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INTERNATIONAL NEWS • PEOPLE • PRODUCTS

March/April 2011

## DB Schenker looks to revive China overland rail

In early April a DB Schenker container train arrived in Duisburg having travelled 10,300 km from Chongqing, Central China. The test train marked the revival of DB Schenker's ambition to run regular overland services from China. The first such trials started in 2008, but were eventually

scuppered by the onset of the global financial crisis and economic downturn.

The latest train also took a different route from the previous trials. Instead of following the Trans-Siberian Railway route north of Mongolia, April's journey went south of Mongolia, through Kazakhstan, Russia, Belarus and Poland to Germany, cutting 2,000 km from the total voyage.

The journey, which was commissioned by a "global company", was completed in about half the time taken by an ocean carrier.

DB Schenker has not disclosed the price of the service, but is clearly looking to pitch the overland option between the speed (but high cost) of air freight and slow (but cheap) sea freight. However, the jury is still out as to whether rail overland will find its own market niche, or end up competing with neither of the other modes. Certainly container shipping lines are still driving down costs, apart from fuel, and have thousands of container slots to fill as new mega-vessels are

delivered from shipyards. In recent years, many shippers seem to have preferred lower logistics costs to speed of delivery.

One of the key selling points from DB Schenker's point of view is that the train started in Chongqing, which lies 1,400 km upstream from Shanghai on river Yangtze. Chongqing is now probably the world's largest city with a population of over 30 million living in its officially designated municipal area. As such it is a key part of the Chinese government's strategy to move manufacturing and process industries further inland and away from China's crowded and expensive coastal areas.

Having a direct rail freight link to Europe would negate the three day journey east to the nearest seaports over what is often poorly maintained transport infrastructure. By the time they get there, the train to Duisburg will have already covered half of its journey through China along the Eurasian Land Bridge, the company points out.



Previous China overland trials were hit by the economic downturn

## Russia's foremost FIBC producer targets Europe

Moscow-based Chempack, the leading supplier of flexible intermediate bulk containers within Russia and the former CIS countries, is planning a major export drive to capture a greater share of the European market. It already supplies a large volume of single-point-lift and two-loop FIBCs to Europe's fertiliser and mineral industries, but later this year plans a major escalation in European sales of four-loop bags which are traditionally employed for handling chemicals, foodstuffs, pharmaceuticals and plastics as well as high-grade minerals.

The company operates two modern, well equipped manufacturing plants: one in Dedovsk, just 20km outside Moscow, and the other at Shahty in the Rostov-on-Don region which started production in 2009. All PP tape extrusion and weaving looms have been supplied by Starlinger



Special triple-layer Chempack FIBCs containing fertilisers awaiting shipment at a Russian port

Continued on page 34

## Clean tanks for Styron



Germany-based bulk logistics operator Alfred Talke has handed over the first three of seven 30 ft stainless steel containers to be used by Styron, the plastics and rubber company formed last year as a spin-off from Dow. The stainless steel tanks are part of a 'clean room' transport concept devised by Talke to enable Styron to move its Calibre polycarbonate resins for use in optical media.

The delivery of these containers represents a significant milestone in the partnership between Styron, a relative newcomer at the Dow site in Stade, and Talke which also operates a major site in the town.

Calibre polycarbonate is used in the production of CDs, DVDs and Blu-ray discs. Polycarbonate is also used for the manufacture of high-quality furniture and in construction projects. This high-performance material is manufactured at the Styron production facility in Stade and transported from there to customers throughout Europe.

Key to the transport concept is seven 30 ft stainless steel containers that have been specifically designed to meet the exacting requirements of Calibre polycarbonate resins. The containers are smaller and lighter than those previously used and employ a newly-modified loading technology, which enables them to offer around 10 percent more in terms of payload. This is complemented by a double-digit percentage reduction in CO2 emissions.

Talke commenced regular transportation for Styron at the beginning of March. To ensure sufficient capacity, even during periods of peak demand, another depot has been opened in northern Germany in the town of Rotenburg an der Wueemme (Lower Saxony) to supplement the main site at Stade.

Jens Hariefeld, senior production leader polycarbonate for Styron Deutschland, commented: "The transport concept submitted by Talke represented the best opportunity for us to offer the market significantly enhanced performance while balancing environmental and economic considerations. It has clearly demonstrated that change is possible when strong partners such as Styron and Talke act in concert."

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# Taking the tank container to heart

The ITCO Village at this year's Transport Logistic event in Munich will be presided over for the first time by 61-year old Willy Van Loon. It marks another notable position for this industry veteran who chaired SAVA (Antwerp Federation for Road Transport) between 1993-2004, and is currently chairman of Febetra (Belgian Federation for Road Transport).

All these responsibilities, of course, come on top of being chairman of his own Antwerp-based company Group Van Loon, although day-to-day running of the company is now the responsibility of Willy's son Gunther who holds the position of chief executive officer.

The group offers a variety of transport and depot services, but the ISO tank container really drives its direction. The company's history dates from 1954 and the establishment of Cor. Van Loon & Zoon transport company to haul foodstuffs. But it was in 1972 that the family-owned business diversified into the petrochemicals sector, a smart move given Antwerp's rise to become Europe's largest, and the world's second largest, petrochemicals port.

The growing use of tank containers created opportunities for the group and saw the establishment of Antwerp Tank Repair (ATR) in 1995, followed Antwerp Tank Cleaning (ATC) four years later. The trio of depot services for ISO tanks was completed in 2004 with opening of Antwerp Refurbishment Plant (ARP).

Today the company turns over about €25 million a year, and employs some



It not only takes care of the company's own waste water but also handles waste from other sectors

180 people. Transport still accounts for about 50 percent of total turnover. Most of this is short distance haulage for customers in Antwerp's vast petrochemical cluster, delivering for the most part up to 250km in radius.

In particular, Willy Van Loon stresses the independence of the group as critical to its success in the market. "Van Loon Group has built a reputation over more than 50 years as an independent and professional transport company, which has enabled us to become a permanent logistics partner for petrochemical shippers and service-providers. The fact that we are independent, and not tied to one of the major operators, is definitely one of our major strengths," he says.

The group is expanding operations by investing in a new 40,000 sqm site on the left bank of the river Schelde, which will be devoted to the repair and cleaning of leasing company-owned tank containers. Due to be operational in 2012, the new site will have specialist cleaning facilities for materials such as mercaptans, acrylates and chlorides. It will have the added advantage of being situated in the middle of Antwerp's petrochemical industry cluster.

For Willy van Loon the move is important in enabling the group to free up space at its existing 60,000 sqm site just of Norderlaan on the right bank and raising the efficiency of depot

operations. He explains that leasing company tank containers require not only thorough cleaning inside and out, but also extensive cosmetic treatment in order to be fit for rehire. On the other hand operator-owned tanks usually need just cleaning with perhaps fitting of new components, as the operator wants them to spend as little time as possible sitting in a depot.

Operationally, the new site should be much more efficient as individual processes such as waiting, working and checking can be separated. "Another big advantage is freeing up space so that we can stack two-high, instead of four-high, on the existing site," he adds. This can be a perennial problem at tank container depots as specific tanks often have to be lifted which may be at the bottom of a four-high stack. As the customer pays only for lifting on the basis of once-in, once-out, any extra lifting costs have to be carried by the depot.

"We will have to remain competitive, of course, but we firmly believe the investment will give us an advantage in the market."

Since September 2008, ATC has operated the largest water treatment facility in Belgium. This facility not only takes care of the company's own waste water, but also handles waste from other sectors, such as the food industry, chemicals, pharmaceuticals, and shipping industry. A growing sense of

environmental responsibility in different industry sectors means that the facility has seen a growing market for its services enabling it to handle more than 60,000 tons of waste annually for third parties.

Environmental sustainability is also a key issue in Group Van Loon's transport services. "We are increasingly using barges and railways, and actively work with clients to achieve a more sustainable transportation solution," he says. "Of course, rivers sometimes suffer from low water levels, and just recently the capsized barge in the Rhine gorge caused severe problems. But on the whole, we find that barging is quite reliable. However, there are still problems with reliability on the railways."

Willy Van Loon is very happy to be heading up ITCO going into this year's Transport Logistic event. "I'm delighted to say that this will be the biggest ever ITCO Village, and in particular very pleased that Cefic, the European chemical industry Council, has agreed to participate. I expect it to be a big success."

As for the future of ITCO, he says the perception that it is just a European organisation is not correct. The organisation is actively looking at initiatives to promote the use of tank containers in many emerging markets. "At same time we have to recognise that we do have considerable know-how here in Europe and particular competencies in terms of operational safety that the rest of the world can learn from."

In the near term tasks include looking at more pragmatic ways to develop and maintain contacts with governmental bodies. "We need to spread the word about the excellent safety record and environmental sustainability of using the tank container, compared with other cargo equipment, not just to industry, but also to regulatory bodies, government and quasi-government agencies. We have to be very visible, not only defending our members' interests, but representing the industry as a whole, be it in China, South America, the Middle East, Russia and other emerging markets.

"In addition, although we are clearly in a global market, we should not forget that there is still much to do in Europe. In particular, we must keep sending the message to shippers that the tank container's intermodality is perfectly in-line with more sustainable transport modes, a factor that is going to become increasingly important as European nations look to meet their ambitious emissions targets."

This also applies to container terminal concessions; these are usually awarded on the basis of committing to certain throughput levels. So that is another sector where ITCO can make representations on behalf of the ISO tank.

"In essence we must try to convince various market players to integrate the tank container into their supply chains right from the start. It remains much the most flexible means for transporting bulk liquids and gases," he concludes.



Willy van Loon the tank container's intermodality is perfectly in-line with more sustainable transport modes



The ability to stack two-high rather than four-high will bring significant operational advantages

## The flexibility you need...

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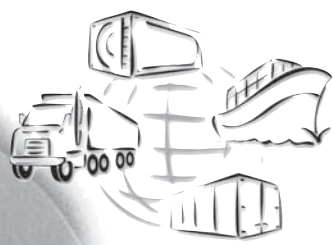
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# Suttons adds to fleet

Global logistics operator Suttons is investing £9.5 million in new ISO tank containers to meet the increasing demand for its specialist service. A total of six hundred tanks have

been ordered from China and South Africa with the first batch being delivered to Suttons in May. Last year the bulk liquids and chemicals specialist invested £6 million

in four hundred new tank containers to support further its international expansion, which included two major chemical logistics solution contracts. This brings the total investment in new ISO tanks to more than £20 million in the past two years, almost

doubling the size of its fleet. Commenting on the latest investment, group managing director, Andrew Palmer said: "The international division continues to grow and we have seen significant growth in some of our key markets. However, these are

challenging times but we remain confident about our performance and ability to continue delivering a safe, reliable service for our customers." The company has just renewed its contract with Oleon, Europe's leading producer of oleochemicals and Harvest Energy, the UK's largest independent blender and supplier of road fuels and leading forecourt retailer.

[www.suttonsgroup.com](http://www.suttonsgroup.com)



# Singamas adds capacity

Singamas, the world's second largest producer of dry freight containers, has expanded its tank container production capability with the addition of a second dedicated plant located in the Jiading District of Shanghai. The factory is situated on a 73,300 sqm site and has a workshop area of approximately 35,700 sqm. It incorporates equipment secured from leading sources with real time X-ray and a modern automatic pickling and passivation system, "which provides fast, efficient and high quality production and testing processes," the company says. This new plant commenced production in January 2011 with planned annual production capacity of 10,000 TEU. Singamas has been witnessing a strong market recovery after the financial crisis from mid-2008 to end of 2009. The group's 2010 tank production volume was up over 100 percent from 2009 and it is expected that demand in 2011 will increase further. The range of tanks offered by Singamas continues to grow with the introduction of the ASME U stamp in Shunde and the R stamp for the facility located in Rotterdam. A lightweight swap container is under development

offering increased payloads combined with 39,000kg MAGW. Lined units, including 'Chemline', have been produced since 2009. In some instances, semi-finished tanks were being completed at the full service

facility in Europoort, Rotterdam, which is a newly constructed cleaning station, tank maintenance and modification centre to enhance the capability offered by the group.



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**FIBC**



# Interbulk's Responsible Care commitment

InterBulk Group has revealed details of its commitment to the Responsible Care Programme.

The group says it is dedicated to providing sustainable logistics solutions throughout all its divisions. As well as continually investing in one of the world's largest intermodal fleets for both liquid and dry bulk materials, InterBulk is a staunch supporter of the Responsible Care programme.

Only recently, the logistic specialist became one of the first European transport companies to sign up for the Programme, launched by the European Chemical Transport Association.

ECTA created the European Programme to improve Health, Safety and Environment Quality (HSEQ) throughout the continent. Based on a partnership agreement with European Chemical Industry Council (Cefic), it is the first regional Responsible Care programme in the world.

InterBulk Group CEO Koert Van Wissen commented: "InterBulk group is delighted to be at the forefront of ECTA's Responsible Care Programme. We recognise the hard work and commitment from working groups on 'best practice' topics such as safe driving, loading and unloading of road freight vehicles and equipment. By continuing to embrace the initiatives from ECTA, we become a more valuable partner to our customers."

As a member of the Responsible Care Programme, InterBulk has agreed to:

- Continuously improve the environmental, health, safety and security, knowledge and performance of



its technologies, processes and products over their life cycles so as to avoid harm to people and the environment.

- Use resources efficiently and minimise waste.
- Report openly on performance, achievements and shortcomings.
- Listen, engage and work with people to understand and address their concerns and expectations.
- Co-operate with governments, international institutions and organisations in the development and implementation of effective regulations and standards, and to meet or go beyond them.
- Provide help and advice to foster the responsible management of chemicals by all those who manage and use them along the product chain.

Every company that participates must formally appoint a Responsible Care Co-ordinator and develop its own annual Responsible Care plan. Over and above this, operating units are assessed every three years using Cefic's Safety and Quality Assessment System.

Through the implementation of the Programme, InterBulk has managed to improve its performance in many

significant areas. Key performance indicators (KPIs) for the group revealed InterBulk carried over three million tonnes of cargo during 2010 – 66 percent of which was via other modes (rail, barge & sea) and 34 percent by road.

The company has also implemented a Care Improvement Plan for 2011, to develop its approach to Responsible Care even further. "Through Responsible Care and other sustainable initiatives, InterBulk offers clients efficient and affordable logistical solutions which are also kinder to the planet," the company says.

Responsible Care was first launched in Canada in 1985. This was to address public concerns about the manufacture, distribution and use of chemicals. It has since spread to nearly 60 economies all around the world. The Responsible Care Global Charter was launched in 2006. This extended the process of continuous improvement beyond chemicals manufacturing to other activities, especially those associated with the safe use and handling of products along the value chain.

In 2010, Cefic and its member federations adopted the European Responsible Care Security Code. Cefic's role is to advance Responsible Care in Europe - promoting and ensuring consistency of implementation by national member federations. Each Cefic member federation is responsible for developing and running its own national Responsible Care programme with its member companies, and for overseeing implementation by those companies.



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# CMA CGM orders 100 units for copra oil

While France celebrates the "Year of Overseas Territories" in 2011, its leading shipping line group CMA CGM has announced a partnership with Huilerie de Tahiti for the transport of copra oil between Papeete and northern Europe.

Copra oil, which used to be transported in bulk to Europe, is now stored in 20ft tank containers loaded every 15 days onto 2,200-2,500 TEU vessels of CMA CGM's Panama Direct service linking Europe, the USA, Oceania and the Caribbean Islands.

For this contract, the CMA CGM Group's logistics department acquired 100 tank containers. "These tanktainers are fitted with a steam reheating system, can store 24,000 litres of oil and are reserved exclusively for Huilerie de Tahiti," explained

Stephane Mercadal, general manager CMA CGM Papeete. "Leaving Papeete, the containers travel to Dunkerque. Once emptied, we steam clean them and provide a certificate proving this process was carried out. Some 26 days later they are back at the Huilerie for refilling, which means a cycle of around four months."

Copra is a major crop in Polynesia and refers to the dried kernel of the coconut from trees traditionally grown in remote atolls in the Tuamotus. The copra is then transported by small boats to Papeete where the oil is extracted and refined and put into tank containers to be transported to Europe. The oil is mainly used in the production of edible coconut oil and in cosmetics, including the famous 'Tahiti Monoi' which was officially recognised and

given its own 'appellation contrôlée' designation in 1992. Copra oil can also be used as a biofuel and is already powering one of the generators at Huilerie de Tahiti.

The tanktainers filled with copra oil are loaded onto the Panama Direct

service calling: Papeete, Lautoka, Noumea, Sydney, Melbourne, Napier, Tauranga, Punta Manzanillo, Kingston, Savannah, Philadelphia, Tilbury, Rotterdam, Dunkerque, Le Havre, New York, Savannah, Kingston, Punta Manzanillo, Papeete.

CMA CGM serves most of the French Overseas Departments and Territories. Through this partnership with Huilerie de Tahiti, the group says it is confirming its commitment to meet the demand of its customers to and from these regions.

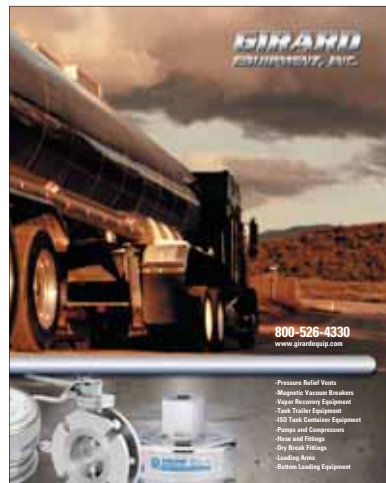


For the contract C C ac uired tank containers

## Girard rolls out new catalogue and poster

Girard Equipment, USA has release a new, expanded 2011 Mainline Catalogue to simplify the ordering process for customers. The 52-page catalogue now features many products from Girard's Intermodal line, such as the 500mm Manlid, IM Vents, 1.5 ins Airline Ball Valve, 3 ins Top Discharge Butterfly Valve, and the MegaFLO Footvalve Line.

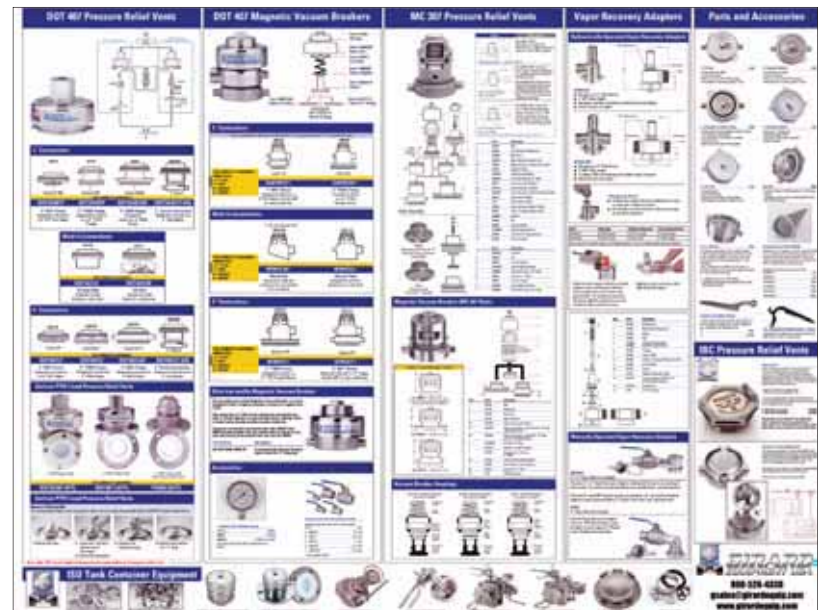
In addition to the new catalogue,



Girard Equipment has designed a new informative poster that displays diagrams of the Girard DOT407 Vent, the DOT 407 Magnetic Vacuum Breaker, the MC307 Pressure Relief Vent, and the Vapour Recovery

Equipment, as well as other select parts and accessories. Configuration breakdowns with listed part numbers help make the ordering process easy, the company says.

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# A 'strategic' role for the ISO tank

Tank containers could assume a much greater strategic role in petrochemical supply chains, according to Reginald Lee, president of the newly-formed Asian Tank Container Organisation (@TCO).

Speaking at the European Tank Storage Summit, arranged by the C5 group in Rotterdam in January, Lee described the tank container as "the other dimension of the parcel tanker". "Because of the problems the world has experienced with near financial meltdown, I believe that many chemical shippers, who transport their bulk chemicals in parcel tankers, will now be rethinking their logistics and supply chains," he told the audience.

The tank container would likely fulfil a more important role in those supply chains as it serves essentially the same function as the parcel tank: "It involves the same products, the same customers, same destinations, but just smaller parcels," he commented.

"Essentially, shippers need to reduce their overall delivery costs and cannot afford to have large amount of expensive inventory just sitting around in storage tanks waiting for customers to order. They also need to look at other industries, such as the automotive industry and supermarket delivery systems, to understand the benefits of 'just-in-time' supply chains. The tank container can help to answer many of these challenges because it is a storage tank, road tank and a shipping tank without the need to tranship the chemicals."

Lee added that this type of supply chain can be stopped and started very quickly without having too much inventory sitting around or incurring heavy annual storage costs.

As an example, he cited a supplier who is committed to supply 500 tons per week to an overseas customer. He could load 25 tanks each week at his plant in Europe and ship them to anywhere (for

example, Singapore). He could then allow 30 days for loading, transit and storage in depot at Singapore. This would require 150 tank containers in the system at any one time which would give him two weeks stock.

As there are at least 10 container ships sailing each week to Singapore, all with similar freight rates, this would allow the shipper to increase or decrease supply at any time with minimal costs and no disruption to the supply chain. He could still load tank containers at the production plant and hold them in stock at a container depot ready for shipping.

Reduction in waste product would also act in favour of the tank container, Lee added. "Waste is actually the customer's product and the more product you can deliver, the less waste you produce and so the more value you give to the customer," he said. "An example of this is a customer in hinterland Europe who was moving a high value, high spec product in bulk in a parcel tanker to America. On arrival, and after checking the spec, the product had to be re-worked because the quality had dropped due to the succession of transshipments involved. When the shipper changed mode and started using tank containers this cut out all those transfers and the need to rework the product, saving time and money for the end-receivers."

He also emphasised the safety record of tank containers. Over the last 25 years instances of leakage from tank containers in transit have been very rare, he said. Provided the cargo is discharged correctly the residual of cargo in the tank is approximately 0.04% which reduces the disposal of the product as "waste" when the tank is cleaned.

"The tanks are also fully intermodal and can be used on railroads



tanks are also fully intermodal and can be used on railroads to reduce the environmental impact of road transportation

to reduce the environmental impact of road transportation," he added. "And as a door-to-door operation it involves only a single load / discharge as opposed to multiple transfers that would be required for shipment by parcel tanker."

Lee has expanded to Bulk Distributor on the move to establish @TCO. "It should be clear to anybody who watches the news on television or reads the newspapers that Asia is the region where most of the future expansion will come from. Many of the major western chemical companies are now involved in manufacturing much of their product in Asia and have created joint ventures and partnerships in this region, mainly in China.

"I believe that a good percentage of this new production will be moved in tank containers, domestically, intra-Asia and also into western countries. It is very important that we ensure safe and environmentally-friendly deliveries for the benefit of all the stakeholders in the bulk liquid supply chain, customers, manufacturers and suppliers.

"To help and assist this transition I agreed to form the new organization @tco, which is being fully supported by the industry's major manufacturing, leasing, operating and survey companies where senior management have agreed to become members of our board to help identify and focus this new organisation on the tasks ahead.

"The board will concentrate its time and effort on the Asia region bringing with it 25 years of hard earned experience in the safe handling of tank containers for the benefit of the region. We have established a holding website [www.atcoasia.com](http://www.atcoasia.com) which outlines our mission statement and some of the suggested action items which we might work on. We will be updating this website with more information when the board have agreed the most important action items. After which time we will be inviting stakeholders in our industry to join one of our four divisions, leasing, manufacturing, operating and survey & inspection and asking them to commit to our mission statement."

