add 54 acres and turn the site into a large rectangle, a shape more conducive to modern cargo handling techniques. The container terminal upon completion will total 345 acres and include a larger, more functional on-dock rail yard.

Diesel emissions will be reduced 50% through a series of environmental measures. All vessels will be required to operate at berth from shore-side electrical power, or 'cold ironing'. Vessels will have to use low sulphur fuel in their main and auxiliary engines as they transit to and from berth, a statement from port authorities said.

Long Beach will require lower emission switching locomotives, alternative fuel cargo handling equipment and compliance with the port's voluntary speed reduction programme. Buildings on the site must comply with modern green requirements for energy reduction and the use of recycled materials during construction. It has been more than seven years since Long Beach launched a large marine terminal construction project. The port will also seek environmental approval for construction of a new container terminal on a vacant site at Pier S, it added.

Algeciras terminal deal

Alpetrol Terminal has awarded the Spanish company Tecnicas Reunidas with the engineering, construction and commissioning work of the Isla Verde Hydrocarbon Maritime Storage & Distribution Terminal on Isla Verde Exterior at the Port of Algeciras Bay.

The terminal is being developed on a 6ha site on reclaimed land. Alpetrol was chosen by Port of Algeciras to develop the terminal in 2005. Initial plans called for the terminal to have 300,000 cbm of storage capacity for liquid bulk products, primarily bunker fuel. Total liquid bulk traffic in Port of Algeciras during 2008 was 20.5m tonnes.

Construction work on the terminal, totalling an investment of Eur110m, is set to commence shortly, with commissioning due for 2011. This initiative will create 400 direct jobs during construction and a further 150 direct and indirect jobs once operational.

Prior to the actual construction work, Alpetrol had already awarded a first phase investment package, valued at Eur1.5m, to Acciona Infraestructuras and SGS to prepare the plots of land where the facility would eventually be located. Preparation work is already well under way.

Terminal operations are based on cutting-edge, safe practices for storing and distributing hydrocarbon products. The terminal's technological developments are set to pioneer safe, environmentally friendly operational procedures in the Mediterranean, said Algeciras Port Authority.

Port of Algeciras is an important hub at the western end of the Mediterranean

Investments on the Horizon

Dubai-based Horizon Terminals Limited is reportedly investing US$300m in new facilities. Gulf News reported Horizon CEO Yusr Hussain Sultan Al Junaidy as saying that the new investments will add 1m cbm of storage capacity to the existing 5m cbm. Among the planned projects is a $45m facility in Indonesia's Merak city.

Al Junaidy said the company is looking to bring its capacity to 6m cbm by the end of 2010. To reach this target it will have to invest another $250-300m in the storage business. He said that despite the economic downturn the petroleum product storage business remains robust because it is viewed as essential infrastructure. The group's facilities are located in the UAE, Singapore, Saudi Arabia, South Korea, Djibouti and Morocco. The company expects the Indonesia project to materialise soon. Planned capacity is about 200,000-250,000 cbm.

Horizon is also pumping in nearly $300m to expand its terminal in South Korea and to build a new facility in Morocco by early 2009. Horizon Terminals is owned by Emirates National Oil Co.

Gate secures new financing

Gate terminal BV, a joint venture between Nederlandse Gasunie and Vopak has signed a Eur136m senior financing agreement with the European Investment Bank (EIB) and a syndicate of eight international relationship banks. This financing facility will be used for the expansion of the first Dutch LNG import and regasification terminal on the Maasvlakte, near Rotterdam. The financing facility adds to the initial Eur745m senior financing agreement, which was signed in July 2008.

In August last year, E.ON Ruhrgas joined DONG Energy, EconGas and Essent as the fourth customer of Gate terminal by signing a throughput agreement. To accommodate all customers, the terminal's throughput capacity will be expanded with 3bn cbm of natural gas a year to a total throughput capacity of 12bn cbm and a second jetty will be constructed. The terminal will play an important role in the future supply of natural gas to the European market and is expected to be fully operational in the second half of 2011.

