

BULK DISTRIBUTOR

INTERNATIONAL NEWS • PEOPLE • PRODUCTS

January/February 2011

Is this container perfect for flexitanks?

Finnish short sea carrier and cargo solutions provider Oy Lång Ship Ab recently exhibited its new 20ft Hard Open Top Bulk Cradle Container, which the company believes could have a role to play in transporting flexitanks.

Although, significantly more expensive than a conventional 20ft box, the company says that the container, mainly built to carry steel coils, could be used for flexitanks on return legs where it is difficult to find backloads. Due to its construction the container is extremely strong and so can carry its full cubic capacity (25.2 cbm) in liquid or bulk cargoes.

Full story p21



Havoc on the Rhine as tank barge capsizes

Traffic on the river Rhine was substantially disrupted through the second half of January and into early February after a tanker barge carrying sulphuric acid capsized.

The TMS Waldhof was carrying nearly 2,400 tonnes of sulphuric acid when it capsized on



TMS Waldhof attended by salvage crews. Pic Wasser- und Schifffahrtsamt Bingen

January 13 at the mythic Lorelei Point, near St Goarshausen, in the Rhine Gorge. The cause of the accident was still unknown as BulkDistributor went to press. Two of the barge's crew members were still missing and presumed dead. The two other crew members were both rescued and treated in a nearby hospital before being released.

Engineers succeeded in boring into all the tanks to release hydrogen gas that had formed inside, thereby minimising the risk of explosion in the tanks, and freeing the way for the vessel to be lightered of its cargo.

Downstream traffic past the capsized tanker was resumed only on 3 February, and was restricted to daylight hours. A string of around 450 barges further south of Lorelei Point had built up waiting to continue with or without loads to river ports downstream to the north. As far south as Strasbourg, the two container terminals, which usually see a handful of barges in the course of a week, began to resemble yachting marinas as

vessels were forced to moor and wait for clearance to continue north to ports such as Duisburg, and ultimately Rotterdam.

The chemical industry was not the least to suffer from the disruption to logistics chains. BASF, whose main manufacturing bund bridges the Rhine at Ludwigshafen, told German media that some of its key raw materials had been in short supply because of the accident. The chemical giant uses inland waterways regularly to ship in raw materials and ship out value-added product. The company was forced to move more goods by rail and road.

The Rhine handles about 170 million tonnes of goods annually, and accounts for 80 percent of inland shipping in Germany, including ships that enter it from other rivers.



Barges forced to moor two-abreast at Port of Strasbourg while navigation on the Rhine was blocked for several weeks

SABIC teams with Bertschi to open UK plastics distribution terminal

Saudi Basic Industries Corporation (SABIC), among the world's top six petrochemical companies, has set up a state-of-the-art polyolefin logistics centre in north-east England to service the requirements of its UK customers. Officially opened in late November, the facility which is located in Middlesbrough replaces SABIC's previous UK logistics centre and is being operated by Bertschi UK Ltd. Switzerland-based Bertschi AG is one of Europe's foremost chemical logistics operators.

Because of the low cost of raw materials and production in various Middle Eastern countries, polyolefin imports into the UK are increasing. Plastic granulate and powders arrive in containers at the ports of Antwerp or Felixstowe, from where they are transferred on feeder ships to Teesport. From there 20ft lined containers carrying granulate and 40ft containers carrying bulk bags and palletised bag consignments are transported the short distance by road to the Bertschi plastics

Continued on page 13



SABIC and Bertschi staff at the official opening of the Middlesbrough plastics hub; in the background granulate is shown being decanted from a 20ft container into a lined 30ft container, prior to delivery to a UK customer

Lee founds Asia TC body

Former ITCO president Reginald Lee has set up a new industry body to promote the use of tank containers in Asia. The Asia Tank Container Organization (@TCO) has been established by founder members Lee and former ITCO technical secretary Graham Wood "to help foster the use of intermodal tank containers throughout the rapidly developing Asian marketplace".

The new body claims that in recent years Asia has emerged to take a key role in global tank container activities yet these have not been well represented by existing industry bodies.

Full story p6

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Managing Editor Neil Madden
neil@bulk-distributor.com
Tel: +33 (0)3 88 60 30 68

Dry Bulk Editor Richard Miller
richard@bulk-distributor.com
Tel: +44 (0)1424 446003

Advertisement Director Anne Williams
anne@bulk-distributor.com
Tel: +44 (0)1932 225632

Overseas representative
Russia, CIS, Baltic States: Dars Consulting
Tel: +7 (495) 775 07 35
Email: consulting@dars.ru

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EFIBCA Open Meeting 2011

11 May 2011 in Düsseldorf –
one day before interpack!

EFIBCA is proud to announce its third Open Meeting on 11 May 2011
at Tryp Düsseldorf Airport hotel in Düsseldorf-Ratingen, Germany
(11:00 – 17:00 hrs)

The EFIBCA Open Meeting is the perfect platform for exchange and networking across the FIBC industry. Eight expert speakers will bring you up to date on a broad variety of business aspects, ranging from the raw material market to end-of-life solutions of FIBC. Moreover, EFIBCA is going to present its new quality certification scheme EFIBCA-Cert.

Registration charge: 240 € (incl. free day ticket for the interpack, welcome brunch, drinks and meeting dossier). All participants are invited to drinks and snacks after the meeting, sponsored by Greif Flexibles.

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More information and the detailed programme at www.efibca.com



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Wincanton, Chevron go back to the drawing board

Wincanton and Chevron have worked in partnership to challenge the current design and specification of their existing petroleum fleet.

This has resulted in a new aerodynamic tanker trailer that aims to reduce CO2 through improved fuel efficiency. The new look trailer, manufactured by Lakeland, includes aerodynamic design alterations to both the front and back, resulting in improved airflow over the tank valance to reduce drag. Additionally there are streamlined body panels integrated into the landing leg and front side guard area, providing further aerodynamic benefits as well as enhanced acoustic insulation for the cargo discharge pump.

For many years Wincanton has used its rigorous driver-training programme to increase fuel efficiency. This training focuses not only on driving technique but also around monitoring trends and behaviours and has already delivered significant fuel savings. Wincanton believes that the new trailer design, coupled with the use of advanced vehicle telematics, could improve fuel efficiency by up to an additional 5 percent.

The new design also includes some subtle changes to improve safety. These include a full LED lighting system with additional low-level brake lighting, and conspicuous decals to conform to impending legislation.

Commenting on the newly designed tanker trailers, Wincanton general manager fleet engineering, Maurizio Romano said: "Wincanton is an innovative company, always seeking to add value to our customers' businesses and we emphasise the importance of introducing safe, original and modern thinking into all aspects of our operations. The carbon savings we will achieve by introducing these new tankers demonstrates the positive contribution that our industry can make to tackling climate change with a customer partnership approach."

In March this year, Wincanton announced its contract extension with Chevron, worth approximately £60 million over three years, reinforcing its position as one of Britain's biggest petroleum distributors.

In addition Total Lubricants asked Wincanton, its existing haulage contractor, to help design six new lubricant carrying trailers which would offer the state-of-the-art flexibility, safety and efficiency. In turn, Wincanton discussed the proposal with Lakeland Tankers which supplied similar trailers to Wincanton previously.

The requirement was for each trailer to carry 40,000 litres of multiple lube oils with minimum contamination between products. Wincanton specified Alpeco metering and delivery controls.



Alpeco supplied a three-pump, three-meter system to deliver heavy gear oils, light oils and engine oils, the first to be fitted on such vehicles in the UK, said Alpeco. Alpeco's TE550 measuring system also incorporates a driver-operated remote controlled, pneumatic blow-down facility which

ensures that the delivery hose is always cleared of product when the delivery cycle is completed. The remote control system allows the operator to start and stop the delivery cycle as well as activate the blow-down from approximately 30m distance.

Team work for Whale & Volvo

Whale Tankers and Volvo Trucks joined forces before Christmas for Volvo Trucks' five day ride and drive event at a local quarry in Bickenhill in support of the launch of its new FMX commercial vehicle range.

Whale Tankers lent its support by parading one of its latest VacuumWhales - a hazardous waste tri-axle tanker in the livery of Whale customer SP Holding, of Telford, Shropshire. And the 44-tonne unit, manufactured to ADR Class 3, 6.1 and 8 specifications was paired with Volvo's FM 420 Globetrotter 6x2 chassis, a vehicle that boasts being assembled in a carbon-neutral factory and which is powered by a 13-litre diesel engine.

Event organiser, Andy Collett, of Volvo Trucks, commented: "The combination of the tractor unit and Whale hazardous tanker certainly proved a talking point at the event, which successfully attracted some 600 guests over the five day period. Indeed it was great to see two local companies from the English Midlands working together and supporting each other in such a manner. Not only do we already work closely with Whale, we hold the company in high regards when it comes to the quality of the products that they manufacture."

Whale Tankers managing director Mark Warmington added: "We enjoy a long standing relationship with Volvo Trucks and we were understandably delighted when they asked us to get involved with the event. It presented us with an ideal opportunity to demonstrate our capabilities when it comes to hazardous waste tankers. Not surprisingly, our customer, SP Holding jumped at the chance to get involved."

One of two identical VacuumWhales ordered by SP Holding, the new units are manufactured from 316-grade stainless steel, the frameless vacuum tanker's chassis featuring full air suspension with lifting front axle. With a capacity of 29,500 litres, the tank features three top man lids and a hydraulically operated folding handrail with full-length catwalk. Serving as a deployable gantry walkway, this design feature helps ensure the tanker is fully compliant with current working at height regulations whilst operating on-site.

The ADR tanker's vacuum capability comes in the form of a Mistral 7 Series exhauster/compressor that features flame traps either side of the exhauster.

Whale has also announced new orders for its tanker range. Blackburn with Darwen Borough



Whale Tankers supported the event by parading one of its latest VacuumWhales

Council, in northwest England, has purchased a Whale Tankers' upgraded GULLYWhale MVC (medium volume combination) tanker, which is also equipped with an intelligent onboard GPS/GIS system.

Specified on DAF's FA LF55 18-tonne, 4 x 2 chassis, the 1800-gallon capacity tanker's recently introduced operational and health and safety benefits are already being put to use to increase the efficiency with which some 28,000 gullies across the borough are cleaned and maintained.

Using the vacuum and jetting capabilities of the GULLYWhale, combined with the efficiencies of the GPS/GIS system - the software for which has been developed in-house - the council now has the capability to record accurately the exact location and condition of each gully, while overseeing its upkeep in the process. Based on the findings recorded during each inspection, this then enables a judgement to be made as to the time required before each gully is revisited, thereby delivering further efficiencies.

More recently, Bridmin Limited, has shown continued faith in the Whale brand. The privately owned specialist waste management, commercial and transportation rental company has ordered its fourth VacuumWhale in the last 12 months.

Serving to bolster Bridmin's fleet to more than 35 vehicles, the latest non-hazardous VacuumWhale will join the company's existing units by working on both long-term and standard hire contracts. Of equal importance, the new tanker will support Bridmin's expanding waste management service.

As Dave Bridges, Bridmin's director and grandson of the founder of the business, comments: "While the new Whale tankers have strengthened our overall fleet capabilities, they have been purchased to support the growth that we have been successful in achieving for our waste management operation under the direction of Sale Consultant, Richard Snape.

Manufactured from 316-grade stainless steel and fitted to tri-axle semi trailer running gear, the frameless articulated VacuumWhales have a carrying capacity of 29,500 litres. Plated to 44 tonnes GVW, they are suitable for carrying sewage and other non-hazardous sludges.

Complying with the Pressure Systems Regulations SI 1999 No. 2001 Directive No 97/23/EC and with an operating pressure of 1 bar. Vacuum power is delivered via a Mistral series exhauster/compressor with secondary cut-out.



The new tanker will support Bridmin's expanding waste management service

Freund order

Runcorn, UK-based, H Freund has purchased its first-ever Volvo trucks, courtesy of Thomas Hardie Commercials of Middlewich.

H Freund, which specialises in the transport and storage of granulated and pulverised goods, and has a number of sites throughout Spain, Germany and Belgium, acquired three new Volvo FH-540s to replace some of its older fleet.

The purchase marks the start of a new relationship for the German company, as it looks to expand operations in the UK. Phil Moore, general manager at H Freund,

Said: "Due to the cost benefit, we have always purchased our vehicles centrally through our head office in Frechen, Germany. However, as we develop our UK customer base we wanted to begin building relationships with a local dealer in the UK. We chose Thomas Hardie Commercials and Volvo based on a number of factors: superior reliability, fuel economy and driver comfort, as well as the back-up service."



The family-run company spared no expense in kitting out the new 6x2 FH trucks

Commenting on the new partnership, Mark Lingard, customer solutions manager for Thomas Hardie Commercials, added: "As a dealership, we pride ourselves on exceptional levels of service and quality back-up. We hope to be instrumental in helping H Freund to operate efficiently and grow in the UK market."

The family-run company spared no expense in kitting out the new 6x2 FH trucks. Plated for 44 tonnes, the FH-540s are specified with 540bhp with VEB Plus, I-Shift automated transmission, lightweight Estepe axle conversion and Globetrotter XL cab complete with climate control, a fridge and Audio Advance with Bluetooth and USB capabilities.

In Belgium, Michel Petit, a distributor of combustible wood pellets, has added two Volvo trucks to its fleet; one 13 litre Volvo FM, 6x2 equipped with silo tank and pneumatic suspension, and one 13 litre Volvo FH, with identical specification and equipment.

The lorries are claimed to be specially designed for this type of transport which has a number of particular characteristics. The pellets are blown at low pressure to prevent erosion and dust formation. In addition, the trucks are equipped with electrostatic protection in contact with the ground to avoid any risk of explosion during handling, and the weighing system is officially approved for wood pellets.



The Michel Petit trucks are equipped with electrostatic protection in contact with the ground to avoid risk of explosion

Unilever PS renews Abbey Road contract

Abbey Road Tanks has announced the renewal of its bulk liquid distribution contract with Unilever Port Sunlight which involves the management of all on-site tanker/storage requirements and all deliveries to third party packaging/storage companies. The renewal extends ART's relationship with Unilever (which stretches back 27 years).

Commercial director Dave Coulson

commented: "We are delighted that Unilever has once again chosen to work with ART which will take our relationship into 30 years. This demonstrates that our approach to business is to win business and work hard throughout the term to ensure we retain it for many years to come. Unilever is a massive global company and it's an honour to have such a long history of working with them."

