

BULK DISTRIBUTOR

INTERNATIONAL NEWS • PEOPLE • PRODUCTS

March/April 2010

Commission approves proposed acquisition of Ermewa



The Commission concluded that the transaction would not significantly impede competition in the EEA

The European Commission has cleared under the EU Merger Regulations the proposed acquisition of Swiss company Financiere Ermewa (Ermewa) by Transport et Logistique Partenaires SA (TLP), owned by French state rail operator SNCF.

The clearance is conditional on the divestment of Ermewa's European activities involving axial hopper wagon hire for cereal transportation and its involvement in the organisation of cereal transport by rail. In view of the remedies proposed, the Commission has concluded that the transaction would not significantly impede effective competition in the European Economic Area (EEA) or any substantial part of it.

The transaction consists of placing the Ermewa group, which is currently jointly owned by TLP and a financial investor, the Citerne Invest group, under the exclusive control of TLP.

TLP is fully owned by SNCF Participations, a subsidiary of SNCF. TLP's objective is to hold the group's shareholdings in the freight wagon hire and transport organisation sector (particularly for cereals) and in combined transport. The SNCF group provides passenger rail transport services on the national rail network together with other rail transport services.

Ermewa is involved in freight wagon hire and the organisation of transport (also of cereals in particular), and in tank container hire, in several EU Member States. "This transaction means that the

parties' activities will overlap in the wagon hire, transport commissioning, and freight wagon repair and maintenance markets. It will also result in the creation or reinforcement of certain vertical links, in particular between rail traction and rail transport commissioning, and between rail transport commissioning and tank container hire," read an EC statement.

It emerged from the Commission's initial market investigation that the planned transaction was likely to raise competition concerns on markets linked to the transportation of cereals by rail, in particular the axial hopper wagon hire market, and on the cereal rail transport commissioning market in France, Benelux, Italy and the part of Germany where such wagons are used. The planned transaction would have had the effect of bringing together the two main operators in this field, leading to the creation of an unavoidable partner for cereal shippers in the area in question.

To address the Commission's concerns, TLP offered to divest all commissioning activities for the transportation of cereals by rail plus a fleet of cereal hopper wagons. After market testing the proposed remedies the Commission concluded that they would address the competition concerns initially identified in its market investigation. The Commission therefore concluded that the planned transaction, as modified by the commitments, would not raise competition concerns.

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Suttons expands tank fleet

Suttons is supporting its continued international expansion with a £6 million investment in new tank containers.

Four hundred 26,000 litre baffled tanks have been ordered from NT Tanks in China and will be delivered to Suttons from May 2010. It means the company has now invested over £12.5 million in new tanks during the past year, increasing the size of its fleet by almost a third.

Suttons is one of the fastest growing businesses in the UK and the new tanks are vital as the company continues to develop its business with major international customers including BASF, Bayer and Huntsman.

Andrew Palmer, group managing director of Suttons, said: "This latest investment continues the process of expanding and upgrading Suttons' tank fleet. It means we can respond and offer our customers increased capacity underpinned by our absolute commitment to safety and excellent levels of customer service."

Suttons' headquarters is based in Widnes, Cheshire and operates globally with key business centres in New Jersey, Houston, Antwerp, Essen, Le Havre, Kuantan, Shanghai and Tokyo.

www.suttonsgroup.com



Andrew Palmer – offering customers increased capacity

TT Club updates good practice guide

The TT Club has updated its guide to risk management; the International Maritime Dangerous Goods Code's (IMDG Code - amendment 34) classification of dangerous goods.

"The importance of compliance in the handling of packaged dangerous goods for international transit can't be over-emphasised," stated Peregrine Storrs-Fox, TT Club's Risk Management Director. "Adherence throughout the supply chain to the IMDG Code is of a high priority in achieving these aims".

This latest guide, jointly produced by TT Club and ICHCA International, provides a quick reference to the marking and summary documentary requirements based on Amendment 34-08 of the IMDG Code, which became mandatory on 1 January 2010.

A high proportion of international packaged cargoes are deemed to have the potential to be dangerous to those who work in the supply

chain. Despite this, millions of tonnes of such goods are safely transported every year, primarily due to international standards specifying how these commodities, whose properties vary widely, can safely be handled during packing, loading and unloading and in transit via different modes of transport. Codes have been developed for individual modes under an overall United Nations umbrella and the IMDG Code is the applicable publication for sea carriage.

Up-dated every two years by the International Maritime Organization (IMO), the Code specifies the ways in which dangerous goods are classified, packaged, marked and labelled, documented, stowed, secured and segregated inside freight containers and ro-ro vehicles; plus the relevant 'placarding' on the outside as well as stowage and segregation on the terminal and on-board ship. A basic essential is for the goods to be properly classified and there are nine classes in the UN classification system. Once

identified, the Code then specifies in detail the correct way of handling each substance.

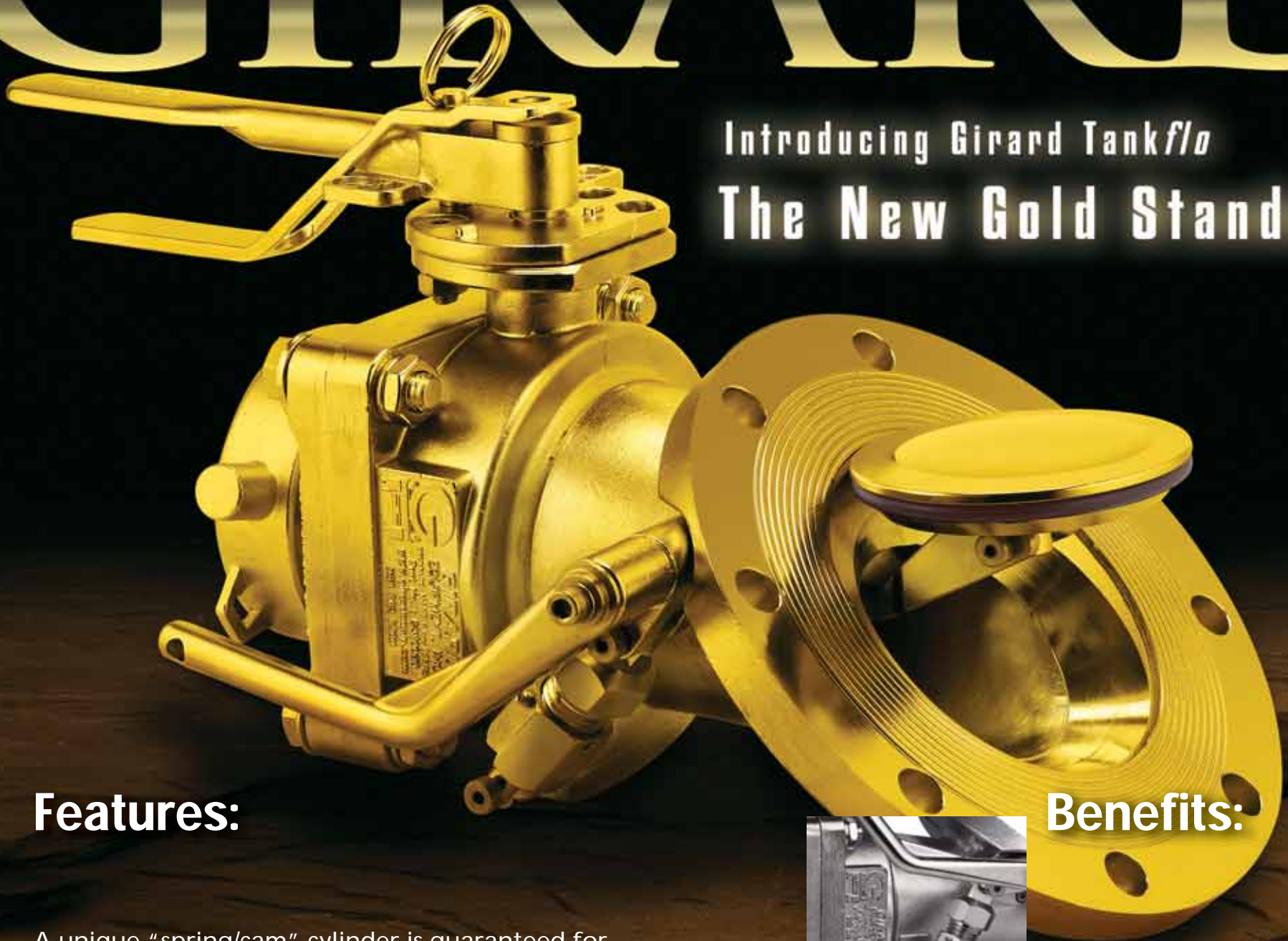
Together with TT Club, ICHCA has now republished two pocket cards, as part of this latest guide and these appear under their appropriate covers. The first card (coded 'IIL/1') deals with documentation and specifies what detailed description must be included in declarations made by the shipper, according to the class of the substance or article. The second card ('IIL/2') shows all the various labels/placards, signs and marks that are appropriate in each case. Both pocket cards are intended to be carried and used as a reference during the working day.

The guide comes both in printed form and as a PDF, the latter providing links to related information. The PDF is downloadable from each organisation's website.

www.ttclub.com
www.ichca.com

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Volvo successes

Volvo UK scored a number of successes during the winter in terms of sales, fleet replacement and new services for the bulk haulage industry.

For example, Cheshire-based, Nynas UK AB, demonstrated its commitment to Volvo through a vehicle replacement plan, with the delivery of another six Volvo FM tractor units.

According to Nynas' distribution manager Ernie Dixon, Nynas continues to purchase Volvo because of the "exceptional build quality and safety features".

"Quality and safety are two of the core values that Nynas and Volvo share, both of which are paramount in the success of our operations," commented Dixon. "These core values were put to the test only recently, when a tractor unit and tanker, part of Nynas' 42-strong fleet, was involved in an M6

motorway roll-over accident. Thankfully, the experienced driver suffered relatively minor injuries," he said. "I am convinced that Volvo's attention to safety helped minimise the injury to the driver."

Supplied by group customer solutions manager, Steve Wilson and customer solutions manager, Mark Lingard, of Thomas Hardie Commercials, the 6x2, Volvo FM-440 Globetrotter-cabbed vehicles were specified with the lightweight mid-lift axle, enabling the vehicles to safely run at the UK 44-tonne limit.

Explaining the long-standing relationship Nynas has with its local Volvo dealership, Dixon stated: "Thomas Hardies' sales, parts support and backup is 'second to none', we have an exceptional working relationship with them."

Serviced and maintained in-house at

Ellesmere Port, Cheshire, the vehicles can be seen operating nationwide, distributing bitumen throughout the UK's quarries.

Meanwhile, Volvo's new FE range has solved problems posed by a changing market for Yeovil fuel supplier, Darch Oil. The 6x2 tanker just added to the fleet combines the manoeuvrability needed for access to small premises and rural roads with the payload essential to generate economical delivery routes at a time when the size of individual deliveries is shrinking.

"In the current climate," explains the company's general manager, Kevin Levy, "the typical delivery is getting smaller, yet our 4-wheelers still had to make 20-30 drops a day. We needed a vehicle that could do the same work as them, but carry a bigger payload to make the routes an economical proposition. Volvo's reliability and the FE's low cab width made it a good place to start."

Rated at 26 tonnes GVW, but actually plated for operation at 21 tonnes, the 6x2, rear-steer rigid retains most of its standard features, such as its 320hp engine, four-over-four-plus-crawler manual gearbox and 'Comfort' cab. However, while it is still capable of carrying the required 17,000 litre Magyar fuel oil tank, the Volvo chassis has been specially shortened to improve access still further.

"The chassis has been cut back to the legal minimum," says Kevin, "and we've saved even more length by replacing the rear-mounted toolkit with an under-wheelarch model. If anything, it gets in and out even easier than a four-wheeler tanker; if it keeps performing this well, we shan't be buying any more four-leggers!"

Repairs and maintenance on the new



The 6x2 tanker combines the manoeuvrability needed for access to small premises and rural roads with the payload essential to generate economical delivery



"Quality and safety are two of the core values that Nynas and Volvo share"

vehicle will be carried out under a three-year contact with supplying Dealer Wales and West Truck and Bus at their Gurney Slade facility.

LGV and PSV operators of all makes on Teesside and beyond are benefitting from a new MOT Test lane which Volvo Truck and Bus Centre North & Scotland has opened as part of its state-of-the-art dealership at Stockton-on-Tees. The facility is now achieving a 94% initial pass rate for all MOT's since opening.

The MOT Test lane (and the workshop) is fully Pet Reg and ADR compliant for testing vehicles carrying hazardous goods. It is also Zone 2 compliant which enables MOT testing of gas tankers. A major advantage for customers is that tankers can be presented for MOT Test fully loaded, without the need to purge tanks beforehand. Test pricing is competitive

and late appointments are available for all makes of truck, bus or coach.

As it is part of the fully equipped Volvo workshop, repairs and pre-test inspections can also be carried out on site on all makes of truck, bus and coach. The new Test facility is located adjacent to the main A19 trunk road at the Portrack Junction. The location is also ideally placed for access to the A66 and the Seal Sands, Tees Port and Teesside industrial areas.

All LGVs and PSVs above 7.5 tonnes GVW can be tested and the facility will soon be open two days a week, extending to three days by the end of 2010. A loaded curtainsider test trailer is also available on site and smoke tests can be carried out to check compliance with London Low Emission Zone (LEZ) requirements.



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Whale sparks electric delivery

CE Electric UK – an electricity supplier to some 3.8 million properties across North East England, Yorkshire and northern Lincolnshire – has recently taken delivery of a bespoke rigid road tanker from Solihull-based Whale Tankers Limited.

Used for the collection and delivery of electrical insulating oil from electrical distribution sub-stations predominantly within South Yorkshire, the vehicle's specification emanated from a joint development programme involving CE Electric and their fleet procurement specialists, VLS (Vehicle Lease and Service Ltd), together with the design and engineering team at Whale Tankers.

In addition to being designed for maximum operating flexibility, particularly in terms of payload, logistics and the vehicle's ability to operate in sites where vehicular access is sometimes restricted, the electrical insulating oil tanker is equipped with an innovative onboard radar level measuring system, developed by level specialists, Hycontrol.

Mounted onto an MAN TGM 18-tonne 4 x 2 chassis and manufactured to ADR "AT" specifications as defined in Part 9 of the regulations, the vehicle has a twin compartment stainless steel tank - half being for reclaimed clean oil and the other collected waste oil - providing a carrying capacity of 11,000 litres. Each half of the tanker has its own TDR guided wave radar level measuring system connected to separate digital displays and powered by the vehicle's 24 volt supply.

Traditionally liquid levels in such tankers are measured using dip sticks via the top of the tank. However, increased safety concerns expressed by the end customer relating to drivers working at height have been the catalyst for Whale to source an alternative level measuring solution, where tank levels can be safely monitored at ground level.

At the heart of the Hycontrol system are two co-axial 24 volt loop powered VF03 series TDR units, which fit directly into flanges at the top of the tank. TDR (Time Domain Reflectometry) technology is ideal for such applications and especially the co-axial design, This

is particularly suitable for low dielectric products such as oil, having the ability to measure dielectrics as low as 1.1. The stainless steel measuring probe consists of a solid inner rod and co-axial perforated outer tube. The transmit-receive microwave signal is contained within the space between the outer tube and the inner rod as it travels down to the liquid surface and back up again. This has the advantage that the unit can be fitted in confined spaces, for instance next to the vessel side walls or adjacent to support frames or baffles without affecting accuracy.