A joint statement by Henk Chin Sue, board member and CFO of Gasunie, and Jack de Kreij, board member and CFO of Vopak said: "We are proud that we have been able to secure the financing for this important expansion of Gate terminal and we are very pleased that in today's challenging economic environment EIB and eight out of 10 original commercial lenders participate in the expansion financing, which shows their strong commitment to this project."

The syndicate of banks consists of Bayerische Landesbank, Calyon, DNB Nor Bank ASA, Fortis Bank (Nederland) NV, ING Bank NV, Rabobank, RBS and Svenska Handelsbanken. RBS acted as financial advisor in this transaction, ING acted as co-ordinator while Addleshaw Goddard acted as legal advisor. The European Investment Bank and the syndicate of eight banks were advised by Ashurst.

• China's State Development and Investment Corp and Vopak have set up a joint venture to build an oil storage facility in southern China's Hainan province. The reserve, which will cost CNY7bn, will be located in Yangpu Economic and Development Zone in Hainan. In the first phase of project, the partners will build a berth capable of receiving crude oil tankers of up to 300,000 dwt and a second berth for 100,000 dwt tankers carrying fuels and chemicals. The berths will be served by storage tanks with capacity of 1.2m cbm. The facility will eventually have two more berths handling 50,000 dwt tankers, two to three for 100,000-300,000 dwt ships and storage capacity spread over 5m sqm.

The new financing will enable Gate Terminal to expand capacity

Cochin regasification plant inked

Cochin Port Trust, in the India state of Kerala, has signed a concession agreement with Petronet LNG Ltd (PLL) to develop an LNG terminal. Under the agreement, a regasification plant will be established within the port-based special economic zone promoted by Cochin Port.

The agreement was inked by N Ramachandran, chairman of Cochin Port Trust, and A Sengupta, director (finance and commercial), Petronet LNG. The terminal is expected to provide a major boost to the revenues of the port as well as the economy of the region.

The project involves the setting up of a LNG import and regasification terminal of nominal 2.5m tonnes per annum (mmtpa) capacity with a provision of expansion to 5 mmtpa.

The project is promoted by Petronet LNG, a consortium initially formed as a joint venture by India's leading oil and natural gas industry players. The promoters are GAIL (India) Ltd, Oil & Natural Gas Corporation Ltd (ONGC), Indian Oil Corporation Ltd (IOCL) and Bharat Petroleum Corporation Ltd (BPCL). Each of them has a 12.5% equity share and the remaining equity is held by GDF International (10%), the Asian Development Bank (5.2%) and the public (34.8%).

Cochin Port has granted 33.4ha at Puthuvypeen SEZ to PLL on lease for 30 years. PLL has already awarded the EPC contract for construction of storage tanks to IHI of Japan. All the pre-project activities, including various onshore and offshore surveys/investigations, preparation of detailed feasibility report and basic engineering package, mathematical and physical modelling studies, terrestrial and marine environment impact assessment studies have been completed. The company has received environment clearance from the Union Ministry of Environment and Forests.

The availability of LNG will positively impact the working of downstream industries as they switch over from expensive feedstock such as naphtha. The commercial, household and transportation sectors will benefit from using LNG as it is a more economic fuel. The availability of LNG is expected to enhance the investment climate in Kerala and the neighbouring states. The project will lead to spin-off effects through more ancillary units.

The LNG terminal also opens opportunities for an integrated gas-based power plant utilising LNG at Puthuvypeen. As a part of its forward integration strategy, PLL proposes to explore the feasibility of harnessing the cold energy of LNG to operate a cold storage for processed food and other marine export products.

Kinder performance holds up

Vancouver Wharves, which Kinder acquired in 2007, contributed to last year's improved performance

Kinder Morgan's terminals business reported fourth quarter earnings of US$140.3m, up 13 % from $124.2m for the comparable period in 2007. For the year, this segment produced $538.9m before DD&A and certain items, up 22% from 2007 and just short of its published annual budget of 24% growth.

"The terminals business would have almost met its annual budget if not for lost business associated with last season's hurricanes, and actually would have exceeded its budget had it not also incurred higher operational costs for much of the year due to higher diesel prices," Kinder said. "All of this segment's growth in the fourth quarter came from organic opportunities, as did two-thirds of its growth for the year."