Service to industry

The Federation of Petroleum Suppliers (FPS) started 2011 by launching a new industry award to be presented at the 2011 awards dinner. The FPS Service to Industry Award will be presented to someone from the downstream sector who has worked within the industry over a number of years and made a specific contribution to the oil distribution sector.

Vanessa Cook, FPS Expo 2011 event manager, commented: "I am delighted to announce our new Award and we are hoping that it will replicate the success of the FPS's other annual awards – the Driver of the Year, which

is sponsored by OAMPS, and has seen over 10 winners since its launch in 2000, and the relatively new award, the Employee of the Year which was launched in 2009. Each year the hotly contested awards attract a high number of nominations from across the UK and Republic of Ireland."

Aimed at finding an important player in the oil distribution industry, the FPS Service to Industry Award is being sponsored by Fuelpricesonline.com. The winners of all the FPS awards will be announced at the FPS 2011 Awards Dinner on 14 April at Harrogate International Centre.

Miller's new terminal

US road tanker operator Miller Transporters has opened a new terminal in Cincinnati, Ohio. "Miller has a long history of serving the tank trucking needs of the Cincinnati area, and in 2009, Miller's presence became stronger with several established shippers, while utilising the resources of owner-operators based in the area," explains the Jackson, Mississippi-

headquartered company. "As the carrier-shipper relationships grew, it became obvious to senior management that a physical presence in the form of a terminal was needed." The terminal is located in the Express Container Tank Wash at 10300 Evendale Drive. The telephone number is (+1 513) 554 4444.



Feldbinder Spezialfahrzeugwerke GmbH

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Van Loon addresses ITCO membership as new president

Incoming ITCO president Willy van Loon published his first message to the organisation's members at the start of the year.

Van Loon, chairman of Antwerp-based Group Van Loon, said he first came into contact with the tank container industry as a haulier in 1978 and has been involved ever since. Besides being the new president of ITCO, he is also chairman of the Federation of Belgian Transport companies (Febetra) and therefore used to presiding boards and frequently communicating and negotiating with national and EU members of parliament.

"Via our worldwide co-ordinating organisation, the International Road Union (IRU), I have regularly defended our interests with bodies such as the United Nations and other regulatory bodies all over the world," he commented.

"I am sure that as a team, the new board, and its secretary, will do their utmost to keep (members) satisfied by responding to the needs of all the members of all the divisions of our association. I am convinced that by dealing with the democratically chosen issues brought forward by our members from all over the world, we will gain the respect of all ITCO members and other stakeholders in our industry."

Van Loon stressed that together with the membership and secretariat he hoped that ITCO can grow as an organisation "not only in Europe or China, but also in other areas". He pointed to South America and the Middle East as regions that had not yet been fully explored and where ITCO needs to be present.

"Therefore, there is a big task for all of members to spread the word that ITCO is an organisation of which every respected company – no matter where in the world – dealing with tank containers in the fields covered by our divisions, leasing, operating, manufacturing, surveying or service providing has to become a member. And it is our task, the board's, the secretary's and

mine, to make sure that we can prove to all of our existing and new members that we can offer them an added value for the contribution they pay."

The ITCO General Meeting in Nice organised at the beginning of November 2010, attracted a total of 110 participants. During the meeting, there was a draw to allocate the 32 available exhibition spaces at the ITCO Tank Container Village at Transport Logistic, in Munich. As the number of members applying for exhibition stands exceeded the number of spaces available, it was agreed that the ITCO secretary would ask the organisers of Transport Logistic for an extension of the Tank Container Village.

The organisers have granted additional space, which means that a limited number of additional stands are now available. Companies wishing to reserve exhibition space should contact hicks@itco.be as soon as possible. Stands will be allocated on a 'first-come, first-served' basis.

The following new members were

accepted by the board:

- Aspenal, Netherlands (Service Provider)
- Bond International, South Africa (Leasing)
- Daher, France (Operator)
- Fourcee Infrastructure Equipment, India (Operator)
- Goteborgs Tankcontainerservice, Sweden (Service Provider)
- ICSB Netherlands (Inspection)
- ICSB Singapore (Inspection)
- Jiangxi Oxygen Plant, China (Manufacturer)
- Kerry-ITS Terminal, Singapore (Service Provider)
- Modalis, France (Leasing)
- Outokumpu, Finland (Manufacturing)
- Rapid Tank Services, Belgium (TSP)
- Richland LSP, Singapore (Operator)
- Shanxi Taigang Stainless Steel, China (Manufacturing)
- TWS Tankcontainer Leasing, Germany (Leasing)
- Washers, Malaysia (Service Provider)

www.itco.be



"South America and the Middle East are regions not yet fully explored and where ITCO needs to be present." Pic: Hoyer

Stolt posts slight revenue drop

Stolt Tank Containers reported fourth-quarter operating revenue of US\$132.7 million, down slightly from \$133.4 million in the third quarter. Shipments decreased by 6.6 percent to 26,594 from 28,473 in the third quarter, as customers made year-end inventory and supply-chain adjustments, consistent with seasonal patterns.

Customers' use of tanks for temporary storage drove demurrage revenue higher in the quarter and helped to boost utilisation to 76.7 percent, compared with 76.5 percent in the prior quarter. The number of tank containers in STC's global fleet stood at 24,345 at the end of the fourth quarter.

The operator said it capitalised on favourable newbuilding prices to support the future growth by placing orders for 4,850 new tanks during the quarter, with deliveries scheduled to commence in the spring of this year and continuing into 2012.

STC's fourth-quarter operating profit rose to \$21 million from \$16.9 million in the third quarter. The increase primarily reflected lower ocean freight costs, which moderated toward the end of the year due to increased capacity and softer market conditions. The quarter also saw lower repositioning costs.

Niels G Stolt-Nielsen, CEO of SNL was pleased with the results of both Stolt Tank Containers and Stolthaven Terminals: "These growing businesses generated a combined operating profit of more than \$120 million in 2010. Given the multiple businesses that we operate and the cash flow they generate, combined with our current debt level, we believe SNL is well positioned to face 2011 and make the most of opportunities that may arise, as well as generate a healthy profit once market conditions eventually improve."

Stolthaven Terminals reported fourth-quarter operating revenue of \$33.6 million, up from \$32.7 million in the third quarter. Average monthly rental revenue per cubic metre increased in the quarter, driven by an overall strength in demand. Houston reported good revenue growth for the quarter, driven by increased utilisation and cargo throughputs. At New Orleans, while utilisation and throughputs were down, revenue from the resolution of a customer dispute had a favourable impact on the quarter. Revenue from Santos also increased, primarily due to a strengthening of the Brazilian real, partially offset by lower throughput. Total average capacity for the wholly owned terminals remained unchanged in the quarter at 889,500 cbm. Utilisation was also essentially unchanged at 96.4 percent, compared with 96.7 percent in the preceding quarter. Total product handled declined to 1.9 million cbm from the year's peak of 2 million cbm in the third quarter.

Stolthaven's fourth-quarter operating profit increased to \$14.4 million from \$13.5 million in the third quarter. Equity income from the company's non-consolidated joint-venture terminals rose to \$4 million from \$3.7 million in the prior quarter, driven by strong performances at Stolthaven's joint venture terminals in Antwerp, Belgium and Ulsan, South Korea. Operating results at Westport were essentially flat, excluding the impact of one-time costs. Higher costs and lower throughput held down results at Lingang, while Ningbo's performance was impacted by start-up issues.

AlisanDenHartogh cleans up

Den Hartogh Logistics' Turkish subsidiary AlisanDenHartogh has become the first cleaning station in Turkey to meet all requirements necessary to obtain a permanent license certificate to carry out environmentally-friendly waste disposal accumulated during the cleaning of road tankers and intermodal tank containers.

Two years ago, Turkey's Ministry of Environment and Forests introduced new legislation for tank cleaning companies in the country. This measure resulted in the identification of all cleaning stations which were requested to apply for a temporary license. To obtain this temporary license each company is obliged to meet the minimum environmental, safety and health requirements within a certain period. Tank cleaning locations which are not listed or do not meet with the minimum requirements will be closed in due course.

As soon as the publication of the communique on Tanker Cleaning was issued, AlisanDenHartogh applied for the Cleaning 1; License Certificate and was the first to obtain a working license for three years, since it complied with the requirements in terms of work safety and service quality.

Now AlisanDenHartogh has obtained the first permanent license in this sector. Besides maintaining the technical hardware in line with the standards of the communique on tanker cleaning, AlisanDenHartogh says it can perform the cleaning of tankers, tanks, containers and IBCs with the support of its international know-how and experience. The facility is equipped with a vapour tank, pumping system, revolving cleaning cap, dosage adjustment system, water treatment systems, cleaning procedures and refinement premises and is considered in Turkey to be one of the most reputable companies in this area.

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OL&T buys Optimodal

Odyssey Logistics & Technology Corporation (OL&T) has acquired Optimodal, Inc, an intermodal company specialising in the multimodal transportation of ISO tank containers and related services throughout North America. Optimodal is the largest intermodal chemical sector service provider in the USA. OL&T claims the purchase allows the company to offer clients an extensive rail network of intermodal transport services while lowering their carbon footprints approximately 50 percent compared with road transport.

"OL&T continues to make acquisitions that augment its ability to offer a complete portfolio of managed services as well as expand its client base. The purchase of Optimodal meets these objectives and at the same time provides Optimodal employees with additional opportunities within a larger organisation," said Robert H Shellman, president and chief executive officer of Odyssey Logistics & Technology.

"Now is the right time to partner with Odyssey because there is a huge opportunity to leverage each other's strengths and move faster towards our long term vision," added Greg Snyder, president of Optimodal, Inc. "We are excited about joining Odyssey as a wholly-owned subsidiary for several reasons, among them the growth prospects, our mutual customer-centric quality culture and the ability to leverage our mutual strengths and technologies."

"OL&T acquired Optimodal to add improved rail shipping services to our portfolio and to drive down the carbon footprint related to moving cargo," said Shellman. "Optimodal offers the flexibility of local, short-distance truck transport combined with the efficiencies and security of long-haul rail transport."

Optimodal will become part of the OL&T enterprise immediately and operate as Optimodal, Inc, a wholly-owned subsidiary of Odyssey Logistics & Technology. All current Optimodal customers will continue to be served without any changes in personnel or service. OL&T will also continue to use the current Optimodal facility in West Chester, PA.

Optimodal also provides tank containers for inventory storage at customer's plant locations and receiver's locations that offer the flexibility to provide for safe, reliable and cost-effective inventory storage.

Quality looks for financial flexibility

Quality Distribution Inc which owns tank container and depot services company Boasso America Corporation, has filed a shelf registration statement with the US Securities and Exchange Commission to offer to the public from time to time offerings up to 1.5 million at prices and on terms that Quality will decide at the time of any offering.

In addition, under the shelf registration, if and when declared effective by the SEC, shareholders may offer for resale to the public offerings up to 1.95 million secondary shares of Quality's common stock. Quality also announced that it has filed a request to withdraw its previously-filed registration statement.

"This shelf registration will allow us a more flexible vehicle to access equity capital at an appropriate time and provide Apollo, our largest shareholder, with a mechanism potentially to reduce its holdings in the company," commented Joe Troy, executive vice president and chief financial officer, adding that given the company's strong liquidity position, "it was an opportune time" to cut the cost of capital and improve the debt profile.

Quality Distribution also plans to pay off some its debt two years before it comes due. The company issued a notice of redemption stating that on 20 January it would redeem US\$9.965 million aggregate principal amount of the 11.75 percent senior subordinated payment-in-kind notes due in 2013.

The redemption price of the 2013 notes will be equal to 100 percent of the principal amount of the notes plus accrued and unpaid interest, a company statement said. Additionally, Quality Distribution recently acquired or agreed to acquire \$2.5 million of the 2013 notes through open market purchases.

RAM combines modules

Real Asset Management (RAM) has combined its sales order and work order Management modules to provide a new container trading system. The Trade4000 solution manages both the acquisition and sale of equipment.

Extracting procurement and sales data from multiple systems or spreadsheets can incur expensive administration costs and wastes management time, says the company. Trade4000, on the other hand, saves companies money by providing access to detailed information within one specialised system. Profit & loss calculations on equipment trading are recorded and reported on accurately, allowing timely adjustments to be made to future sales prices and purchase negotiations.

For customers using Rental4000, RAM's container and tank leasing solution, both the sales order and work order elements are available separately and as additional modules.

www.realassetmgt.com

Suretank takes control of ZZTC

Suretank has acquired a controlling interest in ZZTC (Zhongshan Zhonghua Tank Containers Ltd).

Suretank, in conjunction with joint owners, Chiling (Holdings) Limited, Hong Kong, plans to develop and expand the existing business of ZZTC in specialised ISO tank containers for the chemical and transport industries.

Located in Zhongshan, China, about 60 miles from Hong Kong, ZZTC is one of the first internationally accredited Chinese tank container manufacturers. The plant will also commence production of the Suretank range of DNV certified offshore oil equipment.

Suretank Group is a leading supplier of DNV certified Cargo Carrying Units (CCUs) to the offshore oil industry. It has manufacturing facilities in Ireland, England Poland and Thailand. The company says the Zhongshan China facility is "a cost effective and quality driven manufacturing plant which will enable Suretank to maintain and expand its competitive position in the Far-East, Australia and other markets".



L-r, following signing of Suretank's acquisition of ZZTC: Niall Lund, Warren Chan and Patrick Joy

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Bertschi on the rise

Rising demand enabled Switzerland-based container and tanker operator Bertschi to expand employment and capacity last year, reports group CEO Hans-Jörg Bertschi. A total of 140 new jobs were created and the company added 1,000 units to its fleet of tank and silo fleet.

To support the tank fleet, a cleaning and maintenance depot Schwarzhede, eastern Germany was built during the year. Bertschi also established a new intermodal terminal in the Rhine of Port of Duisburg, and opened a plastics hub in Middlesbrough, UK. Multimodal facilities were also opened in Istanbul (Turkey), Lisbon (Portugal) and Nizhny Novgorod, which became

the company's third site in Russia.