The measuring technology provides excellent accuracy and is unaffected by vapour interfaces or changes in pressure and temperature. There is no dead zone at the upper end of the probes, ensuring measurements can be made right to the top of the tank. The lower ends of the TDR units are fitted with caps, which then fit into depressions designed into the bottom of the tanks. This provides protection for the probe assembly against liquid surge forces generated during heavy braking and also ensures level measurements can be made to the bottom of the tank. The level system is pre-calibrated in house and the output display converted to read directly in litres. The digital displays, which are fitted with high and low alarms, are conveniently mounted on the side of the vehicle adjacent to the fill/empty points for ease of reading at ground level. Visibility at these points is essential to control the fill and empty processes so immediate action can be taken if an event occurs.

Although transformer oil does not currently come within the scope of the Carriage of Dangerous Goods by Road regulations (ADR), the Hycontrol system is designed to be compliant with the requirements should product exemption categorisations change in the future. Part of these regulations mandate that tanks carrying designated dangerous goods can only be filled to a certain level, leaving a space or ullage above the maximum fill level to allow for factors such as expansion and surging during transportation. The delivery driver can now ensure there is adequate clean oil in the tanker to fill



The Hycontrol onboard radar level system provides a safe measuring alternative to working at height

any particular transformer whilst the high alarm ensures this ullage is maintained during the filling process.

Whale Tankers' engineering manager Andy Ellis was pleased with the overall design: "Hycontrol engineers worked closely with us to help design this innovative solution. Transformer filling and emptying can now be safely carried out, without the need for drivers to climb to the top of the tank to take regular dips. The built-in alarms ensure ullage requirements are adhered to and drivers can be confident they have sufficient new oil to fill any particular transformer ahead of the process. All this translates directly into improved safety and more efficient logistics for our client."

Hycontrol's sales director Nigel Allen is clear on his company's role in such applications and as he concludes: "This application highlights our versatility and broad engineering skills. Using our wide range of measurement technologies as building blocks and working closely in partnership with the client, we can ensure we deliver the best engineered solution for any particular level measurement application. This sets us apart from our competitors, who typically do not have the flexibility to develop such bespoke equipment."

In another success for Whale, Devon-based Gregory Distribution Limited recently added its first Whale tankers to a 400-strong vehicle fleet. Joining the company's Environmental Services Division, the two Whale newcomers are both non-hazardous tipping vacuum

tankers equipped with high pressure jetting.

Serving to bolster Gregory Environmental Services' fleet to more than 75 vehicles, the new tankers have been specified to help service a number of the company's ongoing contracts, particularly in relation to the collection and transport of bio-solids throughout South West England.

The larger of the two new units, which features Whale's 3,200 gallon capacity carbon steel vacuum tank, is mounted on a Scania P310DB 6 x 2 26 tonne chassis, whereas the smaller 2,200 gallon unit counterpart features the DAF CF 75 4 x 2 chassis. Both units

deliver powerful vacuum suction supplied by a Mistral series exhaustor compressor, the 700 series being used on the 3,200 gallon tanker, the 400 series being used on the smaller one.

Each tanker - equipped with single, multi-stage tipping gear - has the capacity to carry 3,000 and 2,000 gallons of sewage and other non-hazardous sludges, respectively. Both tankers also feature a separate 200-gallon fresh water tank that feeds a high pressure jetting system with a capacity to deliver 10gpm at 1000psi.

Commenting on the decision to specify its first Whale tankers, Richard Carswell, business unit director at Gregory Distribution said: "Whale Tankers is recognised as the market leader in the field, so the decision to specify its vacuum tankers was relatively straightforward. At Gregory Distribution we aim to deploy the best vehicles and associated equipment that we can to support all of our contracts and in choosing Whale we are doing exactly that. What's more, we are already very pleased with how they are operating in the field and we are therefore confident that they will prove to be a valuable addition to our Environmental Services fleet."

www.hycontrol.com
www.whale.co.uk



Two Whale tankers have joined the fleet of Gregory Environmental Services. Pictured is the larger of the two new units, which features Whale's 3,200-gallon capacity carbon steel vacuum tank mounted on a Scania P310DB 6 x 2 26 tonne chassis

Best Western

Severe winter snow storms didn't stop Craig Lamont, managing director of Western Fuel, personally delivering heating oil in a brand new tanker to one of his major customers who runs a large factory near Taunton, in Somerset, UK.

The emergency call went out for heating oil in order that the customer could continue production during the coldest spell seen in the UK for 50 years. The new tanker was supplied by Lakeland Tankers, and was fitted with Alpeco metering and pump equipment.

By coincidence Alpeco's Adrian Baskott was on site at Western Fuel's depot when the new tanker arrived, so when Lamont stepped into the breach by offering to deliver the fuel himself, Baskott volunteered to accompany him. Baskott commented: "The terrible weather had prevented some drivers from getting in while others were on

delivery runs leaving an important customer on the brink of running out of heating oil and having to close down. Craig offered to give the new tanker its maiden run personally so I went with him. Happily the tanker and our equipment performed faultlessly in the most atrocious conditions."

Alpeco specialises in metering and pumping systems for delivery tankers and offers the TE550 Checkmate system control module which provides control over the manifold, foot valves, product return, reel/bulk selection and engine stop/start, minimising the chance of accidental product cross-over, as the operator has to select and confirm product grade, compartment, delivery mode and volume to be delivered via the TE550 on-screen menu. Once selected, colour-coded LEDs remind the operator of grade and compartment selected along with real

time on-screen prompts and delivery information.

Alpeco also offers MID approved standard and high speed bulk delivery systems capable of hose-reel deliveries of up to 400 LPM and bulk deliveries of 1100 LPM. The MID approved Hi Speed Bulk system differs from the standard DMX Bulk systems by employing a larger capacity meter chamber and pump unit but the company can tailor systems to any client requirement.

In October 2009 Alpeco was appointed distributor of i-meter V2, manufactured by Dublin-based company Dreamtec. The i-meter is a tracking device which not only tracks tankers, but monitors and reports all meter and delivery information back to HQ. This simple but extremely clever device can be mounted onto any Alpeco Lectorcount or TE550 meter system. Once installed it will record and report all tanker activity in real time. A web-based, password-protected "Dashboard Viewer" allows the despatch office to view the position and route for each tanker as well as download PDF copies of the meter ticket immediately after each delivery.

Lakeland has also supplied Innovator aluminium tankers and 23 GRW tankers built in South Africa. The equipment is leased and Sainsbury's says its status and scale ensured a competitive deal.

www.lakelandtankers.co.uk
www.alpeco.co.uk



Lafarge Cement buys 20 MANs

Lafarge Cement has taken delivery of 20 MAN tractor units as fleet replacements for part of its 113-vehicle UK operation. Assessed over the past year, the 20 TGS 24.440BLS 6x2 Lite chassis were selected after "several expected safety and operational benefits were realised", said Andrew Brodley, Lafarge's transport manager.

"Following a major revision of Lafarge Cement's vehicle specification, an in-depth evaluation of a MAN trial vehicle during 2009, which, coupled with favourable driver feedback, justified the selection of the new MAN six-wheelers for our Cauldon Works fleet. The 'L' Cabs, fitted with MAN TipMatic

automated transmissions, Intarders and 'Add Nothing' EGR engines giving lower overall tare-weight compared to SCR vehicles, provide the driver safety and increased payload requirements needed to meet our major operational KPIs."

Lafarge runs predominantly non-tip powder tankers at 44 tonnes. These couple to the tractor units using Lafarge's unique 'ground level operation' suzie and in-chassis compressor connections, recently designed to improve driver safety by eliminating the need for working at height on vehicles.



Lincolnshire-based Dowse Haulage Limited has reported fuel returns of up to 9.5 miles per gallon from a recent addition to its fleet, a six-wheel Scania R 440 tractor unit with a 440 horsepower 13-litre Euro 5 engine. (JPG, 0.97MB) Supplied by Scania (Great Britain) Limited's Scunthorpe depot and plated at 44-tonnes gross train weight, the truck is double-shifted on bulk deliveries of cement products nationwide. "The vehicle now has more than 130,000 km on the clock and is delivering excellent fuel returns," comments managing director Marc Dowse. "The truck has been problem-free, looks great and is extremely well accepted by our drivers - which is why we've just put another one into service and have three more on order."

Formed 15 years ago by Mervin Dowse, who became an owner-driver at the Singleton Birch quarry in Barnetby where he was employed, Dowse Haulage today is run by Mervin's son Marc and operates a total of 15 tractor units and 20 powder tankers on the nationwide delivery of cement products.

Schuetz develops metal-free IBC valves



The Schuetz nanocompound threaded flange with moulded earthing cable opens up more flexible valve solutions for ex IBCs.

Schuetz has added an innovative new product to its range of IBC components. The nanocompound threaded flange with moulded earth cable paves the way for more flexible valve solutions for IBCs used in 'ex zones'.

The new threaded flange with moulded cable and screw-on mounting plate is made of a synthetic compound with electrically conductive carbon nanotubes (CNT). The flange is welded in the usual way to the outlet nozzle of the IBC's inner tank and so serves as a module onto which the valve can simply be screwed.

Schuetz claims to be currently the only company in the world offering a valve concept for IBCs based on this nanocompound. The new material permits the use of an entirely metal-free module – which also works with a ball valve and camlock adapter. In that respect, it is a particularly interesting proposition for overseas use of IBCs. Such configurations are standard in the USA, for instance.

Until now, the necessary earthing of hazardous filling goods in ex-zone IBCs took the form of a metal plate, mounted on the outlet valve, that was connected via a screw to the earthing cable and so to the IBC. Although this structural configuration fulfilled its purpose, room for improvement became apparent in day-to-day operations. For example, most of the valve fittings used with a nominal diameter of DN 50 are fitted with a ball valve. The earthing plate at the outlet nozzle ruled out the possibility of using a ball valve. Not only that – with some filling products, corrosive damage to the earthing plate and the resultant negative effects on the IBC contents were unavoidable. Last but not least, it was not possible to rule out altogether the possibility of the earthing screw damaging the outside wall of the IBC.

That's why the newly developed nanoflange brings an array of distinct improvements. By doing away with the earthing screw, damage to the outside of the IBC and resultant leaks are ruled out, as are corrosion and its consequences since there is no longer a metal earthing plate to become corroded. The chemical stability of the flange is now identical to that of the IBC's inner tank.

The new Schuetz concept for the earthing of butterfly and ball valve fittings with DN 50 cone complies with

the provisions of the European food contact directive 2002/72/EG. The S75x6 EX threaded flange available only in black is not suitable for IBCs with an EVOH barrier and does not carry FDA approval.

Larger label plates

The Schuetz industrial packaging division recently increased the size of its label plates and created a protective cover for IBCs. Both developments will facilitate customers' daily handling of the Ecobulk IBC range.

The label plate modification was triggered by customer demand for a larger area to be reserved for information stickers. The 6-space plate is now 21% bigger and the actual label space is 400mm in height (+50mm) and 527mm wide (+32mm), which is more than sufficient for attaching all the information connected with the transport of the filling goods.

The new development also responds

to the call for plates to be sturdier and safer. The plate has a reinforced, raised edge that acts as a spacer, protecting the attached labels from mechanical influences. As an extra safety measure, the plate edges have also been curled in so as to minimise the risk of personal injury during handling. All in all, the new label plate is designed to help eliminate handling errors and to ensure greater safety.

Finally, the new IBC label plates are also an aid to originality protection in the interests of quality and safety. For one thing, an unmissable imprint of the Schuetz logo in the bottom left-hand corner provides clear evidence of the IBC's origin. For another, the plate cannot be detached from the steel grid that hold it in place. IBC protective cover: simple, clean, value-preserving, cost-cutting. The idea behind the sturdy, multi-use polypropylene cover was to come up with a solution to a familiar



The third generation of IBC label plates has 21% more space for optimum labelling. Damage and originality protection have also been optimised.



The new IBC cover from Schuetz prevents contamination and corrosion, which in turn contributes to preserving value and cutting costs.

problem. IBCs are frequently exposed to conditions that can cause contamination or corrosion, which render return transport, or collection and reconditioning, far more difficult, even impossible.

In very dusty environments, airborne particles can interact with water, chemicals or other liquids to cause extreme contamination or white rust, both of which are detrimental to the IBC's steel cage. Acid environments (food industry, metal industry) also cause a reaction with the zinc layer of the steel cage, however. The use of stirrers (eg, in the processing of paints, lacquers, resins and glues and similar substances) is also a common cause of contamination or incrustation of the entire IBC.

The new IBC protective cover from Schuetz is a solution that's as simple as its effective. Slipping on the IBC cover is an easy job that can be done by just one person. The cover has transparent windows on a level with the label

plates and pallet slits that allow access to both lift and fork-lift trucks.

Flaps with hook-and-loop fasteners near the filling openings and valves guarantee speedy access and unimpeded good functioning of the IBC during filling and emptying.

The bandwidth of applications for the IBC protective cover is wide. It is even certified for use in ex zones 1 and 2, where the protective cover must be separately earthed by means of a special earthing strap.

• South Korean company Clover has signed an IBC licence agreement with Schuetz. Clover is the leading producer of plastic packaging for the chemical industry in Korea and has its headquarters in Seoul. Schuetz Container Systems Shanghai will continue to supply the Korean market until local production starts in 2011. Both companies say that the new partnership and the production of IBCs in Korea will be of value to customers.

www.schuetz.net

Francis Ward launches DGO

Francis Ward has announced a new addition to its product range – the DGO. The DGO, like the DGC is designed for the use and storage of general purpose applications, however what makes the DGO different is that it is designed with a fully removable 'drop on' lid.

The open top IBC comes with many advantages, said operations manager Jason Hinch: "At its core, the DGO gives customers optimum accessibility when it comes to storing dry goods; we are always looking at ways in which we can improve our products to help meet various customer needs."

The DGO is unique in the sense that it gives the user greater freedom when filling and accessing the container and therefore eliminating the likely hood of spillages. Together with this the open top allows the user easily to monitor levels of dry goods inside the container as opposed to making estimating. In addition, as the DGO is open top, the problems of cleaning the container are significantly reduced making the DGO ideal for the foods industry. In particular, the open entry allows easier cleaning of those difficult to reach catchment areas inside the IBC.

The DGO is a one piece rotomoulded LMDPE bottle that is held by a mild steel galvanised frame. The design allows it to withstand heavy industrial use and is totally reusable for a long life time. It is available with three variations of cone angles (60, 90, and 120) and can be cosmetically customised to fit an organisations corporate image or identity.

Francis Ward has also updated its website. New updates can be found throughout various pockets on the site. In particular, the homepage has undergone a facelift portraying a more European 'feel'. This is assisted by the interactive European map allowing European users to click onto their country of residence and be welcomed and introduced to Francis Ward in their local language.

Together with this update, Francis Ward is taking further steps to help generate awareness and establish its presence within European. It has introduced six country-specific micro sites – so that there are in addition to

www.francisward.com:
www.francisward.fr (France)
www.francisward.de (Germany)
www.francisward.es (Spain)
www.francisward.be (Belgium)
www.francisward.nl (Netherlands)
www.francisward.pl (Poland)

These one page micro sites help introduce Francis Ward to potential customers in native languages and display information locating the country's local agent. In addition, the micro sites allow Francis Ward to be accessed and optimised much easily on various search engines within each of these host countries.