"Part of our aim at @TCO is to help ports and local authorities to understand the benefits of the tank container and from experience I have learned that this needs face-to-face contact," he said.



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<http://www.cimc.com> [www.enricgroup.com](http://www.enricgroup.com)  
E-mail: tanks@cimc.com

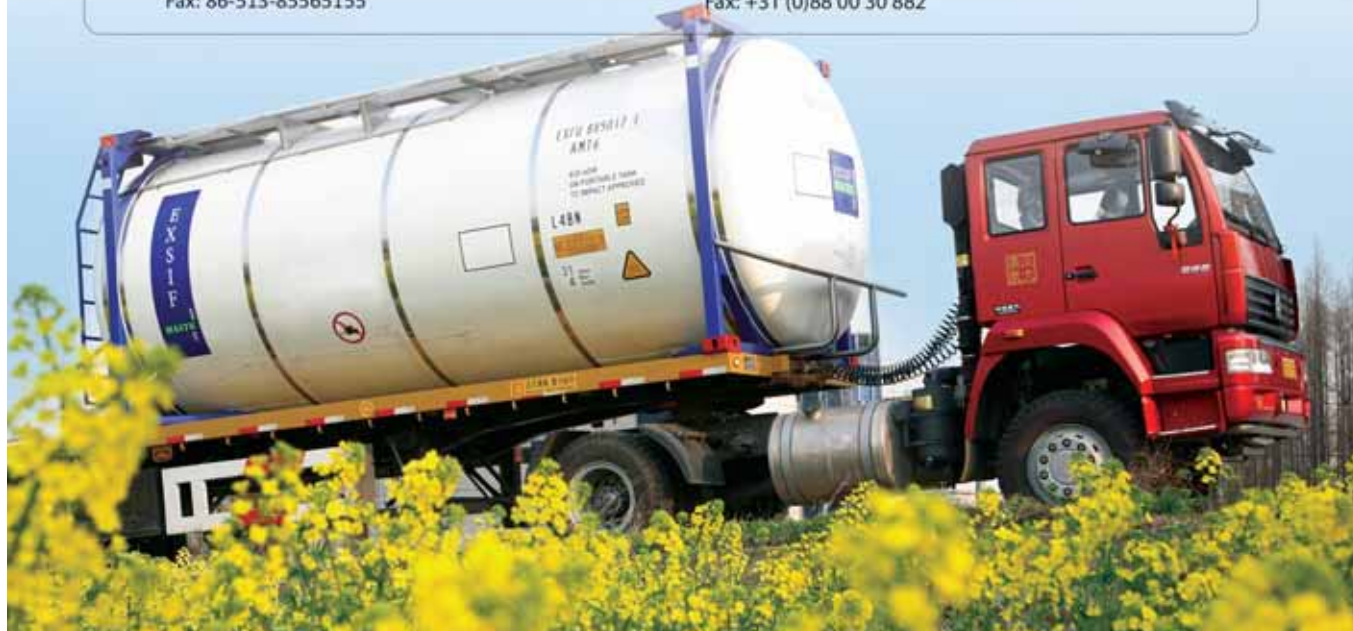
### CIMC 南通

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Nantong  
P.R.China(212003)  
Tel: 86-513-85066888  
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CIMC Enric Tank Container Sales Europe B.V. ("CETSE")  
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# STC posts lower Q1 revenue

Stolt Tank Containers reported first-quarter operating revenue of \$127.5 million, down from \$132.7 million in the fourth quarter, as overall freight revenues decreased consistent with seasonal patterns. Commenting on the results, Niels G Stolt-Nielsen, CEO of SNL, said market fundamentals at STC "remained strong".

Shipments slipped by 2.2 percent to 26,012 from 26,594 in the prior quarter. Lower demurrage and a modest quarterly shift toward more intra-regional shipments put additional downward pressure on revenue. Utilisation held at 76.7 percent for the second consecutive quarter, after rising steadily since the second quarter of 2009.

The number of tank containers in



STC's global fleet rose to 24,510 from 24,345 at the end of the fourth quarter, reflecting the impact of new deliveries, partially offset by the continued off-hiring of high-cost leased-in tanks.

STC's first-quarter operating profit declined to \$18.5 million from \$21

million in the fourth quarter. The decline reflected the lower revenue in the quarter, partially offset by the impact of lower ocean and inland freight costs, though liner surcharges have been trending upward in line with rising bunker fuel prices.

## Ebro's new tank for 'corrosive' product

Ebro Tank's new 20 ft tank container design has been built for carrying hydrofluoric acid 75 percent (UN 1790), a difficult, highly corrosive, product, which needs a tank internally lined with a type of butyl, as well as special valves on top of the tank.

In addition, the design and construction must meet the European Transportable Pressure Equipment Directive (TPED).

## 40ft swap body for US market

EXSIF Worldwide has launched a new 40 ft swap-body tank design specifically for the US market. The Intermodal 407, design was a result of designers, manufacturers and key customers working closely over a period of two years, said the company.

The design and specification of the 40 ft tank, together with a chassis, is claimed to provide "an innovative and cost-effective solution to the challenges of moving bulk liquids over long distances in the US."

# ChemLogix grows fleet



ChemLogix Global recently added 50 new ISO tank containers to its BulkTainer operation, an expansion beyond the 20 tanks added by the company last year to support the growing business.

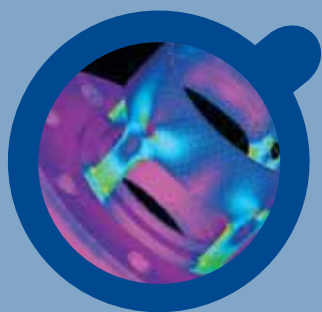
Since acquiring the BulkTainer operation from Union Pacific Railroad in April 2008, ChemLogix Global has continued growing its customer logistics operations with new ISO tanks and equipment. The newer, lightweight tanks replace some older units and add new capacity to meet customers' growing demands.

According to a recent corporate blog post by Stephen Hamilton, managing director, ChemLogix Global: "Intermodal transportation is a hot topic these days as chemical shippers

look for ways to reduce costs, carbon footprint and freight safety concerns. When considering the merits of intermodal transportation, chemical shippers should also consider the benefits offered by ISO tank containers associated with this mode of transportation. While over the road (OTR) tank trucks still dominate the roadways in transporting liquid chemical freight, ISO tank containers are becoming more widely used as shippers convert to intermodal to transport freight through a combination of truck, rail and sea."

ChemLogix Global anticipates future business growth as more chemical shippers understand the economic and operational benefits associated with intermodal transportation."

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## Small beer for Klinge tank units

Using environmentally-friendly kegs, preserving keg quality, and maintaining flavour and aroma of beer have been a primary concern of beer distributors world-wide. In the US Klinge Corporation has developed tank container refrigeration Units to address these concerns using - Model TCR-109.

B. United International Inc designed and built a system for transporting rare, artisanal brews, such as Harviestoun Bitter & Twisted, Harviestoun Ola Dubh 18 year old, De Dolle Brouwers, Thornbridge Hall Jaipur IPA, and JW Lees Moonraker, among many others.

The company has divided each tank container into four separate compartments in order to transport multiple brews in one shipment. One of Klinge Corporation's tank units is mounted to the tanker to cool the beer during transport. The total tank capacity is 23,000 litres.

Klinge Corporation sales manager Jason Flynn commented: "Through the use of our reliable microprocessor controller, Klinge's TCR-109 keeps the beer at a temperature range of +1degC to +3degC during transport. This range effectively places the brew in a deep sleep preserving flavour and aroma."

Klinge has also designed a more compact version of its side mounted TCR-109 to allow for more cargo space. The weight has also been reduced by 133 kg. The TCR-109 heats and cools the tank's cargo by circulating brine or synthetic oil around external cooling coils in the tank. Cargo may be maintained at temperatures from -29degC to +29degC and will function satisfactorily in ambient temperatures from -40degC and +50degC.

The unit is designed so the

mechanical section fits on the side of the container and the electrical control box is at the end of the container where it is easily accessible.

Klinge Corporation was founded in 1984 as a spin-off of the transport refrigeration equipment department of York International and has been producing refrigeration equipment at its manufacturing facilities in York, PA, for 26 years. The corporation recently acquired Norfrig Equipment of Denmark, a leading supplier of ultra-low temperature and thawing solutions.

United International was established in 1994 and specialises in an exclusive mix of brands by breweries committed to producing hand-crafted styles according to quality and tradition, forgoing the temptation to become larger commercial entities aimed at mass markets.



## CIMC Enric expands range and market presence

In 2009, CIMC Enric Holdings Ltd emerged as the group responsible for the former tank manufacturing activities of China International Marine Containers (CIMC). During the course of the year CIMC Enric completed the acquisitions of three tank companies from CIMC, its controlling shareholder.

Nantong CIMC Tank Equipment manufactures tanks for the chemical sector; Zhangjiagang CIMC Sanctum Cryogenic Equipment builds tanks for the energy industry; while tanks for the storage and handling of liquid foodstuffs are provided by the Holvrieka Group. In the same year, CIMC Enric also purchased Jingmen Hongtu Special Aircraft Manufacturing, a specialist in the fabrication of LPG transportation equipment.

Tank containers for the carriage of bulk liquid chemicals, gases, bulk



swap body tank built for Bertschi

powders, bitumen and lubricating oil are provided by the Nantong CIMC Tank Equipment factory in Jiangsu province. The facility is the world's largest producer of tank containers and CIMC Enric reports that Nantong CIMC built 9,000 tanks in 2010, up from 4,000 the previous year.

The manufacturer has recently announced that it has introduced a new design for a swap body tank built to the relevant European standards & quality to its range of tank options, as well as a range of special tanks that can be built in small series according to customer requirements.

Customers seeking tank containers for European operations invariably require tailor-made solutions. To

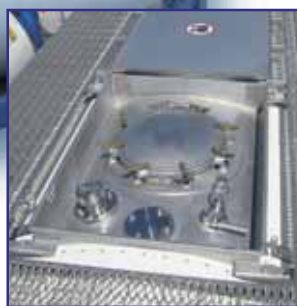
strengthen the group's presence in Europe, and provide direct access to the European market, a new regional sales office, CIMC Enric Tank Container Sales Europe BV (CETSE), was established at Moerdijk, the Netherlands at the end of 2010, staffed by professional and multilingual local sales and technical engineers.

"We are expecting to achieve tank container sales in 2011 better than 2010," said Leo Yang, marketing director for CIMC Enric Holdings Ltd. "We are basing our upbeat forecast on a continuation of the strong demand for tank containers in the chemical market and a belief that the global economy will continue on its new-found growth curve."

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# Huktra (UK) opts for Volvos

Huktra (UK) Limited has replaced its entire tractor fleet with Volvo FH-460s. The replacement vehicles were specified with 460 bhp, and come complete with I-Shift automated transmission, Dynafleet and ADR Spec with discharge equipment fitted.

The Cheshire-based firm, which specialises in the transportation of chemicals and liquids, has been running another marque for the past 14 years, but began searching the market for a new fleet in 2009, with Huktra's drivers test-driving vehicles from a number of manufacturers for a week at a time.

"The majority of our drivers have been with the company for a considerable period of time, so it was vital that they were involved in the selection process," said Dave Carson, operations manager for Huktra.

Huktra plumped for the Volvos following feedback from their drivers,

who were particularly impressed with the I-Shift gearbox. "All of the drivers rated the Volvo over the other marques, just on the gearbox alone," continued Carson. "We wanted to switch to an automatic gearbox to ease wear and tear, but always had problems of 'surging' when using automatic gearboxes in the past - where the movement of liquids in tanks causes the automatic gearbox to select the wrong gear. However, the I-Shift works a treat."

The company has also seen also seen fuel consumption improve, rising from 7.5 mpg to 8 mpg, a 6 percent increase. The new vehicles are also Euro 5 to meet LEZ legislation.

The vehicles will be serviced and maintained at Thomas Hardie Commercials in Knowsley, Merseyside and Trafford Park, under a four-year gold maintenance contract.



## Servicing India's tank boom

Like its fellow 'BRICs' Brazil and China, India is also fast adopting the tank container as a means for transporting bulk liquids, both hazardous and non-hazardous.

With this growth, of course, there has been a rise in the provision of depot services to clean, maintain the growing fleet of ISO tanks moving around the subcontinent.

Saiprabha Marine Services is one of the largest container depot operators in India. The company has dedicated depots for dry, reefer and tank containers. Currently, is constructing a new tank container cleaning and repair facility in Mumbai,

in conjunction with Stolt Tank Bv as a joint venture partner. This facility will be ready by August 2011. The next project will be in Gujarat at the port of Mundra / Kandla, which should be operational by March 2012.

Saiprabha Marine Services was established in India in 1982 repairing of ISO containers. But the growth of tank container usage encouraged the company to invest in specialist cleaning, repair and testing facilities for this market, as well as providing transportation.

In India currently the average import/export throughput of tank containers is around 3,000 a

month and it is growing around 20 percent a year. We have almost all major tank container operators and leasing companies in our client list," said the company. Stolt is one of its clients using the facilities. In 2009 Stolt Tank Bv was looking for a strategic partner in India to establish a world-class tank container cleaning and repair depot and they signed the agreement with Saiprabha to construct the first depot in JNPT, near Mumbai. Construction of this depot is in progress and expected to operational by August this year. This is a common user facility for all tank operators and leasing companies. Saiprabha also plans to establish

similar facilities in all major ports and intermodal container depots (ICDs) across India.

The JNPT depot is around 20,000 sqm and will have initial capacity to clean/repair a minimum of 50 containers a day. A second phase will have additional capacity and include rebuilding/refurbishing facility. In addition, the depot will have the latest technology and environmental processes to treat and reuse the water. "All care is taken to protect the environment," the company adds. There will also be facility for steam heating laden tanks.

## VOTG reports strong growth

In 2010, VOTG, the tank container logistics arm of the VTG group, benefited from a high demand for transport services in all regions. VOTG saw significant growth in its transport services business, primarily between Asia, Europe and North America as well as transport to Turkey and Russia. It also added some 900 units its fleet.

This resulted in an increase in revenue of 27.7 percent to 144.5 million. However, the significant rise in demand also led to bottlenecks in transport capacities, the company reported. EBITDA rose by 53 percent to 11.2 million.

With the increased demand in the division, the number of tank containers deployed grew from 8,100 units in September 2009 to 9,500 by the end of 2010. In regional terms, this increase was largely due to the strengthening of business relationships in Asia, Turkey, and Russia.



Advertisement

### TAL adds new equipment to its portfolio

TAL International, one of the world's premier container leasing companies, is adding new swap bodies to its extensive fleet of tank containers. The Company has confirmed an order of 60 such units with 35,000 litre capacity from Singamas, due for delivery in Europe in July and August this year. The order is in addition to the 1,600 standard 20' 25,000 litre tanks already built or due for delivery in the first half of 2011.

In announcing the fleet expansion, Mike Broadhurst, VP for TAL International said, "Our investment in these swap bodies demonstrates TAL's commitment to the tank container industry and our confidence in its long-term, sustained growth. Similarly, the continued expansion of our 20' ISO fleet as a whole also demonstrates our belief in the on-going growth of the potential market for tank container provision worldwide."



For more information and to contact TAL International:

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# Tank container industry meets at biggest ever ITCO Village

Tank container operators, lessors, manufacturers, inspectors and service providers will convene at this year's **ITCO Tank Container Village**, being organised at the *Transport Logistic 2011* exhibition in Munich from 10-13 May 2011.

With a total of 50 exhibiting companies, this year's Tank Container Village will be the largest ever organised by ITCO - reflecting the Association's strong continued growth in Europe, Asia and North America over the past few years.

For the first time, Cefic, the European chemical industry Council, which acts as the voice of 29,000 large, medium and small chemical companies in Europe, will be exhibiting in the ITCO Village. This will be a real opportunity for Cefic members to meet and discuss issues of common interest with their tank transport service suppliers in a dedicated environment.

With its expanded area, the Tank Container Village will have a new design, featuring ITCO's new logo. There will be plenty of opportunities for exhibitors to meet their customers - either at their own exhibition stands, or in the central bar and meeting-lounge. Two evening receptions are being organised: the now traditional ITCO party, featuring a Bavarian theme, which will take place on Wednesday 11 May; and the Wine-Tasting Evening, kindly sponsored by Perolo, which is on Thursday 12 May.

ITCO will use the Tank Container Village to update visitors on a number of projects which it is currently working on. These include the preparation of a newly commissioned report focusing on the Sustainability of Tank Containers; and the on-going project to develop an industry-accepted Code of Practice for Working at Height on Tank Containers.

Another important initiative, aimed at improving co-operation between tank container operators and shipping lines, has also recently been launched. This project is intended to allow those shipping lines wishing to check the certificates of tank container operators to use the CDI (The Chemical Distribution Institute) audit scheme, already in existence, thereby reducing considerable administration.

At the beginning of this year, ITCO appointed a new President and Vice-President. Willy van Loon, Chairman of Group Van Loon in Antwerp, was elected President; while Heike Clausen, Managing Director of VOTG Tanktainer, headquartered in Hamburg, was elected Vice-President.

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3 <b>Aspenal</b>		4 <b>Van Hool</b>		11 <b>Suttons Group</b>		12 <b>Eurotainer</b>		19 <b>Fort Vale Engineering</b>		20 <b>WEW Welfitt Oddy (Pty) Ltd. Buhold Intermodal B.V.</b>		31-32 <b>Curt Richter SE / Gruber</b>		33 <b>TAL International</b>		43 <b>Cefic</b>		44 <b>Unitas</b>	
5 <b>Perolo</b>		6 <b>Cronos</b>		13 <b>Den Hartogh</b>		14 <b>Nantong Tank Container</b>		21-25 <b>Isotank Boasso America NTC Robogrind SGS</b>		26 <b>Multistar</b>		34 <b>Hoyer</b>		35-38 <b>Koeppe+ Wilhelm Ernst+ Peter Hempt+ ATR-Group van Loon</b>		45 <b>GCA</b>		46 <b>TWS</b>	
7 <b>Gascon</b>		8 <b>VOTG Tanktainer</b>		15 <b>Exsif</b>		16 <b>Girard Equipment</b>		27 <b>Ebrotank</b>		28 <b>Stolt Tank Container</b>		39 <b>GE SeaCo</b>		40 <b>RMI Logistics</b>		47 <b>CXIC</b>		48 <small>HCB - Hazardous Cargo Bulletin Gefährliche Ladung Tank Container Directory Bulk Distributor</small>	

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## At a glance

### Dates and Opening Times

**Dates: 10-13 May 2011**

Venue: New Munich Trade Fair Centre  
**transport logistic 2011** can be reached via the East Entrance and the West Entrance.

### Opening hours

Tuesday – Thursday: 9am – 6pm  
Friday: 9am – 5pm

### ITCO Reception: Wednesday 11 May

ITCO is organising its Evening Reception at the Tank Container Village on Wednesday 11 May, commencing at 18:00.

### Perolo Wine Tasting: Thursday 12 May

Perolo will be organising its "traditional" Wine-Tasting Reception from its stand on Thursday 12 May, commencing at 18:00.



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**transport logistic  
Munich  
10 to 13 May 2011  
Hall B5, Booth 221/322  
ITCO Village**



### ITCO Village Exhibitor List

Hall B5: Stands 221/322

ITCO Members participating in the Tank Container Village

#### Tank container leasing companies

Cronos  
Eurotainer  
Exsif  
GE SeaCo  
Multistar  
TAL International  
Tankspan  
Trifleet Leasing  
TWS  
Unitas

#### Tank equipment manufacturers

APC ChemLine  
Buhold Intermodal  
CIMC  
CXIC  
Ebrotank  
Fort Vale Engineering  
Gascon  
Girard Equipment  
Nantong Tank Container  
Outokumpu  
Perolo

Shanxi Taigang Stainless Steel (TISCO)  
Singamas  
Van Hool  
Welfit Oddy  
WEW

#### Service providers and inspectors

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ATR-Group Van Loon  
Boasso America  
Den Hartogh Cleaning  
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## ITCO News

### New ITCO Vice-President takes office

Heike Clausen, Managing Director of VOTG, was appointed as the new ITCO Vice-President, effective from 1 March 2011. Heike will be working alongside Willy van Loon, Chairman of Antwerp-headquartered Van Loon Group, who took over as ITCO President from 1 January 2011.

### TSP Vice-Chairman...

The ITCO Board has announced that a new Vice-President of the Tank Service Providers Division has been appointed. Following a vote by the TSP Division, Cor Broekhuizen, Managing Director of Burg Service in the Netherlands, has been elected to take up this appointment.

### ...and Leasing Division Vice-Chairman

ITCO also has a new Vice-Chairman of its Leasing Division. Chris Sandler, General Manager of Eurotainer US, was appointed in mid-February.

### Technical Group

ITCO is in the process of establishing a Technical Group, to carry out the work previously undertaken by the Technical Secretary.

The ITCO Board is scheduled to confirm the Group's appointment by the end of April. The Group will then develop a Strategic ITCO Technical Plan for the Board's approval. To achieve this, the Group will speak with members, let them know that ITCO is active in the Technical Arena and establish members' needs.

# How green can logistics afford to be?

'Eco-conscience vs. commercial imperative: how green can logistics (afford to) be?' That's the subject of the opening event at transport logistic on 10 May 2011. Germany's Federal Transport Minister Peter Ramsauer will be engaging in debate on this topic with the chairman of Deutsche Bahn Ruediger Grube, Lufthansa Cargo chairman Karl Garnadt and other sector experts.

Green logistics brings a competitive advantage; that much government and business agree on. "The German government facilitates easy transport of goods and thereby creates the basis needed for growth and employment, but at the same time we have to consider the interests of the environment and climate protection. Rather than introduce coercive measures, we prefer all those involved to develop a 'green' conscience," says Andreas Scheuer, German

Government Commissioner for Freight Transport and Logistics and Parliamentary State Secretary at the Federal Ministry of Transport, Building and Urban Development. Because "those who are interested in minimising costs in the long term in transport and logistics processes, have to also take into account the environmental costs."

Important steps have already been taken in this direction, for example by optimising capacity utilisation and tours. This is bringing carbon emissions down. As the Secretary of State says, many companies have already recognised green logistics as a competitive advantage. They are benefiting also from the rising environmental consciousness of the general population, and their customers. "Our Freight Transport and Logistics Action Plan is also making an important contribution to creating the right framework conditions. We are encouraging combined transport, standardised carbon emissions calculations and looking at urban transport – for a better balance between business and ecology," says Scheuer.

"Anyone claiming to have an eco-conscience, has to also demonstrate it," believes Klemens Rethmann, board chairman of Rhenus AG, who will also be taking part in the opening debate at transport logistic. "We do not want words like 'sustainability' and 'eco-audit' to become empty promises, we want to live out these principles in our work for our customers."

"As we see it the most cost-effective way is often also the most environmentally conscious way," emphasises Rethmann. In practice this means grouping freight flows, multimodal integration of transports and good capacity utilisation of logistics facilities. In addition, he says, having a green footprint is not just about how many low-emissions vehicles you use, or how sustainable your buildings are – "which we at Rhenus also encourage" – but about the efficient use of available structures. For example, with Contargo, Rhenus is doing "pioneering work in carbon emissions measurements in inland shipping, a mode of transport which, like the railways, offers considerable potential for profitable and at the same time resource-efficient transport services." Rethmann is convinced: "With green logistics we believe it is important to avoid populism, but instead to analyse thoroughly and discuss the situation for the project concerned."