"The most dynamic developments for us in the chemical sector are currently in Asia and the Middle East," added Hans-Jörg Bertschi. To keep up with changing global needs of its customers, Bertschi is looking to build a stronger presence in the Middle East and develop the overland rail bridge between Asia and Russia. Its own terminals in Rotterdam, Northern England and Italy, from where products imported from the Middle East are distributed across Europe, would also be expanded. And the container fleet will again "increase significantly".



Bertschi's container fleet will "increase significantly"

TXIC starts tank manufacturing

Changzhou Xinhuaichang International Containers (CXIC) has started production of tank containers at its new plant in Tianjin, China. Last year Bulk Distributor reported on the opening of the new plant (see *BD*, January 2010, p1).

Tianjin Xinhuaichang Int'l Containers Co, Ltd (TXIC) will manufacture stainless steel tank containers, using technology from Trencher Containers of Cape Town, South Africa. With supplements and modifications the

new factory has an annual production capacity of 5,000 TEU.

The plant is located in Ninghe Economic Development Zone, 60 km from the centre of Tianjin, 210 km from Beijing, 45 km away from Tangshan, and 35 km from Tianjin Development Zone. In addition it is just 35 km from Tianjin Port.

The company was registered in October 2007 with a total project investment of almost US\$50m including fixed assets of RMB300m.

Dubai operators' course

New Alchemy's Tank Container Operators Training Course is returning to Dubai after the first successful presentation in 2009.

The Course will take place in Dubai from Sunday 3 to Thursday 7 April 2011.

Led by Roy Boneham with experience in tank containers going back to the 1970s, the course examines dangerous goods regulations, the classification of chemicals, design and construction of tanks, and operating requirements

whereby the previous parts of the course are all brought together. It will provide an in depth introduction to operating conditions.

As Bulk Distributor went to press six of the 12 available places on the course had already been taken.

The (non-residential) training course costs US\$1,950. Trainees registering by 25 February 2011 may claim an earlybird discount of 5 percent.

Email applications to rboneham@premiumuk.com

Dowling joins Cronos

Matthew Dowling has been appointed vice president of operations at Cronos Group. Based in Cronos' San Francisco office, Dowling will oversee global operations which include all asset procurement, technical services, and container tracking and control.

Dowling's appointment marks his

return to The Cronos Group. From 1988 to 1996, he served as Vice President, finance responsible for container financing, and various other finance and operational activities. For the past six years, he was with Marin Mountain Bikes Inc, based in Novato, California where he served as the chief executive and financial officer.

New trade body for Asia-focused tank industry

Former ITCO president Reginald Lee has set up a new industry body to promote the use of tank containers in Asia. The Asia Tank Container Organization (@TCO) has been established by founder members Lee and former ITCO technical secretary Graham Wood "to help foster the use of intermodal tank containers throughout the rapidly developing Asian marketplace".

An initial board of directors has been appointed, comprising:

Reg Lee, president
Graham Wood, director and technical secretary
Mike Kramer (Stolt Tank Containers), chairman, Operator Division
Mr Ljun (Sinochem), vice chairman, Operator Division
Jeremy Bergbaum (Exsif/Haite), chairman, Leasing Division
Mike Broadhurst (TAL), vice chairman, Leasing Division
Leo Yang (CIMC), chairman, Manufacturing Division
Elton Liu (Fort Vale), vice chairman, Manufacturing Division
Jim Silver (Silver/CIMS), chairman, Survey & Inspections Division

@TCO (there is a Singapore-based tank container operator already using the acronym 'ATCO') is a non-profit making organisation. "In recent years Asia has emerged to take on a key role

in global tank container activities," stated Reg Lee. "Asia is the fastest-growing tank container market in the world, while China is now the leading manufacturer of tank containers by a wide margin. The multimodal nature of tanks, with their ability to be moved easily between deepsea container ships, regional feeder vessels, rivergoing craft, road vehicles and rail cars, suits the geography of Asia. Yet until now Asian tank activities have not been well represented by industry bodies."

Lee believes the approach of ITCO, for example, is "too Eurocentric" and does not pay adequate attention to either the needs of its members with interests in Asia or the promotion of tank container use in the Asian marketplace.

"Intermodal tank containers have proven themselves eminently suitable for the safe and efficient carriage of a wide range of bulk liquids, gases and powders, including hazardous cargoes, in Europe and the Atlantic Basin over a period of many decades. Our industry is now in a position to make available the valuable lessons that have been learned to a wide range of newcomers."

"Our intention is to invite to join us, at least initially, 30-35 companies which we believe can help our new organisation to develop the use of tank containers in a safe and efficient manner to meet the needs of shippers

in this fast-growing Asian marketplace," added Lee.

There will be no separate division within @TCO for tank container service providers as such. However, within the next few months the new association will issue an @TCO-recommended code of practice for Asian tank container depots and hauliers with the aim of helping such companies achieve and maintain the standard of performance necessary to ensure the safe handling of tank containers. Tank depots and hauliers meeting or exceeding the provisions laid down in the code of practice, and agreeing to be audited by independent assessors, could be invited to join @TCO.

www.atcoasia.com

Down under

Eurotainer has opened a new office in Australia.

Contact details:
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Well grounded



Before allowing the loading or unloading of a tanker truck to proceed, a new-generation failsafe static grounding system from Newson Gale provides confirmation of connection to a static dissipative ground point, and continuous electronic verification of a <math><10\text{ ohm}</math> connection to that point, plus specific tanker truck recognition.

The face of the unit features a cluster of bright pulsing green LEDs which provide operators with assurance that a positive ground connection remains in effect throughout the entire transfer operation.

The Earth-Rite RTR Static Grounding System a tanker-truck specific system for the transfer, processing and handling of various flammable or combustible liquids, gases and powders. For general applications including drums, totes, mobile tanks and rail tanks the similar Newson-Gale Earth-Rite PLUS system provides the same approvals and characteristics, without the tank-truck recognition factor.

The electronics of the system are protected in a harsh-environment NEMA 4X corrosion-resistant XP enclosure. It provides a certified operating temperature range of -25degC to $+50\text{degC}$ (-13degF to $+131\text{degF}$) and significant protection against dust, liquids and weather damage, while allowing the system to be installed without any additional protection or modification.

As an additional feature, the RTR grounding system includes a pair of voltage-free 'dry' contacts that energise only when the resistance to the verified ground connection is measured to be 10 ohms or less, allowing a user to demonstrate compliance with the recommendations of globally recognised standards for static control, including NFPA 77, API RP 2003 and Cenelec CLC/TR:50404.

The Earth-Rite RTR has North American approval from CSA/US for installation and use in all common hazardous areas, including the very highest gas group approvals: Class I, Div. 1, Groups A, B, C, D; Class II, Div. 1, Groups E, F, G; Class III. Available power units include 110/120 VAC or 220/240 VAC and either 12 or 24 VDC. The units have also been assessed for functional safety and have received an SIL 2 rating according to IEC 61508 and equivalent ATEX and IECEx approved versions are also available.

Alarm upgrade

Specialist safety systems integrator Hima-Sella has received an order for a high integrity alarm system for a major UK refinery. The system will replace the functions of another vendor's system, for which support is no longer available.

The replacement system is being built around a HIMA HIMax programmable electronic system (PES), which offers protection to SIL 3. It will interface with nine legacy alarm systems (each with up to 120 alarms) around the refinery and a workstation for displaying the status of each alarm. The system also includes dedicated workstations for use in the refinery's two independent process streams.

HIMax employs HIMAX XMR architecture, where the 'MR' stands for Modular Redundancy and the 'X' denotes that it can run with up to four CPUs: as opposed to fixed triple or quadruple modular redundancy. Also, each CPU is dual (1002D) processor-based, so the system can still operate at SIL 3 with just a single CPU.

Each I/O module within HIMax also has its own set of microprocessors, giving it the integrity and diagnostic capabilities to meet SIL 3 requirements; and the testing at I/O-level releases the capacity of the main CPUs, allowing faster and larger systems to be achieved.

Bureau Veritas approval for Girard valve

Girard Equipment's Offshore Tank Valve has been approved by Bureau Veritas, according to EN 14433 regulations. After receiving final design verification and completing prototype testing, the Offshore Valve was deemed as compliant with the specifications of Bureau Veritas.

The company says the Offshore Tank Valve combines precision engineering and premium materials to ensure safe, dependable operation for the discharge of tanks used in the offshore drilling industry. Offering connection to the 3 ins discharge port at the base of the tank, the valve extends to the edge of the container for access to the 2 ins cargo and $\frac{3}{4}$ ins sampling ports. A convenient actuator controls the main valve at the tank flange. The design can be customised to the buyer's preference.

On 22 January, Girard Equipment sponsored a day of celebration for the Tuesday's Children organisation. The day took place in New York City at Chelsea Piers.

The celebration comes in recognition of National Mentoring Month. The Tuesday's Children organisation has made a long-term commitment to help those who were directly impacted by the events of 11 September 2001, as well as others affected by global terrorism. The organisation has partnered with recognised leaders in the fields of child development and family advocacy to develop programmes designed to address the ongoing needs of thousands of children coping with the tragedy.

"It is truly our privilege to work with an organisation like Tuesday's Children," said Jody Sause, marketing manager of Girard. "We believed that the National Mentoring Month Celebration would be a fun day for all involved and we were glad to help, even



in a small way, to make this a special day for the children and families that this fine charity supports."

In the Tuesday's Children mentoring programme, children six to sixteen years old who lost a loved one on 11 September 2001 are paired with specially trained adult role models who can offer new

opportunities and provide guidance. The programme serves children in Connecticut, New Jersey and New York.

Mentors and children are matched based upon location, common interests, and similar personality traits. Each volunteer meets with the child twice a month, either in the child's home or within their community, for one-on-one visits, which may include playing basketball in the backyard, helping with homework, playing board games, taking in sporting/cultural events, volunteering together for community service projects or just providing a shoulder to lean on. With the support of Tuesday's Children, matches participate in group outings to build community and share new experiences.

For more information on Tuesday's Children

www.tuesdayschildren.org
www.girardequip.com

Blackmer's new pump range

Blackmer has launched the ML and HXL Series Sliding Vane Pumps, designed to provide consistent reliability even under the most demanding applications for a wide variety of liquid-terminal operations. ML and HXL Series pumps are "ideal" for the liquid transfer of products such as petroleum products, diesel fuel, lube oils, bunker C, molasses, resins and solvents.

Both the ML and HXL models feature Blackmer's sliding-vane-technology which guarantees consistent volumetric-output performance, even after significant in-service time. This eliminates the "slip" that shortens lobe and gear pump life, and improves production yields by stripping lines clean of residual product. The new pumps

both provide smooth, sliding vane action without metal-to-metal contact, which reduces pump friction, eliminates galling and minimises agitation of fluids, resulting in shear-sensitive, mild handling of thin liquids without product degradation. These pumps set the industry standard for low- and medium-viscosity process and transfer applications. ML Series pumps are available in 4-ins with flow rates up to 600 gpm (136 cbm/hr). HXL Series pumps are available in 6, 8 and 10-ins sizes with flow rates up to 2,300 gpm (522 cbm/hr).

They also possess the ability to run dry, which is a useful trait when attempting gravity-fed operations in cold temperatures.

www.blackmer.com

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New Fort Vale discharge assemblies launched

Fort Vale has been expanding its range of discharge solutions. The component manufacturer is launching a 30deg version of its established 3ins Univalve and 3ins Uniflow composite bottom discharge assemblies. Most commonly, these composite footvalve/butterfly valves are supplied as a 45deg configuration to suit most tank designs. The 30deg version caters for those builders who offer a slightly different tank design or capacity.

The new 30deg Univalve complies with EN14433:2006 and EN14432:2006 (Tanks for the transport of dangerous goods - tank equipment for the transport of liquid chemicals - foot valves and product discharge & air inlet valves respectively). The one-piece body casting and revised shear groove design of the valve results in a stiffer inlet flange. The cast 'open cage' design of the valve inlet renders this part of the valve stronger and more robust in operation and less likely to be damaged in transit. A new style poppet incorporating a lift-stop prevents the spring becoming coil-bound - a significant risk when bottom-loading.

The new 30deg Uniflow primary closure valve has internal spring mechanism which enables an unimpeded flow of product, producing a 38 percent higher flow rate and 27 percent reduction in discharge time when compared with a traditional 3-closure bottom discharge arrangement.

For added longevity and maximum



New Fort Vale 30deg Uniflow bottom discharge assembly

protection against crevice corrosion, the 30deg Univalve and 30deg Uniflow footvalve are available with a Hastelloy seat area. In addition, the valves use common consumables for maximum user-convenience and the CFR49 fusible element may easily be retrofitted.

Both discharge valve assemblies have a special 'clean' position for the butterfly valve closure plate which allows the rear of the plate to be steam-cleaned in-situ without the removal of the valve assembly from the tank, thereby reducing valuable down-time and the associated costs. In addition, butterfly valve main seal replacement may also be carried out without valve dismantling - taking only a matter of minutes.

Compared with a conventional 3-valve bottom discharge assembly, the 30deg Univalve and Uniflow offer a discharge solution that is lighter weight and shorter profile. Both come with a low cost of ownership since M&R costs have been vastly reduced by eliminating the intermediate gaskets and possible consequential leak path.

www.fortvale.com

Simpler instrumentation management



Honeywell has introduced Field Device Configurator (FDC), a software application for the MCToolkit hand-held configurator device. This new application software allows operators to configure more easily and assess the health of HART 5, 6 and 7 instrumentation.

FDC and the MCToolkit help streamline device management for manufacturers as they transition plant instrumentation from previous HART versions to the most recent versions. The MCToolkit device simultaneously supports this new FDC software as well as previous Honeywell software for configuring units with DE protocol, making this one tool available for many uses.

"Our customers have the challenging task of managing instruments and devices that come from a variety of manufacturers, which can cause headaches with calibration, configuration and monitoring device status," said Anand Krishna, director of marketing, Honeywell Field Solutions. "With the new Field Device Configurator application, technician and engineering activities are made easier, more efficient and more productive."

Technicians and engineers are frequently tasked with operating and maintaining many field instruments from different suppliers and they must also keep track of device description revisions from various manufacturers, which can sometimes be a complex and time-consuming chore. FDC simplifies device management by allowing engineers to choose device descriptors and revisions needed based on their unique requirements.