Other major updates include a newly added segment dedicated to the 'Underground Tanks' product range. Further updates showcase the newly refreshed hazardous applications and general purpose applications product range, with the additions of the Hazardous APR and Open Top IBC ('DGO') to its lists.

Mauser launches Spanish recon JV

Mauser is to start a reconditioning joint venture in Spain. The strategic alliance is with Jose Enrique Sendil and EGMASA (EMPRESA DE GESTION MEDIOAMBIENTAL SA), and involves setting up two joint ventures: Arbidon (Aprovechamiento y Recuperación de Bidones y Envases), located in Seville, and NCG IBERIA RECONDITIONING SL, based in Barcelona.

Both JVs offer a full range of reconditioning services, ranging from recollection (regardless of manufacturer) to reconditioning, rebottling and recycling. They also offer recovery of feedstock through an in-house washing and repelletising process. "Spanish customers can look forward to international quality standards at competitive prices," says Mauser.

By concluding this strategic alliance, Mauser further extends its European reach. The move comes one year after the group first entered the Iberian peninsula through the establishment of its joint venture Mauser Reyde Iberica SL which supplies the Spanish market with new IBCs. The addition of a reconditioning business is a perfect fit as it broadens Mauser's offering to the Spanish market. The new business

will be vertically integrated through the existing joint venture.

Mauser especially values the collaboration with EGMASA, an environmental agency owned by the regional government of Andalusia. The alliance with an environmental agency supports Mauser's longstanding commitment to protecting the environment. It has been dedicated to sustainability for many years, and is now taking this commitment one step further.

Jose Enrique Sendil, general manager of Hersen Cinco and Arbidon, will continue to run the business as managing director and bring his long professional experience into the National Container Group (NCG) business. The joint venture will also benefit from the advantages provided by being part of the European NCG network already operates strategic sites in Germany, the United Kingdom, Italy, Netherlands and Turkey. It has been expanding continuously over the past few years and recently started up operations also in France.

Peter Schaefer, head of the reconditioning division at Mauser Group, commented: "This recent acquisition further expands the range

of services offered by NCG. It strengthens our position as a leading global collector and recycler of industrial packaging and allows us to meet the requirements of European customers, wherever they are, with regard to cost-effective recollection and re-use of IBCs and drums."

Manuel Jose Garcia Gomez, CEO of EGMASA, added: "We look forward to working with a global, well established company like MAUSER, that offers innovative solutions to protect the environment, and develop a more powerful project highly valued in the south of Spain."

The Spain move followed the acquisition of complete ownership of its joint ventures NCG Tankpool in Brazil and NCG Buchtenkirchen in Germany. These transactions allow stronger integration of the two organisations into the Mauser network, helping the companies to fulfil better changing customer demands in the expanding reconditioning market.

Turning the joint ventures into wholly-owned businesses is a further step in the Mauser strategy to pursue a global roll-out of NCG. Peter H Schaefer, global head of NCG, emphasises the customer benefits of a



Compliance with ISO 14001 standards is part of the Mauser Eco-Cycle strategy for environmental commitment throughout the entire life-cycle of its products

reinforced NCG network: "Combining economy with ecology, our sophisticated recollection and recycling system provides sustainable solutions to our customers wherever they are, supporting them in their drive for cost-effectiveness and environmental compliance."

In Germany and Denmark, NCG Buchtenkirchen customers can continue to expect on-time delivery even in times of peak demand, while tighter integration into the Mauser network will contribute to an optimised service. Peter-Hinrik Boebs, general manager of NCG Buchtenkirchen appreciates the advantages of the new structure. "I am looking forward to offering our customers the added benefit of an enhanced back-up by the European NCG organisation," he said.

Services in Brazil will also profit from the continuity of an experienced management and the support of an international organization. "Stronger integration of Tankpool into the Brazilian organization will enable us to leverage opportunities for national growth, and to better offer our customers international quality standards," said Robert Selke, SBU manager South America.

Drumnet, the global Mauser licensee network for steel packaging, has strengthened its presence in Asia/Pacific. Its new partner for Australia, New Zealand and Tasmania is local market leader VIP Packaging, while leading steel drum producer Wuxi Sifang will enhance the Mauser offering in China.

VIP Packaging is a member of MIPI, the Mauser plastics licensee network, the company can already look back on a successful history of co-operation with the Mauser plastics division. The partnership will be extended to Drumnet, the Mauser steel network. With five plants around Australia, VIP Packaging is the leading steel packaging solutions provider for Australia, New Zealand and Tasmania.

In China, Wuxi Sifang, one of the country's leading steel drum makers extends the Drumnet organisation. From its manufacturing site in Wuxi, the company services the majority of global customers located around Wuxi and Shanghai. In the second quarter of the year, Sifang will step up its capacities in their new Nanjing plant, in order to cater for the increasing drum demand in Eastern China.

"We are very pleased that VIP Packaging and Wuxi Sifang are joining our global network," says Mauser CEO Dr Clemens Willée. "Co-operating with our new partners, we expect to provide our multinational customers with reliable packaging logistics in the fast growing Asian markets."

ISO 14001

In December 2009, Mauser Group completed the environmental management audit in all of its sites in Asia and North America and received the ISO 14001:2004 certification.

The ISO certificate also covers Mauser facilities in Singapore, Russia, Turkey, and the USA, confirming adherence to the respective national and local regulations. The audit was carried out by TUEV SÜED, one of the world's leading facilitators of the ISO certification.

The TUEV certificate was issued for the company portfolio ranging from IBCs and metal containers, to blow moulding machines and plastic, metal, and fibre packaging. It integrates all company operations to include development, manufacturing, production, sales and service. In addition, the ISO 14001 process monitors the company's continuous improvement of its environment performance, energy savings, and work & fire safety.

Compliance with ISO 14001 standards is part of the Mauser Eco-Cycle strategy for environmental commitment throughout the entire life-cycle of its products. Alexander John, head of global sales and marketing, points out the benefit of the company's stewardship approach for Mauser customers: "All over the world, consumers and stakeholders are increasingly demanding eco-friendly products and processes. Our customers can be sure that Mauser packaging fulfils all environmental requirements of their national and international markets. In addition, the ISO seal helps companies to enhance their eco-credibility when dealing with authorities and environmental agencies." ISO 14001 certification for the group's South American operations is scheduled for 2010.

Mauser says it has developed a unique "cradle-to-cradle" approach for managing the entire life-cycle of its products. From production and recollection to reuse, Mauser is committed to reducing energy consumption, conserving raw materials, and developing new methods and technologies for its on-going commitment to environment protection. "The global recollect programme remains the benchmark in the industry," the group claims. A dedicated task force was established to facilitate a proactive campaign in support of the corporate goals. "The Eco-Cycle ambition is to go beyond merely meeting legal requirements in order to achieve continuous improvement of the overall environmental performance."

www.mausergroup.com
www.ncg-europe.com



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LogiChem 2010 will be in its 9th year and is the chemical industry's annual supply chain management conference, each year attracting over 250 senior logistics and supply chain executives from bulk and specialty chemical manufacturers, as well as logistics service providers.

The conference addresses every critical concern to chemical supply chain professionals and their LSP's, from the current shortage of transport and storage capacity to topics including demand planning, collaboration and growing markets such as the Middle East, through case studies by the industry's leading and most innovative shippers. LogiChem is the only event that brings together all the key suppliers and logistics practitioners in Europe, so if your business is supply chain management in the chemicals industry, then this is the one event in your calendar that is an absolute must.

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- How will increased production capacity in the **Middle East** impact European markets?
- Optimising supply chain performance through **global collaboration**
- **The future of specialty chemicals:** examining key trends and exploring growth opportunities
- Key strategies to **lower inventory levels** and increase cash flow

Key Confirmed Speakers	
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	Andreas Claussen, Director Global SC and Information Management Intermediates, BASF
	Roger Moore, Supply Chain Manager Europe, Ineos Nova
	Danny Van Gansen, Supply Chain Development Manager, Borealis
	Laurent Hanssen, European Supply Chain Manager, Akzo Nobel
	Niklas Meintrup, Director Business Services and Supply Chain, Global Supply Chain - Dow Polyurethanes Business Group, Dow
	Robert Blackburn, Senior VP and Head of Global Supply Chain Operations, BASF
	Thomas Mueller Kirschbaum, Senior Vice President for R&D, Technology and Supply Chain, Henkel
	Pierre Minguet, Business Director - Polystyrenes, Ineos Nova
	Guillermo Fumero, Head of Supply Chain Division, TLP, Clariant International
	Jean Gadbois, Divisional VP - Polymers, Lyondell Basell
	An D'Haensens, Sourcing and Logistics Manager, DuPont
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Scottish fuel storage changes

As of 1 April 2010 the storage of fuel oil in quantities above 200 litres in Scotland now require secondary containment, such as a bund or drip tray. Failure to do so could result in a fine of up to £40,000. The "Water Environment (Oil Storage) (Scotland) Regulations 2006" became mandatory on that date having been originally introduced in October 2006.

Aberdeen-based Balmoral Tanks says SEPA's regulatory deadline reflects what the company has been promoting for a number of years - the efficient and environmentally responsible storage and dispensing of fuel oils.

Balmoral has developed a range of products for storing and dispensing fuel oil, diesel and heating oil while also introducing a comprehensive range of waste oil tanks. Ranging from

1,135-10,000 litres, the company's bunded tanks and "Superfill" dispensing stations are the result of substantial R&D investment. Supported by a nationwide group of distributors, Balmoral operates a transport network that guarantees deliveries in accordance with client requirements.

Allan Joyce, managing director of Balmoral Tanks, said: "As an independent and client-focused company, we continue to invest in our range of products ensuring that every requirement is met. Having pioneered the industry with bunded tanks and customised dispensing stations we believe we are uniquely placed in the UK sector. We understand market demands and make it as easy as possible for clients to order precisely what they need and have it delivered when and where they want it. This is

no small consideration when you think about the size of some of our larger tanks."

Balmoral has developed a number of web-based training modules - one of which focuses on fuel oil storage. These modules can be found on the company website

www.balmoraltanks.com.

The fuel oil storage training module covers essential information and is split into three sections: product, process and market; product selection and accessories; installation, maintenance and legislation. "We are optimistic that customers will see the value of this online information", added Joyce. "Clients and users can develop their knowledge at a time that suits them and their business needs."



Balmoral bunded tanks - a result of substantial R&D investment

Smurfit Kappa pioneers corrugated pallet

Smurfit Kappa has developed what it says is the first ever integrated and fully corrugated pallet. The IntegraPal is designed for freight and air freight markets. It can be used by manufacturers, packers and exporters - and is said to be ideal for products in the food, chemical and retail industries.

Made from 100% corrugated material, the IntegraPal does not use a wooden pallet, so no expensive pallet treatment is required. Because of its light weight, IntegraPal also offers a low tare weight saving on transport costs, and will reduce the carbon footprint of shipments.

Made of heavy duty corrugated material, the pallet is both strong and durable. It is capable of taking loads

up to 250kg per case and can accommodate products stacked two levels high inside a container. It is also suitable for air transport as the corrugated material used has a low inherent moisture content which prevents water transmission onto contained products.

IntegraPal's design can also be used as a 'transit point of sale display'. Unlike traditional wooden pallets, it is both clean and hygienic for in-store retail presentation. The pallet is also fully printable in up to six colours plus a varnish.

The product is a one-piece design and is available flat packed and can be quickly assembled. This will offer both transport efficiencies and warehouse space savings. Pallets can be delivered

quickly to any destination in the UK.

Richard Fishwick, sales director at Smurfit Kappa XXL/Heavy Duty said: "Traditional wooden pallets are heavy, space consuming, costly to transport and difficult to recycle. We developed IntegraPal to offer manufacturers, packers and exporters a lighter weight, compact, economical and eco-friendly alternative not to mention its potential as a PoS application. IntegraPal is the first ever integrated corrugated pallet. With the UK's current economic and environmental focus, we predict a huge demand for the product in coming months as industries look to reduce their freight costs and decrease their carbon footprint."

enquiries@smurfitkappa.co.uk

200-litre storage from Actisafe

Actisafe and 'Defence Preferred Supplier' have expanded Actidrum from a single product into an entire range to handle 200-litre drums and gas cylinders.

Actidrum now embodies the following products: outdoor drum storage units, flammable goods storage cabinets, gas bottle safety cages, drum funnels, drum bins, spill pallets.

Actidrum 'drum bins' are made for IBC 1,000 litre drums, which are placed inside for protection and bunding. The bins are manufactured with tune slots for use with forklifts and pallet jacks.

At the same time metal drum storage units are now manufactured for outdoor conditions. The units can be powder coated in a colour to suit the client. The product is manufactured in capacities to store one, two or four drums, and can also be configured to hold a single, 1,000-litre polyethylene drum.

Gas bottle safety cages made of steel provide secure storage of gas cylinders. Available in various sizes, Actidrum Gas Bottle Safety Cages can be supplied to

hold four, eight or 12 cylinders in horizontal arrangement; or four, eight or 16 cylinders in vertical arrangement.

Flammable goods storage cabinets are rated to AS 1940, AS 3780 and AS 2714. The cabinets have a double wall with 40mm air gap acting as a thermal barrier for added security and protection. They are suitable for the storage of corrosive materials and pesticides in completely safe and secure conditions. The item can be made to customised sizes and powder coated in any required safety colour. Dual vents and flash arrestors are standard on this product.

Spill pallets are made for companies that handle drums with a relatively high level of frequency. Available in various sizes, these spill pallets are robust and meet all OH&S expectations in case of spillage. 'Inline' versions of the spill pallets can contain two, three or four drums; a square version holds 4 x 200-litre drums, while a large version with 1,250-litre sump caters for IBC storage.

www.actisafe.com.au

Hoover introduces Single-Seam Liquitote

Hoover Materials Handling Group has introduced a state-of-the-art body bender and sideseam plasma welder that allows the company to bend and weld a single sheet of material to form the body of a single-seam Liquitote IBC. Hoover says this operation provides significant improvement over the MIG operation that was previously performed on the two-piece IBC bodies.

To the best of Hoover's knowledge, this is the only steel IBC with a single-seam body on the market.

"A one-piece body and single-seam welding means that the Liquitote IBC's quality is even better," said Conrad A Arnold, vice president of sales and marketing. "The bottom line is that Hoover has implemented a

technology that reduces the heat affected zone on the body of the Liquitote by 50%. The plasma welder also creates less distortion, resulting in a stronger weld that is built to last."

The automatic metal roller delivers more accurate bending than traditional processes while being safer for operators to use. Plasma welding respects the chemical composition and integrity of the base materials and the narrowness of the heat zone is reduced by 50% on the body of a Liquitote. Plus, the full and regular penetration of the plasma jet requires only a single pass over the joint end-to-end, resulting in flawless welds on both sides of the joint.

www.hooversolutions.com

Plastic fantastic

Plastican Inc is investing in additional moulds for rigid plastic pails. The capital investment will boost capacity to produce open-head pails at several of the company's plants later this year.

Manufactured at four company-owned plants, Plastican containers are available in many sizes and shapes to hold a wide variety of products, including paints, foods, construction supplies, janitorial supplies, lubricants, speciality chemicals, swimming-pool chemicals, and pet-care products. A manufacturer of high-performance rigid plastic packaging, Plastican works closely with customers to understand their requirements and recommend the best container for the application.