Fourth quarter results were driven by a 20% increase in coal volumes - particularly at the Pier IX Terminal located in Newport News, Va, and the Cora Terminal in Chester, Ill, which had record throughput in December - a 29 percent increase in throughput at the company's New York Harbor terminals and increased capacity at the Houston Ship Channel facilities due to tank expansions.

For the year, expansion also drove internal growth at the liquids terminals on the Houston Ship Channel, in New York Harbor, at the North 40 Terminal near Edmonton, Alberta, and at Vancouver Wharves in British Columbia, as KMP's leasable capacity increased by 14% to 54m barrels. Results in 2008 also benefited from acquisitions such as Marine Terminals and Vancouver Wharves, which were purchased in September and May of 2007, respectively.

Rotterdam's biofuels boom

Last year's Biofuels throughput at Port of Rotterdam was more than 80% up on the previous year, at 5.7m tonnes. Some 2.7m tonnes of biodiesel were handled (+1.5m tonnes) and 2.4m tonnes of bio-ethanol (+0.8m tonnes), plus 0.6m tonnes (+0.3m tonnes) of ethyl tertiary butyl ether (ETBE).

Rotterdam is the main link between global and European flows. For 2009, Port of Rotterdam Authority expects a fall in imports of American biodiesel as a result of the extra import levies imposed by the EU. The lower throughput figures for this "B99" are offset by an increase in the intra-European transport of biofuels.

Ethanol throughput was 50% up on 2007, at 2.4m tonnes. By far the lion's share - 1.7m (+0.6m) - related to incoming trade. As the markets for chemical products and drink have not increased much, its use as fuel ethanol was probably the driving factor here.

In 2008, Brazil was again the most important source country and it managed to increase its share from 40% to 50%. Growth was particularly marked from September 2008 onwards, with monthly imports in excess of 100,000 tonnes. Parallel to this, the size of the consignments per tanker is increasing: 25,000 tonnes is increasingly common and over 45,000 tonnes has even been recorded. France came a good second as source country, with a share of over 15%. In addition to Brazil, incoming trade from other Latin American countries, such as Argentina, Costa Rica, Venezuela, Peru and Guatemala remained important.

Outgoing trade rose from 0.4m to 0.7m tonnes. The main overseas destinations were Sweden (over 30%), Finland and the UK, both with a little over 10%. For close on 60,000 tonnes of the outgoing trade, no country of destination was recorded. The great majority involved Brazilian ethanol, which was transferred in Rotterdam into coastal tankers. This is done both directly ship to ship and via interim storage at the independent terminals.

For biodiesel, throughput figures more than doubled: from 1.2m to 2.7m tonnes, two thirds of which was incoming trade. The driving factor was the B99 (99% biodiesel and maximum 1% mineral) from the USA. Subsidies there made this product more than $200 per tonne cheaper than European biodiesel. Imports of biodiesel from the US were around 1m tonnes. In the meantime, the European Commission has proposed import levies to counter the "dumping" of B99. Other larger source countries are the UK and Germany, both with more than 100,000 tonnes. Imports from Malaysia are increasing. The trend is towards the globalisation of biodiesel production and transport: the number of source countries doubled to over 20.

Much of the biodiesel from the US was exported again via Rotterdam. More than 40% of the outgoing trade went to the UK. Spain, France, Germany and Italy all received around 50,000 tonnes.

Logistics flows are also growing and the number of source and destination countries has more than doubled in the space of two years to 20. In addition to this, a production facility with a capacity in excess of 3m tonnes is under construction in Rotterdam itself and is already partially operational. In this way, a large flexible market is emerging. Here, buyers, such as the big oil companies who have to mix in biofuel, can easily combine long-term basic contracts with spot contracts. The Port Authority therefore expects a further increase in the intra-European transport of biofuels, reinforced by EU levies on the import of B99 from the US.


GIRARD
UPTU 660 183 1
US 2275
ADR
GIRARD
EQUIPMENT, INC.
IM-44
WWW.GIRARDEQUIP.COM · 908-862-6300