The FDC further simplifies device management by letting operators customise their hand-held device screen menus to find and execute frequently performed tasks. For example, the screen that reports instrument device health can be quickly accessed from the main menu, which helps technicians and engineers make faster diagnostic assessments and take corrective actions. FDC also supports a unique search feature that uses filters and caching to return the desired item instead of requiring the user to navigate through a menu structure. Users can typically reduce the number of steps needed to reach an item by 40%.

www.honeywell.com/ps/hfs

Hess selects Toptech Systems as TAS Vendor

After careful evaluation over the course of more than two years, Hess has selected Toptech Systems for its US-based TAS standardisation project. This three-year project will convert all US terminal locations to Toptech's TMS6. Over the course of the rollout, TMS6 will be implemented at 21 terminal sites. In addition, TopHAT will be used as the host system for centralised terminal data management and routing.

Toptech VP and GM, Gregg Williams commented: "We are pleased that after an extensive evaluation Hess chose Toptech as the best solution provider for their future terminal automation needs. We look forward to a very successful partnership with this important client."

The initial project will begin with lab installations of both TMS6 and TopHAT scheduled for December of this year. The target date for the initial terminal installation is scheduled for the first half of 2011.

In October 2010 Toptech Systems held a European-specific workshop to initiate dialogue about the exchange of data between petroleum trading partners. Ultimately, trading partners in Europe want control over and visibility into loading activities that occur at their non-owned terminals or outside supply points (OSPs). Towards this end, these customers want the ability to use lifting control tools (allocations, orders, credit) at and receive lifting data from OSPs, just as they would if they owned the terminal. The workshop, which was held at Toptech's European office complex in Antwerp, represented a solid starting point for dialogue between Toptech Systems and major players in the European market.

In attendance were representatives from Toptech's US and European office along with BP, Comfort Energie, Dial, ExxonMobil, Kuwait Petroleum, Lukoil, North Sea Group, and Shell.

Through the course of the workshop a number of topics were covered, including: capabilities of TDS, data protocols, allocation management, credit management, BOL data delivery, order processing, and ERP/host integration.

Toptech's goal is to work with users to establish a complete list of requirements to address the specific needs of the European market.

www.toptechdata.com
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Emerson introduces fully scalable tank gauging system

Emerson Process Management claims its new Raptor tank gauging system makes it easy to install devices needed immediately and add or replace units in the future. "This flexibility protects users' investments so that refineries and tank farms can easily become and stay efficient," the company said. Additional benefits include lower installation costs, high accuracy and built-in safety features.

The Raptor system consists of a complete range of tank gauging instrumentation including high performance, non-contact radar level gauges, temperature and pressure transmitters, plus water interface sensors and inventory management software. Tank hubs are used to communicate with the measuring instruments and control room via standard communication protocols. The design is based on open technology and is fully scalable with functionality and scope that can be adapted to any application and performance class.

The system includes new safety technologies to help protect plant assets, personnel and the environment. One example is the 2-in-1 functionality, with two independent radar gauges in one single enclosure, providing SIL 3 safety for overfill prevention. There are also a number of other dual redundant configurations available to suit individual tank safety requirements.

Raptor is claimed to reduce installation costs substantially. The bus-powered 2-wire Tankbus communication is based on self-configuring Foundation fieldbus technology, allowing easy start-up and integration of all system units. The tank units are intrinsically safe, which means no expensive cable conduits are required.

Communication to the control room can be made using Modbus over most existing cabling, or using other fieldbus standards.

Further installation cost savings can be realised with Emerson's Smart Wireless functionality, which eliminates the need for long distance signal wiring. This is especially valuable when no suitable cabling is available and it is necessary to cross roads, or when ground conditions make cabling expensive. Wireless communication can also be used as a redundant and independent communication path beside the traditional wired communication.

Emerson says there are many tank farms with gauging based on older technology – even in fairly recent installations, leading to maintenance problems and low performance: "Raptor can emulate gauges from other manufacturers. This means customers can add Raptor units to their existing system using the same cabling and control room infrastructure."

Raptor is built around a new line of Rosemount 0.5 mm (0.02 ins) precision radar level gauges, and ultra stable temperature transmitters with 3- or 4-wire multiple spot sensors. The result is claimed to be the highest available precision in net volume calculations for custody transfer and inventory management. Having access to reliable and accurate tank content information in real time is key to high plant efficiency, as operators can handle even more tanks, fill the tanks higher and make better use of the storage capacity.



Raptor gauges have drip-off antennas for undisturbed performance in tanks with condensing vapours

www.emersonprocess.com

Shand & Jurs redesigns valve

Shand & Jurs has made improvements to its 94270 Tank Blanketing Valve. The valve now incorporates a new internal Teflon O-ring coating which improves the performance of the unit and reduces maintenance time and costs.

This new Teflon coating is now part of Shand & Jurs' standard offering for its 0.5 ins, 1 ins and 2 ins tank blanketing valves. The 94270 is also available with accessories including filters, check valves and pressure gauges.

"Tank Blanketing" is a process used to maintain a gas barrier in the vapour space of a pressure-tight storage tank. It prevents evaporation, reduces emissions, corrosion, contamination or oxidation and provides gas make-up when internal tank pressure drops. The S&J 94270 tank blanketing valve provides primary vacuum relief by controlling the flow of blanketing gas into the tank during product movement out of the tank.

The 94270 has a balanced piston-operated main valve so that the set point pressure is virtually unchanged at any given inlet pressure within the specified operating range. The "Vapor Guard" has a modulating type action valve that opens and closes automatically, maintaining a closely controlled blanket pressure and gas flow. The modulating action simplifies the valve design, thus increasing reliability and reducing maintenance costs. The "Vapor Guard" operates in the closed position whenever the tank pressure is satisfied or exceeds the set pressure. Whenever the sensed pressure decreases, the set pressure spring and diaphragm assembly causes a downward force such that the main valve will open proportionately to control pressure and limited capacity. The one and two inch models have a minimum inlet pressure of 30 PSI, while the 0.5 ins model has a minimum inlet pressure of 20 PSI.

www.ljtechnologies.com

Griswold H Series pumps enhance draining

Griswold Pump Company has designed its H Series Self-Priming Centrifugal Pumps for use in unloading barges, railcars and tank trucks, with the aim to remove as much of a shipment's 'heel' as possible. The tank heel refers to the amount of liquid remaining in each tank after lowering to the greatest extent possible by use of the existing transfer equipment.

Griswold H Series pumps are able to satisfy the needs of transport unloading due to their self-priming design. As fluid levels drop, the H Series evacuates air as it begins to enter the suction line, improving transport-unloading efficiency. These pumps are available in 3, 5, 7.5, 10, 15 and 20 horsepower models with heads up to 270 ft and flow rates to 325 gpm.

Other efficiency features include a closed impeller; a mechanical shaft seal, stationary seal face and rotating seal face that are constructed of the finest materials, resulting in more reliable operation and minimum wear; a heavy-duty case of cast iron that has thick walls to handle rugged operation in adverse conditions; and a heavy-duty rigid bracket that maintains perfect alignment between the pump and the motor.

www.griswoldpump.com

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Major Turkey/Middle-East bulk bag producers

With the recent emergence of India as an FIBC producing super-power, Turkish manufacturers have been feeling the squeeze. Two of the country's world-class producers – Unsa and Sunjut – which both operate modern, high-capacity manufacturing plants in Turkey and China, are now US-owned by the same parent company. Meanwhile several Middle-Eastern FIBC producers are expanding rapidly, in much the same way as their leading Turkish competitors did in the early 1990s.

TURKEY

Cesur Packaging: This major FIBC producer, a member of EFIBCA, is reported to have manufactured in excess of 4.5 million FIBCs in 2006. No more recent information has been supplied.

Daphne Europe: Although this company has its headquarters in Neckarsulm, Germany, its manufacturing plant is in Gebze/Istanbul, Turkey. This is the same plant which was previously owned by Debant, the leading Turkish FIBC producer which went out of business several years ago. Although Daphne restarted FIBC manufacturing at the site as recently as 2008, many of the workforce are previous Debant employees and have up to 20 years experience in the FIBC business. Last year, after optimising and increasing capacity, the company produced

around two million FIBCs. 70% of output is exported worldwide, though Europe remains the principal sales territory.

Main user industries are food,



Hagen Merz, European sales manager of Daphne Europe

fertilisers, agriculture, salt, chemicals, mining, etc and a wide range of bag categories are on offer including 4-loop, 2-loop, single point lift, conductive and form-stable types. It has its own test laboratory and clean-room production facility which complies with HACCP requirements. Manufacturing is in accordance with ISO 22000 and ISO 9001 norms. The company concentrates exclusively on FIBC production and is a member of EFIBCA.

Eska Big Bag FIBC Co Ind: With FIBC production carried out at its one plant in Gaziantep, Eska has doubled output over the past two years and aims to manufacture 700,000 bags in 2011. It exports 82% of production, mainly to Europe and Scandinavia. Its most important user industries are mining, agriculture, construction and potato handling.

The company produces all types of standard bulk bags, including ventilated

bags, fire-wood bags and Quattro bags. It also makes dry bulk container liners.

Isbir Sentetik: Based in Balikesir, this is among the world's foremost FIBC manufacturers. It has been making technical textiles and bulk bags since

1968. In 2009 it produced 12 million units: nine million 4-loop bags plus three million single point lift types. Unconfirmed reports are that it produced 15 million units in 2010.

The company's structure enables it to produce tape, CF, co-ex liners, technical



The Daphne Europe factory at Gebze/Istanbul

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Forward Motion



Hygienic FIBC production at the Gaziantep plant of Eska Big Bag

fabrics and bulk bags within a vertically integrated system. During the past four years it has invested 90 million euros in new and upgraded production facilities allowing it to reach an annual production capacity of 50,000t. Since 2009 it has been producing FIBCs in three factories in Balikesir with a combined indoor area of 160,000m². There are 22 tape lines and four co-extrusion blown film lines, all equipped with gravimetric dosing units designed to ensure unparalleled precision together with automatic thickness measuring and adjusting units.

Isbir also makes various types of sacks (50kg block bottom valve sacks for cement and BOPP printed animal feed sacks) as well as fabrics for a variety of applications. Subsidiaries are: Isbir Bulk Bag Deutschland GmbH; Isbir Bulk Bag UK Ltd; Isbir Bulk Bag Holland BV; Isbir Bulk Bag Poland Sp. zo.o; Isbir Bulk Bag USA Llc; and Isbir Bulk Bag Israel Ltd.

Poly Bag Packaging: This company has two FIBC manufacturing plants in Turkey, at Istanbul and Gaziantep. Virtually all production is exported to Europe, Middle East, North Africa, Russia, Ukraine and Romania. Main user industries are construction, chemicals (including petrochemicals and fertilisers), mining and food. In Europe the company works through various distributors.

Among 4-loop type FIBCs made by Poly Bag are U-panel, form stable, food approved and UN approved designs as well as ventilated bulk bags and categories for handling fire-wood. Its single point lift designs include food approved and UN approved types. In addition to making various categories of fabric, the company produces PP sacks, slings and sling bags as well as marketing Ad-Star bags.

Sunjut: This major FIBC producer was acquired in the fourth quarter of 2010 by Greif, forming part of the Greif Flexibles division along with Unsa (see below) and Storsack Group. Sunjut has been producing FIBCs since 1989 although it was established as early as 1968. In 2009 it produced 7.5 million 4-loop FIBCs and this figure is believed to have increased to 8.5 million last year. The company operates three manufacturing plant in Istanbul as well as a major modern production facility in Changzhou, China. The top three end user sectors are food, pharmaceuticals and chemicals.

In addition to sales offices in Istanbul and Changzhou the company at the

end of last year had further sales locations in Rheine (Germany), Rouen (France) and Naperville, Illinois (USA). Following the Greif take-over it is not known what changes, if any, will be made.

All of Sunjut's manufacturing plants are certified by AIB and BRC. Types A, B, C and D-plus (Sunstat) static-protected bags are produced at the company's facilities. Its three-layer co-extrusion line is certified Class 10000 for producing all types of inner liner

such as Type C, Type D, HDPE, polyamide, polypropylene, MDPE, etc. Additionally, this company makes various types of speciality bag as well as dry bulk container liners.

Unsa: Up until the time of its acquisition by Greif last autumn, Unsa was one of the world's top three FIBC manufacturers. Release of up-to-date information about this company's activities has not been sanctioned by the new parent company.

Yersa Synthetic: Currently producing in excess of 1.75 million FIBCs annually, Yersa operates a production plant and seven sewing workshops in Balikesir. Half of its FIBC output is exported to Europe and Russia. Main industries served are food, building materials, pharmaceuticals and minerals.

FIBC types include food-grade, antistatic and conductive designs as well as Q-bags. The company also



Poly Bag Packaging's Erkan Sevim



Yersa 4-loop bags on the site of one of its customers



Isbir's general manager Erdem Aydin

80% of output is exported to the European Union and North America. Principal end user industries are chemicals, food, minerals and petrochemicals. Special FIBC categories include form-stable designs (Q-bags) with standard and net baffles; co-extruded and aluminium foil inner bags; pharma grade bags (produced in a clean-room environment complying to ISO 8 standards); food-grade bags certified by AIB and ISO 22000 authorities; Type C conductive bags; Type D antistatic bags; and UN bags.