By using custom resin blends where necessary, Plastican meets customer-

specific performance requirements such as ambient and frozen impact strength, compression strength, and environmental-stress crack resistance. Efficient moulding technologies, lean manufacturing processes, and in-house testing ensure an economical and reliable solution. The company's experts can also help choose the decorating process and photo-quality graphics that best enhance the container's visual appeal.

"We continue to grow our business," said James Coletta Jr, Plastican's senior vice president for sales and marketing. "Our durable, cost-effective containers and conscientious customer service have given Plastican a solid reputation in the industry, and we are committed to upholding those standards in the future."

LRCS expands

Clive Griggs has joined the Lloyd's Register Container Services (LRCS) team in a key role to provide technical support and advice for clients, other LR Offices and the LRCS project management team. Griggs has been

head of design at ISO tank manufacturer UBH International for more than 25 years and brings a wide range of engineering and technical knowledge to the team, said Ian McCartney, business development and services manager.

Hygienic full FIBC conditioner



Sanitary bulk bag conditioner from Flexicon

UK-based Flexicon (Europe) has introduced a sanitary version of its bulk bag conditioner, designed to loosen material that has become compacted inside the bag as a result of storage or transport. It has been designed for use with bulk bags

containing solidified foodstuffs and other contamination-sensitive products that cannot be loosened using pneumatically actuated flow promotion devices employed with discharge stations.

www.flexicon.co.uk

India comes of age



Clean-room FIBC production facility at the Shankar Packagings factory in Gujarat

The Indian Subcontinent is now among the elite of FIBC producing countries, along with China and to a lesser and diminishing degree, Turkey. It has largely succeeded in throwing off its reputation for being primarily a supplier of cheap "builders bags" and many of its leading manufacturers nowadays offer consistently high-quality FIBCs produced on the most

modern state-of-the-art machinery. Several have already gained the highest levels of clean-room manufacturing accreditation.

Among Indian FIBC manufacturers each currently producing more than one million bags annually* are: Plastene India (7M), Shankar Packagings (5.5M), Buildmet Fibres (3.75M), Bulk Pack Export (3.5M), Jumbo Bags (2.4M),

Bulk bag inner liners: when to use them, and which type?

Grayling Industries of Alpharetta, GA, is a leading US manufacturer of FIBC inner liners whose Guardian range includes form-fit and baffle liners as well as standard designs. The company estimates that approximately 30% of all FIBCs in use employ some type of inner liner, and of these about 25% utilise a form-fitted liner.

Marketing manager Ben Greene points out that unless there is a need for protection beyond what the woven polypropylene FIBC fabric can provide, there is obviously no need to incur the extra expense of a liner with its associated insertion, removal and disposal problems. He says the most common reasons for using a liner are the need for moisture protection and/or general contamination prevention. A liner may also be employed if there is a need to contain odour or gas in the FIBC package or to prevent leakage of fine powders through the FIBC fabric or stitching.

A form-fitted liner may be employed instead of the standard tubular style to improve productivity, efficiency and waste reduction efforts. In many cases, according to Greene, a form-fitted liner can greatly increase the FIBC filling speed, reduce downtime and eliminate residual waste. In general he says that the higher the value of the product being packaged, the more likely a form-fit liner will be specified.

There appears to be a trend towards greater use of form-fitted liners, though FIBC liner use in general is not showing significant signs of growth. Static conductive liners are not in large demand. Although Grayling offers liners which incorporate anti-static additives, the general opinion is that if a static-conductive FIBC is utilised, the liner will not improve or hinder the conductivity of the package as a whole.

With regard to promoting more widespread use of inner liners, Greene commented: "We market our liner



Barrier foil liner with valve from Protective Packaging

products directly to processors of bulk materials because we believe there is a need to inform users of the availability of form-fit liners and the many possible benefits of using them and generally the manufacturers of FIBCs aren't providing that education. However, we sell our liners primarily to FIBC manufacturers and most end users prefer to purchase their FIBC as a package from one source."

Grayling also offers foil liners where superior barrier properties are required.

Enhanced barrier properties

A company which specialises exclusively in production of barrier foil liners, for FIBCs as well as other categories of packaging including dry bulk container liners, is Protective Packaging of Sale, Cheshire, UK. These liners are designed to provide total protection for dried products that have sensitivity to moisture, oxygen and other climatic and biological volatiles. They can also prevent odour transfer either into or out of the product.

All Protective Packaging liners are tailor-made to suit the dimensions and style of the FIBC. They can be made open topped with flat base or with filling and/or discharge spouts. They can also be fitted with valves that facilitate gas flushing of the liner so that residual oxygen can be displaced, vacuuming of the liner and taking samples of the residual air in the liners for analysis, all without the need to open up the hermetically sealed liner.

Barrier foils provide a flexible barrier with the lowest known water vapour and oxygen transmission rates. On the other hand PE liners let water vapour and aggressive gasses seep through, allowing deterioration of product to occur. This problem can be eliminated by using barrier foil liners.

Grayling Industries
www.graylingindustries.com

Protective Packaging
www.protpack.com

Karur KCP Packagings (2.4M), Mittal Technopak (2.4M), Rishi FIBC Solutions (2.4M) and Royal Touch Fablon (1.8M).

The May/June Bulk Distributor will include a major review of over 20 leading Indian FIBC producers. This will examine their manufacturing facilities, range of FIBC types produced, future plans and export markets.

* 2009 production figures

Semi-bulk vacuum pack: a world first

BT-Pack of France has developed what is believed to be the first vacuum-pack FIBC concept. It consists of a vacuum-sealed inner liner inside a conventional woven polypropylene outer bag certified to carry 2000kg. The vacuum liner is made from a special seven-layer film which offers excellent oxygen barrier properties and the sealed package is said to guarantee total vacuum for at least 12

months, allowing foodstuffs such as nuts, tea, coffee, cocoa and powdered milk to benefit from prolonged shelf life

without any loss in quality. Further details will be published in the next *Bulk Distributor*.



A vacuuming compressor working in conjunction with a patented liner valve are the key elements of BT-Pack's new concept

Greif bags Storsack

The anticipated acquisition of Storsack Group, the world's foremost producer of FIBCs, by US-based Greif, Inc has been finalised (see previous issue of *Bulk Distributor*). However, at the time of going to press several weeks after the take-over had been ratified, no specific details had yet been released by Greif on this subject.

A global leader in industrial packaging products and services, Greif reported net sales of \$709.7 million for the first quarter of 2010, a 7% increase over the same period last year. Michael J Gasser, chairman and CEO, said: "Our

sales volumes have significantly improved across all businesses and geographic regions from the same quarter last year with particular strength in emerging markets."

The company's packaging product portfolio includes plastic and fibre drums, steel and corrugated containers, multiwall packaging, water bottles and container closure systems. It also makes metal/plastic composite rigid-type intermediate bulk containers (HDPE bottle within a tubular steel cage) but is a complete newcomer to the FIBC sector.

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Vertical storage with add-on potential

Although bulk containers provide a cost-effective alternative to small fixed-installation silos (see article on next page), there will always be a need for high-capacity silo systems – whether these form an integral part of a processing facility or are for third-party use within the logistics chain. The current trend towards modular construction enhances their versatility while also helping to speed assembly.

Animal feeds loaded into road tankers

SCE Silo Construction & Engineering based in Lichtervelde, Belgium, is in the final stages of completing a large poultry feed silo complex for Ferym Drobiu Wozniak, one of Poland's major egg producers. This company which is located close to Wroclaw has a daily output of about four million eggs and the new silo installation will provide a constant supply of feed for the hens.

The total structure will include storage for raw materials, including grid slides and weighers, machine tower, finished product bins allowing gravity loading into road tankers, a tank hall and warehouse.

There will be 3200m³ storage capacity for raw materials and 2420m³ for finished products, each of these zones consisting of 24 cells made from twin-skin steel bin panels.

In December 2009 SCE completed a similar though smaller animal feed raw materials storage project for Monortáp, near Budapest, Hungary. Part of an extension to an existing factory, the new installation provides 1200m³ of vertical storage consisting of 12 cells constructed from twin-skin bin panels. As with the current Polish project grid slides and weigher were also provided.

As reported in the previous issue of this magazine (see p16) SCE, working in association with GAME Engineering, last year supplied a multi-cell silo storage system to dry pet food manufacturer Wagg Foods of Thirsk, UK. Each twin-skin cell provides capacity for 40t of pet foods and to ensure that products do not degrade during storage, a system of fresh air circulation was installed. As a direct result of the successful collaboration between SCE and GAME, the Lincolnshire-based materials processing and engineering company has recently been appointed British Isles distributor for the Belgian bin manufacturer.

Because SCE bins are of rectangular cross-section they are less wasteful of space than conventional cylindrical bins. The company states that on the same surface area, square bins can offer 27% more storage capacity, height for height. The system of construction is also more flexible, allowing for cost-effective upgrades in

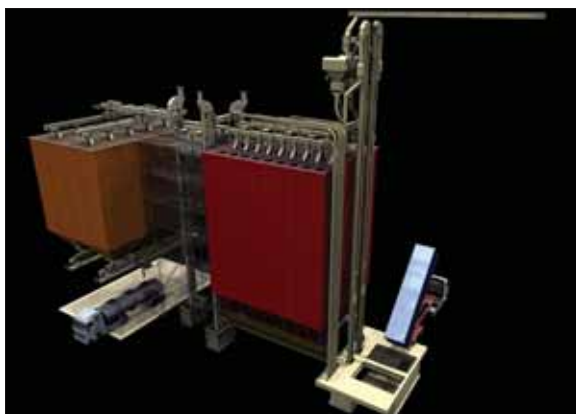


Two road tankers can be loaded simultaneously at the Wozniak silo complex

capacity at a later date. Another feature of the modular construction adopted by SCE is that the structure is self-supporting, making it possible to incorporate a machine floor, control room, warehousing, elevator shafts, etc within the overall framework. After installation the self-supporting SCE bin block is protected by wall cladding and a roof above the silos, thereby providing enhanced weather protection as well as safer and more comfortable working conditions for operators and maintenance staff. The smooth-sided, double-walled panels offer superior protection for perishable products, notably foodstuffs and feeds, compared with single-skin cylindrical silos. Because of two layers of air (between cladding and panel as well as inside the bin panel) there is no risk of condensation which can damage the stored products, added to which the bin top safeguards against risk of contamination.

All the steel structure, hoppers, bin panels, bin top covers, etc of an SCE

modular silo system fit within the dimensions of a freight container or road-going truck, allowing the structural components to be shipped anywhere in the world. For quality and safety reasons, welding on the customer's assembly site is restricted to the minimum.



3D simulation of the poultry feed silo installation currently being built in Poland for Ferym Drobiu Wozniak by SCE Silo Construction & Engineering, showing infeed of raw materials on the right and outloading to road tankers on the left.

Coffee beans transloaded from containers

Cimbria Unigrain of Denmark has just won an order to supply a combined silo and conveying/processing system to Kurukahveci Mehmet Efendi, Turkey's largest distributor of coffee. When construction is completed green coffee beans will be delivered to a silo facility comprising 45 separate cells, each with a volume corresponding to the contents of a 20ft freight container. The containers carrying the green beans arrive from coffee-producing countries around the world. Total capacity is 1600m³, corresponding to 880,000kg of coffee.

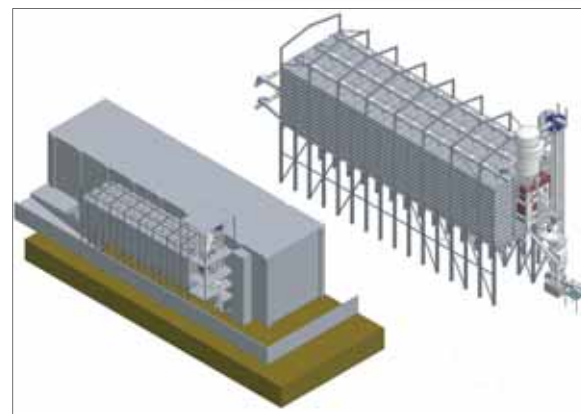
During the intake process the beans are weighed by a Danvaegt continuous weigher after which they are cleaned before being conveyed to a dry-stoner. After roasting, the beans are conveyed to a smaller 12-cell indoor intermediate storage silo, also supplied by Cimbria, prior to being ground and packaged. The order includes a sophisticated Cimbria control and monitoring system which stores information about the content and condition of each silo cell. Instrumentation providing this data includes ultrasonic level indication,

Unitest temperature control and a moisture measurement system. Work on the project is being carried out by Cimbria in close collaboration with Mustafa Esenoy, Cimbria Heid Turkey.

Easier and faster assembly

As previously reported, Zeppelin Silos & Systems, the leading Germany-based manufacturer of multi-cell aluminium and stainless steel cylindrical silos widely used internationally for storage of plastic granules and similar products, at the end of 2009 introduced its IQ Design concept. This allows fast assembly of modular silo sections which are screwed together. Thanks to this new connection and installation technology, transport and erection costs can be considerably reduced. A further advantage is that, owing to its modular design, the IQ system provides for easy future expansion of storage capacity.

Cimbria Unigrain www.cimbria.com
 SCE www.sce.be
 Zeppelin www.zeppelin-industry.com



Cimbria Unigrain's silo system for green coffee beans supplied to Kurukahveci Mehmet Efendi, Turkey, showing how it forms part of the coffee processing facility and (right) with details of the modular cell structure



SCE's Wozniak silo installation approaching completion



Zeppelin cylindrical silo with IQ Design easy-assembly components

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In favour of containerised storage

Fast, round-the-clock access to stock, with less capital investment and greater flexibility. InterBulk's Karen Goldsmith* explains how bulk storage using containers stacks up better.

In today's economic climate, businesses of all shapes and sizes face the same challenge - how to maintain highest possible levels of customer service, whilst keeping a tight rein on costs?

This is what led one of the world's leading petrochemical companies to approach us in its search for an alternative to traditional silo storage. With customers spread across Europe, it found itself in the position of having to hold intermediate stock close to each customer base, ensuring it could meet fast call-off times. On top of that, it wanted to hold strategic stock at a number of key locations across Europe, for wider ranging customer call-off. The company required all stored stock to be consistently controlled, ensuring both cost effectiveness and efficiency within its supply chains.

Localised storage, global reach

As one of the world's most successful and innovative intermodal logistics companies, we have learned that a one-size-fits-all approach does not suit all customers. To meet ever changing market conditions InterBulk has developed tailored storage solutions that exactly match our clients' needs.

*Karen Goldsmith is commercial coordinator at InterBulk (tel: +44 (0)1482 595709; karen.goldsmith@interbulkgroup.com). She welcomes enquiries from readers concerning their dry bulk storage problems.

Working closely with them, we identify the optimum mix of silos, containers and packed storage for their requirements, giving them maximum flexibility.

Just-in-time deliveries

We then put together a storage solution covering all of their markets, utilising our large pan-European network of sites. With easy access to facilities in areas where our clients do business, we are able to hold stocks at locations close enough to provide a seamless 'just in time' service. We

control over 500,000 multi-modal units across the globe. Fully geared to electronic ordering, the system provides sophisticated report-back services and can be linked to our clients' own systems, keeping us close to our customers via our people, service and advanced IT systems.