10 May, 10:30: Eco-conscience vs. commercial imperative: how green can logistics (afford to) be?

Chaired by: Katja Dofel, head of the n-tv Business Reporting Studio

With: Karl Ulrich Garnadt, chairman & CEO, Lufthansa Cargo AG; Dr Ruediger Grube, chairman of the board of management & CEO, Deutsche Bahn AG; Dr Peter Ramsauer, Federal Minister of Transport, Building and Urban Development; Klemens Rethmann, chairman of the board, Rhenus AG & Co. KG; Gerhard Riemann, chief executive officer, Imperial Logistics International GmbH.



Federal Transport Minister Peter Ramsauer

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# Fast tracking rail freight



The European Union wants to double the volume of freight traffic on the railways. The section on rail freight at transport logistic 2011 therefore has corresponding weighting. More than 100 state-owned and private railway companies will be exhibiting here, representing almost the entire European rail network. In the conference programme, too, many trade discussions will be focusing on European rail transport. The world's largest trade fair for logistics, mobility, IT and supply chain management takes place from 10 to 13 May 2011 in Munich.

European Union forecasts envisage that over the next 15 years the amount of rail freight traffic in Europe will increase by around 80 percent, in other words almost doubling. Moreover, Siim Kallas, Vice-President of the European Commission and Transport Commissioner, is setting out clear goals: The proportion of freight travelling by rail and inland waterways for distances of over 350 km should increase to at least 50 percent by 2050 – which is twice that of today – so that the goals set by the European Commission on reducing carbon emissions in the transport sector can be reached.

“This will result in a virtual tripling of demand for transport services in rail freight by 2050. This will not be able to be met through improved efficiency alone. Considerable investment in rail infrastructure will be necessary,” says Johannes Ludewig, Executive Director of the General Assembly of the Community of European Railway and Infrastructure Companies (CER) of Brussels, who will be taking part in the panel discussion on ‘European Rail Corridors: Where should the money go?’ on 10 May at transport logistic.

Not least the adaptation of the infrastructure to longer freight trains seems to be a promising approach in this context. Above all it is important, says Ludewig, to “promote this investment along the most important trans-European axes. This entails of course suitable

marshalling yards, so that longer freight trains can be put together, or divided, to reach the end customers.”

So far governments across central and eastern Europe have constantly invested even more money in road infrastructure. One current example, quoted by Ludewig, was Poland, where the government is intending to channel €1.2 billion of the EU funding earmarked for expanding its rail infrastructure into

spending on the roads instead. Under these circumstances, Ludewig feared, it is almost impossible for rail companies to stay competitive. For that it would be necessary first to secure fair market conditions and opportunities for all transport carriers.

The European Commission is currently working on a white paper on transport policy, which is soon to be published: “The charging of external costs in line with the ‘polluter pays’ principle envisaged in the white paper will mean that in future the prices for the individual transport carriers will then indeed reflect the costs they cause,” explains Ludewig. Then for the first time we will be able to talk about fair competition between the roads and the railways.

At transport logistic the following seminars will focus on the subject of rail freight:

Tues, 10 May, 13:00-14:30, Forum Hall B3  
*European rail corridors: Where should the money go?*

Tues, 10 May, 15:00-16:30, Forum Hall B3  
*Bottlenecks in the hinterland – Requirements and investment needs*

Weds, 11 May, 10:00-11:30, Forum Hall B2  
*When will the EU borders for freight trains be removed? – Europe’s long way to Schengen Agreement on rails*

Weds, 11 May, 15:00-16:30, Forum Hall B2  
*Connecting Europe on rails – International concepts in rail freight*

Thurs, 12 May, 10:00-11:30, Forum Hall B2  
*Potential of combined transport  
Successful integration of logistics, optimisation and trends*

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# Bisham looks for freight interoperability

Bisham Consulting has played a key role in developing new logistics software that aims to reduce the total number of UK annual road freight movements by 1.5 percent - that's over 1.5 million movements - by 2017. Furthermore, it will ensure freight is moved by the most cost effective and environmentally considerate method on a rural, local, regional, national and international basis.

Called TAILgate, the platform will be interoperable across different transport modes to increase the efficiency of moving goods across the road, intermodal rail and, ultimately, short sea networks. Freight companies will be able to optimise vehicle capacities irrespective of type, size and number of fleet vehicles and so reduce road congestion as well as environmental impact.

Launching initially in the UK, TAILgate is a joint venture owned by OmPrompt, the Transport Exchange Group (TEG) and ELUPEG. Bisham Consulting is supplying its expertise for the specification of the rail-focused portal.

By supporting traditional logistics systems the platform will allow a seamless realtime exchange between thousands of different information feeds and create complete visibility of freight movement across the supply chain. The intermodal interchange hub will be accessed by linked portal interfaces to take realtime, unstructured information - such as paper and fax documents - automatically from

participants' existing systems, and transform this into highly accurate data within TAILgate. The cost and time to build interfaces is negligible.

Generic document templating is used to transform unstructured documents into data in realtime. A data profiling tool will understand intelligently sample data messages enabling it to construct a syntax map of the data format in realtime. With the right data, TAILgate can then match individual loads and consignments with the most appropriate available asset.

Removing costs from back office processes in a low margin industry means TAILgate is particularly beneficial to SMEs. With limited procurement leverage, SMEs also gain the visibility to engage with very large hauliers. Furthermore, payment blockages are alleviated through invoicing on clear POD rather than on despatch.

Derek Bell, director of Bisham Consulting, said: "There is a clear need for increased consolidation of loads and a reduction in empty running but it requires a step-change in technology integration and collaborative thinking to change user behaviour. Tailgate is designed to deliver this by targeting both freight transport users (manufacturers and buyers) and providers (hauliers, rail companies and ultimately short sea operators) by delivering up to date information on spare capacity. Users get more efficient services and

operators gain through optimised capacity and lower operating costs. Through joined up planning the whole existing transport network can be optimised and this will reduce environmental impact. Furthermore, by facilitating communication and connectivity across the supply chain, the platform will also help encourage collaborative logistics."

TAILgate is currently being trialed in a live environment and is targeting 5,000 subscribers - both asset based carriers and pre-qualified shippers - by 2017.

[www.bishamconsulting.com](http://www.bishamconsulting.com)



TAILgate will be interoperable across different transport modes to increase the efficiency of moving goods across road, intermodal rail and short sea networks

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## New spill kit range

Yellow Shield has launched a new generation of neutralising spill kits. The products include kits for: acid neutralising, alkali neutralising, bleach neutralising, battery acid, water treatment, mercury spills, sanitary spills, body fluid spills.

Each of the spill kits contains a Vytac neutraliser specific to the acids, alkalis, bleaches, mercury or body fluids that are likely to be spilled.

To complement the launch, Yellow Shield has set out to make companies more aware of their responsibilities when it comes to limiting spills and dealing with them when they happen.

Having already advised on the need for bunded tanks, the environmental control company is now tackling the issue of neutralising spills before a clean-up operation, particularly when aggressive chemicals are in use.

Conventional chemical spill kits on the market contain absorbent socks, pads and pillows that are compatible with aggressive acids and alkalis and are designed to mop up spills of such chemicals. Companies that are handling such aggressive chemicals should provide personal protection equipment - gloves, goggles, overalls and safety boots - for their employees and so personal protection equipment is not provided in the spill kit unless specifically requested.

The process of dealing with a spill is then as follows:

The chemical spill is identified and treated with the appropriate Vytac neutraliser adding appropriate amounts of water. These neutralisers produce no adverse chemical reaction. The colour change indicators show when the chemical spill has been completely and effectively neutralised.

Once the chemical is neutralised, absorbent pads are used to clean down the area. The residue is safe, being pH neutral, giving greater protection to operators and the environment, and can be disposed of as a general waste or via the sewage system.

The neutralising spill kits come in sizes from a 50 litre shoulder bag kit to a 250 litre wheeled bin kit.

[www.yellowshield.co.uk](http://www.yellowshield.co.uk)

### In the next issue

In addition to our regular coverage of the latest developments in the bulk logistics market, the next issue of Bulk Distributor will feature special sections on:

- Dry Bulk Quality Control
- FFS Bagging
- Rail Tank Cars
- FIBCs
- Components
- Powder Road Tankers: Discharge

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# Fort Vale gives 3 year warranty on MK3 coupler

Since its launch in January 2007, Fort Vale's MK3 Safeload bottom loading coupler has enjoyed major success with road loading fuel terminals both in the UK and in Europe, from the cold of Iceland to the warmth of Italy. Four years on, the company felt that a product review would be both timely and meaningful.

A rigorous testing programme and a review of sales of spare parts has concluded that the MK3 Safeload bottom loading coupler is "so reliable" that Fort Vale is offering an unprecedented three year warranty for wear and tear of all metals parts under Standard Environmental Conditions.\*

"The MK3 Safeload is so robust and reliable, we believe that our new 3 Year Warranty will not only win market confidence but also new customers," said FV's Kathryn Ball.

Fort Vale went on to state that, although seals are obviously a consumable item, the product review also highlighted that the number of seal kits sold represents only 15 percent of the total number of couplers sold. Therefore, the seals themselves look to be giving "outstanding" performance in the field. A variety of seal materials are available, depending on the cargo and operating conditions, all of which are competitively priced and available ex-stock.

In line with of BS EN13083 for bottom loading & unloading adaptors and BS EN12266-1, BS EN12266-2, Fort Vale designed an in-house endurance test programme. Initially, Fort Vale had intended to mimic an estimated operational working life based on one operation every 20



3 Safeload coupler with 3 year warranty

minutes, over a constant 24 hour day for five years (equalling 131,400 cycles). The test in fact continued to 250,000 cycles, which represents 10 times the number of cycles called for in BS EN13083.

Testing was carried out at Fort Vale's research & development facility using a specially built pneumatically operated endurance test rig. The coupler was connected, opened, pressurised with fluid for a set period of time, closed and then disconnected. A counter was affixed to the coupler to record automatically the number of connections. The amount of liquid loss had been measured at regular intervals

and was found to be, on average, 75 percent less than the permitted 5cc. On completion, the coupler was found to be leak-free at the MAWP and there was no significant wear or damage to any of the parts.

To replicate the rigours of daily service, Fort Vale went on to perform Impact Testing on the MK3 Safeload coupler with repeated side impact and drop tests based on the requirements of BS EN13463. Following testing, the coupler remained in the closed position with the interlock fully engaged.

\*Warranty details can be found at [www.fortvale.com/english/saleterm.pdf](http://www.fortvale.com/english/saleterm.pdf)

# Earth-Rite gains NEPSI approval

The Earth-Rite series of hazardous area static grounding systems from Newson Gale has recently achieved Chinese approval from the National Supervision and Inspection Centre for Explosion Protection and Safety of Instrumentation (NEPSI).

Earth-Rite static grounding systems are used by the worldwide chemical processing industries to control the risk of uncontrolled electrostatic discharge in flammable gas, liquid vapour or combustible dust atmospheres.

The new NEPSI approval covers the whole range of Series II Earth-Rite systems suitable for grounding all conductive items including road tanker trucks, railcars, drums, IBCs, totes and other mobile tanks and vessels. "The new certification augments existing IECEx, ATEX and CSA/US approvals and underlines Newson Gale's commitment to design and manufacture static grounding products to truly meet the requirements of the global processing industries," said a company statement.

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## Demystifying rail freight



The Rail Freight Group (RFG) and Chartered Institute of Logistics and Transport (CILT UK) have launched a new training course that will help companies gain a better understanding of the benefits of modal shift to rail.

"Demystifying rail freight: become an informed user of rail freight services" is a joint project between the RFG and CILT and targets freight transport buyers who view the rail sector as too complex or costly, but want to investigate further the possibility of moving their goods to rail.

The CPD accredited course seeks to explode some of the popular myths surrounding the sector and involve more people who have either dipped their toes into the sector or are still waiting for the right time.

Announcing the collaboration at the RFG Members meeting on 6 April in Birmingham, RFG chairman Tony

Berkeley said: "From talking to a lot of people, including many of our members, we have identified a clear need to inform transport buyers better of the benefits of the sector. We want to help customers cut through the incredible complexity that seems inherent to the rail freight sector, so we thought we would launch a very interactive course as a start to that process. We want to try and help people understand the sector much better and the cost and environmental benefits that it can offer."

"Demystifying rail freight: become an informed user of rail freight services" consists of a number of one-day training seminars with the first being held on 22 June 2011 in Central London.

For further information on the event or the content of the course, contact Tony Berkeley at [tony@rfg.org.uk](mailto:tony@rfg.org.uk) or on +44 (0)7710 431 542

## VTG goes shopping in Italy

VTG Aktiengesellschaft has taken over the vehicle fleet containing around 300 wagons from the Italian competitor Sogerent, a transaction company of Sogetank. By doing so VTG is continuing its course of growth and expanding its market position in Italy. The parties agreed not to disclose the purchase price.

"The acquisition of the business from Sogerent in Italy clearly shows that we are pursuing a path as market consolidator and using the opportunities to make purchases of various sizes to strengthen our business. Furthermore we have trust in the Italian market and see potential for the future throughout the whole region," commented Dr Heiko Fischer, CEO of VTG AG.

Besides several freight wagons, the acquisition mainly involved rail tank cars for mineral oils, chemical products and compressed gases, which are hired in Italy, Switzerland and Eastern Europe. The Sogerent business will be completely integrated into VTG Italy in Milan.

## Union Pacific announces Pinnacle Award winners

Union Pacific Railroad has named 79 companies as annual Pinnacle Award recipients for chemical transportation safety. Each year the award recognises UP customers that implemented successful prevention and corrective plans and achieved a rate of zero non-accident releases (NARs) for shipments of regulated hazardous materials.

"Chemical transportation safety is critical and this is Union Pacific's opportunity to acknowledge and thank our customers for their continuing efforts to eliminate chemical releases from rail cars," said Diane Duren, vice president and general manager - chemicals. "Rail is the safest way to haul the chemicals that Americans use every day, whether it is chlorine for drinking water or fertiliser for our farms."

"We work closely with our customers to help prevent a release during transit of chemical shipments and jointly demonstrate a commitment to the safe transportation of hazardous materials."

The award programme, which began in 1996, is open to all UP chemical and petrochemical customers. Criteria include safe-loading techniques, securement of shipments and zero NARs. A non-accident release is an unintentional release of hazardous material during transportation not caused by an accident or train derailment. NARs consist of leaks, splashes and other releases from



improperly secured or defective valves, fittings and tank shells, and also include improper venting from safety relief devices.

Non-accident releases of hazardous material declined more than 16 percent on UP's network from 2003-2010, due in part to increased inspections by the railway's hazardous materials safety field personnel and customers adhering to the Pinnacle Award criteria.

2010 was the safest year for train accidents in freight railroad history, according to preliminary data from the

Federal Railroad Administration. UP's rail network enables it to serve the large chemical complexes along the Gulf Coast. Roughly two-thirds of the company's chemical business originates, terminates or travels through this area. The chemical transportation network accesses chemical producers in the Rocky Mountains and on the West Coast.

The full list of recipient companies is available on

[www.oprr.com](http://www.oprr.com)

## New NYK service links Asia/East Africa

In a further expansion of NYK's Asia-Africa network, the carrier has launched a weekly Asia-East Africa (AEF) service from 24 April 2011, linking major southeast Asia transshipment hubs and fast growing Kenya and Tanzania.

The service is 42 round days, weekly, with port rotation: Singapore; Port Klang; Mombasa; Dar Es Salaam; Singapore.

## Trans-Siberian container service launched

Weiss Roehlig has launched a new Trans-Siberian container service from the Russian Far East to Russia and Central Asia. The service connects China, Korea, Japan, Taiwan and South East Asia with more than 2,000 railway stations in Russia and CIS countries. The rail head is located close to the ports of Vladivostok and Vostochny providing an intermodal hub for intra-Asia carriers to connect into the Trans-Siberian rail network. The service connects through the Moscow hub and then cargo is moved on to Russia and Central Asia.

"Demand is increasing to provide direct services from China to Russia and Central Asia via rail, rather than shipping to Northern Europe and then connecting to the European rail network," said Franco Ravazzolo, manager project logistics & break bulk

"Our customers are looking for more flexible options in terms of time to market and cost, and rail freight allows us to deliver direct to customers in inland areas of Russia and the CIS taking out the ocean leg," he added.

Transit times from Vladivostok and Vostochny to Moscow are between nine and 10 days with one or two days clearance needed at port. Weiss Roehlig also operates its Trans-China route connecting the east of China to Central Asia including Kazakhstan, Uzbekistan, Turkmenistan and Tajikistan.

## Plastic liners for barge chemical transport

New thermoplastic tanks with double walls make it feasible to transport large volumes of corrosive industrial fluids via the waterways.

For some months ferichloride (FeCl<sub>3</sub>) has been transported via canals and rivers from Lille to Paris. Now special double liners in thermoplastic material are being installed inside two vessels by Comenco Belgium.

FeCl<sub>3</sub> is a strong acid and is very corrosive towards steel but the plastic material used in this new system is resistant against acids and alkali, ensuring that the ships are protected from potential acid damage.

The tailor made plastic tanks have double walls and protect the ship against any corrosion damage in case of accidents. Between the double walls a special leak detection device has been installed with an alarm system that triggers in the case of a leak. With this system corrosive and chlorite fluids can be shipped via European waterways, in economically viable large volumes which will reduce the number of risky transports on crowded roads and in line with European laws and regulations. The two vessels that have been brought into operation each carry 500 cbm of FeCl<sub>3</sub> from Lille to Paris, on a continuous basis.

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  - Cleanliness Inspections
  - CSC Inspections



# Let's be more ambitious on transport

Europe's inland navigation sector has welcomed the European Commission's white paper targets on transport strategy, but wants more ambitious measures.

The European Barge Union (EBU), the European Skippers Organisation (ESO) and Inland Navigation Europe (INE) said they were pleased with the target of a 60 percent reduction in emissions by 2050, but nonetheless felt that the Commission document could have been much more ambitious with regards to the decarbonisation target for transport.

"More goods and passengers on the inland waterways is indeed the only way to emit less carbon from transport and to relieve saturated land transport networks, while the exemplary resource efficiency of the sector provides a safe investment against soaring energy prices," said the three agencies. "However, the Commission's modal shift goals for rail and waterborne transport are limited to distances over 300 km. This is despite the fact that the growing congestion problem is concentrated on shorter distances and this is exactly where the bulk of inland waterway transport is taking place. Since it is important for sustainable mobility that busy roads in the economic core areas of the EU are relieved, the inland navigation sector wants to hear that those actors who shift to water under the 300 km threshold will also be supported by EU policy."

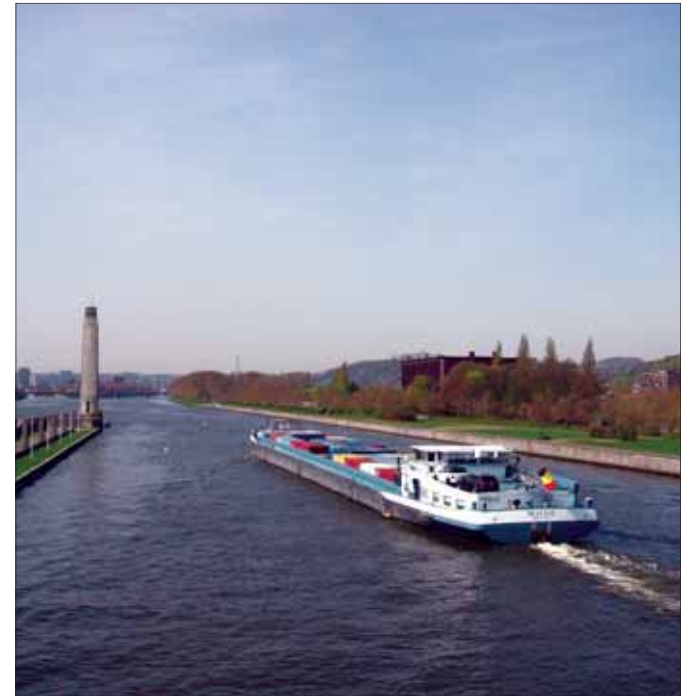
To shift to low-carbon and congestion-free inland waterway transport, a fully functional multimodal trans-European core network should not only connect seaports to the inland waterway system. It should also address the investment backlog in waterway infrastructure and connect inland ports which are the intra-European nodes connecting important cities and industrial centres

via water, the sector maintains. The inland navigation sector looks forward to a new trans-European network design which can generate traffic in a sustainable way. EU financing must prioritise resource-efficient and congestion-free transport infrastructure.

Finally, the inland navigation sector was happy to see the preparation work of a new EU framework for inland waterway transport confirmed. Addressing the existing market and governance failures as well as providing an appropriate budget for switching to alternative fuels are necessary to maintain the performance of inland waterway transport and its important contribution to the decarbonisation target. "EBU, ESO and INE look forward to working together with the Commission on an ambitious inland navigation policy."

In his vision for transport, Commission Vice President Siim Kallas outlined how transport can continue to grow without curbing mobility and simultaneously reaching 60 percent emission savings by 2050. To achieve this goal, the energy efficiency performance of current vehicle types across all modes must be improved, new sustainable fuels and propulsion systems must be developed and deployed, the performance of multimodal logistics chains must be optimised and transport infrastructure must be used more efficiently.

The Commission has set 10 targets to achieve the 60 percent emissions reduction target among which is a fully functional and EU-wide multimodal trans-European core network for transport by 2030 with a good connection between core seaports and rail and inland navigation and a 30 percent shift of long distance road freight to rail and waterborne transport by 2030.



More goods and passengers on inland waterways is the only way to emit less carbon from transport and to relieve saturated land transport networks says the I sector

## Putting Workington on the container map

The UK's Port of Workington is working with rail freight operator DRS and logistics operator TDG to open up a new containerised transport option through the port, which is located in Cumbria, northwest England.

The collaboration aims to develop the port into a significant container and logistics hub for the UK's northwest region.

One of the strengths claimed for the port is its integral part in a new container service route that will include Rotterdam, Belfast/Dublin and Workington, details of which are currently being finalised.

Last November, Port of Workington secured expansion investment of £4 million from Nuclear Management Partners alongside £1.7 million from the Nuclear Decommissioning Authority via the regional initiative Britain's Energy Coast. It has already installed a new mobile harbour crane to enable it to handle shipping containers from all over Europe, and continues to improve its infrastructure.

"This collaboration will make it far easier for our customers to access all transport modes around the port," said Colin Sharpe, business development manager at Port of Workington. "They will just have a single point of contact, whether they need rail, road or sea transport. We're taking port-centric logistics very seriously indeed."

David Barron, international services director at TDG added: "It's a great opportunity to utilise the expertise of all three companies to create the optimum service for international customers. Our track record at the Ports of Teesside, Tilbury, Dagenham, Felixstowe and Bilbao coupled with our growing international services portfolio demonstrates our skill levels in this area."

For DRS managing director Neil McNicholas sees the collaboration as an opportunity to bring port-centric logistics to the UK northwest. "The introduction of the lowliner wagons by DRS along with the recent investment at the Port of Workington will open up opportunities for the area. Working together is the way forward in providing a premium logistics solution to the market."

In a separate move, TDG has introduced a new container service from its Thurrock depot for existing and new customers moving containers under ADR regulations. It can handle 20ft and 40 ft ISO tank containers, and also provides storage on site. TDG Thurrock, known as a specialist fuel and chemical operation, has always used road tankers to move product in the past. However, responding to customer requirements, it has now developed its complimentary container handling service.

"We found there was a real gap in the market for a company capable of not just arranging container services but having a robust ADR specialism, particularly in the Thames area," said TDG site manager, Chris Smith.

"Typically, container operators are moving and storing non-hazardous products. However, we have a track record of being 'a safe pair of hands' when it comes to handling chemicals and fuel. Our drivers are ADR trained, and our tractor units meet stringent ADR safety standards, which is not common place for container operators, so customers can have a great deal of confidence in our service."