In order to keep stringent quality control of pharma FIBCs manufactured under sterile conditions, Isbir operates its own fleet of regularly cleaned road powder tankers which deliver polymer raw materials to the factory

Production details of 11 leading Turkish & Middle Eastern FIBC manufacturers

Manufacturer (location)	Year started	No of FIBCs produced in 2009	Estimated No of FIBCs produced in 2010	Percentage exports	Website/contact
TURKEY					
Cesur Packaging (Istanbul)	1989	4.8 million*	n/a	90%*	www.cesurpack.com Cengiz Cesur, CEO cengiz@cesurpack.com
Daphne Europe (Istanbul**)	2008	1 million (after the restart)	2 million	70%	www.daphne-europe.com Hagen Merz, sales manager Europe hagen.merz@daphne-europe.com
Eska Big Bag (Gaziantep)	1996	250,000	500,000	82%	www.eskabigbag.com Hasan Alpdogan export@eskabigbag.com
Isbir Sentetik (Balikesir)	1994	12 million	15 million	80%	www.isbirsentetik.com Erdem Aydin, general manager erdem@isbir.com
Poly Bag Packaging (Istanbul)	2003	200,000+	250,000	99%	www.polybag.com.tr Erkan Sevim erkan@polybag.com.tr
Sunjut (Istanbul)	1989	7.5 million	8.5 million	95%	www.sunjut.com Ms Yasemin Cinar yasemin@sunjut.com.tr
Unsa (Istanbul)	1986	10 million	n/a***	98%*	www.unsa.tr.com Selim Akdogan, general manager selim.akdogan@unsa-tr.com
Yersa Synthetic (Balikesir)	1985	1.73 million	1.78 million	50%	www.yersa.com.tr Elif Sali, foreign trade chief esali@yersa.com.tr
MIDDLE EAST					
Al Matin Group (Syria)	2005	800,000	1.4million	85%	www.almatin.com Eng. Rami Marouf almatin4@aloolo.sy
FIPCO (Saudi Arabia)	1993	2 million	2.3 million	35%	www.fipco.com.sa Abdulaziz Al Othman, general manager alhumaid@fipco.com.sa
Lasheen Plastic Industries (Egypt)	1990	2.5 million	3 million	60%	www.lasheen.com Amer Bader, export manager export@lasheen.com

* information supplied in 2006.

** this company manufactures FIBCs in Turkey, but has its head office in Germany.

*** information withheld.



Single point lift FIBCs from Poly Bag Packaging

makes sacks and FIBC webbings as well as being a supplier of PE liners.

MIDDLE EAST

Al Matin for Jumbo Bag: This major Syrian FIBC manufacturer, a member of

the Al Matin Group, last year produced 1.4 million FIBCs, 85% of which were sold to Europe. Its main end user customers are from petrochemical, cement, fertiliser and sugar industries.

The company also makes small sacks as well as marketing Ad-Star bags.



Internal view of one of two Egyptian FIBC plants operated by Lasheen Plastic Industries

Filling & Packing Materials Mfg Co (FIPCO):

Most of this company's FIBC production is sold nationally within Saudi Arabia, with no more than 35% being exported. All FIBCs are produced at its Riyadh plant with 2010 output exceeding two million units. Main user industries served are petroleum products, chemicals, foodstuffs and

building materials.

The company's FIBC range includes conductive bags and baffle bags. It is a member of EFIBCA.

Lasheen Plastic Industries: This leading Egyptian FIBC manufacturer produced three million units last year. 60% of production is exported, mainly



Mohamed Sameh Mohsen, board member, Lasheen Group

to Europe. The company operates two manufacturing plants both in Egypt. Main user industries are chemicals, cement and fertilisers.

Lasheen, which is a member of both EFIBCA and US FIBCA, is currently capable of manufacturing all types of FIBCs with the exception of static-conductive bags and pharma-quality types produced under clean-room conditions. It also makes dry bulk container liners.

2011 In 6th series

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- FIBC supply and demand in China and other countries
- Impact of the world economy on FIBC import and export
- Flexitank, conductive bags and other value-added products
- Functional auxiliaries used to improve FIBC properties and performance
- Application and development of FIBC manufacturing facilities in China
- The "Blue Ocean" for FIBC end-use application

CBI EVENTS is the largest event and conference organizer in China. In virtue of the industry resources from CBI China, CBI Events holds conferences and exhibitions on a regular basis, providing a platform for industry players to exchange views over industry hotspots, market movements and development trends. Since 2000, more than 700 events have been organized in 40 cities or so at home and abroad. The year 2010 alone witnessed more than 250 conferences, exhibitions and trainings.

For More information, please contact Ms Christine Tang

Hotline: 86-535-3606588

Email: christinetang@cbichina.com

Visit website:

<http://www.cbichina.com>

Purpose-designed container for transporting FIBCs

Big Bag Solutions SA, Lausanne, Switzerland, has introduced a specially modified 20ft freight container which has been designed to transport filled bulk bags. The first of these containers is currently under production and is expected to enter commercial service by the end of February.

Unlike a standard ISO container, this FIBC-carrying box has folding doors which open completely down both sides, allowing unrestricted access by forklift truck. As a result loading and unloading times are reduced up to 60%. The container is able to accept a payload of up to 27t and can accommodate 10 FIBCs each with a volume of 1.4m³.

The bags are suspended above the container floor by means of a special framework. This helps ensure that the bags are kept clean and dry, with no need for pallets. The same container can be used for return trips carrying boxes, cartons and other piece goods, the only slight drawback being that the suspension framework takes up a small amount of the container's cubic capacity.



Doors that open down both sides facilitate forklift access during loading and unloading

As well as ensuring added protection for FIBCs in transit, the lockable container safeguards against risk of pilferage. The container also fulfils the role of a silo, allowing even perishable powders to be stored outdoors for prolonged periods, with no risk of damage from the weather. In this respect it can provide a cost-effective just-in-time delivery service, with no need to incur the expense of maintaining large stocks of material.

The system's inventor Bernard Cuendet says that trials are at present being carried out to convert 40ft containers in a similar manner.

www.bigbagsolutions.com



The special suspension frame is fitted with 10 sets of forks from which the FIBCs are suspended. These forks have a central channel slightly wider than the blades of a forklift truck. For loading, the forklift operator merely has to insert the blades, from which the FIBC is suspended, into the twin channels and withdraw, leaving the bag suspended from the frame's forks. For unloading the same process is repeated in reverse.

Continued from front cover

hub in Middlesbrough where the packaged goods are stored at a bonded warehouse.

The plastics hub, which is also available for use by third parties, is located on a newly enlarged 60,000m² site, forming an extension to an existing terminal in Middlesbrough which was opened in 2003. Bertschi UK, which was established in 1989, has more than 110 employees and operates a fleet of about 100 trucks. The new facility was constructed within a very short time frame, following the signing of a long-term cooperation contract between Saudi Arabia's SABIC and Bertschi whose head office is in Dürrenäsch, Switzerland.

Palletised goods are stored in the newly built 18,000m² warehouse and there is additional outside space if required. The bulk contents of 20ft containers are decanted as part of a regular process into Bertschi-owned 30ft containers by means of a purpose-designed tipping frame, with the weight of each individual cargo delivery being registered. The 30ft boxes are specially prepared and lined before every load and after filling they are stored at the terminal which has capacity for 1000 containers. The facility offers scope for further expansion and has been designed to ensure that SABIC is equipped to meet current and future market demand for all the products in its extensive polyolefin portfolio, including linear low density polyethylene film (LLDPE), high density polyethylene (HDPE) and polypropylene (PP).

Hans-Jörg Bertschi, president and CEO of Bertschi Group, commented: "This is a major step for our company in developing a network of pan-European polymer handling facilities. We are very proud to operate this new infrastructure on behalf of SABIC, with whom we have a long-standing, excellent business partnership, including in developing innovative logistics solutions."

Raf Bemelmans, European director for the Polymer Supply Chain, said: "Our investment in this logistics centre demonstrates SABIC's faith in the UK market as a long-term consumer of polyolefin materials. The centre's logistics systems will enable us to support the growing use of bulk polymer handling operations that eliminate the need for manual interventions, such as 'ripping and tipping'. Bertschi's experience in the transportation and polymer handling industries, combined with the centre's state-of-the-art design, will allow us to further enhance the service we provide to our UK customer base."

Most of SABIC's UK customers request deliveries in bulk containers or road powder tankers. This means that many customer orders need to be sourced from packed material and transferred into the larger vessels prior to delivery. A fully automated bag slitting machine is employed for this arduous task, allowing up to 10 full loads, each of 27.7t, to be prepared in two shifts. Customs formalities for the outbound deliveries are documented electronically in a fully automated process, all transactions being recorded in the SABIC logistics system.

Unlike many of its competitors, Bertschi does not



Bertschi 30ft containers being loaded on to trucks at the Middlesbrough plastics hub

employ vertical silos for intermediate storage, preferring to use the containers themselves to provide this function. The company points out that the plastics market is subject to high volatility and it believes that the flexible box concept offers greater versatility and enhanced cost efficiency when dealing with fluctuating product demand. Moreover, when plastic granules are transferred by means of the tilting frame they suffer minimal mechanical stress, unlike when they are blown by a pneumatic transfer system into vertical silos. The box concept allows small batches to be stored at low prices. Bertschi has been entrusted with responsibility for the entire supply chain.

Operating in more than 40 countries with over 33,000 employees worldwide, SABIC recorded a net profit in 2009 of US\$2.4 billion. It is among the world's market leaders in production of polyethylene, polypropylene and other advanced thermoplastics, glycols, methanol and fertilisers. Headquartered in Riyadh, it was founded in 1976 when the Saudi Arabian government decided to use the hydrocarbon gases associated with its oil production as the principal feedstock for production of chemicals, polymers and fertilisers. The Saudi Arabian government retains a 70% stake in the company.

Bertschi, founded in 1956, is a family-owned bulk chemical logistics company which is widely considered to be the market leader in European intermodal bulk transport. With 1800 employees at 45 facilities in 21 European countries, Russia and Turkey, it operates 15 of its own container terminals, seven tank cleaning stations and repair shops, as well as a fleet comprising 14,000 tank and silo containers and 1100 special trucks for transporting the containers.

Bertschi initiated its concept of strategically located European plastics distribution hubs following its acquisition in 2005 of Nordic Bulkers, a Swedish logistics company with operations throughout Scandinavia. In mid-2009 it opened up the Italian market through a joint venture with Cogefrin, the leading national specialist logistics company. Today, in addition to Middlesbrough, Bertschi operates four other plastics hubs: in Rotterdam, Duisburg, Wahlhamn (Sweden) and Bologna. It is currently taking steps to introduce this same concept to Eastern Europe.

www.bertschi.com

Reliable silo weighing in earthquake zones

Sartorius, Göttingen, Germany, has launched the Seismic Mount load cell mounting kit which has been specially designed to meet the extreme requirements of areas prone to earthquakes. It offers maximum security while at the same time allowing for tilting of the load cells caused by thermal or mechanical expansion or contraction of the silo or its support structure. In this way risk of error due to these movements is reduced and reliable weight readings are ensured. A load cell dummy provided with the kit enables fast and easy installation even without a load

cell, as overload or welding currents commonly encountered during installation of silos might otherwise damage or destroy the cell. These mounting kits are completely maintenance free, being suitable for cells within the 20-520t capacity range. They have been designed to ensure maximum security, even when exposed to extreme horizontal and high lift-off forces. Currently employing some 4350 staff, Sartorius in 2009 reported sales revenues of 602 million euros.

www.sartorius.com

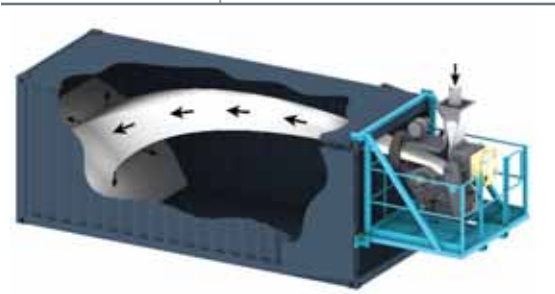


Seismic Mount load cell mounting kit from Sartorius

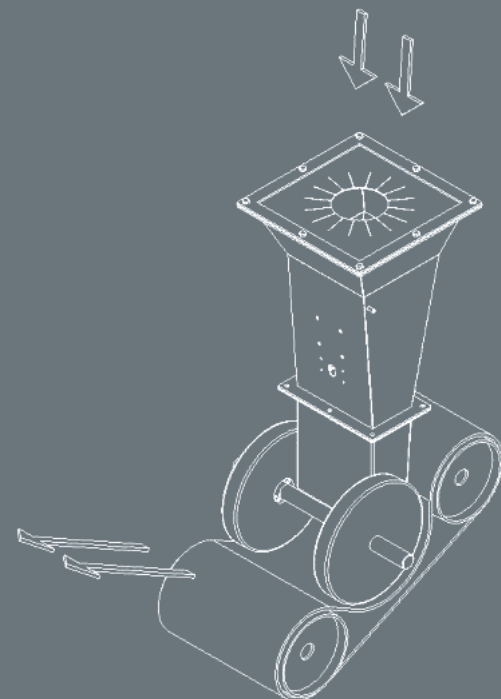


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vehicles in the transport industry. Telenor is one of the world's largest mobile operators and a leading actor in telematics.

Talke consolidates partnerships in Middle East, China and Europe

During the final weeks of 2010 Talke Logistic Services, Hürth, Germany, extended its successful working relationship with Middle East petrochemical producers QAPCO and QATOFIN, while also renewing a long-standing contract with Cologne-based chemical specialist IMCD Deutschland.

In late November, as part of their drive to increase business in China, Qatar Petrochemical Company (QAPCO) and QATOFIN signed a long-term contract with Talke for the provision of logistics services in China to be implemented by the Chinese-German joint venture, Kerry-Talke Chemical Logistics. QAPCO and QATOFIN are already established in China, operating there through four representative offices. Kerry-Talke logistics centres, strategically located on the country's east coast in Guangzhou, Shanghai and Qingdao, have with immediate effect assumed responsibility for handling and warehousing of polymers manufactured in production facilities belonging to the two Qatari petrochemical giants, thus enabling them to supply customers more efficiently.

In 2007, when QATOFIN and Talke

signed a contract for the construction and operation of a logistics facility close to the production site in Mesaieed, Qatar, this was the largest logistics contract that Talke Group had secured up to that time. Since the official completion of this project in August 2009, Talke employees have been handling polymers from the adjacent production facilities. The signing of this latest agreement means that QAPCO, QATOFIN and Talke are expanding their cooperation, while at the same time bridging the gap in the supply chain between the Middle East and China.

At the signing ceremony, which took place in Mesaieed on 24 November, QAPCO and QATOFIN general manager Dr Mohd Al-Mulla said: "We are privileged to sign this agreement today with Talke, and look forward to a fruitful and mutually beneficial strategic business relationship between our organisations. We are also confident that Talke's track record of dedication and devotion to quality services and reliability will enable us to fulfil our customers' needs and expectations."

QAPCO is one of the leading producers of ethylene and polyethylene

in the Middle East. It is seeking to develop this position and to increase its share of the world market. The company currently produces 800,000t of ethylene and 400,000t of polyethylene annually. Founded in 2006, QATOFIN is a joint venture between QAPCO, Total Petrochemicals of France and Qatar Petroleum. Its long-term aim is to transform the Qatari polyethylene industry into a leading producer of LLDPE (linear low density polyethylene). The basis of this production lies in the extensive gas reserves of the sheikdom.