Up your game, not your costs

Of course we were aware that in the case of our petrochemical industry client that a key factor in the decision-making process would be cost. Crucially, we were able to assure this



Containerised bulk goods being delivered directly to the customer's vertical silo facility



Container loads of product can be moved intercontinentally door-to-door by any combination of sea, rail and road without the need to transload the material while in transit

company that implementing the new plan would not require a large capital investment, demonstrating that the move away from traditional distant silo storage, to a more localised facility simply equates to greater flexibility and a variable cost model for storage.

Smarter storage

So how did the move to bulk localised storage benefit our client? A key change was a reduction in handling and associated product waste. The company was also able to ensure product integrity and offer an improved service to its customers, with fast access to their stock. Our plan also helped the client make a significant reduction in its CO₂ emissions and energy consumption through reduced manual handling, helping it move towards a more environmentally friendly way of working. Finally, our

stock control systems resulted in a simpler, yet more effective control of storage costs, where previously costs were fixed irrespective of volumes.

Great results for everyone

InterBulk now fully manages our client's strategic and intermediate stock, reducing material handling and distribution costs. We link 'on-site' materials handling and distribution activities to increase flexibility, minimising investment in capital assets. But as with all our clients, we never think of the job being 'done'. As our client's needs change, so do our solutions - and we continually strive for cost savings.

www.interbulkgroup.com



Strategic stocks can be stored close to the customer's site, allowing very fast call-off times to be met

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Lower labour costs not always the answer

Producing container liners locally within Europe for European users can offer advantages of faster response to individual customer requirements, greater innovation, shorter delivery times and simpler quality control which more than compensate for higher workforce wages

Resisting the temptation to relocate its manufacturing to the Far East, Tiger Bulk Systems Ltd based in Bridlington, East Yorkshire, UK, remains the only bulk container liner manufacturer which is currently still making all its liners in the UK. Offering a full range of PE liners for both the food and chemical industries, it has developed several innovative solutions to practical problems faced by particular loading and discharging methods. Managing director Mark Lewis commented that just such a problem occurred when a major sugar producer wished to load containers in the same way it had traditionally loaded road barrels, namely on an angle through the front hatch only. Obviously standard liners could not cope with the extra stress created and a

special liner had to be developed. The end result is a full safety liner that is reinforced in just the right places to ensure successful loading every time, giving optimum performance to the sugar producer and his customer coupled with ease of use for the logistics operator.

When asked why Tiger Bulk Systems decided not to move its operation to countries where labour was significantly cheaper, Lewis stated that he was committed to his workforce in the UK: "Quality is always our watchword and we believe the highest quality standards are available here in Europe and in our case here in the UK. We are able to service clients who don't wish to buy 800 liners a time to arrive in one central location and then perhaps need to be redistributed. We can send as few as

50 liners direct to where they are needed, as often as needed and in far less time".

Faster response to individual customer needs

He added: "Buying in bulk also means a big headache when things go wrong. Anyone finding a quality problem when opening a batch of 800 means potentially having 800 problems to deal with. Even changing a specification becomes a big deal as there will be delivered stock and stock on the water either to return and re-work or delay the change until existing stocks are used up. Tiger Bulk Systems doesn't have any of these problems as we can make changes quickly and cheaply. Our finished liners are delivered to the rest of Europe either next day or at worst

within one week. This makes us ideal to use as either a main supplier or even as a second supplier to supplement liner stock bought from our competitors. As wages and conditions rise in China and India, coupled with the ever increasing cost of shipping and duties, I think the gap between the headline prices of liners made there and here in Europe will continue to narrow to our advantage. Either way, Tiger Bulk Systems sees a bright future maintaining its manufacturing here in Britain."

These sentiments are echoed by Nicola Altobelli, sales manager of Eceplast Srl, Italy. He says that his company's choice to remain a 100% European manufacturer (Italian based) has obliged it to pay all the more attention to innovation and customer satisfaction.



20ft film liner from UK-based Philton Polythene Converters with a woven PP bulkhead system



40ft woven PP liner from Ligtermoet, the Netherlands, provided with zipper closure and ready to be loaded



Liner from BT-Pack, France, specially adapted for transporting nuclear waste

Pushing the envelope

As reported at the end of last year, Eceplast has developed a new range of liners which are specifically designed for use with dusty products which pose an explosion risk. Altobelli points out that in the past other suppliers have offered this type of liner, but no other company has previously been able to provide a transparent, food-grade-approved, conductive film liner. Currently it is being used mainly for sugar transport but this will shortly be extended to include other products prone to electrostatic charge problems.

Bulktrans Pack (BT-Pack) of France states that it has recently enhanced the quality of its PE film liners, working in

close association with its partners. These liners now have better dustproof and oxygen barrier properties, far more so than standard PE films. The company is increasing its PE film liner production by around 25% in response to growing market demand and to meet specific needs of its customers. Many of these people want to duplicate container liners for similar applications such as tank liners and open-top liners requiring non-standard dimensions. BT-Pack has also developed a novel semi-bulk vacuum pack system for perishable foodstuffs (see p8).

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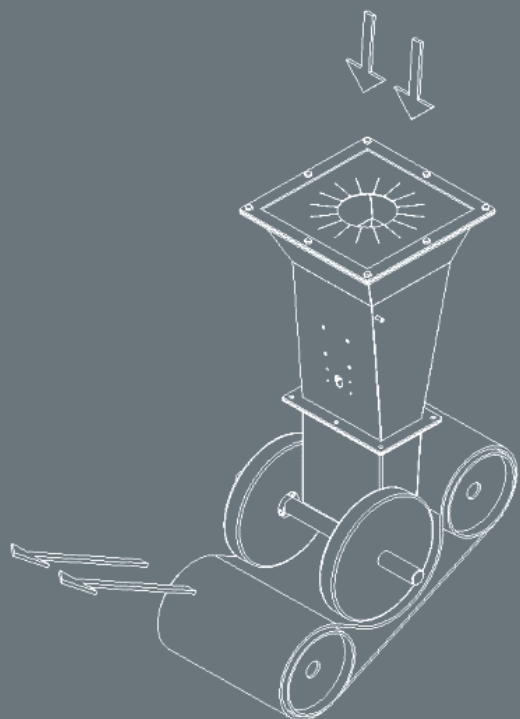


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Greiwing takes over Logwin tank and silo business

With effect from 1 April Greiwing logistics for you GmbH, headquartered in Greven, Germany, has acquired the tank and silo activities of Logwin Road + Rail Deutschland (previously Sudkraft) as part of an asset deal. This move has allowed the company to strengthen its position significantly within the bulk logistics sector, giving it a more prominent market presence.

Greiwing is a family-run logistics operator offering a wide range of international services in the field of bulk logistics, bulk food logistics and related logistic projects. By taking over Logwin's previous locations at Ludwigshafen, Ulm (including the Burgberg branch office) and Weiden, the company has gained some 100 additional staff while at the same time reinforcing its network of existing sites at Greven, Stuhr, Wesel, Duisburg and Worms, thereby providing enhanced customer services.

The acquisition provides Greiwing with



One of Greiwing's dry bulk silo batteries

additional turnover of about 22 million euros, with the added benefit of improved efficiency resulting from operational synergies. It is now able to provide various value-added dry bulk services (including bagging, decanting, silo storage, etc) at the three additional locations.

Just over a year ago Greiwing took over ASAM Spedition Transporte GmbH based in Aichach, southern Germany, specialising in transport and handling of bulk foodstuffs with a customer base extending as far as Austria and Italy. As reported previously in this magazine, Greiwing in 2007 launched a fleet of overseas intermodal dry bulk pressure containers which are suitable for transporting a wide range of powders and granules. They can be handled as easily as standard 40ft freight containers.

www.greiwing.de



New Greiwing powder tanker used exclusively for transporting foodstuffs

Hygienic open-mouth bagging system

Chronos BTH, Eersel, the Netherlands, has unveiled an open-mouth bagging system developed in accordance with EHEDG (European Hygienic Engineering & Design Group) guidelines. It is currently being further refined to meet enhanced specifications required by the baby food packaging sector. All material contact parts are sanitary welded and there is a total absence of fasteners, such as bolts or screws, in the product flow zones. The new dustproof, patented bottom-up filling technology guarantees high accuracies during the filling process. It is available in full stainless steel versions and in an ATEX-compliant design. Optional nitrogen purging is also offered.

A subsidiary of Canada-based Premier Tech, Chronos BTH is a single source supplier delivering integrated weighing, bagging, palletising and load securing systems. The company will be exhibiting

the new hygienic bagging system at Powtech which takes place 27-29 April in Nuremberg, Germany.

www.chronosbth.com



Chronos BTH hygienic bagging system

Ebbecke plans European expansion

Contract powder processing specialist Ebbecke Verfahrenstechnik headquartered in Bruchköbel, Germany, recently opened a new facility at Burbach near Siegen which is dedicated to handling coloured bulk products. This means that powders such as carbon black are now processed at a different location from white products. At the Burbach site there are advanced facilities for a wide range of coloured products to be stored, ground, micronised, mixed, coated, granulated, dried or submitted to other processes in accordance with customer demands, with no risk of cross-contamination. There is even the possibility of sample unit filling for the cosmetics industry as well as handling of larger containers to suit customers' requirements. The company plans soon to add web press granulation to its range of processing services, which will allow it to handle even more complex pigmented products in the near future.

Ebbecke has recently appointed Claas Kursawa as head of the company's sales, marketing and internal distribution departments. A qualified lawyer, he holds a postgraduate marketing diploma and has recent experience in chemical and pharmaceutical sales. One of his first responsibilities will be to establish a

comprehensive European sales network, focusing especially on partnerships in the Benelux, Scandinavia, UK, Spain, France, Italy and Switzerland.

www.ebbecke-verfahrenstechnik.de



Non-spill bulk bag discharge station at Ebbecke's new Burbach facility

InterBulk assists Black Sea oil exploration

Significant oil deposits are widely believed to be located beneath the Black Sea and, as part of an initial \$270M investment, Brazil's Petrobras has begun a preliminary programme of exploratory deep-sea drilling.

Working in partnership with leading oilfield service provider M-I Swaco, InterBulk Group has entered into a contract to provide six of its 20ft ISO-Veyor mobile silos which have been delivered to the quayside of the Turkish Black Sea Port of Inebolu. Here they are providing temporary silo storage for bentonite and barite, the main constituents of drilling mud.

InterBulk's patented ISO-Veyor concept ensures that dry bulk materials are kept safe and protected from the weather. Their intermodal design, which allows them to be transported by road, rail or ship, eliminates the need to transfer cargo from one type of container to another, thereby saving time and money. Other advantages include excellent fill and discharge rates, with normally no more than 0.2% of residual material being left in the vessel after emptying.

They are available in 20 and 30ft sizes and can be fabricated from a variety of materials including carbon steel and aluminium. 40ft versions are also feasible although to date there has been no demand for this largest size. InterBulk can offer ISO-Veyors for purchase or rent, as well as supplying them as part of a total logistics package. Powders and granulated materials commonly stored/moved in these vessels include all types of cement, minerals, fly ash, blast furnace slag and hazardous materials such as certain categories of ferrous sulphate. Units can be stacked up to nine high and can be drawn upon and discharged when required, ensuring a smooth and seamless supply of material. One advantage of single-level stacking, as is the case at Inebolu, is



The ISO-Veyors are capable of providing high-capacity and totally enclosed transfer of bentonite and barites to the rig supply boats

that all serviceable equipment on the horizontal vessels can be accessed at ground level, an important safety feature.

The ISO-Veyors for the Black Sea drilling project were chosen in preference to traditional fixed installation silos because of their mobility and fast set-up capabilities. Another factor in their favour is the speed with which they can convey the powder materials to the rig supply boats, resulting in appreciable time savings with ensuing economic advantages. The six ISO-Veyors are expected to remain on site for up to three years, providing logistics advantages for storage of materials and their bulk transfer to supply boats, land rigs and other process locations. This is in line with M-I Swaco's policy of gradually converting from slower and more labour-intensive bag and bulk bag usage to the greater efficiency and economy of bulk operations.

www.interbulkgroup.com



The six ISO-Veyors supplied by InterBulk on the quayside at Inebolu



An important safety advantage of ISO-Veyors is that, unlike with traditional vertical silos, there is no need for a person to climb on top of the structure to perform certain operational or service tasks

Accurate sampling from road tankers

Specialist sampling equipment manufacturer Bürkle, Bad Bellingen, Germany, has recently introduced the SiloDrill which allows deep samples to be extracted from powders/granulates carried in road tankers, freight containers or rail tankcars. When bulk products are transported over long distances there is a tendency for separation to occur, so if a sample is taken from the surface it may not be representative. The SiloDrill, which is now available in AISI 316 stainless steel, is screwed manually into the bulk material and only opened when the required sampling depth has been reached. Extension rods are available for depths down to 3m.

www.buerkle.de



SiloDrill from Bürkle and (right) inserted through the hatch of a road tanker



Dense phase transfer of cement from railcars to nearby silos

Last year Gericke of Regensburg, Switzerland, successfully commissioned a positive-pressure pneuwork® pneumatic cement unloading system, at Transportbeton GmbH & Co. KG in Vienna, Austria. The requirement was to unload the tankcars containing cement and convey the material from the unloading point about 200m to two existing silos at an output of 50-55t/h.

A total of five tankcars can be parked in series at a fixed unloading point at the customer site and unloaded using a common conveying pipeline. The cars consist of four pressure containers each of 13 m³ capacity and are designed for a maximum unloading pressure of 2.0 bar. The containers are equipped with an aerated bottom and have lateral discharge. For each car with four containers, two dockings points are provided in the pipeline installed alongside the rail track. The

docking points have a shut-off valve and are connected to the lateral discharge spout of the tankcar pressure vessel using a flexible hose. The air supply line which delivers compressed air to five connecting points for each tankcar is also laid parallel to the conveying pipeline. The conveying air is provided by a screw compressor that achieves a maximum end pressure of 3 bar installed next to the track. Depending on the container, the unloading pressure varies between 1 and 2 bar and energy consumption is at about 1.9 kW per tonne of conveyed material. To distribute the cement to the two silos, a diverter valve with two slide gate valves were also provided. Furthermore a special silo inlet station was delivered to divert the cement gently and with low wear into the selected silo.

www.gericke.net



Last year Gericke installed a specially adapted positive-pressure pneumatic conveying system at Transportbeton in Vienna for unloading cement from rail tankcars to silo storage



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RETRACK launches weekly service

RETRACK, a European research project, launched a weekly rail freight service between Cologne, Germany, and Gyor, Hungary, carrying automotive products, agribulk and chemicals. Transpetrol, part of the VTG Group, is the operator of the weekly RETRACK train. Two other partners, LTE Logistik und Transport and Central European Railway, provide the traction. An interoperable multipurpose locomotive avoids unnecessary loco changes at the border stations.

The train departs Wednesday afternoon from Cologne and arrives 21 hours later in Gyor. On Friday it returns to Cologne. The business model integrates the specific logistic requirements for transport of cars, grain and chemicals into a service concept. RETRACK is being co-ordinated by TNO, the Dutch Institute for Applied Scientific Research, and co-funded by the European Commission.



European wagon load alliance launched



The Xrail alliance has been founded by seven leading European freight railways in Zurich. Xrail's aim is to increase customer friendliness and efficiency of international wagon load transport. With this alliance, the member undertakings want to improve noticeably the competitiveness of rail freight transport and thus make an active contribution to moving freight from the roads to rail.