TDG can even offer an integrated solution including import and export ocean freight management and customs brokerage through its own in-house international services teams. TDG Thurrock specialises in moving product to and from Tilbury and the Thames ports, and is increasingly working with consignments from Felixstowe.

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# Intelligent telematics for maximum control

By using telematics in new and intelligent ways, Telenor Traxion says it can help transport companies maximise the control and usage of their fleets of loading units, whether rail freight wagons or tank containers

Many companies buying or selling transport services are well aware of the problems related to limited control and transparency. This becomes particularly evident when trying to monitor and control non-powered loading units, such as, rail freight wagons and containers. There is usually no problem to have control over what is inside each loading unit – but where is the loading unit and what status does it have?

Furthermore, it is difficult 'to see through' the value chain since many different actors are involved in the business processes and both the collection and the exchange of information are often ineffective. Much of the basic data is also collected manually, which of course is negative in terms of quality. The conclusion is that too much time and resources are spent on hunting for information about loading units' location and status. How can the situation be improved?

## Create opportunities and gain benefits

Imagine that we flip the logic. Instead of chasing the fleet of loading units, the fleet itself provides the owner with relevant information, continuously and automatically. A direct connection is established between the loading units and the owner or user and his business systems. Suddenly the words 'control' and 'transparency' are associated with opportunities and benefits instead of worries and problems. This direct connection is what Telenor Traxion offers the market.

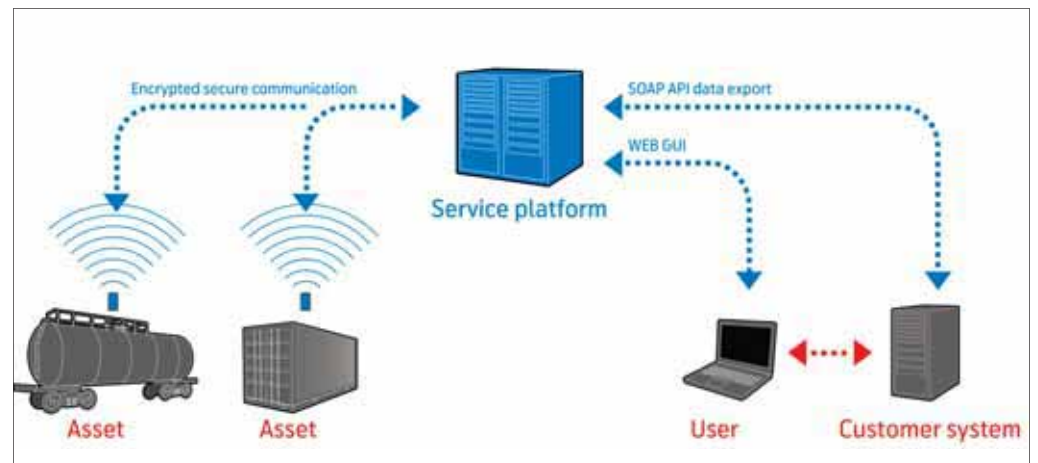
Telenor Traxion is a company specialised in international monitoring services. By using telematics in new and intelligent ways, the company offers services which help transport companies maximise the control and usage of their fleets of loading units, whether rail freight wagons or tank containers. Among its customers are chemical companies and other shippers, freight forwarders and rail freight operators.

Telenor Traxion's services have helped, for example, the chemical company Kemira to improve its planning and follow-up, and together with its forwarder, Nordisk Transport Rail (NTR), optimise the fleet utilisation and usage. The mining company LKAB uses Telenor Traxion's services to monitor rail transports of business-critical additives to the mines in northern Sweden. Green Cargo monitors its intermodal rail shuttles in international traffic and can identify deviations and predict potential problems.

## A total solution

By offering a total solution, Telenor Traxion claims to make it safe and easy for customers to benefit from the possibilities of modern monitoring. The total solution includes all the necessary technology, management and support. The customer can use his resources and investment budget for his core business and use the information services from Telenor Traxion to optimise and streamline operations.

"Buying monitoring as a managed service



means that the customer does not have to buy, own and operate a complex technical solution," says Jonas Svensson, managing director of Telenor Traxion. "We invest in, own and take full responsibility for all the technology and secure a free flow of monitoring information to the customer. Since Telenor is one of the world's leading telematics actors we have the resources, expertise and credibility to deliver business-critical services as a managed service."

## Flexible service portfolio

Telenor Traxion offers a clear and flexible portfolio

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**Expansion plans**

So far, Telenor Traxion has mainly focused on the transport industry in Northern Europe. From the first quarter of 2011 business activities in other European countries have begun to grow. The company has established operations in Duesseldorf and the resources there will support customers in Germany, Benelux and neighbouring countries.

"We are experiencing great interest from the

market in these countries, both our service portfolio and our business model is proving attractive," adds Svensson. "Chemical companies, rail and intermodal freight operators and other transport companies and shippers are very interested in our offerings. In addition to local presence, we are also making our information services and their content available in additional languages, such as, German. We are also increasing the coverage of our services way outside Europe. Soon we can offer monitoring in more than 120 countries."

Telenor Traxion is a company within Norway-headquartered Telenor Group, one of the world's largest mobile operators with 203 million mobile subscribers. Telenor started out as a public company in 1855 and builds on more than 155 years of telecom experience. Telenor's track record within telematics goes back to the 1990s and according to industry analyst Berg Insight is considered to be "the most advanced mobile operator in the area of machine-to-machine (M2M) communication".

www.telenortraxion.com



Jonas Svensson - our business model is proving attractive

# Containerships opts for IAS

European carrier Containerships has adopted the EquipmentRepair system from International Asset Systems (IAS) to manage its entire container maintenance and repair programme. The Helsinki-based carrier provides door-to-door services linking Finland, Russia, Scandinavia, Eastern Europe, the Baltic States, Western Europe, Mediterranean and most recently North Africa, with a box fleet of around 20,000 TEU.

Under the three-year deal, Containerships is now using the IAS web-based software and communications platform to track and control container M&R and gate in/out events across a network of more than 25 depots in Scandinavia, the Baltic, north Europe and the Mediterranean.

Business at Containerships has expanded considerably over the last three years, including the 2009 acquisition of Contaz Maritime & Trade SA, a specialist in the north Europe, Mediterranean and North African trades. "With our container fleet doubling in size as a result of growth and acquisition, we needed to streamline our M&R processes," said Tomi Invenius, container fleet manager at Containerships. "IAS offered a fast and proven route to implement a comprehensive M&R control system and automate communications and data flow with our depots."

IAS EquipmentRepair is a software-as-a-service (SaaS) solution that facilitates the container M&R approval process, allowing equipment owners to automate depot communications, track, control and reduce M&R costs and so increase productivity and efficiency. EquipmentRepair 3.0, delivering improved data accuracy and process management, was released last year as a major upgrade.

In short sea trades, where containers may incur depot activity up to five times a year, keeping a firm track on repairs and gate events plays an important role in controlling equipment costs and availability. "The IAS system allows us to capture all of our M&R data on a single database accessed by users based in various Containerships offices," noted Invenius. "It provides good visibility and instant statistics to help us manage our fleet proactively."

Invenius said that the new system allows Containerships to analyse details and trends, including specific repair issues by batch of containers, and establish where it might be spending more money on repairs with a particular container type or design. This information can be used to identify improvements to the company's container designs that will reduce future repair costs.

"Automation of the M&R process has made communications easier and freed up management time," said Invenius. As repair authorisations are more rapid, Containerships also expects to improve container turnaround time and boost fleet utilisation.

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# COA targets standardised flexitank rail test



Two different rail impact tests are included in the Container Owners Association's Code of Practice for flexitanks. Peter Hartwig, of the Technical University of Dresden, explains how these test procedures could be harmonised – opening the way to the development of an ISO Standard



During the last five years of development and application of the COA Flexitank Code of Practice, the Code's rail impact test has proven to be the crux in the conformity assessment process of a flexitank system. Within the COA Flexitank Working Group, various discussions have been taking place about the dynamic test and it has been unanimously agreed to promote the test to an ISO standard. Therefore the test procedure needs to be reviewed and revised in order to meet the stringent requirements of an international standard. For the flexitank rail impact test the test criteria would have to be:

- globally realisable
- unambiguous in the description of the required test equipment and the test procedure
- reproducible and consistent in its results

To know where the criteria should be developed to, it is essential to consider the original idea of a flexitank qualification test. Generally speaking, the test had been set up to prove the structural integrity of a flexitank system under dynamic loads arising during the various modes of transport. This means that the flexitank and its ancillary installation equipment should demonstrate:

- leak tightness,
- safe handling of all relevant components at any time and
- no abnormal damage to the container.

## Flexitank rail impact test

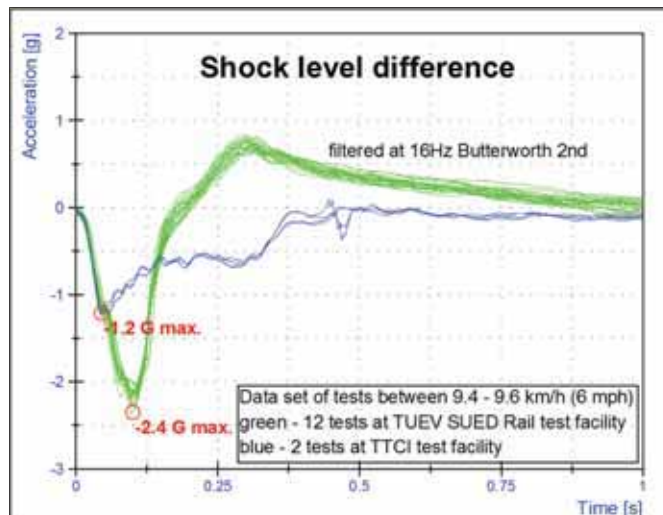
One question which is frequently asked is: why was a rail test chosen to be the qualification test? The reason is that the rail impact test has shown itself to be a very good way of meeting the requirements of the dynamic test, for the following reasons:

- The accelerations induced by rail transport are known to be some of the toughest of all the transport modes
- The dynamic shock input acts over a sufficiently long time period to ensure that all structurally engaged components of the flexitank system are being well stressed
- Bulkhead installations have to prove their performance under direct slosh loads
- The rail test can be reproduced very well
- The rail test procedure has been used for a long time, providing substantial experience, eg, the test is successfully applied for tank containers.

The basic procedure of a flexitank rail impact test is to take a standard dry box container, install the flexitank and its ancillary equipment, fill the flexitank with water to its designed capacity and place the container on a flat wagon. The flat wagon is then exposed to predefined impacts, both with the container doors facing the impact and the other way around. Accelerations, container deformations and indications of leakage are traced during the testing and evaluated as recommended in the Code of Practice.

## Current situation: two different tests

There are at this current stage of the Code of Practice two different rail tests specified, of which at least one needs to be accomplished with the respective flexitank system. These two test options were incorporated into the Code during its early development versions,



Current shock level difference between flexitank rail impact test options

enabling the Code to be applied in practice. Over time, the test specifications have been slightly modified with the objective to align both tests, but still there is a substantial gap between the two, especially in relation to the planned ISO standard.

- The magnitude of the acceleration input differs by factor 2.
- The test procedure is bound to the particular test facility.
- Test results are not comparable between both facilities.

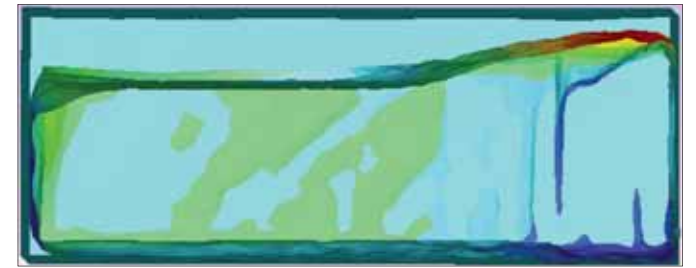
It is obvious that those differences lead to some confusion, both among flexitank manufacturers who wish to decide where to test their equipment, as well as shipping lines who use the results to evaluate whether the relevant flexitank configuration is acceptable on their vessels or not. So, to keep the Code employable, work is being done to redesign the test specification in two steps.

## Revision phase one

In the first step, the two existing tests shall be adjusted to a similar shock level. Currently, there are test velocities issued in the Code. These velocities are bound to the particular test equipment and test procedure, thus they are not adverted to the object of interest, the flexitank system. Further the comparability of the test results cannot



Model-scale flexitank rail impact testing



Numeric simulation of flexitank rail impact testing

be assured. On the contrary, practice has shown significant differences.

To correct this situation, the aim is to establish a criterion for the shock or acceleration input to the flexitank system. A test level of 2G (gravitational unit) at a preceding low-pass filtering of 16Hz was suggested as an adequate measure. In this way, the method of creating the impact is no longer the key parameter - the results are directly driven by the acceleration signal measured at the container's bottom corner castings, enabling an enhanced comparability. The choice of the 2G test level should not be regarded just as a "shot in the dark", but it is based on reasonable grounds.

- It is similar to the test level of the current flexitank test at the TUEV SUEDE facility.
- It is similar to the current test level for swap bodies pursuant European standard EN 283.
- It is regarded to cope with most observed transport shock events without demanding the robustness of a tank container for dangerous goods.

The change of the impact test specification in the Code of Practice to the 2G test level could be effected immediately, to bestow better consistency on the Code's test section.

## Revision phase two

The second step, which will be completed at the beginning of 2012, will pioneer the ISO standard by furnishing an impact test procedure that complies with the requirements of an international standard.

To achieve this target, comprehensive analyses are carried out at the Technical University of Dresden within project 80942880 of the European Social Funds. In addition to evaluating present test data, the work comprises a close exploration of the flexitank as a frequency response system. A simulation analysis is one integral part, where especially the liquid sloshing and its interaction with the container at the period of impact are examined. The findings are then compared to measured results retrieved from a model-scale test stand, where a 1:25 scaled flexitank is installed in an acrylic glass container and subjected to defined impacts. To substantiate the analysis output, real-scale tests are planned for the final stage, all carried out with great support of the TUEV SUEDE Rail facility.

The investigations are intended to identify the differences in impact response between a tank container and the flexitank system. The aim is to adapt the shock response spectrum (SRS) evaluation

Continued on page 4

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# Overmeer Transport – offering a flexitank one-stop shop

Rotterdam-based Overmeer Transport is an established company in the container logistics market. But in addition to its well-known tank container transport, Overmeer is looking to widen its range to include full-service flexitank operations.

The original family business dates back as far as 1927 when it was founded to transport vegetables, plants, pallets and crates for auction halls in Bleiswijk and the Westland.

Over the decades the firm expanded its range of services and in 1995 it was acquired by the Legendijk Holding Company. However, seven years later in 2002 a management buy-out by current owner Hans Michels saw the foundation of Overmeer Transport Ltd, with a focus on container and trailer transport. Since then Michels has steadily built on the company's existing competencies while looking to expand its service range.



Overmeer operates a 3,000 m<sup>2</sup> warehouse in Rotterdam. However, in 2007 it entered a co-operation with Hurkens Transport to form Container Concept Dynamics in Antwerp, raising the joint fleet in the Netherlands and Belgium to 75 vehicles.

Owing to the diversity of work and destinations, different

teams have been established with their own specialities, for example, drivers who usually carry out regional transport, or those who prefer international routes, with or without dangerous substances. There are also employees responsible for loading and unloading containers and for carrying out extra activities, such as testing or marking of goods.

Having established a high reputation in tank container transport Hans Michels saw a growing opportunity in the flexitank market. With an established truck fleet of its own of some 35 vehicles Overmeer was already set up to offer transport of dry freight containers carrying flexitanks.

So although tank container haulage will still form a core part of the company's business, Michels has spent the past six years investing significant focus on developing the flexitank service, including specially-trained personnel to handle the equipment. The aim, he says, is to further expand the one-stop shopping concept of flexitank handling and transport.

"Rotterdam is major hub for handling bulk liquids," says Michels, "So we have invested considerable time and effort in developing a one-stop service for flexitanks, whether for shippers, operators and/or carriers."

He is certain that the flexitank has a role to play in bulk liquids transport. "Apart from the many different types of non-hazardous liquid substances that can be transported, an additional advantage is the 'one-way' movement of the container. If you are exporting to markets with no backloads, or are not sure about the available standards for cleaning a tank container, the flexitank has a clear advantage. It also negates the potential damage to an expensive tank container."



Last year, Overmeer handled as many as 2,000 flexitank fittings, removals and disposals. The company currently acts for three different flexitank manufacturers, and a few specialist forwarders. However, Michels emphasises that Overmeer is well-placed to go far beyond simple fitting of the flexitanks.

"We can carry out the whole process for shippers, from A to Z. The flexitanks and bulkheads can be stored in our storage room, so we take the stock control out of the customer's hands," he adds.

"We can also provide, before pick up, a check control of the containers at the empty depot of the shipping line. After careful inspection for any bumps, dents and unevenness, we pick up the container at the empty depot and bring the container to the Overmeer depot where we fit the flexitank into the container and load at the loading place, after which it is ready for transport to other destinations.

"For various customers we offer tailor-made solutions. Fixed contract drivers carry out the transport in vehicles which are selected according to the specifications of the customer. If they want to, the customer can even do their own planning, but of course, we can also take this task out of their hands."

Currently, demand is primarily for shipments ex-Europe as shippers load product in Rotterdam for export, including light base oils and food grade products. However, Overmeer also carries out a limited amount of discharging of imported product with appropriate flexitank disposal.



Customers find the location near Waalhaven convenient as there are a number

of container depots close by, which also helps the shipping lines carrying the containers.

Another important factor he believes is the high degree of training given to drivers. "All our people are trained on-site, and all drivers have dangerous goods certificates, so we are confident that they are more than good enough for transporting flexitanks."

The drivers are also certificated for Behaviour-Based Safety (BBS). BBS is a European programme aimed at increasing safety during transport by positively influencing the behaviour of the driver. A certified instructor observes and coaches the driver on site and while in his own vehicle. During training the driver gets a good picture of his own behaviour and skills, which results in an increased awareness for potential risks in traffic.

This training is reinforced by the installation of Anti Accident System (AAS) for lorries. In 2008, Overmeer Transport began participating in a pilot scheme with various anti-accident and registration systems. The systems tested include: warnings when moving out of traffic lanes; warning the driver to prevent a collision; prevention of over- and under-steer problems; and use of sensors to

maintain safe distances from vehicles in front.

A registration system is also being tested, in which a board computer measures the driver's behaviour. Large groups of lorries equipped with AAS and/or specific target groups, such as road tankers, are being closely monitored.



For Overmeer it is not a case of the tank container versus the flexitank; each has its own crucial role to play in bulk liquid logistics. The key to meeting customer demands lies in offering a broad service offering, with a flexible approach to client needs, all backed by a high degree of professionalism that puts safety at the forefront.

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## COA to stage fifth London flexitank conference

The Container Owners Association will hold its fifth Flexitank Meeting, on Thursday 19 May 2011, at the Crowne Plaza Hotel, London Docklands. The meeting coincides with the London International Wine Fair.

Following registration & Welcoming Refreshments the conference opens with an Overview of the current status of the COA Code of Practice, - What is being reviewed - and why? The agenda will then review flexitank growth and the need for the Code of Practice, detailing the benefits to shippers, shipping lines, and the flexitank industry itself.

There will be a status report on the rail impact test and submission of the COA Standard Test Report Forms.

A Code of Practice Review will look at testing of flexitank materials, reviewing the recommended materials testing procedure in the Code of Practice; insurance and responsibilities; and incident management.

After lunch, conference sessions will discuss controlling the cargoes that are shipped in flexitanks; approaches in simulating flexitank/container interaction; and developing an ISO standard for flexitanks.

On Wednesday 18 May, there will be a pre-conference welcome cocktail reception at the Crowne Plaza Hotel, from 18:00 - 20:00.

[www.containerownersassociation.org](http://www.containerownersassociation.org)

## Trans Ocean gets HACCP certification

Trans Ocean Liquid Technologies' (TOLT) manufacturing plant in Malaysia has gained HACCP certification.

Hazard Analysis Critical Control Point (HACCP) is a systematic preventive approach to food safety and forms part of the ISO 22000 standard. With food safety an increasingly global concern, for both public health and international trade, the HACCP / ISO 22000 is an important accreditation for companies in any sector of the food chain.

TOLT Manufacturing Malaysia has successfully complied with the requirements of the HACCP standard in Food Safety Management System, and was officially certified as fully HACCP compliant on 11 January.

The standard ensures that adequate safety procedures are identified, documented, maintained and reviewed on the basis of the principles used to develop the system of HACCP.

The FDA (Food and Drug Administration) and the USDA (United States Department of Agriculture) have stated their requirement for HACCP mandatory rules for certain products, including fruit juice, and that this is the most reliable system to protect public health.

"To accomplish HACCP certification in such a short amount of time is a significant achievement, and is testament to the excellent effort put in by our team," said Brendan McKenna, executive board member of Hillebrand Group. "Our HACCP certification demonstrates our total commitment to offering the highest standards of bulk logistics services to customers around the world."



The requirement for strict food industry protocol, particularly in packaging and distribution markets has always been common practice, but Trans Ocean says it has instigated a step forward for the liquid bulk industry, taking the driving seat in gaining certification in HACCP.

Harry Eng, TOLT Malaysia factory general manager, added: "Our Malaysian factory has now set a worthwhile target for both our other wholly-owned manufacturing plants - TOLT China and TOLT South Africa. I am sure both factories will achieve this in the next few months and in line with our targeted time lines." Both the Chinese and South African facilities are on track to achieve formal HACCP certification during April and July 2011 respectively.

[www.transoceanbulk.com](http://www.transoceanbulk.com)

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## EPT looks to S America



Environmental Packaging Technologies (EPT) exhibited at the Intermodal South America show in Sao Paulo, Brazil.

Representatives from the company's offices in Brazil, Argentina, and Chile attended and introduced visitors to the BIG Red Flexitank.

"Brazil is a major market for us and Intermodal South America is a huge event for the logistics, international trade, and transportation industry," explained Marcelo Linardovich, EPT manager, South America. "This gives us an opportunity to meet with existing customers and introduce our flexitank and global services to new companies that could benefit from bulk shipments using our BIG Red Flexitank."

EPT says several of Brazil's major export products are perfect for bulk shipping in flexitanks, such as biofuels, palm oil, petrochemicals, wine, edible oils, chemicals, fish oils, flavours/ingredients, and many more.

"With offices and depots throughout the area, EPT is well positioned to help companies recognise greater efficiencies and cost-savings by shipping in bulk," stated Linardovich.

[www.eptpac.com](http://www.eptpac.com)

*Continued from page*

method, that is nowadays successfully applied for tank container impact testing, to the testing of flexitank systems with respect to all given edge conditions. In summary, the second phase revision is not meant to raise the bar for test compliance, but to tailor the well-established test criterion for tank containers to a unique criterion for flexitank systems.

### Way forward

As the revision of the current Code of Practice impact test section to the 2G test criterion can be effected in the short term, the full adaption to an ISO compliant specification is scheduled for early 2012.

The Flexitank Recommended Code of Practice is still a relatively new and evolving document that tries to incorporate as many flexitank-related issues as possible in step with actual practice. Changes are rarely without complications - as, in this case, although the specification change brings clarity and consistency, there is an unanswered question about assessing older test results in relation to new ones. Nevertheless, the modifications are essential to allow the Code to move forward - and any unresolved questions will be answered in due course.

[www.containerownersassociation.org](http://www.containerownersassociation.org)



# Solving the next challenges of REACH compliance

Malcolm Carroll\* explains that REACH – the European Union regulation concerning the Registration, Evaluation, Authorisation and restriction of Chemicals – is one of the most complex and far reaching regulations to affect those involved with distribution and storage of bulk products



One key element of REACH is the requirement for manufacturers and importers of chemical substances to register them with the European Chemicals Agency. With an estimated 30,000 substances on the European Market in quantities of 1 tonne or more per year, the registration will be completed in three phases. In December 2010, the first phase of registration was completed successfully and no doubt companies involved in importing and distributing high volumes of hazardous chemical will have breathed a collective sigh of relief.