Closer to home, in the second week of December Talke Group and IMCD Deutschland signed a new contract to continue and strengthen the working relationship that has existed between the two companies over the past 35 years. In November 2009 both parties had already extended their partnership to include distribution logistics in the Benelux region. As lead logistics provider Talke undertakes a diverse range of activities on behalf of IMCD. These include inbound (from factory to distribution centre), outbound (from distribution centre to final consignee)

and direct (from factory to final consignee) shipments. In addition Talke supplies complex logistics solutions such as drumming and bagging of chemicals and pharmaceuticals.

Each year Talke handles around 31,000 consignments on behalf of IMCD at its logistic centres in Hürth, the Cologne suburb of Niehl and in Zwijndrecht, Belgium. These range from small (20kg) to FTL (full truck load) and LTL (less than truck load) deliveries, consisting of one or more of 2000 different food and pharmaceutical product lines, including some that are even classified as hazardous goods. A designated laboratory at Hürth is responsible for constant monitoring of IMCD products to ensure that there is no quality loss for the end customer due to prolonged storage. IMCD Group is a leading network of companies with a global presence, specialising in the marketing, sales and distribution of speciality chemicals, food and pharmaceutical ingredients.

Frank Schneider, managing director of IMCD Deutschland GmbH & Co KG, said: "We are delighted that we have once again opted for Talke's services

during this round of tendering, as indeed so many times in the past. We look forward to continuing our longstanding partnership well into the future. In the bidding process, Talke showed us that there is even more scope for optimising our business processes and for maintaining top levels of service while continuing along a path of growth."

One particularly attractive aspect of the Talke bid was the potential it offered for IT integration and the high level of service performance that would flow from a link-up between Talke's own SAP-based system and IMCD's PeopleSoft system. This has been used in business with IMCD since 2007 and provides fully automatic transmission of orders and status reports as well as barcode-supported goods handling.

In addition to business operations at its main site in Hürth, Talke has been supporting IMCD since 2008 at its site in Zwijndrecht, Belgium, with the handling of various product lines for strategic markets supplied by IMCD subsidiaries in the UK, France, Spain and Portugal.

www.talke.com

Reduced costs for collection and recovery of plastic waste

RIGK GmbH, Wiesbaden, Germany, for 2011 plans to maintain its level of charges for sustainable recovery of industrial packaging waste – and in many instances reduce them – despite significant recent increases in transport costs. 2011 fees for disposing of PE and PP plastic sacks as well as for bulk bags have been reduced by 10 euros per tonne, by 15 euros per tonne for combined plastic packaging and by 16 euros per tonne for rigid plastic packaging. Fees for the RIGK-G-SYSTEM, relating to return and recovery of plastic packaging for hazardous goods, will remain unchanged at their 2010 levels.

"As well as combating the effects of the economic crisis during the first quarter of 2010, ongoing increases in

energy and related transportation costs provided a further major financial challenge over the following months," said RIGK's CEO Markus Dambeck. He went on: "The fact that, despite all this, we are able to provide our customers with such positive news about our fees is largely down to our responsible use of resources as well as the ongoing success of our concept, as reflected by a further increase in the number of licensees for our systems."

RIGK's Romanian subsidiary (www.rigk.ro) provides similar return and recovery services for used packaging in Romania. Shareholders of RIGK GmbH are notable polymer and packaging producers.

www.rigk.de



Hazard labels valid for the reprocessing groups A and B of the RIGK-G-SYSTEM

Pneumatic conveying: optimising compressed air usage

Kaeser Kompressoren, Coburg, Germany, has introduced its latest generation Sigma Air Manager (SAM), an advanced compressed air management system for monitoring and controlling compressor as well as blower stations. It can accommodate up to four, eight or even sixteen machines. With its all-in-one master control system and web server, the SAM plays a key role in optimising compressed air availability and energy efficiency. The latest SAM is even more effective thanks to its innovative adaptive 3-D-Control. It constantly calculates the best possible result, controlling the blowers/compressors accordingly.

The efficiency of a compressed air system not only depends on operational reliability, availability and energy efficiency, but also on how well the components within the compressor or blower station work together. This is where the SAM makes a real difference. With a powerful industrial PC at its core, the SAM monitors the system as a whole and provides the user with exceptional transparency of operations processes, energy consumption and costs. The latest version uses Kaeser's innovative and adaptive 3-D-Control (patent-pending) which considers the three crucial "dimensions" that affect energy-efficient compressor control within a compressed air station:

1. Switching losses associated with compressor start-up and shutdown.
2. Additional energy consumption for



Latest version of Kaeser's Sigma Air Manager

pressure increases above the required pressure.

3. Control losses resulting from idling and FC losses.

In order to ensure optimum performance, the SAM constantly calculates the best possible result and controls the compressors accordingly. This strategy therefore achieves impressive energy efficiency even with widely fluctuating compressed air demand. An added advantage is that the number of switching operations – i.e. the number of start-ups, load/idling switching sequences, and shutdowns – is also considerably reduced.

With Kaeser's adaptive 3-D-Control technology, the SAM also strives to deliver best possible pressure

performance values. The decisive factor of course is that the system pressure, in so far as possible, should not fall below the prescribed pressure required by the application. One of the main problems in maintaining the necessary pressure using control processes up until now stems from the system-inherent lag in the reaction of compressors and blowers – this is particularly evident in regard to the dead time between a start signal and the commencement of air delivery. Adaptive 3-D-Control, however, makes allowances for this delay through anticipatory switching operations and it is this adaptive optimisation which enables the required pressure to be maintained better than ever before. Sudden, large increases above required pressure therefore no longer occur, as these are seen as inefficient within the context of these dimensions. Moderate increases above required pressure are not a cause for concern in most applications. The 3-D-Control optimises the compressed air station's performance within this "pressure tolerance" range, taking into account the "three dimensions" of energy efficiency mentioned above.

The Sigma Air Control Basic visualisation tool is also included as standard. Information provided includes machine status, current SAM control panel status, and a network pressure log for the previous operating phase, as well as maintenance and alarm messages. Furthermore, password-protected data stored in the SAM's long-term memory can be displayed in graphical format for periods going back as far as a year using the optionally available Sigma Air Control Plus version of Kaeser's advanced visualisation software. This capability provides the basis for detailed compressed air audits and allows the user to keep a constant eye on compressed air costs and system performance. In addition, the specific power of all connected compressors or blowers within the system can be displayed in comparison to a reference value. This allows the user to determine at a glance if the compressor system is performing as efficiently as it should be. Allowing connectivity to Kaeser's Teleservice facility, the SAM is also able to control, analyse and monitor performance of older Kaeser or even third party compressors and components within the compressed air station to ensure optimum performance at all times.

www.kaeser.com

Measuring solids level by radar

Siemens Industry Automaton Division, Nuremberg, Germany, has launched Sitrans LR560, the first radar level transmitter to operate at 78 GHz frequency. It is a non-contacting, two-wire FMCW (frequency modulated continuous wave) radar level measurement transmitter with an effective range of 100m.

The transmitter emits a narrow four degree beam which avoids silo wall obstructions and other installation interferences, allowing it to be installed practically anywhere on top of the silo. As the first radar transmitter to operate at 78 GHz, it emits a short wavelength to provide exceptional signal reflection even from solids with a steep angle of repose. The graphical Quick Start Wizard guides the user to get Sitrans LR560 operational in a matter of minutes for accurate and reliable level measurement readings without any additional need for fine-tuning.



Sitrans LR560 radar level transmitter from Siemens.

www.automation.siemens.com

Bulktrans-Pack relocates

Bulktrans-Pack Sarl (BT-Pack), the leading French supplier of dry bulk container liners and flexible semi-bulk packaging systems, has moved a distance of 10km to much larger offices and warehouse facilities. The new address is: ZI Nord – avenue de Joux, 23 Impasse des Prairies, 69400 Arnas, France (tel: +33 474 62 09 76). In 2010 the company developed what is believed to be the first vacuum-pack FIBC concept allowing perishable foodstuffs such as nuts, coffee, tea, and cocoa to remain fresh during storage for at least 12 months.

www.bt-pack.com

Dustproof self-cleaning magnet for milk powder

Goudsmit Magnetic Systems, Waalre, the Netherlands, has developed an improved version of its rotating clean-flow magnet, working in association with food manufacturer Friesland Campina Domo. The magnet removes very fine metal particles from whey powder and, thanks to a newly designed dynamic seal, it will also be dustproof at an overpressure of up to 0.4 bar. With earlier designs it was found that pressure in the filler pipe may increase during filling of bulk bags, with the overpressure causing dust leakage. In addition to this enhancement the magnetic value has been upgraded (Br value: 13,200 Gauss) and the magnets will retain their strength at higher temperatures. The magnetic bars have a Lunac coating to prevent adhesion of the product. The entire unit is electropolished, with an RA value of 0.2 for the bars and 0.6 for the housing. It is suitable for use in ATEX Zone 1/2 D.



www.goudsmit-magnetics.nl Enhanced Goudsmit rotating clean-flow magnetic is suitable for other food products such as cocoa powder

Metal-detectable aerator is industry first



The grey metal-detectable disc (centre) joins the Solimar family of colour-coded fluidiser discs with their easily recognised radial ridge design

Solimar Pneumatics, Minneapolis, MN, has developed what is believed to be the first ever metal-detectable fluidiser disc in response to requests from food manufacturers looking to achieve the very highest purity for their products. According to Solimar's Jeff Lucke, instances of the company's fluidiser discs contaminating product are extremely rare, but discs that have been mechanically damaged during bin cleaning, by extreme air pressures or improper installation could potentially

cause a problem. The new grey metal-detectable disc joins the standard blue and white silicone versions, orange high-temperature silicone, black and white EPDM and tan neoprene models. All these aerators are compatible with food-grade materials and are FDA approved.

Solimar's fluidiser discs are widely used to help promote flow of recalcitrant powders from road powder tankers and rail tankcars.

www.solimarpneumatics.com

4B Braime opens subsidiary in Australia

Leading supplier of elevator and conveyor components 4B Braime, headquartered in Leeds, UK, has established a subsidiary in Brisbane, Queensland, Australia. 4B Australia, which was officially incorporated at the beginning of December 2010, is now fully operational. It is headed by managing director Paul Dennis, who was previously product development manager at Fenner Dunlop Conveyor Services. Now with a local presence in

Australia, 4B Braime is aiming to provide a first class technical support and after-sales service to its local customer base. The company considers this to be especially vital for products supplied by its electronic division which specialises in level controls, electric sensors and safety control systems that prevent costly downtime and reduce the risks of explosions in hazardous areas.



Paul Dennis has been named managing director of 4B Australia

www.go4b.com

Redler FulFiller to be shown at Multimodal

Multimodal 2011 is the UK and Ireland's largest transport and logistics event and Redler is taking the opportunity to exhibit its FulFiller container loading system.

The FulFiller is suitable for a wide range of pelleted and granular materials such as plastics, grain, sugar, pulses, animal feed and fertiliser and has been supplied to customers around

the world. A full size MFF type unit will be shown on the stand. Such machines are capable of filling standard ISO containers at a rate in excess of 200m³/h which means a 20ft container can be loaded in less than 10 minutes.

Redler will be exhibiting on stand 420 at the exhibition which runs 5-7 April at the NEC, Birmingham.

www.redler.com

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Premium Airbags



AluPET Premium Airbags



Zipper loading gate



Top fill

Cylindrical is not the only shape

A revolutionary low-profile cement storage facility in New Zealand, with the outward appearance of an architect-designed factory building, incorporates a discharge system first used in self-unloading ships; modular rectangular steel-frame high-rise structures continue to find favour for storage of agribulks and feeds; and a new fast, on-site assembly technique has been developed for large (cylindrical) bins

CEMENT: State-of-the-art storage facility is dustfree, quiet and aesthetically pleasing

IBAU Hamburg, Germany, is internationally famous for its cement handling and silo systems, and in particular for its Central Cone Silo which was introduced over 30 years ago for storage of cement and similar powdered mineral bulk products. Recently the company was approached by New Zealand's Golden Bay Cement with regard to relocation of its cement service depot in Auckland. A new concept was jointly formulated, which included the building of a new cement terminal with a storage capacity of 25,000t plus a separate distribution centre. This new terminal has a very special design with attractive architectural features and state-of-the-art technology. In comparison to traditional large-capacity concrete silos a number of different and challenging



Cement trucks after being loaded at the distribution centre.

concept variations had to be introduced. Here the special IBAU design for the new Eastport Greenfield Terminal is outlined.

Golden Bay Cement in New Zealand

Golden Bay Cement is New Zealand's largest cement manufacturer and supplier. The company is 100% owned by Fletcher Building Ltd and operates the only dry process cement plant in the country. The facility has an annual capacity of 0.95Mt at Portland, 8km south of Whangarei. Raw materials are quarried from two substantial seams of limestone, one very close to the cement plant and the other 32km north at Wilsonville. Cement products are shipped to markets around New Zealand and the South Pacific. About 10% of the cement production is exported to Pacific Island destinations such as French Polynesia.

The Auckland metropolitan market had been serviced by Golden Bay Cement for the last 30 years with a 12,000t storage depot with seven separate silos located at Hamer Street on the Wynyard Point waterfront. The tallest cement silo stood almost 40m high. Golden Bay decided to relocate the Hamer Street site to Bledisloe Wharf in the eastern operating port of Auckland to make way for the redevelopment of the Wynyard Point Tank Area farm. This is being redeveloped from an industrial site into a world-class waterfront marine village with retail, residential and tourism facilities alongside commercial marine and fishing activities and public open green space. Golden Bay Cement's new Eastport Terminal on the Auckland



Golden Bay Cement's architecturally elegant Eastport cement terminal merges well with other buildings on the Auckland waterfront



A 6250t capacity storage bay, one of six adjacent compartments inside the facility

waterfront has been fully operational since February 2010 and the former Wynyard depot has now been decommissioned.

New greenfield terminal

The new Eastport terminal facility comprises one low-profile large bulk storage building and a separate new distribution centre at the nearby Plumer Street.