Wagon load transport makes up about 50% of European freight transport on the railway. Studies show that it holds a considerable international growth potential. As wagon load transport is of central importance to the sector, the goal of the Xrail alliance is to increase its attractiveness and efficiency. The seven founding members of Xrail are CD Cargo (Czech Republic), CFL cargo (Luxembourg), DB Schenker Rail (Germany, Netherlands, Denmark), Green Cargo (Sweden, Norway), Rail Cargo Austria (Austria, Hungary), SBB Cargo (Switzerland), and SNCB Logistics (Belgium).

The purpose of the alliance is to increase the quality and competitiveness of European wagon load transport on the railway as compared with the road. "The close co-operation during the production and information processes allows us to exploit a high potential for more efficiency and quality," explained Xrail project manager Guenther J Ferk. With Xrail, customers will profit from cross-border production standards in three areas: reliability (at least 90% punctuality in international wagon load transport for the routes within the Xrail network), transparency (international timetables from branch line to branch line of the customers, active information systems), offer process (standard requests for quotation with the aim of a maximum processing time of three days).

During the pilot phase, there have already been some early customers served according to Xrail standards. Xrail now connects the most important economic regions in Belgium, Germany, Luxembourg, Austria, Sweden, Switzerland, and Czech Republic, making use of the existing infrastructure of the European Union's TEN-T transport corridors. Xrail's long-term goal is to establish an area-wide European quality network for wagon load transport.

In wagon load transport, the fixed costs make up about 90% of the entire costs. Therefore, the alliance partners want to make optimal use of their network in order to ensure the further development of wagon load transport.

Xrail was initiated in 2007 under the auspices of the International Union of Railways UIC in Paris. Since then, the alliance partners under the co-ordination of UIC have developed international

production standards and worked out the alliance agreement. "The alliance is the foundation for a sustainable wagon load transport in Europe," said Oliver Sellnick, UIC freight director. Xrail encompasses the production of international wagon load transport among freight railways, while excluding block-train transports and combined transport with swap bodies. Regarding the commercial aspects of wagon load transport, such as customer contacts and pricing, the railways will continue to be independent and compete with each. On the other hand, the partners are committed to complying with the quality and service standards that have been defined within the alliance.

Commenting on the initiative, Nicolette van der Jagt, Secretary General of the European Shippers Council (ESC) said: "Shippers will be looking very keenly towards this group and what they are able to achieve. Efficiency, competition and the current threat to single-wagon rail freight services are among the top concerns of our members today; so anything that can be done to improve matters must be welcomed."

"For too long," she continued, "the rail freight incumbent operators and their representatives believe that most of the problems in the sector can be resolved with new and enhanced rail infrastructure in Europe. The European Commission continues to strive for more competition in the sector through the implementation of the Directives introduced some 10 years ago - which sometimes seems like an impossible uphill struggle; and meanwhile a number of operators are withdrawing their support for single wagon services on the basis that they are unprofitable."

"Shippers continue to complain to me about the unacceptable levels of service performance, lack of competition and capacity in the rail freight sector; and there is now considerable concern over the declining number of single wagon services. Members of ESC have been continuously frustrated by the inability or unwillingness of many rail freight service providers to improve their efficiency and provide improved customer service. So now that we see a group of rail freight operators seemingly prepared to tackle these fundamental issues, we are of course very interested."

In conclusion, van der Jagt said: "We hope soon to have a dialogue with the Xrail alliance team, to find out more of what they are doing and plan to do in the future. It is regrettable that SNCF Freight and Trenitalia Cargo, both of whom have declared increasing disinterest in single wagon business, are not involved in the alliance also."

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Geodis, Dow Agro agree contract extension

Geodis Calberson, the UK road transport and logistics division of global logistics provider Geodis, has secured a three-year contract win with Dow Agro Sciences, part of the Dow Chemical Company.

The award is an extension of a working relationship between Geodis Calberson's UK Logistics division and DAS that has stood since 1999. The extension takes the contract to 2011.

DAS, based in King's Lynn, Norfolk, make insecticides, fungicides and pesticides and uses Geodis Calberson to manage on site logistics as well as its global supply chain requirements with the majority of activity taking place in the European, Eurasia and Baltic markets.

All warehousing and loading/unloading activities are under the responsibility of Geodis Calberson on this 120 acre site. This site manufactures on a 24/7 basis and Geodis is integral to the successful operation and cost effectiveness of the site.

The logistics provider is also responsible for managing all of the firm's import and export shipping office duties and arranging transport for orders by land, sea and air. Under the terms of the contract Geodis Calberson oversees 12 million kilos of goods for DAS annually, which equates to



Geodis Calberson UK and DAS have worked together since 1999

10,000 pallets over the year with January to May being a peak period.

The contract is a specialist chemicals agreement. So all staff including drivers and fork lift truck drivers must be trained on site and ADR-registered to handle hazardous goods. Additionally Geodis

Calberson's shipping office is trained to handle all IATA forms/dangerous goods by sea and road, as well as transporting dangerous goods by air.

Gary Hubbard, director of UK Logistics, said: "By the very nature of the product, it is a highly complex contract but one which demonstrates our level of expertise within the logistics market and so we are delighted to have secured a further three year agreement with DAS. It is a true partnership and one which helps DAS to remain a world leader. We have enjoyed a successful working relationship since 1999 and look forward to this continuing until 2011 and beyond. This is another landmark agreement for Geodis Calberson in the UK and we look forward to working with DAS for many years to come."

Geodis Calberson also manage DAS's on-site logistics operations in Italy – Mozzanica and France – Drusenheim as part of a pan-European collaborative platform which embraces lean methodology and strives to drive waste and inefficiency out of Dow's supply chain.

DAS has its global business base in Indianapolis, Indiana, USA, and provides innovative

technologies for crop protection, pest and vegetation management, seeds, traits, and agricultural biotechnology. Global sales are US\$4.5 billion.

Geodis's UK network of 11 sites, from Warrington to Poole in Dorset, includes 340 employees and 65 independent licensees in the Fortec Pallet Network. This enables it to provide supply chain solutions to a wide variety of businesses nationwide.

SNCF Geodis rebrands

Meanwhile, SNCF Geodis has rebranded all its international rail subsidiaries under the name Captrain.

The new group comprises SNCF Fret Benelux, SNCF Fret Deutschland, SNCF Fret Italia, Veolia Cargo Belgium, Veolia Cargo Deutschland, Veolia Cargo Italia, Veolia Cargo Nederland, Freight Europe UK, VFLI Romania and ITL Benelux.

SNCF Geodis says it now has 50,000 employees and a network covering 120 countries, with an annual turnover of 8 billion. It believes that the creation of Captrain will help the operator "better meet the needs of its clients, carriers and forwarding agents and their increasingly European transport flows".

The group said the decision to rebrand followed the acquisition of the companies, which have a combined turnover of 58 million, over the past two years. The decision stemmed from the need to rename the Veolia operations because the brand is still being used by former owner Veolia Transport, and for SNCF Geodis to meet its objective of integrating its international activities.



SCUTUM launched



SCUTUM's goal is to support the EU-wide use of EGNOS in the transport management of hazardous goods

Thirteen companies from Italy, France, Austria and Belgium kicked-off the European Research & Development project SCUTUM - *SeCuring the EU GNSS adoption in dangerous Material transport*.

SCUTUM's goal is to support an EU-wide use of EGNOS (European Geostationary Navigation Overlay Service) in the transport management of hazardous goods. In the coming 21 months, the project will implement a best practise approach. The experience of leading Italian oil company ENI, which currently operates at international level, presently using EGNOS Open Service to monitor its fleet for the transport of hydrocarbons in Italy, will be extended to two neighbouring countries, France and Austria.

In parallel, SCUTUM will enhance the ENI monitoring system by making use of the EGNOS

Commercial Service during a large-scale trial involving 100 vehicles in Italy, France and Austria. The authorities involved in the trials (the Italian and French Ministries of Transport) will evaluate the demonstration's results, and validate the benefits and value of EGNOS-based accurate and guaranteed tracking & tracing services for enhancing safety.

As a successor of the MENTORE project (www.gnsstracking.eu), SCUTUM intends to implement the actions identified in MENTORE by extending EGNOS national best practices on a cross-border basis, as a first step towards a wider adoption in Europe and in the freight transport market, and by operating large scale trials to support standardisation and harmonisation at a European level.

www.scutumgnss.eu

IT innovation for DB Schenker

DB Schenker has launched a dedicated IT shared services centre in Nanjing, China.

Schenker (Asia Pacific) Pte Ltd officially opened its first ever IT Shared Services Centre (SSC) at the Jiangsu Software Park, in Nanjing, in a move that represents an innovative approach towards IT services within the organisation and the first of its kind globally for DB Schenker.

The SSC occupies more than 15,000 sq ft and will primarily pool IT functions, such as application development, maintenance, application operations, information and communication technology infrastructure and help desk, for the DB Schenker Asia Pacific organisation and several countries in the region. The €1.5 million project investment for the SSC is expected to yield a project payback in less than three years through greater cost efficiencies and economies of scale.

Officiating at the opening, member of the board of management and CIO for Schenker AG, Peter Schumann said: "In order to compete in the long run, companies need to constantly assess and adjust their IT strategy and thus ensure meaningful investments in technology, infrastructure and process improvements." He added that the SSC has the potential to become a pilot for global use to deliver more efficient and standardised processes based on global standards.

Steve Dearnley, CEO for Asia Pacific, added: "We are constantly looking at ways to improve our efficiency and this SSC is an innovative example of that. We are optimistic that it will provide a greater competitive advantage for us and indirectly to our customers, as we calibrate a more robust and responsive IT Services structure."

ITCO prepares for Shanghai

The ITCO General Meeting in Nice was successfully organised at the beginning of March, with 85 members participating. During the meeting, a wide range of activities was discussed.

ITCO reports that Exhibition space in the Container Pavilion at the Transport Logistic China 2010 Show (Shanghai 8 - 10 June 2010) has now sold out.

However, attractive Sponsorship Packages are now available. Companies requiring further information about these Packages should contact hicks@itco.be as soon as possible.

The Container Pavilion Floorplan and Sponsorship Information documents are available on the ITCO website, indicated below.

During the course of TL China 2010, ITCO will be organising a seminar, conducted in Mandarin, with the overall theme: "Tank Containers: A Safe, Efficient, Multimodal Solution for China". The meeting will take place on Wednesday 9 June 2010.

The meeting will consist of a series of presentations, covering an introduction to ITCO, followed by a review of the tank container's role as

an international intermodal solution. This will be followed by a discussion of the potential of the tank container in the Chinese market, based on a report recently published by ITCO. Invitations will be issued to relevant transport authorities, intermodal operators and shippers of bulk products. Participants will be invited to a Reception on the Container Pavilion after the presentation.

The ITCO Board has agreed to establish a Technical Committee, comprising one member from each division. The Technical Committee will be held four times a year - two of them taking place at the time of the General Meetings and the other two as Conference Calls, using Skype. A separate section of the website will be established and clear reporting deadlines will be given. The first meeting took place on Wednesday 3 March, details are on the ITCO Website.

Finally, three new members have been accepted by the ITCO Board: Peacock Container, RMI Global Logistic Services, Shanghai Milky Way Int'l Chemical Logistics Co, Ltd.

www.itco.be



Private participation puts India on the right track

The magnitude of upgrading and modernising Indian Railways' infrastructure has made private participation an integral component of all developments for key initiatives. By creating an environment favourable to private participants, the Indian Railways, which runs more than 18,400 trains covering 6,856 stations daily, has ensured that both its passenger and freight segments experience rapid and considerable growth.

New analysis* from Frost & Sullivan finds that the market earned revenues of \$48 billion in 2009 and is expected to reach \$65 billion in 2014.

Apart from persuading private participants, Indian Railways is also looking to bolster its revenues through the use of technology and investment in port connectivity and rail infrastructure. Meanwhile, the opening up of the container rail segment for private participation has given a huge boost to the cargo segment. Private investments have gone a long way to reduce the infrastructural limitations of the Railways and creating opportunities in the extremely profitable freight transportation services.

"Already, the 15 approved operators have

gained high volumes of freight from various industries, including transportation of cars by rail, which was not done earlier by the government-owned Container Corporation of India (CONCOR)," says Frost & Sullivan industry analyst Subir Shah. "Once the ongoing project of dedicated freight corridors becomes a reality, several more participants are expected to join the competition of container rail operations and fulfil the vast demand for rail freight services."

Acknowledging the business opportunity presented by the steadily growing freight segment, the Railways plans to invest in connectivity for all major ports. This will allow cargo from/to the hinterlands to be transported directly from/to the port to avoid the bottlenecks of road transportation and existing rail routes. India has the second-largest railway network in the world, covering over 63,600 km and carrying about 30% of the nation's cargo.

"However, within the rail network, some key routes such as Delhi-Mumbai and Delhi-Kolkata have a utilisation of more than 140%," notes Subir. "To add to the congestion, there are no

dedicated routes for cargo traffic and hence, the cargo traffic not only subsidises passenger traffic, but is also accorded lower priority."

After being written off as a financially unviable organization by industry experts, Indian Railways has made a dramatic turnaround in the past few years. There has been a paradigm shift from the tariff regime (using freight services to subsidise passenger services) to a focus on freight as a primary growth driver.

Meanwhile, the Railways' customer-friendly approach to passenger services has ensured that both passenger as well as freight revenues will escalate, throwing open numerous opportunities for companies in diverse segments of railways. India's emergence as a manufacturing hub for various sectors has buoyed the economy and attracted investments in infrastructure as well as hiked demand and consumption.



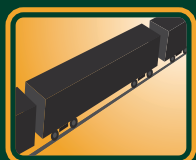
Opening up the container rail segment for private participation has given a huge boost to the cargo segment

"A sharp rise is expected in the traffic flow between manufacturing centres, ports, and inland container depots (ICDs) over the next four to five years," observes the analyst. "Owing to the cost benefits of rail transportation, the Railways is likely to gain significant revenues from these trends."

* Strategic Analysis of the Growth Opportunities in the Indian Rail Industry

www.frost.com

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Returning and new exhibitors at Multimodal 2010 include **Associated British Ports, Dachser Ltd, DB Schenker, DSV, Ewals Cargo Care, PD Ports, The Malcolm Group, Transport Exchange Group, Woodland International Transport, Corporate Solutions Ltd and OOCL** to name but a few.

With over 3,000 attendees, companies sending representatives to Multimodal 2009 included **Panasonic, Argos, Homebase, Samsung Electronics, Toyota, Unilever, Jaguar Land Rover, Motorola, Whirlpool UK Ltd, Kraft Foods UK, BMW, ASDA/Wal-Mart, Ford Motor Company and Rolls Royce.**

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Dunkerque Delta



Since mid-February the Cypriot company Delta Shipping Lines has been running a weekly container service between ports of Dunkerque and St Petersburg with the rotation: Tilbury – Dunkerque – Hamburg – St Petersburg. Transit time between Dunkerque and St Petersburg is five days.

The service will allow loading of dry goods at controlled temperature. It will be at Dunkirk on Tuesday afternoons. Vessels call at Dunkirk's NFI terminal and serve the PLP, Neva Metal and Northern Wharf terminals. Delta Shipping offers 20ft, 40ft and 45ft containers as well as a palletwide 40ft containers for loading 30 euro pallets. The company also accepts specialist shipper-owned equipment, including tank containers, flats and open-tops.