However, now that registration is complete, there are other regulatory requirements to consider. Many companies will now be turning their attention to the next phase of compliance which involves the production and delivery of Safety Data Sheets (SDSs).

Whilst Safety Data Sheets for customers have always been required for any company transporting or distributing chemical substances, there are new requirements and responsibilities for vendors under REACH which could prove challenging for many organisations.

## An administrative challenge

A major new requirement is that any company shipping and distributing chemicals to and within the EU will need to ensure the direct delivery of SDSs and associated documentation to its customers. The company will also be responsible for keeping these documents, and those of its customers, up to date in the event of any changes or clarifications.

To achieve compliance in this area is a major administrative challenge and could also prove incredibly costly. One thing is certain: new methods of delivering SDSs and associated documents will be required as traditional methods will prove unacceptable, too expensive and not robust enough to meet the REACH compliance requirements.

REACH compliance insists SDSs must be supplied directly to the customer so there are some obvious problems with current working practices in this area. If we look at each of them in turn, there are specific challenges.

Email does not guarantee or record proof of delivery without significant time, effort and cost and obviously does not physically replace old, out-of-date versions of an SDS.

Post has the same problems as emails, adding further costs and time with stationery, postage and administration.

Placing documents on to a website simply will not suffice as it provides no proactive delivery and is already rejected by REACH.

Nor will existing methods help with the intent of REACH, as customers will not be alerted to any changes in the SDSs, multiple recipients are not easily managed and there are no standards in terms of the media on which the SDS is held, making easy and consistent access difficult. All of this results in either significant additional costs for suppliers or the possibility of errors leading to non-compliance with the regulations.

So there are many issues facing companies and key questions they need to address. How do they fully comply with the legislation in respect of the delivery and receipt of SDSs? How do they maintain their operations and ensure only the use of current information, and provide consistency across all operational areas? How do they effectively audit, internally and externally, and prove the delivery, receipt and access of critical information by customers? And, how do they address possible legal action should it arise?

It has become clear recently that many distribution companies will now need to review and revise their processes in this area. A high number of revised SDSs have already entered the supply chain this year and keeping track of what has been sent to which customer and ensuring 'delivery' is already proving a challenge for organisations. Companies are seeking ways to establish both a method of complying with legislation in communicating with their customers and an effective approach to their internal operations in respect of SDSs.

REACH Delivery is a new industry-wide SDS delivery service aimed at alleviating the headaches around REACH compliance concerning the delivery of SDSs and other documents. As a secure online service it facilitates the electronic delivery, receipt, control, update, audit and tracking of SDSs in line with the regulations.

## A single consistent point of access

The service automates the entire delivery process, monitoring, tracking and reporting on all documents sent to customers. It retains a delivery status for documents sent, alerting users only when they need to follow up. Any document updates are automatically identified and the new SDSs replace any previous versions and when a new version appears, the system alerts customers and staff.

Documents from all of a company's suppliers are stored in an electronic database, allowing users a single consistent point of access for the latest version of a SDS. Any documents that a user chooses to store locally on his PC are also automatically kept up to date, so that it is possible to work online or offline.



It is estimated that around 3 billion different chemical substances in quantities of one tonne or more are moved annually within Europe

REACH Delivery is free to use, with an optional 'pay as you send' area for users wanting to send documents externally, who will then pay a 'per document' fee. All that is required is a set-up and registration process, and then users can send securely the latest SDSs and other documents to their customers' desktops and receive proof of delivery. Recipients always use the service completely free of charge and users can also send documents free of charge internally to ensure that the latest SDSs are being used across an organisation.

The service operates on a 'many-to-many' basis, allowing companies, no matter where they are located, to be able to manage and automate the sending and receiving of SDS, and other documents and messages, within a fully secure and audited environment. It is international and multi-lingual as well as being easy to use.

In addition to the fact that REACH affects companies throughout the world, similar legislation is now being considered in other countries, most significantly in the US. REACH Delivery has been designed to meet the requirements of new international legislation as and when it is required.

The system already functions on an international basis. Non-EU firms can use it to comply with REACH by securely delivering SDS to their customers in Europe. They can also use it outside of Europe and in their own countries, as it supports the delivery and receipt of SDS and any other documents worldwide, or to distribute SDSs free of charge throughout their company.

There is no doubt that REACH compliance is a hugely complex issue for companies around the world, but automating and guaranteeing the safe delivery of SDSs will ease the complexity and ensure one key element of compliance is addressed.

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\* Mr Carroll is CEO, Reach Delivery. [www.reachdelivery.com](http://www.reachdelivery.com)



# Moving dry bulk in containers

Advances continue to be made in filling methodology and liner design



Sometimes in the case of low-value materials liners are employed primarily to keep the inside of a container clean rather than to protect the bulk product being transported B Pack is offering a low-cost bulkhead liner comprising just front section plus retention bars for use with low-value and comparatively clean bulk materials which will not soil the inside of the container

Traditionally, dedicated vehicles and shipping have been employed to transfer consignments of bulk material weighing in excess of 20t. However, this imposes additional costs in equipment and handling as transshipment is usually required. Using ISO containers offers an alternative, simplified route. The bulk material is loaded into the container at the production site and this container is transported to the port. From this point the material is the same as any other containerised cargo and can be loaded, shipped and unloaded with comparative ease. At the destination port the containers can be sent directly to the end customer or distribution

facility providing a complete door-to-door solution. The trend towards intermodal transport using ISO containers looks set to continue and therefore will often be employed where large volumes of bulk materials are part of an organisation's operation.

#### Container loading methods

Unloading of the bulk material from the container is simple to organise depending on the requirement of the customer's process. Generally tipping into a hopper or connecting to a pneumatic

transfer system is preferred, but in either case, unloading times can be matched to the customer's requirements. Loading the container is more problematic as the majority of containers are rear door type. When unloading, opening the rear doors and tipping the container using the tipper trailer allows for easy unloading but loading requires an alternative approach in order to maximise the internal volume of the container.

There are a number of methods used to load rear door containers, each with advantages and disadvantages. Belt and screw conveyors can be used as either mobile or fixed installations but in either case do not offer particularly high overall loading rates because the container must be moved during loading so that the full length of the container is filled. Pneumatic transfer systems are generally fixed to the silo and can load difficult to handle materials but in order to do so require specific design to take account of the material's physical characteristics. Power consumption is relatively high and a method of venting the conveying air must also be provided. Gravity systems involve tipping of the container to a steep angle and



For one of its customers B Pack has devised a special frame to secure the liner inside the container without need for double-sided tape

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Container liners supplied by B Pack undergo thorough inspection before being delivered to the customer

allowing material to flow in under gravity. Instantaneous rates are high but set up times can be long and the system is expensive to install – especially as the loading silo must be elevated enough to allow the container to fit underneath.

All the systems above require either significant investment or suffer from low loading rates, high power usage and significant manual intervention. The larger fixed installations offer good instantaneous loading rates – but at high cost and with limited operational flexibility. If the product to be loaded is granular or a pellet, however, an alternative method can be employed that offers high loading rates, good use of the available volume, simplicity and flexibility in operation and low capital and running costs.

**Belt thrower technique**

The belt thrower technology was developed from grain handling equipment first used in the middle of the 20th Century. It makes use of a material's inherent velocity as it falls from the silo outlet and simply changes the flow direction to horizontal and provides a small amount of additional velocity.

The material being loaded enters the top of the thrower assembly and is funnelled on to the belt which is rotating around two specifically designed roller pulleys at high speed. The path that the belt – and therefore the material – follows is carefully set by the relative position of the pulleys and the idler discs. This ensures that there is no impact damage to the material.

Redler, based in Stroud, Gloucestershire, UK, which is part of the Germany-based Schenck Process Group, makes the FulFiller bulk container loader which will successfully load a wide range of materials – typical examples being grain, sugar, plastic pellets, wood chips, soya beans, china clay pellets and animal feed pellets. Very light or dusty materials will tend not to be thrown successfully to the back of the container and therefore the company would not recommend using this technology for these types of products.

For simplicity and to reflect typical operation, the machine capacity is set to approximately 220 m<sup>3</sup>/h by running the belt at single speed. This volumetric rate translates into a range of loading rates in terms of weight – between 80t/h for lighter materials such as wood chips, to over 200t/h for denser products such as sugar.

**Operation**

The FulFiller thrower assembly can be supplied on various mounting frames suitable for dedicated silos or use at any silo on a site. Two mobile versions are available – one built around a complete wheeled structure and the other a simple frame that is moved by forklift truck and attached to the back of the container to be loaded when required.

For fixed installations, a support structure complete with access stair and work platform is positioned under the silo. In this situation, the container must be reversed up to the loading silo before connection of the container liner (if used) to the outlet of the FulFiller. Because trailers and containers vary in height a small hydraulic lift is provided to allow adjustment of the outlet height to match the exact requirements. Once connected, and the liner inflated using the built-in fan, the FulFiller is started using the integral control system and the silo outlet valve is opened. Loading of a 20ft container typically takes 10 to 15 minutes and once complete the valve is closed, the FulFiller stopped and disconnection completed.

The most flexible solution is the simple forklift frame mounted unit. This is moved by forklift and hooked on to the rear of the container to be loaded. It is then secure enough for the container to be positioned under the silo and power and product feeds to be made. Once loading is complete the unit is disconnected from the feed and power, and then lifted off the back of the container. This solution has the advantage that it can be used to load from any silo with enough headroom and a power supply.

Because the loader is attached to the container, it can be connected when not physically under the silo – meaning another unit can be loading at the same time. In this way if two FulFillers are employed, very high overall loading rates can be achieved – up to five 20ft containers per hour. This would allow 40 containers to be loaded in a single eight-hour shift from a single silo.

**Other considerations**

When comparing overall loading times, using a FulFiller belt thrower is faster than any other method. The mobile versions, in particular, give exceptional flexibility in use and the power use is very low – the main drive motor being rated 11kW. A single operator, either the forklift driver or the truck driver when using a fixed position unit, is all that is required in terms of operational manpower.

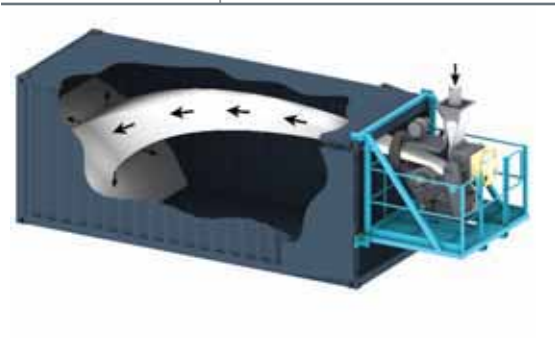
The mobile units require no preparations prior to operation, except to ensure that a power socket is available. No other work is required to use this type of loading from existing silos. This keeps the capital cost low and the systems can be implemented at short notice to suit customers' requirements.

If loading powders, then alternative solutions should

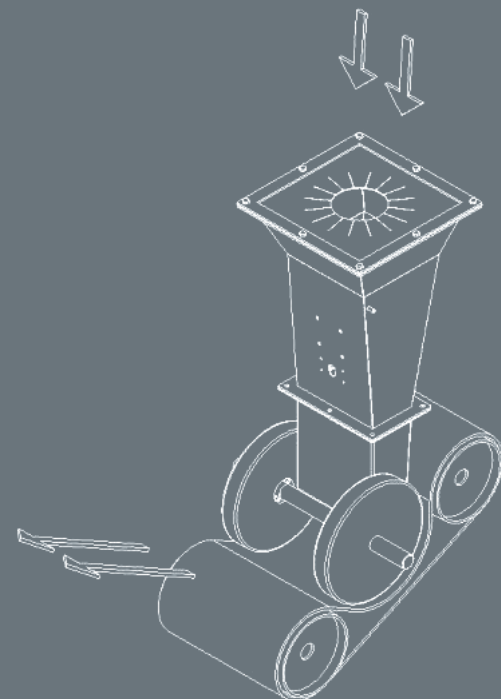


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Redler FulFiller shown attached to the back of a container

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be considered, but for granular materials, the belt thrower method provided by the FulFiller offers significant cost and operational advantages over traditional loading methods.

Redler has recently completed the commissioning of 23 highly customised FulFiller container loading systems for a major polyolefins producer in the Middle East. The units are being used for high-speed loading of PP and PE granules into lined 20ft and 40ft containers. Loading of containers is carried out automatically by weight with suitably sized batches being delivered from the silos by batch weighing systems supplied by parent company Schenck Process.

Each FulFiller loads at 250 m<sup>3</sup>/h and performs for extended periods in high ambient temperatures in an aggressively corrosive coastal atmosphere. Thanks to careful design of the FulFiller's inlet, gentle

handling of materials even at high loading rates is ensured – as is also maximum use of the container volume.

The FulFiller, is one of three fully mobile units which can be positioned under any desired silo. The other 20 machines were mounted at site on fixed steel access platforms that are permanently positioned below the batch weighing systems.

**Liner developments**

BT Pack of Arnas, France, which has its main manufacturing plant in Turkey, reports that it recently developed a special PE film liner for a foreign client which remains securely fixed in place without need for the use of double-sided tape which is traditionally employed to prevent the liner sliding forward during unloading. The customer required this solution because the 30ft container was used for carrying palletised goods on the return trip and the use of double-sided tape was not considered suitable for food-grade applications. This liner is now made with a special frame which ensures that the tape adheres to the liner and not to the container floor.

Another recent development from BT Pack is a bulkhead liner, which only has a front section with bars. This is intended for use



Carl Schmidt Group has recently begun using specially designed food-grade liners for containerised transport of sugar see p3 for further details

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Redler's FulFiller container loader is extremely energy efficient and can be delivered with short lead times

with low-value products which do not leave any residues in the container after discharge. An earlier version of this product has been available from the company for some 10 years, but improvements have been made in recent months to ensure there is no risk of leakage from the corners. This product provides a 'halfway house' between employing a complete liner system, or no liner at all.

At the other end of the spectrum, BT Pack is currently conducting trials on a highly sophisticated vacuum-pack container liner which will ensure perishable foodstuffs and aroma-sensitive products remain fresh over extended periods. This product is scheduled to come into commercial operation next year. The company has also recently been working on a new fabric, a ventilated woven PP material, which allows the cargo to 'breathe' while in transit, and at the same time provides the possibility to evacuate moisture or gas. The challenge was to provide ventilation through small holes in the fabric, without incurring the risk of product leakage.

BT Pack has recently expanded its Turkish manufacturing plant as well as those in Asia, which has significantly increased production capacity for PE film liners. The company now has the capacity to supply almost 150,000 such liners annually, as against 95,000 until very recently. Since February of this year BT Pack has been operating an improved quality control department, with six staff dedicated to this activity. Inspection is focused on sealings, stitching, dimensions, pressure tests, tapes, etc as well ensuring conformity to raw material specifications.

BT Pack	<a href="http://www.bt-pack.com">www.bt-pack.com</a>
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## Newtec sells logistics and distribution businesses....

Newtec Group, Rousset, France, has implemented the second stage of its planned restructure which began to take effect during the first half of 2010 (see May/June 2010 Bulk Distributor p19). This involved the group being split into separate competence centres operating from different locations. Its logistics and



Part of Newtec's Rousset headquarters

distribution competence centre has now been sold internally to a group of managers (see next news item).

This operation included the Newtec Alvey subsidiary based in Oudenaarde, Belgium, together with French sales and services activities of the logistics and distribution competence centre as well as Somefi operating in France from offices at Rousset, Gardanne and Lorient. Turnover for 2010 of the sold businesses was 15 million euros from a combined staff of around 130.

Following this divestment Newtec is now free to focus on its two remaining competence centres:

- Newtec Bag Palletizing located at Mulhouse, which concentrates on end-of-line systems for bags
- Newtec Case Palletizing at Saint Laurent/Sevre, which specialises in end-of-line systems for unit loads.

Newtec has more than 10,000 end-of-line systems installed in more than 50 countries.

[www.newtec-group.com](http://www.newtec-group.com)

## ... and Alvey launched following MBO from Newtec Group

Senior executives of Newtec Alvey, previously part of the Newtec Group (see above), have completed a management buy-out to set up a new company called Alvey NV. With head office in Oudenaarde, Belgium (sales, engineering, production and after sales) it also has two branches in France focusing on sales and after sales activities. Specialising in distribution, palletising and custom-made projects with an

emphasis on industrial software, it will aim to serve Benelux and French industrial automation markets even better than before. The company can trace its roots in East Flanders back to 1965 when a European branch of US-based Alvey Inc was founded. At the beginning of 2008 it became part of the Newtec Group.

[www.alvey.be](http://www.alvey.be)

## Poly-articulated robots for bag palletising

Newtec, headquartered in Rousset, France, has introduced a new range robotic bag palletisers which draws on expertise acquired over years by its two competence centres. Newtec Bag Palletizing and Newtec Case Palletizing (end-of-line unit load processing). The company points out that conventional palletisers offer superior palletising quality combined with stability and pallet dimensioning, but poly-articulated robots are ideal for lower throughputs and especially for multi-line applications. Depending on bag type

and to guarantee the same palletising quality provided by conventional systems, a list of options is now available as a result of technology previously developed by the company's Case Palletizing division. Robotic bag palletisers can now be adapted to all layouts, allowing them to be installed in confined spaces while meeting safety requirements. All bag sizes in the 5-50kg range can be efficiently processed by the new equipment. The company is now able to offer a comprehensive range of palletising solutions, from 300 up to 4500 bags per hour.

[www.newtec-group.com](http://www.newtec-group.com)



Model of one of Newtec's new robotic bag palletisers and right the versatile gripping tool



## British Isles users opt for retrofits

Chronos BTH Ltd, the UK subsidiary of the Netherlands-based parent company, reports that during recent months it has undertaken a record number of plant upgrades, retrofits and refurbishment projects across the UK and Ireland. In these economically challenging times no fewer than 10 different companies found they were unable to justify new capital equipment investment costs, preferring to maximise performance from existing bagging systems.

These Chronos BTH upgrades involved a range of bagging scales/ feeders and a variety of obsolescent controllers. All of this equipment has been replaced or modified (in the case of controllers often by fitting the company's new SpeedAC NXT) giving it a new lease of life and enabling it to be operated to current Weights & Measures regulatory standards.

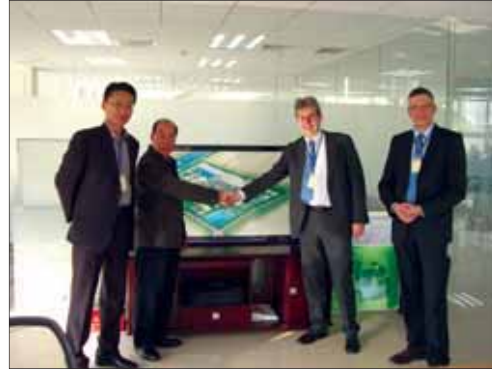
[www.chronosbth.com](http://www.chronosbth.com) Speed C controller from Chronos B



## Rotary bag fillers for China...

Haver & Boecker, headquartered in Oelde, Germany, recently won an order to supply four ROTO-PACKER type rotary bagging machines together with accessories to Shihlien China Holding Co. for installation in a new chemical industrial park which is currently under construction. They will be employed for packing

white sodium carbonate crystal powder used mainly for glass manufacturing, metallurgy, paper and textile industries, and also for bagging ammonium chloride widely used as an electrolyte in dry batteries. The customer attaches great importance to cleanliness, quality control and sustainable environmental protection. For this reason the machines will be equipped with ultrasonic sealing units to ensure hermetic closure of the bags.



Executives from Shihlien China Holding Co and Haver Boecker agree the contract and right how the chemical industrial park will look on completion



## ... while ROTOCLASSIC sets record

Meanwhile a Type 16 RCC HAVER ROTOCLASSIC rotary bag filler manufactured by Haver & Boecker installed last October at the Valencia, Spain, plant of Cementos La Unión has been breaking previous bag filling records. The 16-spout machine, which packs standard grey cements fully automatically, has shown itself capable of achieving outputs of 5700 bags/h with 25kg bags and 4700 bags/h with 35kg bags.

It replaces a Type 8 RS MEC HAVER ROTO-PACKER built in 1997 which will be put into operation at one of the company's plants at Pointe-Noire, Congo-Brazzaville. Thanks to the 16 RCC's compact design, it was possible to install the new packer in the same spot as the lower-capacity 8 RS MEC. Existing ancillary equipment such as the bucket elevator and the screening machine could be put back into operation after partial modification. In addition a Type 5000 HAVER RADIMAT bag applying machine, a complete bag discharge and handling line with bag cleaner, bag check weigher, and bag diverter

with bag shredder were installed. Despite its very high capacity the new packing machine uses just a single bag discharge line and is supplied with empty bags using a single bag applying machine. Since the launch of the ROTOCLASSIC two years ago more than 100 units have been sold worldwide and over the 50 year ROTO-PACKER history some 3500 systems have been sold.



RCC RR C SSIC from Haver Boecker

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**Latest innovations on show at Interpack (see p30) will include: a second-generation hygienic bag filling line from Chronos BTH; a mobile TOPAS W & H bagging line; and a CONTINUA FFS machine from Concetti capable of producing re-sealable, zip-fastened bags.**



# Some selected Interpack highlights

Interpack, which takes place 12-18 May in Düsseldorf, is the world's number one packaging exhibition, showcasing innovative developments throughout the entire packaging spectrum – from bulk and semi-bulk containers plus their ancillary handling and filling machinery, through to latest trends in consumer packaging; here we focus on the two areas which are of prime interest to our readers – bagging & filling systems and intermediate bulk containers & drums

## BAGGING & FILLING SYSTEMS

### HAVER Group: Hall 12, Stand D08/E07

The HAVER Group will be presenting itself in a modern and open way at Interpack. Using 3D staging, latest innovations from Haver & Boecker and its subsidiary companies Behn + Bates and Feige will be introduced on the Group's 500 sqm stand in Hall 12.

New developments in already-proven systems will be the central focus. Higher performance, more product protection, reduced maintenance costs, less material consumption, lower costs, and even more comprehensive after-sales service are the primary concerns of this globally active machine building company headquartered in Oelde, Germany.

A key attraction on this stand will be the ADAMS 2000. Since the introduction of the HAP-Technology for the environmentally friendly filling of powder-type products in watertight PE bags, the advantages of optimum product protection, extended storage times, cleanliness throughout the entire supply route, and a rugged packaging that markets now come to expect have been clearly demonstrated. Now customers can benefit from the ADAMS 2000 thanks to its continuous rotating capability and improved product compaction, gross weight and bag-check systems, which together contribute to a significant increase in performance.

With the FFS Delta NT and as a partner of the chemical industry, Haver & Boecker will present a cost-saving packing system for filling free-flowing, loose products at speeds up to 2400 bags/hour. The FFS WT (Woven Technology) packing concept is now being introduced. Bags made of a very lightweight yet strong woven fabric can be used on FFS (form-fill-seal) machines for the first time, thereby providing new opportunities for filling companies working in the chemical, building materials and foodstuffs industries.

With the INTEGRA FD – a machine that works using the 'plug'n pack' concept for filling valve-bags with fine powder-type and granular products such as cocoa, wheat flour or corn starch – Behn + Bates is building new machines using proven technology, and thus demonstrates once again how this HAVER subsidiary based in Münster is able to meet and even exceed the high expectations of the foodstuffs industry. Improvements in product path accessibility, cleanliness in the filling area (integrated empty bag magazine), simple cleaning, virtually dustfree filling and metal detectors mounted directly in the filling machine provide customers with clear advantages.