The storage building is specifically engineered and architecturally designed. It has a capacity of 25,000t, doubling the former depot capacity. The 18m tall bulk storage facility is 90m long and 30m wide. Its horizontal low-profile design minimises the disruption of views for the community living and working in downtown Auckland. The structural design of the low-profile building required innovative solutions to address the fact

that the facility is erected on a reclaimed land greenfield site. The location of the storage building allows the opportunity to deliver cement by ships from the nearby deep water berth.

The distribution centre comprises a battery of 10 steel silos; six are primarily for feeding three truck loading lanes, while four are primarily for the storage of different components to be used in the integrated blending plant to produce different types of cement. Up to three road tankers can be loaded in parallel for despatch of cement to customers in greater Auckland. Groundwork started at the site in June 2008. All construction and commissioning work was completed in 18 months. The NZ\$ 45 million project was contracted to Fletcher Construction Engineering. Local structural and civil design was provided by BECA. IBAU Hamburg provided the technology for the cement storage, handling and blending facilities. The fully automated cement terminal uses latest technologies to minimise noise and dust nuisance. Road tankers can be loaded every ten minutes.

Storage facility design

The storage facility is an elegant, contemporary architecturally designed building that fits very well into the local urban environment. The facility accommodates six compartments (storage bays). The three largest each have a capacity of 6250t, one bay has 3125t capacity and the two smallest still have 1560t capacity, each. For the cement extraction from the storage bays a technology is



IBAU Simplex loader with telescopic chute

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A reclaim tunnel extends along the entire length of the storage facility

used, which is normally integrated into self-unloading cement ships. The entire floor area is equipped with inclined aeration pads that have an air-permeable fabric on the upper side. The aeration air is blown under the fabric in order to fluidise the cement on the fabric. The floor areas are divided into a number of aeration sections. By fluidising the cement section by section, the cement from each compartment is discharged via flow control gates to the downstream cement transport system.

The cement enters the storage facility from the cement ships at a rate of 300t/h via one of three discharge pipelines of 230m length, of which about 115m are underground. The fluidised cement exits the storage compartments through the flow control gates in each compartment. All



Silo discharge for truck loading, allowing a 30t capacity road tanker to be filled within 10 minutes

the extraction and cement transport equipment is housed in a large triangle shaped bulk store reclaim tunnel which runs along the full length of the storage facility. The transfer tunnel contains four IBAU screw pumps, which transport the cement from the storage bays to one of the silos in the distribution centre. The screw pumps have a very low feed point and allow a lateral feed from both the left and right hand side flow control gates. Each pump transports up to 175t/h cement over a maximum distance of 170m. The pumps are supplied with oil-free conveying air by screw compressors.

Reloading facility design

Inside the building, there are three truck loading lanes, each serviced by two reloading silos with 2x150t capacity. The distribution centre also integrates a cement blending and mixing plant, where up to three additional components can be blended with Portland cement to produce specialised cements. The components are delivered by bulk trucks, which are pneumatically discharged. The conveying air for vessel discharge is provided by the onboard-compressors of the trucks. Silo filling levels are continuously monitored by load cells. The scaled silos are directly used for dosing the components to an IBAU batch type mechanical mixer, which has a mixing throughput of 90m³/h. The mixer has 4.6m³ net volume and allows 20 mixing cycles per hour. From the mixer the blended cement can be transported via another IBAU screw pump to the loadout silos.



A cement truck in the process of being loaded: the fully automated loading sequence is managed by a SCADA computer control system

Silo feeding of the loadout silos from the 25,000t storage facility is directly by the screw pumps in the transfer tunnel of the facility. The control system monitors and automatically transfers cement from the bulk store to selected destination silos in the distribution centre. Truck loading of a 30t truck can be achieved within 10 minutes. The loading rate is about 175t/h. When a bulk tanker drives into a loading lane, the vehicle is registered by a weighing bridge control system, comprising all relevant data for a faultless operation of the scales. After the truck has been positioned underneath the loading chute, the loading hatches have to be opened by the truck driver. During the loading process the vessels are protected against overfilling by a filling level indicator at the loading chute cone. The loading system is fully automated and managed by a SCADA computer control system. From driving in to driving out a loading cycle takes only about 15 minutes.

Conclusion

The new Eastport Terminal is a truly world-class cement storage and distribution centre. The facility is of major strategic importance for Golden Bay Cement as it is uniquely positioned in the largest cement market of the country to increase the company's levels of customer service. Using state-of-the-art technology, each terminal building operates in a dust-free environment. Performance tests during plant commissioning resulted in dust emission levels below 10 milligrams per normal cubic meters (mg/Nm³) of vented air, which is well below the 20mg/Nm³ guarantee requirement. All cement transfer operations take place within fully closed systems. Furthermore, the terminal designers incorporated noise attenuation into all aspects of the facilities to ensure noise level below 55 decibels (dBA), which is very low on an industrial level and quieter than the nearby Quay street traffic noise. The terminal is a very good example of how large industrial cement facilities can be integrated into town areas. (This information is taken from a longer article written by Heiko Buschmann of IBAU Hamburg.)

www.ibauhamburg.de

AGRIBULKS & PETFOODS: Rectangular modular-frame storage/distribution plants

SCE Silo Construction & Engineering, Lichtervelde, Belgium, has installed a modular silo complex of rectangular steel storage bins at the Husum, Germany, plant of agribulk dealer and supplier ATR (Arp, Thordsen, Rautenberg GmbH & Co KG). The new facility, comprising 72 smooth-wall cells offering a total storage volume of 870m³, provides twin tracks for truck loading. SCE's scope of supply included engineering, provision of the hoppers, cell blocks, cell covering, steel construction, plus insulated roof and wall coverings. The new facility will ensure significantly shorter loading times for road powder tankers. SCE in another recent project has completed



72 smooth-wall cells being installed by SCE engineers at ATR's new bulk distribution station

expansion to the Ostend silo complex it built in 2006 for Fides Petfood, a producer of private label cat and dog food. The original storage plant provided a capacity of 1765m³ and in 2010 a further 1360m³ of capacity was added in the form of 11 new smooth-wall cells together with a plug assembly system for raw materials. This investment was accompanied by substantial expansion to the warehouse and despatch areas.

www.sce.be



Extra SCE silo storage cells have been added to the Ostend production plant of Fides Petfood

POLYMERS & FOODSTUFFS: Reducing transport costs for large silos

Zeppelin Systems, Friedrichshafen, Germany, points out that silos of 3.5m diameter and above can be very expensive to deliver to site and it can happen that for large distances transport costs may even exceed the price of the silo itself. Similarly it can also be very expensive to fabricate the storage vessel on the customer's site since quality assurance standards call for high expenditures of time and money. The company has in recent months developed the Panel Tec concept which is specially economic for bins of 500m³ and above: after manufacture of the

individual silo roof, silo cone and cylindrical silo shell segments in the workshop, additional flanges are welded to the segments in order to facilitate and accelerate assembly on site later on. Maximum height of the individual segments is 2m which allows transport to site in standard containers, facilitates bolting at the assembly site and makes automated welding possible. The first Panel Tec silos are already being used for storing polypropylene in Brazil, India and Thailand.

www.zeppelin-systems.com



Zeppelin's Panel Tec silo concept involves modular construction, bolted assembly and internal welding

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RECRUITMENT

African flour producers opt for high-capacity filling of PP valve bags

Behn+Bates, Münster, Germany, a member of the Haver & Boecker Group specialising exclusively in design and manufacture of bagging systems for food and pet food industries, recently won two separate orders to supply high-capacity ROTOSEAL rotary bagging systems to major flour producers in Egypt and Tanzania. Both customers required hourly outputs of 1200-1700 bags, with bag weights of 25 and 50kg, and for the first time they will use woven PP valve bags in preference to woven PP open-mouth bags for handling this commodity.

The ROTOSEAL system, which can be equipped with 3-10 filling spouts depending on required output, is mounted on a rotating machine frame and for higher capacities occupies less space than conventional inline packing plants. The system destined for Tanzania will be equipped for manual operation, whilst the Egyptian customer has chosen the fully automatic version with RADIMAT bag applicator which automatically attaches the valve bags on to the filling spouts.

High bagging outputs are attained with just a single bagging machine, whether it is operated manually or automatically. If customers decide in favour of an expandable ROTOSEAL packer, additional filling spouts can be retrofitted for higher tonnages that might be required in future. At the

same time considerable cost savings can be achieved, as upstream and downstream components such as product and bag feed systems or the discharge line for filled bags, do not need to be upgraded.

As both mills for the African customers only fill wheat flour, Behn+Bates is specifying its impeller filling system which is particularly suitable for filling hermetically sealed and difficult-to-deaerate bags on account of its special impeller geometry and its low air consumption during the filling process. A special inflatable sleeve ensures that the bags are filled under hygienic conditions with no spillage. The sleeve completely seals the bag valve during the filling process, thereby preventing any flour escaping during the transfer from spout to bag. Dust nuisance is also virtually eliminated.

Dust-tight closure of the filled valve bags is an integral part of the ROTOSEAL system. Each bag is closed directly after filling by the closing unit located above the filling spout. The valve is hermetically sealed by means of ultrasound and after this procedure it is impossible for even the smallest particle to escape through the bag valve. Consequently the packing environment remains clean and free from dust. Downstream equipment such as conveyors and palletisers are not



ROTOSEAL rotary bag filler from Behn+Bates

contaminated by product deposits.

An optimum combination of low-volume air filling, dust-tight filling spout and efficient product deaeration is vital for efficient filling of flour, since one of the basic challenges is to minimise dust emissions during bag filling. Behn+Bates points out that this goal is easy to achieve by using a valve bag. Owing to the valve system the filling aperture can be reduced in size, allowing the bag to absorb only a minimum amount of air during the packing process. This small volume of air is quickly extracted during and after filling. A further advantage is that the

filled valve bag has a very stable and compact shape, which makes it easier to stack, handle and palletise apart from being aesthetically more pleasing.

Traditionally in the past flour has generally been filled into open-mouth woven PP bags, primarily because this type of bag can be supplied at much more favourable prices by many bag suppliers. After filling, the bags are normally closed by a sewing machine. The end-user reopens the seam to take the required product out of the bags which are then normally recycled. However, it can happen that bags which have been carefully opened on the first occasion are refilled by other users a second or a third time without the original producer being aware of this malpractice, while in any case being powerless to prevent it. As a result the printed bags may subsequently be used to carry product of inferior quality, or even an entirely different product, which bears no relation to the bag imprint.

In order to avoid this possible misuse and to assure the quality of the original products, valve bags present an excellent alternative compared with

open-mouth categories. After filling, the bag valve is sealed hermetically. Opening the sealed bag valve means the bag is destroyed. There is therefore absolutely no possibility that it might be reused.

In addition, hermetically sealed bags are of immense importance to flour producers for reasons of quality. It is vital that the filled flour should not absorb humidity in order to avoid risk of deterioration during prolonged storage periods. This is where valve bags made of polypropylene become particularly attractive. They are as leakage-proof as woven PP open-mouth bags, thereby ensuring optimum product protection together with improved compactness of bag shape. There is economic use of raw materials as thinnest foils are capable of providing extraordinary resistance against tearing. In the light of the global need for packaging sustainability, PP valve bags not only score in terms of material cost savings but also because they are recyclable. PP woven bags can be completely transformed into PP granules for subsequent reuse.

www.behnates.com

Bag dischargers for Kazakhstan

Telschig Verfahrenstechnik, Murrhardt, Germany, has delivered two of its SEMAT automatic bag emptying machines to a customer in Kazakhstan for discharging plastic pellets from 25kg sacks. Maximum capacity of each machine is 500 bags/hour, equivalent to 12,500kg/h. Advantages over manual bag discharging include fewer staff, a constant rate of emptying and secure, complete discharge of the bags without product loss. According to Telschig, worldwide spot market prices for bagged plastic pellets have recently been more favourable than for bulk shipments, which means the investment in the machines is expected to be fully amortised within 8-12 months. SEMAT units can be customised to suit user requirements with top of the range models additionally providing automatic depalletising, compaction of empty bags and pneumatic transfer of the discharged product directly to nearby silos.



www.telschig.com Telschig SEMAT automatic bag discharger

Stretch hooder for broad range of palletised loads

The Nottingham, UK, arm of Netherlands-based Chronos BTH reports that it is now offering the CHRONO-STRETCH™ RAINBOW, a stretch hooder designed to provide the weather protection and load stability benefits of shrink wrapping, with the economies of stretch wrapping. The versatile machine can be used to secure a wide range of stacked items to a pallet including bags, bulk bags, octabins and barrels as well as boxes, bottles, cans and trays. Output is within the range 40-120 pallets per hour. It is significantly more energy efficient than comparable shrink wrapping machines and is also more economical in its consumption of PE film. Standard pallet sizes are 600 x 800mm and 1200 x 2500mm, but other dimensions can be accommodated.



www.chronosbth.com CHRONO-STRETCH RAINBOW from Chronos BTH

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Enclosed automatic open-mouth bag placers

Payper, Lleida, Spain, has been manufacturing its CSA range of open-mouth bag placers for 25 years, during which time more than 450 systems have been installed worldwide. The company has now launched the CSA IF which offers a number of technical innovations. These include reduced noise output, totally enclosed processing from filling through to bag evacuation, and throughout the filling/closing cycle each bag is mechanically gripped. Capacities up to 1600 bags/hour can be attained. The first of these machines has been installed in Galicia, Spain, to fill milk powder into 25kg bags for the French company Euroserum.



Payper's CSA IF open-mouth bag placer

EPT acquires Global Flexi, opens Malaysia office

Environmental Packaging Technologies (EPT) has acquired the world's fifth largest flexitank company Global Flexi Systems (GFS). Both companies are headquartered in Houston, TX.

"GFS is considered one of the top five flexitank companies in the world," said EPT president Nancy Wendrock. "Incorporating GFS offices into our system increases our global reach to 15 regional offices and an extensive network of over 120 agents and depots, enabling us to assure our customers of inventory, service, logistics and support anywhere in the world."

Wendrock added that EPT was attracted to GFS because of its products, experienced personnel and history of innovation and quality: "EPT has aggressively introduced new technologies and innovations to the flexitank industry and we felt GFS shared our vision and capabilities for growth."