In addition, Delta Shipping has opened its service to third-party shipping companies and offers all customers pre-routing and on-forwarding services both in France and in Russia. Dunkerque is the only French port with direct links to St Petersburg. The company is represented in Dunkerque by AMR (Agence Maritime Rommel). According to Delta's general director Antti Linteri: "Dunkerque was chosen because of the quality of the services offered by the port community as a whole."

Hess Corp selects Triple Point

Oil company Hess Corp has selected Triple Point Technology, a provider of multi-market commodity and enterprise risk management software, for its Commodity XL for Oil system that will manage the energy company's supply, trading, risk and logistics for crude oil and refined products, according to the technology provider.

Hess required a front-to-back office solution for its value chain, from trading and scheduling, to planning and forecasting, as well as back office and settlement. Triple Point's Commodity XL provides Hess with real-time visibility into market position and exposure, while PhysOps 'Visual Cockpit' provides the company with supply chain logistics and inventory management support.

"Triple Point is committed to providing its customers with the most advanced software solutions to navigate financial exposure and make proactive business decisions," Michael Schwartz, chief marketing officer, Triple Point, said in a statement. "Hess's selection of Commodity XL, along with other notable oil customers, including CITGO; SOCAR; Hellenic Petroleum; Sheetz; Suncor; Engen Petroleum; and Valero Energy Corporation, affirms that Triple Point is the solution-of-choice for energy companies seeking an integrated platform that streamlines business operations, eliminates errors associated with manual processes, and creates a framework for better energy trading and enterprise risk management."

New Amsterdam terminal to double storage capacity

Growing demand for storage, blending and transhipment services for gasoline and other light oil products has prompted Vopak to expand its terminal currently under construction in Amsterdam's Westpoort industrial zone.

The 620,000 cbm storage capacity provided by phase 1, which is already under construction, will be increased by a further 570,000 cbm. After the phased completion of the terminal between 2011 and 2012, total storage capacity will be approximately 1.2 million cbm.

The terminal will help to meet the huge demand for storage capacity in

the Amsterdam-Rotterdam-Antwerp (ARA) region. Port of Amsterdam plays an important international role in the ARA region as a logistics hub for gasoline and related product flows between Europe, North America and Asia. With the growing geographical imbalance between supply and demand, the new Vopak terminal will enable both existing and new customers to strengthen their positions. A substantial proportion of the total capacity has already been leased on a long-term basis from the completion date.

Automotive gas oil (diesel fuel) and gasoline products will be blended at

the terminal with other components to bring them up to specification for the various markets. Gasoline will be distributed by tanker to such destinations as the USA, where there is a structurally high demand for gasoline. In addition, tank barges will serve the European market by inland waterway.

The terminal will have two marine jetties handling ocean-going vessels of up to 120,000 dwt and eight berths for coasters and barges of up to 20,000 dwt.

For 2009 Vopak group operating profit before amortization and depreciation (EBITDA) increased 20%

to €513.4 million in line with the earlier indicated outlook. Net profit attributable to shareholders rose 20% to €242.7 million and earnings per ordinary share was up by 19% to €3.84.

Vopak's worldwide storage capacity expanded further during 2009 by 1.2 million cbm to 28.3 million cbm. Projects under construction will add a further 3 million cbm in the years 2010, 2011 and 2012. The total investment for Vopak and partners in these projects involves capital expenditure of some €1.6 billion, of which Vopak's total remaining cash spend will be some €0.4 billion.

For 2010 Vopak expects Group EBITDA to grow between 5-10%. Although the expected EBITDA growth will contribute positively to the EPS development in 2010, the completed long-term financing activities in 2009 will weigh on the EPS development due to the increase in outstanding shares and higher financing costs.

John Paul Broeders, chairman of the executive board of Royal Vopak, commented on the results saying: "In the economic turbulence of 2009 we experienced a healthy demand for tank storage services. We achieved encouraging results and continue to

realise our growth ambitions. A significant part of our tank storage network facilitates the transportation of refined oil products, which is characterised by robust demand for tank storage services and to a large extent independent from the more speculative trading environment. The demand for storage of chemical products is, however, more volatile. Especially in Europe, where demand for chemicals storage decreased, we have focused on storing alternative products such as biofuels and oil products at some of our chemicals terminals."

Broeders added that the structural geographical imbalance between the production and consumption of oil and chemical products, the increasing variety of specifications, the demand for environmentally friendlier fuels and the liberalisation of previously closed economies continue to lead to increasing demand for tank storage. "This encourages us to look for further expansion opportunities to facilitate the worldwide and regional logistic flows of oil and chemical products. Therefore we have extended our financial capabilities and flexibility through new financing programmes."

www.vopak.com



Artist's impression and photograph of the new Amsterdam terminal

Simon lands BOC gas contract

Simon Storage has won a contract to supply specialist gas storage and handling facilities at its Seal Sands Terminal on Teesside, England, for BOC, the UK's leading provider of industrial gases. Two liquefied gas storage vessels at the terminal have been customised to store special gas formulations for subsequent delivery to key BOC customers. Each tank has a storage capacity of 317 tonnes and is provided with dedicated piping systems for road vehicle loading and off loading, vessel recirculation and product sampling.

Modifications have been overseen by Simon's in-house Project Engineering

team to meet the specific requirements of these special gas formulations as well as the Pressure Systems and Transportable Gas Containers Regulations 1989. These include rating the vessels to a maximum design pressure of 16.3 bar at 45 degs C, and fitting instrumentation to detect excess high or low pressures and temperatures within the vapour space. The vessels are also equipped with a level measurement gauge giving local read-out at the road tanker loading/off loading point and on the tank gauging computer in the control room.

In line with operating and safety

standards for bulk liquid and gas storage facilities, Simon is providing containment of approximately 400 cbm around the vessel storage area, together with a fixed deluge system to the vessels for cooling purposes in the event of high product temperature. The information technology infrastructure at the Seal Sands Terminal will enable communication of tank fill level, temperature and pressure to the Terminal's computerised systems for monitoring purposes and activation of alarms and deluge systems.

Simon has also commissioned an independent road loading system to serve the BOC contract, comprising a line from each storage vessel that feeds a road loading point, and a vapour return line from the gas road loading area. The loading process utilises a metering system as a guide to quantity, and delivered weight is confirmed by an approved weighbridge. In addition, dedicated 3 ins carbon steel lines, with anti-static and fire certified valves, have been installed on each tank to allow receipt of product into storage from road tankers.

Martyn Lyons, Simon's managing director, said: "We are delighted to be able to offer our expertise in gas storage to BOC, and to extend our long standing relationship with BOC at our Immingham Terminals to this bespoke facility at Seal Sands."

www.simonstorage.com



Aurora to open in Fujairah

Switzerland-based commodity trading house Aurora has announced the start of civil works on a 635,000 cbm oil products storage terminal at Port of Fujairah, United Arab Emirates, following the signing of definitive agreements with the Municipality of Fujairah and the Port of Fujairah.

The terminal will be used for storage, blending, and resupply of fuel oils, gasolines, naphthas and middle distillates (diesel, gasoil & jet kerosene). Aurora will be an independent terminal operator offering storage capacity to third parties. Aurora's trading director Ammar Kutait commented: "There is a lot of demand for storage in the region and with our new state of the art terminal and flexible berthing facilities in the Port we can offer our customers a first rate service in this growth market."

Port of Fujairah is commissioning this year a new multi berth facility for the

receipt and loading of oil tankers. Aurora will be one of the first to make use of this new vessel handling capacity in the growing energy hub of Fujairah. Kutait added: "We are delighted to have commenced the initial works. We expect to have the first phase of the terminal operational in early 2011."

Aurora Progress SA is a privately owned Swiss based company with the trade, supply, transport and storage of refined petroleum products as its core activities. The group's roots go back to 1978 when Petrotex SA was first established; after acquiring Petrotex SA and its subsidiaries, Aurora Progress continued to expand becoming a global trading company. Today the Group's main trading arm Aurora Petroleum Trading & Supply SA is involved in the trading and supplying of most petroleum products and supplying bunkers in ports around the world.

www.aurora-sa.com



Oiltanking sees global opportunities

Hamburg-based Oiltanking is rapidly expanding its portfolio of storage terminals, both individually and in joint venture with local partners. The group's expansion programme has taken its overall storage capacity above the 17 million cbm mark.

In South America, Oiltanking Andina Services, a JV with Grana y Montero Petrolera (GMP), has signed an operations and maintenance (O&M) agreement with Pure Biofuels del Peru (PBF) to operate the liquid bulk terminal in Lima.

The terminal is located in Port of Callao, Peru's main port. It has 100,000 cbm of storage capacity equipped to handle petroleum products and biofuels. Through its Monobouy vessels up to panamax can be handled. The terminal has been designed to serve the storage needs of the local market as well as the Pacific region and still has room available for further expansion. Apart from the O&M services Oiltanking Andina Services will also provide commercial support for the terminal.

GMP belongs to the Grana y Montero

group, a leading Peruvian engineering and construction company. GMP has focused for 25 years on Peru's petroleum activities of exploration, production, separation & fractionation of liquids of natural gas. The joint venture with Oiltanking also supports the independent terminal business in Peru.

The Middle East is, not surprisingly, an important region for Oiltanking. Along with Sonker Bunkering Company, the group will develop a liquid bulk terminal at East Port Said at the eastern side of the Suez Canal as tendered by the Egyptian Ministry of Transport.

The terminal is to be built on 50ha of land and include in Phase 1 approximately one million cbm of storage capacity and four dedicated deepwater jetties. Oiltanking is confident that in association with Sonker Bunkering Company and the support of all institutions involved, the development of the terminal will contribute to the further growth of East Port Said and its strategic importance as a major petroleum logistics hub in the Eastern Mediterranean.

Sonker is a petroleum storage, handling and bunker supply company incorporated in Egypt, jointly owned by the Amiral Holding Group and companies associated with Egyptian government entities.

The announcement of the East Port Said development followed the start of construction of an extra 450,000 cbm capacity in the industrial Port of Sohar, Oman. Oiltanking Odfjell Terminals & Co LLC embarked on the expansion of its recently completed 915,000 cbm terminal. The EPC contract was signed with a consortium of Indian Oiltanking Engineering & Construction Services LLC and Larsen & Toubro Electromech LLC.

Oiltanking says the expansion coming so quickly after completion of the existing tank farm shows that its strategy to develop Sohar into an international bulk liquid storage and handling hub is working. Sohar is strategically located in the vicinity of major international shipping lanes just outside the Strait of Hormuz in the Gulf of Oman.

Part of the existing facility is pipeline

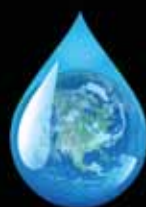


Oiltanking's expansion programme has taken its capacity above 17m cbm

linked and dedicated to a nearby world scale chemical plant. Oiltanking Odfjell operates six jetties of which four are capable of handling vessels up to 110,000 dwt and two that can handle vessels up to 70,000 dwt. The terminal's infrastructure provides

excellent flexibility to its customers, quick turnaround times for vessels and has added capabilities such as truck loading, blending and injecting of additives. It has multiple pipeline connections to the nearby refinery.

www.oiltanking.com



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Midstream expands NGL business

DCP Midstream Partners has acquired an interstate natural gas liquids (NGL) pipeline system from Buckeye Partners for \$22 million in cash. The 350 mile pipeline originates in the Denver-Julesburg (DJ) Basin in Colorado and terminates near the Conway hub in Bushton, Kansas. DCP Midstream currently uses the NGL pipeline as a market outlet for NGL production from some of its plants in the DJ Basin.

DCP Midstream, the largest gatherer and processor in the DJ Basin, is investing capital to accommodate growing demand from its producers for natural gas gathering and processing capacity, including a new natural gas processing plant at its Mewbourn facility and a new large diameter natural gas gathering pipeline. DCP Midstream expects to complete its Mewbourn plant expansion by early 2011. "We believe the acquisition of the NGL pipeline by the partnership will benefit our customers by maintaining a critical outlet for increased NGL production in the DJ Basin," said Tom O'Connor, chairman, president and CEO of DCP Midstream.

The partnership expects to spend approximately US\$18m to connect and integrate the acquired pipeline with DCP Midstream's facilities, with cash flow contributions commencing in early 2011. In conjunction with the acquisition, DCP Midstream and the Partnership have agreed to a 10-year transportation agreement.

"We are very pleased to have the opportunity to expand our NGL business with a project that is mutually beneficial to the partnership, DCP Midstream, and its producer customers," added Mark Borer, president and CEO of the partnership. "Given the pipeline's proximity to DCP Midstream's existing gathering and processing facilities, this acquisition and subsequent capital projects represent a strategic investment for DCP. The investment is consistent with our strategies of optimising our asset base. The 100% fee-based earnings profile of this pipeline is an excellent fit within our asset portfolio."

The \$22m acquisition was financed with borrowings under the partnership's revolving credit facility.

www.dcppartners.com
www.dcpmidstream.com

ATT looks for funding

Asian Tank Terminal Ltd, a joint venture between Switzerland's Avitol Group and Malaysian shipping group MISC Bhd, is in talks with banks for a \$250 million loan, according to Bloomberg news agency.

The loan will probably be for nine years and would be used to build an oil storage facility in Malaysia. Requests for proposals were sent to about 20 banks and Asian Tank is said to be reviewing the responses.

The joint venture company will hold 100% equity interest in an oil terminal in Tanjung Bin, located in south-west Johor. The terminal company, ATT Tanjung Bin Sdn Bhd executed a long-term lease agreement with Seaport Worldwide Sdn Bhd in September 2008 for 50 ha of land at the Tanjung Bin Petroleum and Maritime Industry Centre. The terminal company will design, construct, commission and operate a 741,200 cbm terminal for storage of fuel oil, middle distillates and light distillates. Operations should start in April 2012.

Hot work can be dangerous work

The US Chemical Safety Board has issued a safety bulletin warning of the hazards of conducting hot work in a variety of industries and identifying seven key lessons aimed at preventing worker deaths during hot work in and around storage tanks containing flammable materials.

Hot work is defined as any work activity that involves burning, welding, cutting, brazing, grinding, soldering, or similar spark-producing operations that can ignite a flammable atmosphere.

The CSB began investigating hot work hazards following an explosion that occurred on 29 July 2008, at the Packaging Corporation of America (PCA) corrugated cardboard mill in Tomahawk, Wisconsin, which killed three maintenance workers and injured another. The CSB determined the explosion resulted from welding above an 80 ft tall storage tank that contained highly flammable hydrogen gas, the product of bacterial decomposition of organic fibre waste inside the tank.

At the time of the accident, PCA did not recognise waste fibre tanks as potentially hazardous or require combustible gas monitoring prior to welding nearby. PCA, which fully cooperated with the CSB investigation, subsequently developed new company standards requiring gas monitoring before any hot work.

"Hot work around flammable gas or vapour is one of the most common causes of worker deaths that we see at the Chemical Safety Board," said CSB board member William B Wark.

"Tragically, most of these accidents are readily preventable with better hazard assessments, proper gas monitoring, and other straightforward safety measures."