Customised solutions – from the original concept through to the

finished product, including delivery and service – these are the core competencies of Behn + Bates. Also complete, ready-to-operate turnkey plants for storing, mixing and filling liquid and paste-like products belong to the expanded product spectrum of HAVER subsidiary Feige in Bad Oldesloe, Germany. Together with subsidiary company Haver Sommer GmbH & Co. KG, which also belongs to the HAVER Group, customers from various industrial sectors can now receive complete seamless process technology from a single source. In addition to turnkey projects, Feige also offers the new Model 410 high-performance, automatic pail filling machine with robotic lid application for use in many industrial and consumer sectors.

Refined innovative machine technology is the prerequisite for the success of customers, and a global service network makes a difference in this respect. Together with its Feige subsidiary, Haver & Boecker will present its global service concept. In addition to the classic services of inspections and spare parts provision, customised service contracts, teleservice, e-commerce and customer-tailored training are also offered. Plant modernisation and optimisation, i.e. retrofitting existing plants to new operating conditions, also belong to Haver's spectrum of services.

[www.haverboecker.com](http://www.haverboecker.com)



new Feige Model 410 high-performance automatic pail filling machine with robotic lid applicator

### Chronos BTH: Hall 12, Stand D23

Under the slogan "People for Packaging" Chronos BTH, headquartered in the Netherlands, will demonstrate its weighing, bagging, palletising and load securing systems and services for the food, feed and chemical industry on a 300 sqm booth in Hall 12.

Chronos BTH will be introducing the next generation of its hygienic filling line CHRONO-BAG™ OMLH-Series for hygienic open-mouth bagging applications for all types of powders. The machine has been specifically designed for hygienic bagging and packaging operations in the dairy, bakery, baby food and other food-related industries. The system is also suitable for the pharmaceutical and chemical industries.

This second-generation system has been developed in accordance with the EHEDG (European Hygienic Engineering & Design Group) guidelines. Chronos BTH is an EHEDG member and has established an in-house hygiene task force to devise and implement machine design guidelines specific to the food industry. All processing modules have been designed with hygiene as a primary concern:

- The overall machine design and housing has been improved.
- Floor support legs have been optimised.
- The bag placer was redesigned.
- The machine construction is in sheet metal (open structure), no hollow structural members.
- The field-proven, patented bottom-up filling technology guarantees high accuracies in the powder packing process.
- Electric cabling has been reduced to a minimum.

The second-generation machine also features a closed bag-top transport mechanism, improved cleaning devices, fast changeover times and further minimised dust emission. The bagging system is available in full stainless steel version or in an ATEX-compliant design. The system allows the integration of optional gas flushing. The machine zone is separated from the functioning bagging zone. There are no fixing devices which are located within the product flow. Internal components and those that come into contact with bulk material are sanitary welded and the exterior machine parts have a polished finish. Fully enclosed safety guards enhance security aspects of the system.

This second-generation system is available with single or double spout designs with capacities of 350 up to 600 bags/hour. The bagging system is applicable to all common types of open-mouth bags including gusseted and pinch-bottom bags with bag filling weights of 5 up to 50kg. It also caters for quick bag size changeovers. The OMLH-Series offers a high flexibility regarding the bag closures with a choice of sealing/stitching with or without crêpes, double fold-over with glue, single fold-over with stitching, pinch-top closing, square top closing and semi block top bag closing.

### Optimised functionality

The hygienic bagging system uses field-proven Chronos BTH bottom-up filling technology. After automatic bag placing to the bird beak type filling spout, the bag is filled from the bottom up via a vertical dosing screw, thereby minimising the emission of dust and reducing the aeration of the product. The vertical screw is frequency controlled, so all powdery products can be dosed accurately and quickly. During bag transport the bag-top remains closed, eliminating the risk of product contamination once it is in the bag. The bag transport system offers free space underneath the bagging conveyor to facilitate access to the filling machine for quick and easy clean-out.

The new machine design has a modular structure incorporating different function zones. Wherever possible the power sources of the machine, including drives, cables and control components, have been kept separate from the functional area, where the bag is filled and sealed. This limits the possibility of product contamination and reduces potential dust traps. Each processing module has an integral power supply and controller with minimal cables routed directly from the functional area to the rear of a module. Remote I/O technology has been used to transmit control signals to and from the main control cabinet. The system incorporates in-house designed gross weighing technology. De-aeration probes remove air from the product in the bag, thereby reducing the volume and ensuring a stable filled bag is produced. The de-aeration system consists of a vacuum pump and micro-perforated probes. The de-aeration and vibration time is adjustable in the filling menu.

There are no fasteners, such as bolts or screws, in the product flow zones. All material contact parts are sanitary welded. The machine exterior has a polished finish; the control area is separated from the functional bagging zone. The system features generous machine access so that cleaning can be carried out quickly and effectively. The system operation is simple, using touch panel and integrated graphical user interface with multi-language settings.

[www.chronosbth.com](http://www.chronosbth.com)



Haver & Boecker ADAMS 2000 technology for environmentally friendly filling of powder-type products into watertight PE bags





Two views of the Chronos B second-generation hygienic bagging line which sets new standards in clean bag filling

**Windmüller & Hölscher: Hall 15, Stand C41/D42**

Windmüller & Hölscher points out that the continuing trend to use contract packagers for bulk goods logistics has led to the demand for bagging machines with more flexibility. The company has responded with the introduction of the moveable TOPAS FFS line, which can help solve challenging situations in the bagging of a wide



Thanks to its compact design the mobile TOPAS from Windmüller & Hölscher is ideal for moving between one silo and another for speedy packaging of a wide range of bulk products

range of free-flowing bulk goods.

Interpack 2011 will mark the trade show debut of the moveable TOPAS machine from W&H. Visitors to the company's booth in Hall 15 will see live demonstrations of the TOPAS moving beneath different silo outlets, entering docking positions, packing the bulk product consignment discharged from the silos, then exiting the docking position. The packing line on display, which has been sold to Belgium-based logistics company Katoen Natie, is the 750th FFS-machine to be manufactured by W&H. This impressive figure underlines W&H's leading position in the production of FFS machines.

Another highlight at the W&H booth will be the MATADOR NSL, the newly developed high-performance machine for flat and side-gusseted paper bags, from W&H subsidiary, Garant Maschinen (Lengerich, Germany). The machine was specifically designed for the efficient production of small bags for the fast food and other sectors. W&H expects visitors to be favourably impressed by the machine's performance.

The extraordinarily successful TOPAS has developed into a system that is now capable of achieving an output of more than 2,400 bags/hour and can be used universally for free-flowing bulk materials. Thanks to its versatility, performance and reliability, the TOPAS has become the most widely used FFS system in the world. W&H has sold more than 50 moveable units, more than any other manufacturer. These features convinced Katoen Natie, one of the largest internationally active bulk logistics service providers, to invest in an additional bagging line from W&H.

TOPAS users appreciate not only the wide range of bag sizes, but also the range of solutions tailored for specific products weighing between 5 and 50kg. In addition to classic product weighing capability – as provided, for example, by the W&H net weighing system which can be seen at Interpack – W&H also offers volumetric dosing for materials with fluctuating densities. Further examples of how customers can tailor the performance and flexibility of the TOPAS to meet their packaging requirements are: automatic roll changes, air evacuation features, mitred corner and/or edge sealing, grip hole punch unit or an explosion-proof design that meets all ATEX guidelines.

The TOPAS' compact design makes it ideal for moving from silo to silo to package a range of products. W&H can offer mobility solutions to meet customers' needs, from rails to wheels or air cushion systems.

W&H will also have information available about two of its other FFS bagging lines, including the DIAMANT for continuous operation at high speeds and the OPAL for hard-to-handle products, as well as information about packaging solutions for PE, paper and woven sacks.



Concetti FFS bagging machine showing a zip-closable bag inset

Windmüller & Hölscher is a leader in the design, manufacture and distribution of flexographic and gravure printing presses, blown and cast film extrusion systems, multiwall equipment, plastic sack and bag making machines, as well as form-fill-seal machinery for the converting and packaging industry.

[www.wuh-group.com](http://www.wuh-group.com)

**Concetti: Hall 14, Stand D31/33**

Italy's Concetti Group will be exhibiting an exciting new feature relating to its CONTINUA form-fill-seal machines which now have the availability of a zip closure option. This converts a conventional PE bag into a re-sealable package. The company says that the CONTINUA FFS bagging machine with zip closure is ideal for pet food and other food-based products.

[www.concetti.com](http://www.concetti.com)

**Dinnissen: Hall 3, Stand D48**

Dinnissen Process Technology, Sevenum, the Netherlands, has developed an effective and ultra-hygienic bulk bag concept which will be displayed at Interpack. The system has been designed to ensure that contamination-prone pallets are kept out of the clean room area and to this end the bulk bags are kept suspended from a special overhead guide structure throughout the filling process, thereby ensuring minimal contact with possible contaminants. Also the fact that the bags are kept suspended makes it easier to ensure that the clean room is kept aseptically clean.

In the first step of the filling process, the bulk bag and its clean inner liner are attached to the filling head. A decontamination module is used to ensure that any dust particles are removed up to the moment the filling hose is connected. An inflatable seal prevents any particles from escaping during filling. The bulk bag is subjected to vacuum and forced into shape using nitrogen. This creates a clean and oxygen-free (<1%) environment which extends the shelf life of food products. The fact that the bag is shaped beforehand, if necessary using vibration, has the added advantage that every corner is optimally filled. To prevent any product spillage, a specially designed filling head is employed together with a valve for collecting any spilt particles and very effective particle removal by means of suction.

After automatic airtight sealing of the liner, the bag is closed and transported out of the clean room while remaining suspended. It exits via a quick-closing door equipped with a forced ventilation system. While the door is being opened and closed a laminar air current of pre-filtered, conditioned air is blown through as a speed of 0.4-0.5m/s. The total system complies with all ATEX, HACCP and GMP guidelines. Dinnissen's food industry customers include Danone, Nestlé, Royal Friesland, Campina and PepsiCo.

[www.dinnissen.nl](http://www.dinnissen.nl)



In the Dinnissen system bulk bags are at all times kept suspended above the floor of the clean room

**S+S Separation and Sorting Technology: Hall 13, Stand A90**

S+S Separation and Sorting Technology, Schönberg, Germany, has introduced the new SOLUTOR-HF metal detector head which provides improved capability to remove stainless steel particles from product flows, even if these are deeply embedded within the product. Designed to detect all types of metal contaminant, whether magnetic or non-magnetic, the device features a heavier and larger housing which provides additional stability and rigidity. The smooth surface finish with integrated, sealed control unit meets the demanding requirements of the food industry for hygiene and cleaning. There are three operating frequencies – low, medium and high – which make this universal metal detector especially suitable for packaging and food industry applications.

S+S is one of the world's foremost suppliers of metal detection systems, with subsidiaries in the UK, France, China, Singapore and the USA, a representative office in India and more than 40 agencies throughout the world. The main factory in Bavaria currently employs 250 staff. Sales in 2010 exceeded €30M.

[www.sesotec.com](http://www.sesotec.com)



The new S+S R-F metal detector head from S+S



## IBCs & DRUMS

### Schütz: Hall 10, Stand D22

Schütz is continuing its long association with Interpack with participation again at this year's event. This is the eleventh time it has exhibited at Interpack since it premiered the first IBC in 1975.

The company from Selters, in the Westerwald region of Germany, has chosen "Schütz: Innovative, Reliable, Sustainable" as its motto for this year's show, and will also be offering to those visiting the stand insights into the world of industrial packaging and associated products and services.

Employees from the company's 30 sites around the world will be on hand to introduce potential and existing customers to the latest trends and innovations in IBCs, as well as PE and steel drums. In the past 50 years, the market for industrial transport packaging has developed dynamically, and Schütz says it has done much to shape that development.

This year, visitors to the fair can look forward to discovering an array of product innovations on the Schütz stand, plus insights into many other aspects of industrial packaging designed to help users optimise their entire supply chain both economically and ecologically in the interests of overall sustainability.

'Sustainability' is the focus of this year's Interpack, and Schütz wants to use the event as an opportunity to communicate to existing and potential customers alike the facts and background information that substantiate its commitment to sustainability.

In recent decades, the group has invested systematically in machinery, installations and new production sites with a view to expanding its network and thus to ensuring a reliable supply of IBCs, drums and services to customers throughout the world.

New IBC developments and product solutions include the new IBC MXEX, for example, which features the first serial use of carbon nanotubes, replacing the tried and trusted valve with earth plate (for static-electricity grounding of the goods being filled).

Schütz's invention and continuous further development of the IBC has done much to reduce total supply chain costs and also to bring down carbon emissions. Visitors to Interpack will have the opportunity to find out how deploying the company's IBC concept can result in 50 percent lower costs across the entire supply chain, compared with other packaging and logistical solutions. This is due in no small part to the Schütz Ticket Service, which provides free collection of used IBCs from the end user and their return for recycling.

At Interpack, Schütz will highlight the recent relaunch of its return and reconditioning service with a presentation of just how quickly, flexibly and sustainably its IBCs are now collected worldwide. The company's international presence guarantees collection of used IBCs from the world's major industrial regions – even in minimal quantities.

"Thanks to material recycling, each returned IBC makes a lasting contribution towards reducing carbon emissions per IBC by up to 50 percent," the company stated.

### Stepping up reconditioning in China

In response to market changes in China, Schütz's Chinese subsidiary Schutz Container Systems (SCS) in Shanghai has invested in an ultra-modern reconditioning and washing unit for IBCs.

The new reconditioning line is designed to meet the very latest technological standards and is claimed to guarantee environmentally sound and sustainable recycling of the used IBCs retrieved through the Ticket Service. Filter systems purify the process water within a closed-loop arrangement, and all of the recycle emerging from the reconditioning process is reused.

The expansion of the SCS site satisfies new market requirements in terms of the increased number of used IBCs returned and growing demand for reconditioned containers.

"Since there are no language barriers to the Ticket Service, participating in it is as easy in China as it is everywhere else around the globe," said a company spokesperson. A collection request for empty IBCs can be submitted online, by email or fax, or over the phone and very soon the containers will be picked up free of charge.

As a manufacturer-run reconditioning company, SCS will, from May 2011, offer the added advantage of operating not only a

reconditioning line but also an IBC washing unit. The latter also complies with the latest standards of performance and environmental protection.

Schutz UK has set up a modern production line for PE open-head drums at its Worktop site. From now on, Schutz UK will be producing open-head drums from the S-DS1 line in sizes of 120, 150 and 200 litres. The new product series complements the existing drum programme on the UK market with the addition of packaging solutions for solids and other filling goods to the classic tighthead models.

The expanded portfolio is said to benefit UK customers because it offers them a far greater selection of plastic drums as well as the opportunity to combine different drum models logistically. The central element of the production plant is a state-of-the-art blow-moulding unit, which was designed and built by the parent company.

The building also houses a drop-test facility and cold chamber. This test installation will enable Schutz to ascertain the suitability of industrial packaging for hazardous goods transport and compliance with the appropriate licensing regulations by drop testing a container filled with a water/glycol mix at minus 18 degrees Celsius.

[www.schuetz.net](http://www.schuetz.net)



The metal-free Schütz IBC valve with moulded nano-composite earthing cable

### Mauser: Hall 10, Stand A40/B39

This German manufacturer will be showing an extensive range of its latest designs of IBCs and drums.

### NCG on the growth trail

Mauser Group's reconditioning subsidiary National Container Group (NCG) is rapidly expanding its reach in North America. NCG recently acquired a majority of the shares of the Canadian company RTQ, a reconditioner of composite IBCs, as well as Houston, TX-based Burbank Barrel and Drum.

RTQ Canada operates reconditioning sites both at its headquarters in Boucherville (Montreal) and in Mississauga (Toronto). Its main focus is on composite IBCs. RTQ also has a strong market share in reconditioned plastic drums. In the past five years, RTQ and NCG have successfully cooperated in a sales joint venture in Ontario. The new and extended joint venture will provide RTQ's complete line of services to all eastern Canada customers.

Peter Schaefer, global head of NCG, said the extended partnership will lay a broader basis for future cooperation: "As a majority shareholder of RTQ we will be more flexible in order to serve current and future needs of our Canadian customer base. We will be able to help our clients to increase their cost-effectiveness and to improve their environmental record."

The former owners and managers of RTQ, Guy Trepanier and Simon D'Amours, retain minority shareholdings. Both will continue to serve RTQ as senior managers. Commenting on the acquisition, Guy Trepanier said: "Being part of an integrated packaging company will open up new opportunities for RTQ and its employees. We will be able to contribute to and benefit from each other's technical know-how."

Based in Houston, TX, Burbank Barrel and Drum (BBD) is the largest steel drum reconditioner in the US Gulf area with over 60 years of operating history. Supporting the group's global sustainability initiative, this transaction will also enhance the growth strategy of NCG.

Located in the Houston industrial corridor, BBD offers reconditioned open head and closed head reconditioned steel drums as well as new steel and plastic containers. "With the added resources and leadership of Mauser/NCG, we will continue to expand our dominant position in the Gulf area," said Robert L. Cullins Jr, who will stay on to manage Burbank's operations.

In December 2010, Mauser Group entered the North American steel drum reconditioning market through the acquisition of American Container Net (ACN), with facilities in Pittsburgh, PA, Providence, RI, and Richmond, VA. "The acquisition of BBD is a pivotal step towards expanding our steel drum reconditioning footprint across North America," said Peter Schaefer.

Back in Germany, Mauser has opened a new IBC line at its facility in Bammental. Starting the production of SM composite IBCs at this location near Heidelberg will allow Mauser to supply customers in southern Germany, Austria and Switzerland much more efficiently. In line with the company's overall carbon footprint reduction strategy, this new expansion puts additional production capacity close to areas of increased demand.

The installation of a complete IBC line including new multilayer blow moulding machinery puts the group in a position to produce its complete SM IBC portfolio out of Bammental. Besides well known standards for hazardous and sensitive filling goods this also comprises SM EX IBC to be used in EX-Zones and SM LP with specific light protection capabilities.

"Our aim is to grow with the customer globally. This not only includes expansion in emerging markets but also the optimisation of our carbon footprint in well-established markets such as, in this case, Europe. Supply security, on-time delivery and short reaction time to customers' demands are key in today's supply chain logistics. Opening our new IBC line in Bammental will allow us to serve our customers even better. We are closer to the customer and able to react faster to client demands and needs," said Pierre Ferracci, head of sales, Mauser Group.

The Bammental facility was founded in 1956 and has grown continuously since then. Today, the site is one of Mauser's biggest locations for the production of plastics packaging in various sizes and designs. Moreover, Bammental is Mauser's European hub for the production of injection-moulded accessories like covers, caps or handles.

[www.mausergroup.com](http://www.mausergroup.com)  
[www.ncg-europe.com](http://www.ncg-europe.com)



Mauser plastic-metal composite IBCs on display at a recent trade show

### Hoyer: Hall 10, Stand E98

Hoyer will present its IBC logistics solutions at Interpack. The company will exhibit its latest IBCs – one of 18,000 IBCs owned and operated by the company. They are used both in the chemical and foodstuff industry, and Hoyer will offer the most suitable container to meet each specification. The IBCs are made of high-grade steel and are well suited for the transport of a variety of products. There are, for example, special IBCs for high-viscosity products or IBCs that can be heated up to 120°C for the transport of paraffins and waxes, or IBCs which are approved for the transport of dangerous goods.

But Hoyer stresses its service is not limited to IBC rentals. The full service also covers complete fleet management (including customer-owned IBCs), reverse planning and all workshop services including cleaning and legally required periodic tests. Fully automatic cleaning facilities with high operating capacity are available across Germany and Europe.

Full service also includes filling and the operating of customer containers, thus providing a perfect combination of quality and operational efficiency. In addition, contract, intra- and on-site logistics, outsourcing and consulting services are presented by the supply chain solutions (SCS) department. These features are also available for small containers such as IBCs.

[www.hoyer-group.com](http://www.hoyer-group.com)



Hoyer steel IBCs



The Schütz Ticket Service



# BagPaliT outperforms the wooden pallet in many ways

Drader Manufacturing of Canada reports a very positive response to its new product, BagPaliT (see September/October 2010 Bulk Distributor p18). Increasingly companies shipping and handling bulk materials with forklifts want to minimise use of wooden pallets, and they are turning their attention to this greener alternative. Unlike wood, this new pallet replacement system does not promote the growth of moulds and mildew. Being plastic, the product meets the requirements of ISPM 15, and is not affected by insect infestation.

BagPaliT has a significant weight advantage over wooden pallets. With rising fuel costs companies are striving to adapt their operational practices in an effort to save money. Each wooden pallet weighs about 20-25kg whilst BagPaliT weighs less than 4kg. Drader points out that if companies save 20kg on packaging weight, they can ship 20kg more product without extra cost. Companies shipping a 26 bulk bag truck load can move about 520kg more

product because BagPaliT saves weight. If companies own their own trucks and keep their product weight the same, then the fuel savings add up, because 500kg of wood is a lot of deadweight to drag around.

Stacking stability can also be a problem with bags sitting on wooden pallets. It is easy for a bag to shift when it is transported on a flat surface such as a wooden pallet. With this latest Drader invention, stability issues decrease because the body of the filled bags nestles into BagPaliT. Drader's sales manager Bruce Lecky draws the analogy that just as a cowboy fits in his saddle, an FIBC fits into BagPaliT. Since the device acts as a saddle, it offers enhanced safety when filled FIBCs need to be relocated around the warehouse.

BagPaliT inventor Gerry Baker researched and carefully thought out each of the component parts which combine to form the integrated unit. The system comes with two BagPal forklift channels, a pad of hygienic material, and a polypropylene skin. The

manner in which they interact results in the overall success of the concept. The pad keeps the filled FIBC off the ground and lessens concerns about bag bottom contamination. The polypropylene skin contains both pad and forklift channels. Baker says "The biopad keeps the bag from contacting the floor, and offers protection from moisture, mould and bugs. Since some BagPaliT models are made with 100% virgin, FDA-approved materials, then there is no issue with storing food or pharmaceutical products on them. BagPaliT models are made with recycled bulk bag material, and for FDA-approved materials 100% virgin is used, then there is no issue with use in the food or pharmaceutical industry."

Drader's engineering team researched resin mixes and tested various additives to make a strong, lightweight forklift channel. The company tested bio-fibre based plastic, resin from recycled FIBCs, and various in-house industrial blends. BagPaliT models are available in these resin styles as well as in 100% virgin, food-safe polypropylene. Drader has just introduced a four-way forklift access BagPaliT as well.



BagPaliT is now also available with a four-way access channel

Because some BagPaliT models are made from recycled bulk bags and others have multi-reuse channels, this novel FIBC accessory is considered a sustainable product. It offers other savings as well. Most warehouses today have limited availability of space. BagPaliT saves space, because the units occupy less volume than wooden pallets. After bags are filled, and

properly placed on BagPaliTs they can be safely stacked on top of each other, or put into storage on certified warehouse racks.

Videos of the system can be viewed at [www.youtube.com/dradermanufacturing](http://www.youtube.com/dradermanufacturing). For further information – tel: +1 780 440 2231. [www.drader.com/bagpal](http://www.drader.com/bagpal)



BagPaliT prevents the bottom of the FIBC from contacting the floor bare ground or shelving – any of which may be wet or unclean



Racks support the BagPaliT which in turn provides a secure saddle to support the filled FIBC. The base of the FIBC does not come into direct contact with the rack

## High-speed fabric weaving

Starlinger based in Vienna, Austria, has extended its range of circular looms with the launch of the omega 1000 HV model which has been designed to achieve improved efficiency, easier handling and reduced maintenance.

This highly versatile loom covers a wide range of customer requirements. A frequency-controlled main motor ensures optimum production efficiency, while automatic adjustment of the warp tension keeps fabric width variations to a minimum (especially with low-denier tapes), guaranteeing a high level of fabric quality from 55 to 200g/m<sup>2</sup>.

These new omega 1000 looms feature ceramic segments and metal heddles with ceramic eyelets which minimise intake friction during weaving. The high speed at which the tapes are pulled through heddles and eyelets, over rolls and through compensators inevitably takes its toll on the tapes. Excessive friction causes a loss of strength and ultimately leads to fraying, tape rupture, and consequently machine failure. Use of ceramic parts ensures smooth running of the tapes and thus helps to avoid machine downtime caused by tangled and ruptured tapes. As the ceramic

elements also have a longer service life, maintenance time and costs are significantly reduced.

With a production speed of up to 1000 picks/min and an efficiency of over 90%, the omega 1000 according to Starlinger ranks among the fastest and, at the same time, most reliable looms on the market. A new feature – automatic loom stop in the event of blocked warp tapes – acts as an 'early warning system' and helps prevent tape

rupture before it even occurs. The manufacturer states that the unrivalled price/performance ratio is another convincing factor that sets this machine apart from competitive products.

During May Starlinger will be featuring the omega 1000 at three major international trade shows: Brasilplast, São Paulo, Brazil; Interpack, Düsseldorf, Germany; and Chinaplas, Guangzhou, China.

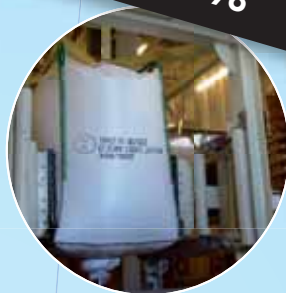
[www.starlinger.com](http://www.starlinger.com)



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Continued from Page



Chempack single-point-lift FIBCs handling salt

of Austria. Chempack can also offer very high quality liner production from Windmüller & Hölscher extrusion lines and Guenter converting lines.

Chempack has been active in the FIBC business for 20 years, being involved not only in the production of bulk bags but also in providing related filling, conveying and handling equipment. A PORTABULK System partner, it has considerable experience and expertise in the design, supply and installation of FIBC filling stations and handling systems. The company is proud of its reputation for innovation, creating solutions for the specific requirements of its customers and for the semi-bulk packaging industry in general. It holds several FIBC industry patents, including one for a triple-skin FIBC. Export sales director Seref Orhun explains that the three-layer design protects the filled FIBCs during transport in open railcars. In Russia long-distance rail journeys are commonplace and the FIBCs can be damaged by exposure to extreme weather conditions as well as by friction due to the bags rubbing against each other in transit. The outer layer keeps the FIBCs protected and clean during long journeys.

In 2010 Chempack produced and sold 12 million FIBCs, which puts it among the top half dozen global manufacturers. Following major recent investment at the Shahty plant, manufacturing capacity will have risen



Four-loop FIBCs this year Chempack is stepping up production of this design of bag with Europe being the prime sales territory

to 18 million units by middle of this year. Total production and warehousing capacity is 120,000 sqm. In both Dedovsk and Shahty the company makes single-point-lift/two-loop and four-loop bags, the former category



ew FIBC converting facility at Shahty

taking up most of the capacity at both plants. However, extra one-loop and four-loop capacity will come on stream at Shahty this summer. When the new four-loop capacity starts, it will be the company's policy to direct output primarily to the European market, and secondarily to other world regions.

Orhun points out that transport time for deliveries of FIBCs from Moscow to continental Europe is no more than five to seven days, which puts Chempack at a distinct advantage compared with competitors in India, China and South East Asia. The company has the capability to manufacture Type C static-conductive FIBCs and plans in the near future to produce bulk bags under clean room conditions for use in the pharmaceutical industry.

www.chempack.ru



eneral view inside the edovsk plant

# Latest innovations from Lohia Starlinger

India's Lohia Starlinger, part of the Lohia Group and previously an associate company of Starlinger, Austria (see p33), but now a competitor, has in recent months introduced several innovations to its range of machines employed in the manufacture of fabric for FIBCs. These include the LOHIA autoroto tape winder which offers automatic bobbin change with equal length of tapes in all bobbins, and the LOHIA duotec employed in tape extrusion which is designed to provide tapes with enhanced tenacity and elongation with added stability of processing.

Both these new machines were described briefly in the November/December 2010 Bulk Distributor. Another new product from Lohia Starlinger is the LOHIA baby lofil HT which produces PP (FDY and HT) multifilament yarns. The New Delhi based company states that this latest machine is best suited for captive consumption and is especially suitable for small batches of production for special needs. High-tenacity yarn with up to 7gpd makes it possible for manufacturers to use lighter deniers and thereby save on raw material cost. With this latest innovation, customised sewing thread is now just a matter of changing machine parameters. FIBC producers can impart unique characteristics of colour, denier and appearance to the seams of their bags.

Advanced tape extrusion technology available from Lohia Starlinger has been designed to help FIBC manufacturers produce high-tensile strength tapes with optimum elongation – a prerequisite for perfect fabric employed in the production of FIBCs. The tape stretching lines are designed to meet highest performance and quality requirements, with maximum efficiency and flexibility to produce light to heavy denier tapes (up to 2500 denier)

required for FIBC fabric. These machines are also highly efficient in terms of raw material and energy usage. The range of extrusion lines offers product capacities from 260 to 900kg/h with speeds from 425 to 600m/min.

The company's new generation of inverter driven winders helps make perfect quality bobbins for warp and weft, a key factor in weaving flawless fabric. The product range has electronic

and auto changeover winders for winding flat and fibrillated tapes produced by tape stretching lines on cylindrical cores. A wide range of circular looms is also available for weaving low to high gsm fabrics (up to 260gsm and above) for different FIBC components like body fabric, top and bottom fabric, discharge and filling spouts, etc.

www.lohiagroup.com



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## Hygienic rotary valves are now USDA approved

The sanitary versions of the rotary valves manufactured by Coperion, Weingarten, Germany, have now been approved by the United States Department of Agriculture (USDA) following certification in compliance with the USDA Dairy Grading Branch. These ZRD discharge valves and ZXD blow-through valves are already designed in accordance with the engineering and design guidelines of the EHEDG (European Hygienic Engineering & Design Group) and now meet current, strict requirements

governing usage in the USA. Employed in pneumatic conveying systems and for discharge of powdered and granular materials, they are suitable for applications in the food, pharmaceutical and chemical industries demanding the very highest levels of hygiene. Since these rotary valves can be readily inspected and also cleaned quickly and thoroughly, they are especially well suited for applications involving frequent changeovers from one product to another and/or for processing products showing adhesive tendencies.

[www.coperion.com](http://www.coperion.com)



The component parts of hygienic versions of the ZRD and ZXD rotary valves are readily accessible for cleaning. The certificate issued by the USDA Dairy Grading Branch shown far right was awarded by Steve Rocky Bates (left) to Ulrich Bartel (center) and Steve Broes (right) both from Coperion.



## Cable and chain drag conveyors

Following its acquisition last summer of Dynamet Inc, Spiroflow, headquartered in Clitheroe, UK, is now offering two types of tubular drag conveyor: Cableflow tubular cable and Dynaflow tubular chain drag conveyors. They now complement its range of flexible screw and aero-mechanical conveyors. In addition to these three categories of mechanical conveyor, the company also offers pneumatic vacuum conveyors.

The new Cableflow range has been developed from Spiroflow's well proven aero-mechanical conveyors, but operated with reduced clearances and at reduced running speeds and with

purpose-designed drive units and contact parts. They are especially suitable for gentle handling through multiple planes of friable products such as roast coffee beans. The Dynaflow range, based on Dynamet technology, features robust, heavy-duty discs connected by articulated metal links (chains) and are suitable for the most arduous applications, including working temperatures up to 250°C.

[www.spiroflow.com/en/about-tubular-drag-conveyor](http://www.spiroflow.com/en/about-tubular-drag-conveyor)



Spiroflow's Cableflow tubular cable drag conveyor suitable for delicate products and right multiple installations of the heavier-duty Dynaflow tubular chain drag conveyor shown here feeding a silo.



## Upgraded device for non-contact moisture measurement

Berthold Technologies, Bad Wildbad, Germany, has introduced further refinements to its Micro-Polar non-contact moisture measurement system which was originally launched in December 2009. New features include radiometric area weight compensation

for varying bulk densities. Once installed and calibrated, this microwave measuring system never requires maintenance and is especially suitable for use with abrasive solids which would cause wear damage to conventional measuring sensors.

The transmission system employed by the Micro-Polar penetrates the whole cross-section of the material being monitored, providing fully representative results. The multi-frequency technology ensures very stable measurement, eliminating the influence of reflecting surfaces. The system can be installed on both belt conveyors and chutes, providing high levels of accuracy even for complex applications. It will be exhibited at Schüttgut, 18-19 May in Dortmund (Stand C23, Hall 4).

[www.berthold.com](http://www.berthold.com)



Operating principle of Berthold Technologies Micro-Polar moisture measurement system.

## Vos consolidates relations with Akzo Nobel

Vos Logistics, with headquarters in Oss, the Netherlands, is currently enlarging its distribution centre in Goch, Germany, by 5500 sqm to accommodate 11,000 pallet spaces as well as additional office facilities. This will further strengthen the long-standing strategic cooperation between Vos and its customer Akzo Nobel. The extension will increase warehousing capacity to more than 36,000 pallet spaces for the storage of coating products where special compartments have been created for hazardous substances.

Since 2004 Vos Logistics has been operating Akzo Nobel's distribution centre in Goch for its Decorative Coatings business unit to serve the German market. From Goch, on the A57 motorway between Nijmegen and Krefeld, Germany, Vos is able to serve locations in the Benelux and northern France in less than 24 hours. The company also performs worldwide goods distribution for Akzo Nobel's Performance Coating business from Goch. When the expansion has been completed there will be 20,500 sqm of covered storage, with an option for further extension to provide for the needs of new customers.

Toine van Gils, contract logistics director at Vos Logistics, said: "The contract extension between Akzo Nobel and Vos Logistics confirms the good cooperation between the two parties. Vos Logistics and Akzo Nobel are also



The Vos Logistics distribution centre in Goch, Germany is undergoing expansion.

working together on a project to implement extra value-added activities in Goch, including the blending of coatings."

Joep Moeren, Akzo Nobel's decorative coatings logistics director, commented: "This enlargement gives us an opportunity to rationalise our distribution structure. We are also working with Vos Logistics on a project to optimise the supply chain in accordance with lean principles with the goal of achieving business excellence."

Vos Logistics is an independent European logistics service provider, delivering a wide range of transport and

distribution services tailored to customers' requirements. With a network of almost 30 group-owned locations, the company is active throughout Europe. With 1850 employees, it operates a modern fleet of 1200 Euro IV and V vehicles, 2500 loading units and 125,000 sqm of storage space. Services offered include forwarding, warehousing and value-added processes. The company states that its strength lies in a combination of its Europe-wide network, advanced IT systems and focus on quality and service.

[www.voslogistics.com](http://www.voslogistics.com)

## INEOS commends Talke for quality of its logistics services

The Cologne plant of chemicals giant INEOS, which employs 2200 people at the site out of a total workforce of 15,000, has named chemical and petrochemical logistics provider Alfred Talke GmbH & Co KG as 'Supplier of the Year' for 2010. Each year the INEOS plant in Cologne draws up a shortlist of companies that have distinguished themselves over the previous 12 months in the quality of service they have provided and in their strength of innovation.

The INEOS judges singled out for particular praise Talke's tank container transport services in Turkey where, despite major hurdles that had to be overcome last year, a quality rating of 99.7% was recorded. Another factor that favourably impressed the panel was the efficiency improvements achieved by Talke in transporting polyethylene to Tetra Pak Berlin, a major client of INEOS, for use as a laminate layer in carton packaging. By switching to an intermodal solution and using modern containers, Talke managed to increase delivery payloads while at the same time reducing transport emissions.



Alfred Talke group managing director Armin Talke (foreground third from left) accepts the Supplier of the Year award from INEOS senior executives.

Group managing director Armin Talke was keen to stress the contribution made by his company's staff in winning the award. "To have been selected by INEOS in Cologne as 'Supplier of the Year' is a huge endorsement of the work put in by our employees who, through their commitment day in day out, have taken transport and logistics

solutions to a new level. This accolade is an honour for us and, at the same time, an incentive to carry on further developing our services, in particular our work to deliver sustainable transport and logistical concepts that are consistent with the actual needs of our customers."

[www.talke.com](http://www.talke.com)

## Pneumatic conveying valves for harsh conditions

GSBI Components (Govoni Sim Bianca Impianti) of Casumaro (Ferrara), Italy, has introduced a new range of components suitable for abrasive products and high temperatures. These innovations were developed as a result of practical experience with cement, alumina, hard grain, ash, etc. Additional tests were carried out at the GSBI test plant in association with technical universities and specialists in surface treatments. The base material for these components, which include rotary valves, diverter valves and shut-off valves, is hard cast iron, with the additional option of chrome plating (900 HV hardness) and nickel plating

(1000 HV hardness) for extra heavy-duty applications. Aluminium components can also be supplied with

hard anodised treatment in high phosphorous nickel coating.

[www.gsbimpianti.com](http://www.gsbimpianti.com)



Govoni Sim Bianca Impianti two-way plug diverter valve and right tapered-plug shut-off valve both of which are now available in wear-resistant versions.





# Fast, easy measurement of bulk materials moisture content

IMKO Micromodultechnik, Ellingen, Germany, has launched a new hand-held moisture meter which is suitable for use with a variety of bulk materials. The HD2 moisture measurement system provides fast results and avoids the need to resort to alternative procedures such as the laborious kiln-drying method or the intricate CM test. To carry out moisture measurement the robust PICO64 two-rod probe is simply connected to the HD2. The probe rods are inserted into the material and the measurement is performed merely by actuating the start button. Within two seconds the moisture measurement value is presented in a clear display. The user is provided with a moisture content value of a measured volume of 1.25 litres with just a single reading. Where an average value needs to be recorded, six separate measurements

are sufficient to provide accurate results for a material volume of 7.5 litres, the whole exercise taking just a few seconds.

The PICO64 employs latest TRIME® (time-domain-reflectometry) radar technology, precisely measuring the water content to the point of material saturation and beyond via an electromagnetic pulse with 1-GHz frequency. The probe can also be connected to a PC for data collection, changing the operating mode or for calibrations.

[www.imko.de](http://www.imko.de)



Left: measuring the moisture content of sand and right: in its robust carrying case

# Greater efficiency from belt scale integrators

Siemens Industry Automation division, Nuremberg, Germany, has improved its Milltronics BW500 belt scale integrator, while adding a new version – the Milltronics BW500/L – to its portfolio. The new version, developed specifically for simple applications with belt scales, has two relays. It calculates rate, totalised weight, belt loading and belt speed. An automatic

calibration function saves time during operation. Both versions store parameter data in a non-volatile Flash memory. The standard Milltronics BW500 comes with five relays, offers additional PID control and batching in its functionalities and is specially designed for complex applications.

[www.siemens.com](http://www.siemens.com)



Milltronics B and B belt scale integrators from Siemens Industry Automation division

# Measuring energy costs of dust control

Intensiv-Filter, Velbert-Langenberg, Germany, has unveiled its ProExpertise calculation programme which is designed to determine the optimum operating parameters of a dust filtration system. To identify the best solution all operational factors such as dust physical characteristics, filter surface load, cycle time, filter media, etc are analysed. With these values the energy consumption itself can be calculated. At a glance it can be identified whether it is more economical to increase or decrease, for example, the cleaning pressure as one of the variable parameters. ProExpertise can at the same time also offer guidance on technical plant layout providing, for example, an approximate estimate of required foot print and best filter selection. The resultant cost savings also benefit the environment, since less power consumption results in reduced carbon dioxide emissions.

for up to two million cubic meters per hour, standard filters, circular filters, CIP-Filters, cyclones, cooling systems and fans. It also manufactures and distributes customised filter media. With over 400 employees, the Intensiv-Filter Group includes Infastaub GmbH and Silodux GmbH & Co KG in addition to Intensiv-Filter GmbH & Co KG. These first two companies make series-produced small filters and dust collectors, as well as sound insulation.

[www.intensive-filter.com](http://www.intensive-filter.com)

Intensive-Filter, which has been trading for more than 85 years, offers a full range of products and services for filtering and dedusting systems, from planning, engineering and production, to installation, commissioning and service. The product range includes process bag filter systems

# New CEO at Zeppelin Systems

Bernhard Scherer, who for the past six months has been a member of the management board of Zeppelin Systems GmbH, headquartered in Friedrichshafen, Germany, has been appointed chairman. He takes over from Peter Gerstmann who in recent months has performed the dual role of being chairman of both the parent company Zeppelin GmbH and the daughter Zeppelin Systems plant engineering business unit.

With six subsidiaries located around the world as well as manufacturing plants in Germany, Belgium, Brazil, Saudi Arabia and Turkey, Zeppelin Systems specialises in construction and engineering of high-grade powder/pellet handling plants for chemical, plastics and rubber industries, including related systems, equipment and components.

[www.zeppelin-systems.com](http://www.zeppelin-systems.com)

Scherer, 49, who holds a Diplom-Kaufmann degree (equivalent to an MBA), has extensive international experience. Previously CFO of Gerresheimer Glass Inc, USA, and CEO of Kimble Chase Life Science and Research Products LLC, he has built up an excellent reputation as a specialist in mergers and acquisitions. Before going to the USA he was partner at Roland Berger Strategy Consultants, Stuttgart, Germany, where he acquired broad knowledge in the fields of company strategy, restructuring and organisation.



Bernhard Scherer

# Primasonics International relocates

UK-based Primasonics International, the world leader in acoustic cleaning technologies which are widely used for clearing accumulated bulk material from the inner sidewalls of silos, has recently moved to new larger office, workshop and warehouse premises. The move forms part of the company's strategic expansion, with its growing network of international sales agents and the imminent official launch of its new, innovative, 'green' product range.

Acoustic cleaning uses sound waves both to prevent particulate build-up and to facilitate material flow within a wide range of industries and process applications wherever ash, dust, powders or granules are processed, generated, stored or transported. The new address is: North Lakes Business Park, Flusco, Penrith, Cumbria CA11 0JG (tel: +44 17684 80372).

[www.primasonics.com](http://www.primasonics.com)

# The competent partner for bulk cargo logistics in Europe!

Since the foundation back in 1948, the Karl Schmidt Group has grown into one of the leading logistics providers for dry-bulk products in Europe.

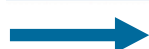
With 32 locations, 1,400 employees, more than 800 dry-bulk tankers and 4,800 bulk containers, the Group is represented at all the major European production sites for plastic products (e.g. PP, PE, PVC).

We provide our clients with a full range of services, which may be relevant during the transport, storage and handling of dry-bulk products. Our services start from the receipt of the material direct from the production line and finish with the delivery to the end-user.

- Our services:**
- Transport (with dry-bulk tanker or bulk-container)
  - Storage in the SCHMIDT Group's own bulk logistic complexes (bulk or packed)
  - Cleaning of dry-bulk tankers (modern spray head system SQAS-certified)
  - Product handling (bagging, debagging, dedusting)
  - Planning and operation of bulk logistics complexes
  - Outsourcing and logistics consulting
  - Handling import and export business



KARL SCHMIDT Spedition GmbH & Co. KG · Rötelsstraße 1 · 74076 Heilbronn / Germany · Tel. +49 / 71 31 / 947- 0 · Fax +49 / 71 31 / 947-155 · [www.schmidt-heilbronn.de](http://www.schmidt-heilbronn.de)



Please contact our marketing-team

☎ 0 71 31 / 947- 283 - Mr. Siegfried Ott  
☎ 0 71 31 / 947- 235 - Mrs. Svenja Schampera





## Sale of 5000th silo commemorated

Earlier this year Braby, a leading silo manufacturer and supplier of bulk processing systems, celebrated shipment of the 5000th silo from its Bristol, UK, factory. The company was founded in 1854 and remains the only UK silo manufacturer capable of decoiling aluminium and stainless steel supplied from the mills. The latest delivery (pictured) was for three storage vessels destined for food industry use. Commenting on the landmark event,

managing director John Lee said: "Although they make up only one element of the total process engineering package that we supply to customers in a wide range of industries from our plant, Braby's silos are internationally renowned. To have manufactured 5000 of these massive structures is an achievement of which the whole Braby team is immensely proud."

[www.braby.co.uk](http://www.braby.co.uk)



Braby managing director John Lee and his team celebrate shipment of their 5000th silo part of a consignment of three vessels destined for a customer in the food industry

## Metal-detectable plastic elevator buckets

Gough Engineering, Stoke-on-Trent, UK, has introduced a range of metal-detectable plastic elevator buckets made from weakly magnetic, impact-resistant compounds which can be reliably identified by existing metal-detection equipment widely employed in the food industry. The plastic buckets, which are FDA approved, are in direct contact with food prior to packaging and if the buckets become damaged in any way, there is a risk that fragments even only millimetres in size may contaminate the bulk product consignment. The metal-detectable plastic will help food manufacturers comply with strict hygiene regulations and can help prevent costly recalls of contaminated food which is automatically and reliably rejected. The new buckets are also significantly lighter and less expensive than stainless steel equivalents.

[www.goughengineering.com](http://www.goughengineering.com)



Gough Engineering's metal-detectable bucket in the event of damage any detached particles can be identified by a metal detector

## Frequency converter for bucket elevators

Simatek Bulk Systems, Hoeng, Denmark, has introduced a frequency converter for bucket elevators. This electronic accessory allows users to choose the desired chain speed within the capabilities of the elevator. The chain speed is adjusted so that the buckets will be filled optimally, allowing the most efficient use of elevator capacity to be achieved. As well as ensuring soft accelerated and deceleration, the frequency converter safeguards against the elevator running faster than needed, avoiding unnecessary stress and wear to component parts.

The software of the frequency converter constantly monitors power consumption and if a malfunction occurs which causes increased energy consumption, the elevator will immediately be brought to a stop. The software also monitors slowly increasing power consumption caused by wear or product accumulation, again stopping the elevator when a set point is reached. The device provides for two modes of operation: for elevators which are fed with a continuous constant product flow; and for elevators which are fed with varying product flow, or if there is a risk of the elevator occasionally running the buffer bin empty of product. The frequency converter will be featured on the Simatek Bulk Systems stand at the forthcoming Victam exhibition in Cologne.

[www.simatek-bulk.dk](http://www.simatek-bulk.dk)



Frequency converter from Simatek Bulk Systems

## Magnets now faster and easier to buy online

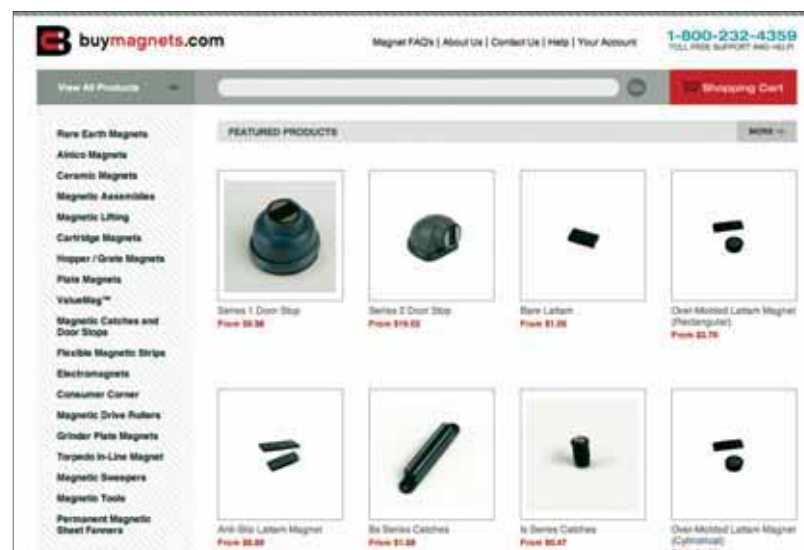
Bunting Magnetics, Newton, KS, has launched a brand new website, [www.BuyMagnets.com](http://www.BuyMagnets.com), which simplifies and speeds the task of buying magnets online. It offers a streamlined purchasing process, live status on orders, instant updates on available inventory, round-the-clock access for placing orders and an expanded choice of magnet products.