In the 10 months following the explosion at Packaging Corporation, the CSB deployed investigators to five



The CSB determined the explosion resulted from welding above an 80 ft tall storage tank that contained highly flammable hydrogen gas

other sites where hot work ignited flammable gas or vapour, including an explosion at MAR Oil in La Rue, Ohio, that killed two contractors in October 2008; an explosion that killed one and injured another at EMC Used Oil in Miami, Florida, in December 2008; an explosion that killed a contract welder at ConAgra Foods in Boardman, Oregon, in February 2009; an explosion at AV Thomas Produce in Atwater, California, in March 2009 that severely burned two employees; and the explosion of a massive gasoline storage tank that killed three workers at a TEPPCO Partners fuel distribution facility in Garner, Arkansas, in May 2009.

The CSB also collected information from the Honolulu Fire Department about a fatal hot work explosion at a waste oil company in October 2008 and noted findings from previous major hot work explosions in Pennsylvania, Delaware, Florida, and Mississippi that were investigated by

the CSB or the US Environmental Protection Agency.

"Companies need to develop comprehensive systems for controlling the hazards of hot work where flammable vapour could be present," said CSB Investigations Supervisor Don Holmstrom, who led the investigations. "Regulators, companies, and workers should recognise that combustible gas monitoring will save lives. A common feature of virtually all these accidents is the failure to recognise all the locations where a flammable atmosphere could be present. The absence of flammables needs to be verified before and during any hot work."

Combustible gas monitors are relatively inexpensive, handheld electronic instruments that measure the amount of flammable material in the atmosphere, expressed as a percentage of the lower explosive limit. Proper training and calibration are essential for using gas monitors effectively.

The safety bulletin, entitled "Seven Key Lessons to Prevent Worker Deaths During Hot Work In and Around Tanks," notes that the CSB has identified over 60 fatalities since 1990 due to explosions and fires from hot work activities on tanks. Holmstrom said those accidents have continued to occur since May 2009, the date of the last explosion covered in the bulletin.

Industries where hot work explosions have occurred include food processing, pulp and paper manufacturing, oil production and recycling, waste treatment, fuel storage and distribution.

"OSHA (the Occupational Safety and Health Administration) does not require combustible gas monitoring for hot work on or near flammable storage tanks," said Holmstrom. "As our

investigation continues, our team will be looking into this issue and we will comment on it in our final report."

A comprehensive safety video on the dangers of hot work – based on the new safety bulletin – is in production and is expected to be released within approximately a month, said CSB Director of Public Affairs Dr Daniel Horowitz.

The CSB has previously produced two computer-animated safety videos on hot work accidents investigated by the CSB: "Death in the Oilfield," about an explosion in Mississippi that killed three workers in 2006, and "Public Worker Safety," concerning an explosion at a wastewater treatment plant in Daytona Beach, Florida, that killed two workers, also in 2006. These can be viewed at

www.CSB.gov

Air permit for Petroplex

A Louisiana state judge has affirmed Louisiana state's Department of Environmental Quality's decision to grant an air permit to the PetroPlex International storage terminal in St James parish on the Lower Mississippi River.

Petroplex says the first phase of the project include 4m barrels of storage, a link to an existing pipeline, a railroad loading facility and a port to provide access to ships and barges.

A lawyer for a lobby group called Community Strength had asked state District Judge William Morvant to overturn the DEQ's decision to grant Petroplex the permit. The group said an appeal is being considered.

St James is located along the lower Mississippi River, near Mile Marker 148. It consists of 1,000 acres of immediately useable land. Prime river frontage (3,000-plus feet) and channel depth (40-plus feet) allows for deepwater ships and ocean-going barges. The site is said to be located outside of any air-quality non-attainment restrictions and has been used for agricultural purposes (sugar cane) for generations, with no environmental history. Union Pacific Railway and LA Hwy 3127 cross the property, and major crude and natural gas transmission pipelines either cross or are in close proximity to it.

Petroplex says that as refining capacity steadily increases, the demand for storage of crude (for both production and blending prior), as well as the storage and blending of finished products, will follow suit. And, with refiners focusing on investments in expensive production assets, the major

growth in storage resources will occur in facilities owned and developed by independent terminal operators, like Petroplex International.

"The terminal's central location will uniquely serve the storage and transfer requirements of the eight major oil Refineries and the 20-plus trading and marketing companies that operate between Baton Rouge and the Gulf of Mexico. The same region also hosts over 15 major chemical manufacturers, plus numerous anchorage and mid-stream buoy locations.

Over half the crude oil shipped within the US occurs via pipelines from the Gulf of Mexico. The remainder moves almost exclusively by water, from ocean-going ships to smaller inland-vessels and barges. Both modes require immediate offloading and storage before refining, to avoid higher transportation charges. As for finished products, a substantial portion of the gasoline and diesel moves by pipeline to end-user markets, but still much of the gasoline and diesel, and virtually all of the residual products, move by barge, truck and rail, with intermediate stops at storage facilities for blending, shipment consolidation and intermodal transfer purposes.

"According to our projections, augmented by refiners and traders input, the current market opportunity for additional storage, for crude and refined products, is clearly in excess of 10m barrels. With the current and planned refinery expansions, the total demand could more than double, to over 20m barrels, in the next five to seven years," said a Petroplex statement.

Clean-up of T91

Washington State Department of Ecology is requesting input on the planned cleanup of the former Terminal 91 tank farm site, at Port of Seattle. The port demolished the tank farm in 2005. Prior to that, the facility operated as a permitted dangerous waste treatment and storage facility and as a fuel storage and distribution tank farm.

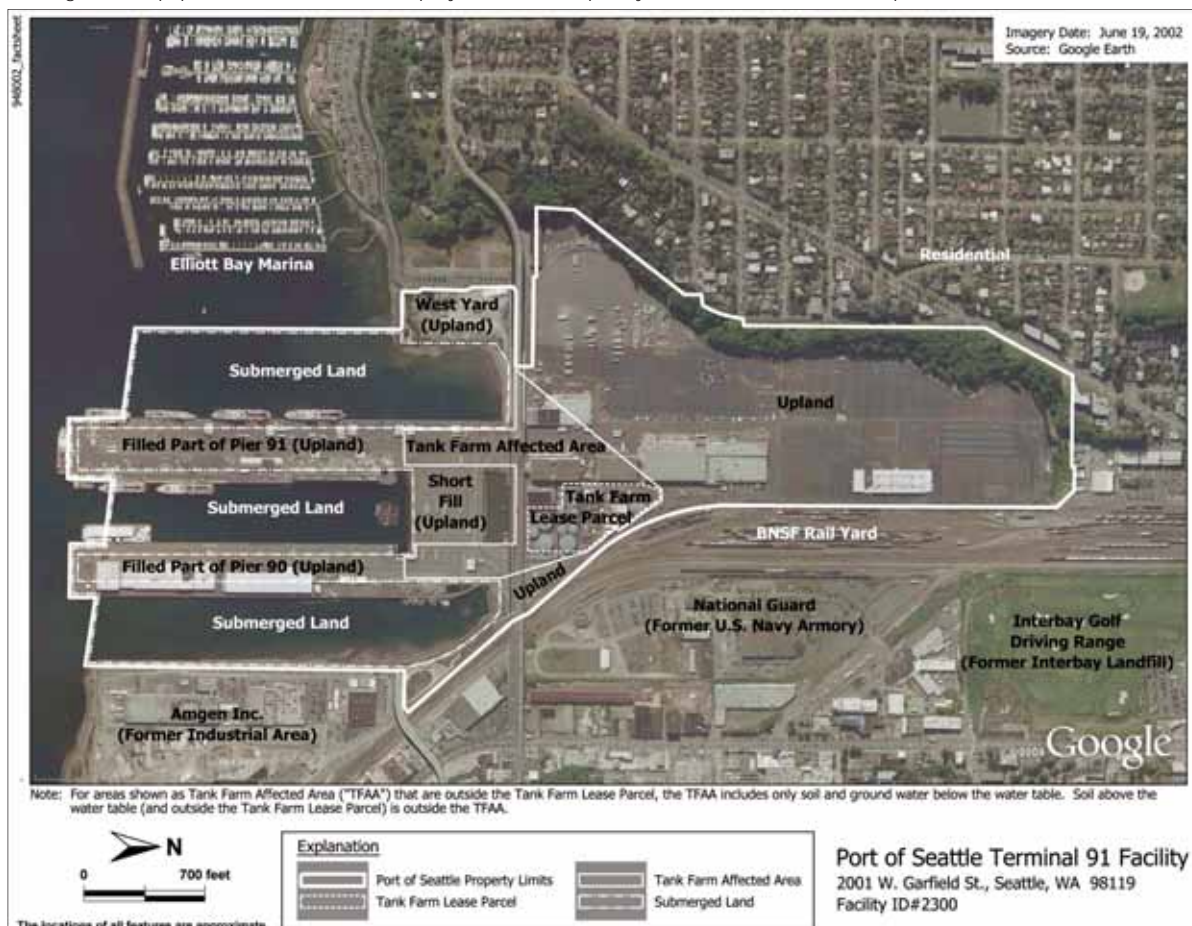
There have been various owners and companies of Terminal 91 (T91) throughout its history, but has remained idle since 2003. The port decided to remove the remaining aboveground equipment to reduce risks

of hazardous substance release. In the spring of 2005, the port initiated product removal and demolition activities, including paving of the lease parcel, as part of an independent interim remedial action. That interim action was completed in the summer of 2005.

Historically, chemicals of concern at the lease parcel include petroleum products, as well as volatile organic compounds, semi-volatile organic compounds including polycyclic aromatic hydrocarbons, metals, and polychlorinated biphenyls. These

substances were released to soil and groundwater primarily from aboveground storage tanks, fuel distribution piping systems, and other activities associated with historical operations at the site.

A draft Public Participation Plan is designed to promote community involvement during the clean-up process. The plan outlines and describes the tools and approaches that Ecology will use to inform the public about site activities, and it identifies opportunities for the community to become involved in this process.



USDG begins rail terminal project

Houston-based US Development Group LLC has started construction on its new St James Rail Terminal, a crude oil and condensate unit train handling and distribution hub located in the Gulf Coast region of Louisiana. The St James facility is USDG's first crude oil/condensate terminal in a planned nationwide network of such terminals.

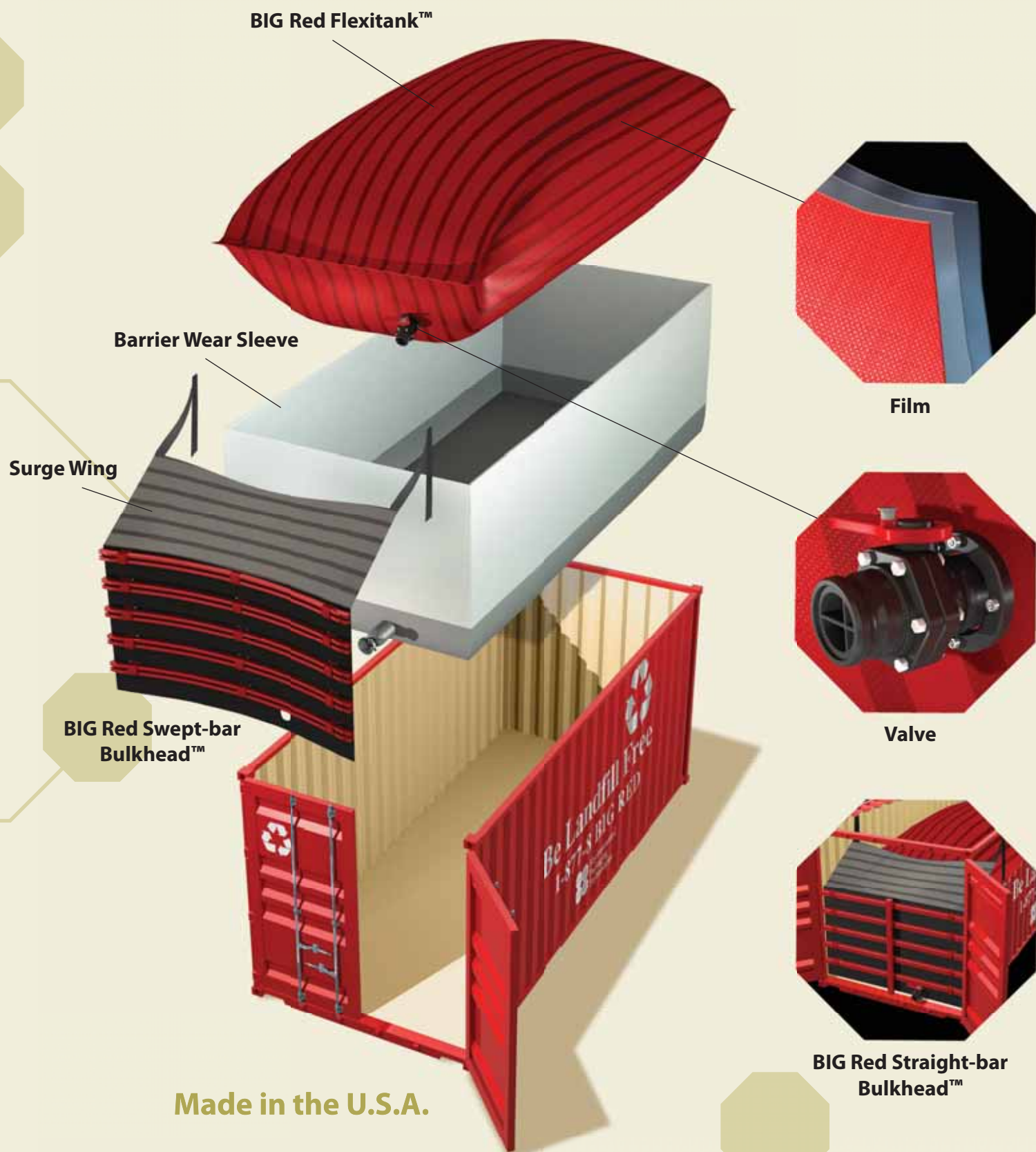
"We are delighted to announce our new rail terminal in St James. It has been developed in partnership with Plains All American Pipeline, LP and is strategically located at a major crude/condensate logistics hub with access to both foreign and domestic oil supplies," said Mike Day, vice president of USDG. "The addition of unit rail connectivity will greatly enhance the capabilities of the St

James hub to meet the expectations of major producers and refinery customers."

Served by the Union Pacific Railroad, the St James Rail Terminal will be able to handle both manifest and unit train shipments serving various oil producing areas in the US and Canada. The facility will have an initial capacity of 65,000 bpd. The new terminal will be connected via pipeline to an adjacent state-of-the-art crude oil/condensate storage terminal operated by Plains All American Pipeline. USDG's St James facility will consist of several miles of rail track and a fully automated 26-spot rail rack, expected to be in full operation by June.

www.us-dev.com

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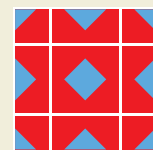


EPT's **BIG Red Flexitank™** is the perfect solution to transport your bulk liquid cargo. Our unique engineering controls liquid motion and sidewall deflection.

Our BIG Red brand flexitank is the only flexitank that has been authorized by several North American Class I railroads. With access to all forms of intermodal transportation, EPT can plan the most economical route for your bulk liquid products.

The BIG Red Difference -

- Meets all Container Owner Association (COA) Recommended Code of Practice requirements
- Only flexitank to pass both the Association of American Railroads (AAR) Rail Impact Test & Rail Vibration Test
- Only flexitank authorized by several North American Class I railroads
- Only flexitank with documented Terminal Handling Policy to ensure safety of cargo and safety of personnel
- Covered by \$20 million in product liability insurance



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