"We want to strive to become the one source for magnets online," said Don Lindstrom, general manager for magnet materials at Bunting. He went on, "The functionality of BuyMagnets.com allows us to provide a great customer experience rivaling that of large retailers. There are very few clicks of the mouse required before your order is complete. We feel strongly that this is the best website in the world to purchase magnets!" The website allows Bunting's customers to receive instant confirmation that their order has been processed. They get live updates on when the order is packed and ready for shipment and when it

will be delivered. Most orders are despatched within 24 hours from receipt. Within the 'Your Account' section, customers can store multiple payment methods, delivery addresses

and access their complete order history. Bunting Magnetics has its European head office in Berkhamsted, UK.

[www.BuyMagnets.com](http://www.BuyMagnets.com)



the homepage at BuyMagnets.com

## New design of screw pump and pipe bends for pneumatic conveying of abrasive powders

WAMGROUP, headquartered in Ponte Motta di Cavezzo (MO), Italy, and with subsidiaries throughout Europe, has introduced the POWPUMP™. This innovative screw pump, manufactured from SINT® engineering polymer, has been specially conceived to feed dry, powdery abrasive materials into pneumatic

conveying lines. Pneumatic screw pumps utilise the conveyed material to create a seal which prevents a reverse flow of conveying air, thus increasing wear resistance and the life cycle of the

pump. Installed beneath an open hopper, the unit prevents air blowback emissions into the atmosphere, safeguarding operator health and improving conveying performance inside the pipeline.

To help minimise wear of the pneumatic conveying system, the company additionally offers a full range of wide and short angle pipe elbows, also made of SINT, which have been setting new trends in the market. EXTRACURVE® (wide angle) and EXTRABEND® (short angle) pipe bends fitted to link pneumatic conveying pipework offer great flexibility and a high degree of wear resistance.

[www.wamgroup.com](http://www.wamgroup.com)



Left and right the two recently launched wear-resistant pipe bends



## Bunge installs multiple conveyors for extended Polish agri-bulk storage facility

Bunge has just completed an extension to its new 45,000t capacity grain warehouse in the Polish port of Swinoujscie which will be used for storing imported soy meal, mainly originating from the company's crushing plants in Argentina and Brazil. The extension to the covered storage, offering an additional 5000t capacity, will be used primarily for export rape meal, but also for other types of grain. The combined facility will handle a million tonnes of agri-bulks annually, 700,000t imports and 300,000t exports.

The three-million-euro contract to supply the materials handling systems, loading chutes and JKF Industri filter systems was signed by Buttimer Polska, representative in Poland for Denmark's Cimbría Bulk Equipment. Conveyor systems supplied by Cimbría included 11 belt conveyors with belt widths from 800 to 1400mm and capacities from 200 to 800t/h; 14 chain conveyors with capacities from 160 to 500t/h; and six bucket elevators with capacities



Cimbría Bulk Equipment has supplied a package of chain conveyors such as the one pictured belt conveyors and bucket elevators to Bunge's Swinoujscie grain transshipment facility

ranging from 250 to 500t/h. All of these conveyors needed to comply with Bunge's own design specifications which called for very low conveying

speeds. Consequently, the equipment needed to be 'over-dimensioned' to meet the required throughputs.

[www.cimbría.com](http://www.cimbría.com)



# Karl Schmidt diversifies into sugar logistics

Since the second half of 2008 dry bulk specialist Karl Schmidt Group, headquartered in Heilbronn, Germany, has intensified its activities within the sugar logistics business sector as part of a general strategy to broaden its involvement into transport, storage and distribution of a wider range of dry bulk commodities.

Schmidt is well known as one of the leading logistics suppliers especially for polyolefins and various powders, operating with a truck fleet of more than 800 units, 200 tilting chassis and 4500 containers.

Whereas in the early days 20ft bulk containers from overseas were the key driver for this development, intra-European distribution came into the picture somewhat later and various customers and intermodal supply routes are being served in the meantime. Regional hot spots for sugar logistics activities are currently Spain, Italy, Benelux, UK and of course Germany.

Just as with the existing operations for resins, Schmidt has given top priority to providing highest levels of quality and technical innovation. Specialists working in cooperation with the company's suppliers have now developed a food quality approved liner



Karl Schmidt's Cologne terminal offers 300,000 m<sup>3</sup> of warehousing, 100,000 container storage capacity and silos with a total capacity of 300,000 cubic meters. Sugar can be unloaded directly from ships arriving from Rotterdam and Antwerp.

specially adapted to handle sugar. Schmidt's standard range of rotary valves has also been specifically modified to handle this product.

In addition, the company has dedicated one of its warehouses at Cologne to store up to 60,000t of sugar on an annual basis with an overall capacity of 22,000t at any one

time. Ships from Antwerp or Rotterdam can be unloaded directly at the terminal.

Future strategy will involve further development in terms of existing capacity and regional expansion into additional areas where the Schmidt Group is already represented.

[www.schmidt-heilbronn.de](http://www.schmidt-heilbronn.de)

# Magnetic separator for road tanker discharge



Greenwood Magnetics Anker Magnet fitted to a tanker line blowing our

Greenwood Magnetics, Rochdale, Lancashire, UK, has developed a Tanker Magnet which is designed to fit on the outlet of a road powder tanker to capture any ferrous contaminants which may have found their way into the product being discharged. The unit, which is pressure rated to 10 bar, is manufactured from 304 stainless steel and fully welded to food industry standards.

Any ferrous particles blown through the pneumatic conveying line will be picked up by the high-intensity rare earth bullet-shaped magnet whilst keeping blockages to a minimum. The bullet magnet, available in strengths up

to 8000 gauss, can be easily removed for cleaning by undoing the 'T' knob (which can be locked by a nut, if preferred) causing minimum delay to unloading operations.

Typically employed in the food and animal feed industries, it has proved popular with suppliers looking to enhance contamination traceability. The Tanker Magnet seals perfectly into the pneumatic conveying line, ensuring no leaks as well as quick and easy cleaning. With an end-to-end width of 340mm, the unit weighs only 5kg and has been designed to fit any line connections.

[www.greenwoodmagnetics.com](http://www.greenwoodmagnetics.com)

# HAYER Group raises its profile in India

HAYER IBAU HAMBURG Pvt Ltd, the Indian subsidiary of Haver & Boecker, headquartered in Oelde, Germany, in early February exhibited at the bC India (bauma CONEXPO) international construction machinery trade show which took place for the first time in Mumbai. The four-day event attracted 22,000 visitors from 69 countries. Under the motto "HAYER promotes automation" the company's RADIMAT® automatic bag applicator was introduced for the first time to the Indian market. Thanks to its innovative technology, this machine allows woven PP valve bags to be attached automatically to the spouts of rotating packing machines.

Visitors were also able to appreciate the advantages of the company's ROTO

CLASSIC® rotary packing machines (see also p29) and the IBAU screw pump for conveying raw flour or carbon dust. Haver & Boecker's Wire Weaving Division presented various filter elements, the EML sieve analysis machine, and the CPA 2-1 photo-optic particle analysis unit.

Dr Fabian Festge, managing director of HAYER IBAU INDIA, commented: "We had excellent discussions with potential customers from all over the world and saw a great deal of interest. We are now looking forward to successful post trade show business."

[www.haverboecker.com](http://www.haverboecker.com)



R I automatic bag applicator from Haver Boecker

# Sampler is especially suitable for fine powders

When taking bulk samples from fine powders, traditional techniques are not always effective because over time there is a tendency for fines to penetrate the equipment's bearings and ultimately cause malfunction and blockage. Additionally, the physical properties of a typical powder sample are altered as a result of the sampler's mechanical impact.

Avoidance of these problems can be achieved with the recent availability of the unique SmartGlide sampler from Kersting, Brilon, Germany, part of the Rembe Group. The mechanical construction of the sampler has been designed to avoid contamination of the actuator or bearings by the material being sampled. Using just a single actuator, sampling is carried out in an ingenious 'travel and twist' motion.

The system is suitable for installation in all types of downpipes and requires only compressed air for operation. In accordance with the 'one-energy-only' strategy, a pneumatically actuated timer control box is also available as an optional extra. One of these samplers was recently supplied to a major cocoa bean importer in the Netherlands to obtain representative samples during loading of the beans.

[www.kersting-ind.de](http://www.kersting-ind.de)

## CAPITAL GRAINS

Harvest our extensive experience in the trading, shipping and road transportation of agricultural and dry bulk products. Our subsidiary, Island View Shipping's large fleet of modern vessels caters to the international Handysize, Handymax and Panamax markets, specialising in the movement of grains and proteins worldwide. We service extensive road routes in southern Africa and operate as a major trader and supplier of agricultural commodities worldwide. That's food for thought, for all your dry bulk shipping and logistics requirements.

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## Shell diesel facility

Shell Australia has signed a memorandum of understanding with Marstel Holdings for the development of a greenfield diesel import facility at Newcastle Harbour.

The development will enable Shell to continue to grow its business in the Hunter Valley and through NSW up to the Gunnedah region — allowing improved import capability from refineries like Shell's Singapore facility.

The site will include ship import capability, three 18 million litre diesel tanks and truck loading facilities. Shell's general manager of marketing Craig James said the import facility will provide Shell with increased fuel supply capability into the growing Hunter Valley and Gunnedah regions. "As well as providing customers with supply security, the new facility will also improve the cost efficiency of diesel imports so we can give customers the best possible price," he said.

The new facility will supplement Shell's existing Newcastle Terminal to meet growing demand from customers in the resource, transport and farming sectors. The announcement followed Shell's recent investments in fuel storage facilities at Mackay in Queensland, along with Kalgoolie and King Bay in Western Australia — all important regions for Australia's growing resource sector.

The new facility is expected to be completed and servicing customers during 2012. Shell has operated in Australia for 110 years, and has nearby terminals in Newcastle and Paramatta, along with fuel storage at Botany Bay.

In addition to diesel Shell supplies aviation fuel, marine fuel, bitumen, lubricants and chemicals in NSW — as well as fuel to more than 200 Shell-branded service stations across the state.

# Port Arthur to get new rail oil terminal

Savage Companies and Kansas City Southern (KCS) have entered into a joint development agreement whereby Savage will construct, own and operate a large multi-user rail terminal in Port Arthur, Texas, on property owned by KCS.

The terminal, to be known as the Port Arthur Crude Terminal (PACT), will be served by KCS, and will be designed to bring unit train rail service of Bakken Shale Formation crude oil, as well as other formation crude supplies, to the Gulf Coast for distribution to pipeline or refining consumers in Texas.

The 480-acre site on which the terminal will be built has long been held by KCS for future development, and is attractive due to its proximity to the refining industry and pipeline network. The property is also adjacent to KCS' multi-million ton capacity Pabtex coal and coke export terminal, which is operated by Savage.

The companies have enjoyed a solid, long-term relationship in Port Arthur. The terminal will feature an extensive rail complex for unit trains and crude oil tank storage. Savage has begun first level engineering, design and permitting studies, and anticipates that construction will begin later this year, with completion expected by the second quarter of 2012.

Savage has started discussions with potential customers and subscribers at the terminal. Plans call for Savage and KCS to work with other railroads in securing joint unit train services. The partners are also exploring the potential of receiving other products at PACT including certain refined products in concert with KCS's Mexican gateway.



CS primarily serves the central and south central S

Allen B Alexander, Savage's CEO and chairman in Salt Lake City, said: "We are pleased to grow and broaden our relationship with KCS, and excited to expand our services to provide a destination crude-by-rail terminal on the US Gulf Coast. All of us at Savage are committed to serving this important industry by designing and operating critical touchpoints of the crude oil supply chain."

As for KCS, president and CEO David L Starling commented: "We believe the Port Arthur refinery complex and the readily accessible storage and distribution infrastructure in the area make this site an attractive destination for North American crude production.

Savage is a natural partner for us given our existing arrangement at the Pabtex facility and Savage's expertise and commitment to the refining industry."

Savage owns and operates large terminals for coal, petroleum coke, sulphur, chemicals and other commodities; plus system-based transportation solutions, including truck, rail, barge and vessel, moving over 50 million tons annually of coal, coke, waste coal, waste ash and sulphur. It also provides on-site operations and management services for large power plants and oil refiners. Savage has 145 operations in 36 US states and five Canadian provinces. Savage will operate PACT within its

Railway and Industry Solutions Group, which also includes its announced Trenton (North Dakota) Railport, as well as 11 other specialty rail transloading terminals throughout the US.

KCS's primary US holding is The Kansas City Southern Railway Company, serving the central and south central USA. Its international holdings include Kansas City Southern de Mexico, serving northeastern and central Mexico and the port cities of Lazaro Cardenas, Tampico and Veracruz. It also has a 50 percent interest in Panama Canal Railway Company, providing ocean-to-ocean freight and passenger service along the Panama Canal.

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## Merletti, Rose Rock JV formed for Tianjin import terminal

Merletti Partners International, of Orlando, FLA, has formed a strategic alliance with Hong Kong firm Rose Rock Infrastructure, Ltd, through which Rose Rock, through its joint venture with Hongfa Investment Group, will construct and manage a new petrochemical import terminal in Tianjin, China. Merletti will handle all project-related security and will manage ongoing security needs once the terminal becomes operational.

The joint venture represents the first time in history that a Western company has a stake in a Chinese petrochemical port. Tianjin port is the fifth busiest port in the world and third busiest in China in terms of tons of cargo handled. Tianjin is also a key logistics

centre in Northern China and has relations with over 600 ports across 180 countries and regions in the world. Due to continued economic growth, China became a net importer of oil in 1993 and is now the second largest consumer of oil in the world.

The project is expected to take 24 months to complete and will consist of two 10,000 ton chemical berths. Projected terminal storage for products will be 800,000 cbm. The terminal will mainly be used for fuel oil, marine oil, gasoline, diesel, and benzene. Total projected cost for the project is RMB1.688 billion (US\$256 million).

Merletti Partners is a global risk management firm with established offices in North America (USA and

Mexico) and China. Led by Lewis C Merletti, a former director of the United States Secret Service, the management team includes former law enforcement executives and physical security experts from both the USA and China. The company specialises in international supply chain transportation security solutions.

Rose Rock Infrastructure, Ltd, is a subsidiary of Rose Rock Partners, LLC and is dedicated to development, ownership and management of infrastructure assets in China. Rose Rock is also involved in real estate development, private equity investment management, and corporate and financial advisory services.

[www.merlettipartners.com](http://www.merlettipartners.com)

## Sinopec opens Maoming storage

Sinopec Corp has completed a 12 million barrel commercial crude oil storage facility in Maoming city in southern Guangdong province, China.

The RMB1.7 billion facility is designed to store mainly Oman crude oil and Saudi Arabia's light crude, Sinopec's parent China Petrochemical Corp said in a statement.

The 1.88-million-cubic-metre tank farm is located next to Sinopec's 270,000 bpd Maoming refinery, a plant configured to process mainly high-sulphur crude such as that from the Middle East. The new facility, able to

store roughly two days of China's crude imports, would boost Maoming's total crude storage capacity to 3 million cbm.

China's largest oil firms have greatly expanded oil storage capacity in recent years to service their expanding refining systems and establish commercial space responding to the Chinese government's call for greater security of supply. In neighbouring Guangxi region, Sinopec Group is building a 20 million-barrel crude reserve base in the coastal city of Beihai, ready for use in September.

## Wuhu Erhuan to complete 100k cbm terminal

Wuhu Erhuan Petroleum is to complete construction of its 100,000 cbm oil terminal by the end of 2011. The terminal would be used mainly to store gasoil and gasoline, besides a small volume of kerosene. It is located in Sanshan District of Wuhu City in Central China's Anhui Province, and includes 10 10,000 cbm storage tanks. This will bring Wuhu Erhuan Petroleum's total storage capacity to 174,000 cbm and see turnover expanded to 1 million tonnes a year.



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# Marseilles feels effects of strikes

Driven by container and dry bulk volumes, throughput at port of Marseilles Fos totalled 86 million tonnes last year – a 3 percent increase on 2009 despite lengthy nationwide strikes over the government's port and retirement age reforms.



Liquid bulks at Marseilles slipped 3 percent following reduced refinery demand and strikes

Strike diversions cost the port 107,000 TEU when it was set to pass the million mark – but the increase still bettered the southern Europe average of 7.7 percent and also led general cargo to a nine-point improvement on almost 16 million tonnes.

Dry bulks soared 40 percent to reach nearly 12 million tonnes. In contrast, liquid bulks – representing almost two-thirds of total throughput – slipped 3 percent to 58 million tonnes following reduced oil refinery demand and a month-long autumn strike at the oil and gas terminals. Adding to the impact of strike action, these trades suffered from widespread difficulties in the European refining industry – ranging from technical shutdowns to reduced capacity. LNG proved an exception with 9 percent growth to 5.5 million tonnes, helped by the new Fos-Cavaou terminal – the port's second methane facility – coming on stream last April. Other liquid bulks rose 2%, mainly on the back of industry demand for chemicals.

Infrastructure investment fell from the record-equalling €130 million of 2009 to 74 million as the port completed its

share of works on the Fos 2XL container development, which will create two privately operated terminals. Arrangements to transfer port personnel and equipment to these and various existing terminals under the French port reforms had to be completed by a government deadline of April this year. Supervisory board chairman Patrick Daher said this was a priority in order to restore the port's reliability, urging: "It's time to reunite all parties in building the port of tomorrow. I have the firm conviction that Marseilles Fos must aspire to the level of major city-ports in the mould of Singapore, Hamburg or Shanghai."

The port authority added that, despite the difficulties, 2010 had shown encouraging signs for the future. This included delivery of the first ship-to-shore cranes for Fos 2XL, the first call by a 13,000 TEU container ship, expansion of the Fos Distriport logistics zone and plans for major new methane and agro-industrial facilities. The port is targeting 4 percent cargo growth for 90 million tonnes in 2011 – including a 5 percent rise in container volumes to just over 1 million TEU.

# Iraq moves to solve Basra bottlenecks

Bottlenecks and hold-ups at Iraqi export terminals, ageing pipelines and shortfalls of crude oil storage capacity are serious obstacles to Iraq's ambitious plan to quadruple its crude oil output from fields clustered in the oil hub of Basra in southern Iraq, officials told new agencies.

Iraq's South Oil Co, the largest state oil entity, along with international firms, has started to build storage tanks in the Faw peninsula and dig subsea trenches to extend three new pipelines that would pump crude from these depots to floating terminals in the Gulf.

Total south storage capacity is only 5 million barrels now, enough to store three days worth of southern output, while industry experts suggest at least twice that amount is needed to avoid missing shipments.

"Now we are building 16 new tanks at Faw with total storage capacity of another 5 million barrels," Basim Abdul Kareem, head of oil operations at SOC, told Dow Jones Newswires.

"Four of these tanks will be ready in August and a similar number by the end of the year, while the remaining eight will be completed next year," added engineer Abdul Mutaleb Abul Razzaq, head of Basra export terminals at the SOC.

Faw, which used to be a crude oil gathering point before pumping crude

to Iraq's two main sea oil outlets, Basra and Khor al-Amaya terminals in the Gulf, was seized by Iran in the 1980-88 Iraq-Iran war and all the 62 tanks which used to store some 6 million barrels were destroyed in bomb attacks.

Eight tanks are being built by the oil ministry's State Company for Oil Projects, known as SCOP. Engineer Hamid Kasim said that some 32 Iraqi workers are working around the clock to finish them. Equipment is bought by SCOP from international companies specialized in oil tanks, he added. SOC has recently awarded a contract of around \$150 million to state-owned Ibn Majed Co to construct the other eight tanks.

These 16 tanks would be linked to three undersea pipelines to feed four new single point mooring buoys, three of which are being constructed by Leighton Offshore Private Ltd, part of Leighton International, which was awarded a \$733 million EPCM contract last year.

Loading capacity at both Basra and Khor al-Amaya is around 1.8 million barrels a day. The SOC project will raise export capacity in the southern terminals to 4.5 million bpd by the end of next year. It has hired Foster Wheeler as a project management consultancy service contractor and designer of the project.

# SemCrude adds storage at Cushing

SemCrude, a subsidiary of SemGroup Corp, is to build 1.95 million barrels of additional crude oil storage at its Cushing, OK terminal, through a contract with Matrix Services Co.

The project will include seven 250,000 barrel crude oil tanks and two 100,000 barrel crude oil tanks. On completion, SemCrude's total storage capacity in Cushing will be seven million barrels of crude oil. The new tanks will be leased to three customers and is expected to be completed mid-year 2012. Carl Karner will be the project manager for SemCrude.

"Despite all the newly constructed tanks in Cushing a significant demand continues for additional storage," said Pete Schwiering, president of SemCrude. "This demand is enhanced by increased deliveries of Canadian crude and the pending expansion of White Cliffs Pipeline."

Cushing lies at the crossroads of the



major North American transcontinental pipelines and holds the second largest amount of stored crude oil after the US government's strategic reserve. The town is also the site at which White

Cliffs Pipeline terminates. Owned and operated by SemCrude, White Cliffs Pipeline is the only pipeline that moves crude oil out of the Denver-Julesburg Basin directly to Cushing.

# Petroplus confirms Reichstett conversion

Petroplus Holdings has confirmed that it will convert its Reichstett Refinery in northeast France to an oil products terminal. Petroplus has agreed with the Works Council to put a job protection plan in place to mitigate the effects of this decision through measures such as offering alternative job opportunities within the company, assistance in finding new employment, early retirement, and severance packages.

Jean-Paul Vettier, Petroplus' CEO, commented: "The process leading up to the decision to convert the Reichstett refinery has been a difficult one, as I am conscious that it impacts our employees, their families, and the local communities. We have worked hard to find another solution for the site but were unfortunately unable to find a feasible alternative. We have agreed with the Works Council to put a high quality job protection plan in place."

Petroplus was due to stop processing crude oil at the refinery in April and sell product inventories to satisfy contractual commitments to customers or in the spot markets. "A safe and orderly shutdown of the refinery will commence when the crude oil inventories have been liquidated," read a company statement. Petroplus will seek to sell the terminal after the shutdown.

# BP selects AMEC for UK projects

International engineering and project management company AMEC has been appointed by BP Oil UK to carry out the engineering, procurement and construction management (EPCM) of capital investment projects for existing facilities at its UK oil storage terminals in 2011.

The EPCM contract, the value of which was not disclosed, covers all of BP Oil's mainland UK and Northern Ireland storage terminals, and is in addition to AMEC's recent onshore and offshore global agreements with BP.

The 2011 contract, which has the option of two one-year extensions, will see AMEC provide engineering and project management expertise,

feasibility studies, front-end engineering design (FEED), detailed design and installation work on process plant and equipment at the Belfast, Hamble, Hemel Hempstead, Isle of Grain, Kingsbury, Northampton and Walton-on-Thames terminals.

Working across all of the seven storage terminals will ensure that AMEC applies technical and managerial consistency and best-in-class health, safety and environmental standards across all the assets.

AMEC supplies consultancy, engineering and project management services to the oil and gas, minerals and metals, clean energy, water and environmental sectors.

# Smart Pass in Coatzacoalcos

Smart Pass has opened an independent tank facility at the port of Coatzacoalcos, Veracruz, Mexico. The terminal has a total storage capacity of 7,200 cbm distributed in five tanks. Smart Pass's operations at the Mexican port will begin with the loading, unloading and storage of chemicals that are shipped

for export or import.

Construction of the terminal started 18 months ago and its completion was achieved on schedule. The new terminal is the first part of Smart Pass's expansion plans, which also include the building of three more tanks at API-Tuxpan, located in the Gulf of Mexico.



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