"This acquisition will provide EPT with access to new markets and an expanded customer base for an even greater global presence. All GFS employees will retain their positions during the transition," she said. GFS employees who previously worked in nearby Channelview have relocated to EPT's corporate Houston headquarters. EPT also expects to open a new facility in Rotterdam in the first quarter of 2011 to accommodate the combined European staff and management. The new office will be led by Peter van Schaik, managing director of EPT's Europe, Middle East, and Southern Africa operations.

"GFS has a history of innovation," said Damien McClean, managing partner of GFS. "We are pleased to join forces with the market leader in flexitank technology."

"Damien McClean developed and introduced the first multi-layer polyethylene flexitank to the industry in 2000," said Wendrock. "This multi-layer construction is now considered standard and over 60 percent of all flexitanks currently used are of this style." McClean has been in the bulk packaging industry since 1990 and is located in Ireland. He will continue to have a key role leading technical advances and business development within the new integrated management team in Europe and the USA.

Colleen Walkoviak has been in the flexitank business since 1989 and has served as vice president of operations with GFS since 2002 when the company began. Walkoviak commented: "I've seen first-hand the expansion of the flexitank industry and it's exciting to join a company that is taking the lead in new product development and challenging the industry with engineering and services."

EPT markets the BIG Red Flexitank brand and points to a number of innovations that it has introduced to the flexitank market: strength bands woven into the outer layer that reinforce the bag's structure and constrain fluid motion; a swept-bar bulkhead that absorbs the forces of liquid dynamics and minimises sidewall damage; and a surge wing incorporated into the bulkhead that

restricts movement to help control liquid motion

"EPT manufactures an extremely well designed flexitank; one in which materials and construction have been carefully engineered and arduously tested," explained Wendrock. "Our goal in introducing new innovations will continue to be minimising and controlling liquid dynamics, protecting the flexitank and the container, ensuring safe transit and delivery, and offering new products that increase payloads and improve economics."

EPT says it is the first bottom-load flexitank manufacturer successfully to pass the Association of American Railroads (AAR) Rail Impact Test and Rail Simulation Test, and has "the only flexitank with written authorisation from several North American Class I

Railroads and the Russian Railroad (RZD) enabling them to offer all intermodal options and competitive economics to their customers.

"The addition of the GFS top-load and bottom-load multilayer flexitanks opens up new markets and sales opportunities for EPT," stated Wendrock. The combined operation will focus on further developing the dry bulk business as well as other bulk packaging solutions.

Wendrock added: "EPT will continue to focus on innovation and service to meet the bulk packaging and logistics needs of companies around the globe. We are very optimistic about our future growth plans and are in the process of considering other acquisitions."

EPT has opened a new office in Malaysia. The office is in Penang and is

staffed by associates who "have a tremendous amount of experience in the bulk shipping and logistics industries," according to Nancy Wendrock. "They will offer excellent support to our flexitank business in the area."

Wendrock added that EPT has plans to open additional offices in 2011 expanding services in Europe, South America and the Middle East.

Contact:
Environmental Packaging SE Asia
I.T. Ooi, General Manager
Carrine Chan, business development manager
Tel: +604 2611828
i.t.ooi@eptpac.com
carrine.chan@eptpac.com

www.eptpac.com

Cradle container could be 'perfect' for flexitanks

The Finnish shipping company Oy Langh Ship Ab has for many years demonstrated its ability to produce specialist solutions for carrying cargo. Langh Ship owns five multipurpose vessels and the company has in particular found a niche in designing heavy duty containers for particular applications; the company is perhaps best known for producing containers for carrying steel coils and heavy raw materials.

However, at the Intermodal Europe exhibition in Amsterdam, in December 2010, Langh Ship exhibited its new 20ft Hard Open Top Bulk Cradle Container, which the company believes could have a role to play in transporting flexitanks.

Product manager for the container Capt. Markku Yli-Kahri says that while it was originally designed to transport heavy steel coils, it can be difficult to get return cargoes to fill this type of container. "Therefore we started to

think about what kind of cargoes it might be possible to find to suit this type of container. One possibility is bulk liquids. Due to its construction the container is extremely strong and so can carry its full cubic capacity (25.2 cbm) in liquid or bulk cargoes."

The payload of the container is 40 tonnes and the tare weight is 4.8 tonnes. There are no sharp edges with all the potential they carry for accidents, and the much stronger side walls are more resistant to surge pressures as the liquid is transported. A letter box hatch can also be fitted to the container, through which it is possible to handle the valve gear of the flexitank.

Of course, Capt. Yli-Kahri concedes that this type of special container is much more expensive than a standard 20ft dry box, but then you can't transport heavy steel coils inside a normal container because the load

would be too heavy for the floor construction. With the Langh Ship design, the cradle floor construction not only allows heavy weights on the floor, by happy coincidence it is also well-shaped for carrying flexitanks and other bulk cargoes.

"The container is still very young and we have not yet tested all the possibilities," adds Capt. Yli-Kahri. "One flexitank service provider has carried out a test flexitank model for us, and the testing will go on in normal sea carriage. I'm convinced that the solution works."

Although the container is likely to remain too expensive to use in the majority of trades, on certain routes at sea and by rail it does open up the possibility to fill the unit for the return leg with a higher bulk liquid payload than a conventional flexitank/20ft dry container combination.

www.langhship.fi



Incorporating GFS offices into EPT's network increases the company's global reach. Pictured back row l-r: Damien McClean, Roger Goose, Peter van Schaik; front row l-r: Colleen Walkoviak, Tatiana Golovina, Nancy Wendrock



Langh Ship's 20ft Hard Open Top Bulk Cradle Container – the container's strength means it can carry its full cubic capacity of 25.2 cbm



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Hillebrand extends European multimodal options

JF Hillebrand, the world's biggest logistics supplier to the wines and spirits industry has launched European Transport Solutions, an expanded distribution network tailored to the needs of the European wine market.

Offering more routes across more countries, European Transport Solutions provides a wider range of continental transport options, including services by road, rail, barge and coastal shipping.

"For many years we have been able to offer customers specialist expertise and care for both their European door-to-door and deepsea shipments," said Guido Roth, JF Hillebrand's European transport manager. "Our new European Transport Solutions network enhances and extends our existing intra-European services, offering customers across the continent the full range of logistics services they need."

These services include high security standards, the use of Hillebrand's trademarked VinLiner to protect wine against temperature fluctuations and other potential hazards, and experienced handling of all legal and fiscal formalities.

The multimodal portfolio and range of service options – including full truck loads (FTL), and smaller LTL consignments – is claimed to give customers greater flexibility to manage their carbon footprint and transport what they need, when they need it. All movements are supported by JF Hillebrand's online logistics management system, Axis.

Hillebrand has also been awarded a new contract to manage all wine imports for UK supermarket chain Waitrose.

The new three year contract builds on a pre-existing relationship the two

companies have successfully maintained and developed for more than 10 years. Hillebrand is now the strategic 'solus' partner for Waitrose and will provide full supply chain management for its global import trade lanes.

The decision by Waitrose to extend the use of Hillebrand's SCM solutions follows the successful implementation across a selection of trade lanes over the past four years.

Andrew Shaw, buying manager (wines), Waitrose, said: "The JF Hillebrand solution will result in a responsive and robust supply chain which will reduce our stockholding - a critical factor in enabling our network to absorb the tremendous business growth we have planned for the future. By entering this agreement we have established a mutually beneficial partnership with our suppliers and JF

Hillebrand and look forward to developing this further in coming years."

For JF Hillebrand UK, managing director David Mawer added: "These are really exciting times for our joint businesses. We are extremely proud to be appointed as Waitrose's solus partner and are very much looking forward to this next stage of growth and development of Waitrose's global wine beverage supply chain.

"The two companies will be working in even closer collaboration alongside all the supply chain stakeholders to develop the best possible system of collaborative planning, forecasting and replenishment. This will ensure a greater variety of choice, better availability, shorter lead times, and lower inventory, all at reduced costs."

www.jfhillebrand.com



Hillebrand will manage all wine imports for Waitrose

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COA outlines procedures for rail impact test reporting

The Container Owners Association hosted a Flexitank Seminar at the recent Intermodal Europe 2010 in Amsterdam, which provided an opportunity to update members on the Flexitank Code of Practice generally, and specifically on the procedures for reporting results from rail impact tests.

The COA's Flexitank Project Manager Chris Thornton outlined the procedures for registering older and newer tests. For older tests, applicant companies should send the test report to the COA, who will then fill in the new form. The COA will send the draft back to the applicant company to make additions and deductions. Then the report will be added to the database. For new tests, the report should be filled in by the test centre and then sent to the COA, where it will be added to the database.

He stressed that applicant companies would still own the data and decide what gets published. There are also clear lines between what the COA can and cannot do. The COA can issue a test reference number, fill in the new report form using original test results, and make information available to shipping lines.

However, the COA cannot issue a 'pass' or 'fail', as there is no such qualification. The data is to enable shipping lines to make an informed decision. Neither can the COA guarantee acceptance, as this decision is entirely up to the individual shipping line.

Just as importantly the COA cannot publish false information. It will verify any doubtful looking data with the test centre to ensure that only accurate results are published.

Following on from this, COA is publishing a list of available test results on its website that can be seen by everyone. But shipping lines will have to contact the COA directly to request the details of those results. They will then send a locked PDF to the line, to ensure that information is only available to shipping line members of the COA.

In a separate presentation at the seminar, results from Maersk Line, the world's largest container carrier, were published showing that since reviewing its flexitank policy and adopting the COA Code of Practice as its criteria for carrying flexis, Maersk has seen a steady decrease in incidents of leakage from flexitanks. In particular, the period from June to October 2010 witnessed a 40 percent decrease in leakages and random checks on container damage showed a reduction of around 42 percent.

Maersk's revised flexitank policy saw the implementation of a number of strict criteria. The line only accepts flexitank operators who are compliant with the COA Code and have taken the relevant tests. The company revised its accepted list after the May 2010 COA meeting to those flexitank operators in compliance and use the following procedures: at the time of booking, a Material Safety Data Sheet (MSDS) including a CAS number for the cargo (with the exception of wine); the details of the flexitank operator are to be provided; they then check with the flexitank operator on the compatibility of the proposed product for carriage.

For flexitank operators with consistently leaking units or causing persistent damage to containers, their acceptance will be reviewed. The line also points out that any product designated as a marine pollutant cannot be loaded into a flexitank, as by default it is a UN-designated Environmentally Hazardous Substance. This has significant impact should it leak, not only on the aquatic environment but is subject to MARPOL, and clean up costs and fines can be extensive.

Having seen the improvement in performance, Maersk Line said it will continue to adopt this policy and strive to minimise both damage and leakage. Going forward, the line fully supports the material testing programme and believes that the testing criteria for both impact and materials should be progressively moved towards attaining ISO standard.

www.containerownersassociation.org

Suttons opens in Antwerp

Suttons has opened a new office in Antwerp to reflect the company's continued growth in Europe. The bulk liquids logistics specialist first opened an office in the city 10 years ago.

Five new staff have also been recruited to work in the new office which is in the Port of Antwerp. Andrew Palmer, group managing director of Suttons, said: "Our team here is able to manage successfully the increased demand for our specialist service. The international division is growing and this year has seen significant growth in some of our key markets. We are in challenging times but remain confident about our performance and ability to continue delivering a safe, reliable service for our customers."

Rob Van Dijk is the general manager of Suttons' Antwerp operation. He commented: "We've built a solid base here in Antwerp where we are ideally

placed at the gateway to Europe. The location suits both our European short sea and international deep sea shipments. The new office is a sign of the demand for a truly international logistics provider with a strong track record."

A fully interactive demonstration tank was also driven from Suttons' head office in Widnes, UK to Antwerp to show customers the equipment required to transport and deliver their products safely and efficiently. It demonstrates all the modern technology of an operational tank container and guests were able to walk inside to see the equipment needed to transport many different products.

Last year the company invested £12.5 million in new tank containers to support its international expansion, which included two major chemical logistics solution contracts.



From l-r: Rob Van Dijk, general manager, Suttons' Antwerp operation, tanker driver Andy Yarnell (Andy drove a demonstration tank from Widnes to Antwerp) and John Sutton, managing director, Suttons International, outside the Antwerp office

Go north

A new 2,000 km rail service from DB Schenker now links the Norwegian capital Oslo with Narvik, in the Arctic Circle.

DB Schenker's national company Schenker AS now offers regular rail transports on the 1,960 km route. The DB Schenker North Rail Express brings consumer goods, consolidated freight and new vehicles to northern Norway five days a week. The train transports native products like fish to the southwest on the return trip. Roughly 25,000 containers a year are to be shipped on the route. The product is being implemented with the co-operation of the Intermodal Business Unit of European rail freight operator DB Schenker Rail.

"Our new solution is setting a clear course in Norway," said Karl Nutzinger, member of the management board of Schenker AG responsible for Land Transport and the Region Europe. "Rail has always played an important role for us in supplying our customers in Norway. We use all modes of transportation to the advantage of our customers and combine the flexibility of trucks with the benefits of rail."

The train travels from the Alnabru terminal in Oslo to Narvik via Sweden. It also uses the Ofoten Line, whose freight transport should increase by around 30 percent as a result of the new service. The train takes about 28 hours to cover the route, making it much faster than freight by truck. Preparations lasted over a year.

DB Schenker Rail purchased 28 S double well cars and 20 S carrier cars, which are suited to the special climatic conditions. The DB Schenker North Rail Express will transport around 90 percent of DB Schenker's freight destined for northern Norway by rail, which is equivalent to approximately 12,500 truckloads annually. DB Schenker previously used capacities of the Norwegian State Railways.

At the beginning of the year DB Schenker Logistics opened a new location near customers in the Swiss Mittelland. Schenker Schweiz AG has opened in Bern, almost 169 years after the company's founder, Gottfried Schenker, was born in the canton of Solothurn. The office will initially specialise in global air and ocean freight solutions.

"Switzerland has always played an important role in our European network due to its location," said Karl Nutzinger. "But we think there is further potential to expand the market position of our national company considerably, especially in land transport and logistics," he added.

"We are certain that our presence in the Swiss plateau will attract new clientele and that we will significantly increase our market share in this area with our proven solutions," said Joerg Eggenberger, CEO Schenker Schweiz AG.

commitment to these in doubt. Rail freight is three times more energy-efficient than road haulage, and there are clear carbon benefits from getting heavy freight off the roads."

FFG has been in existence since 1974, and since 1997 alone 37 awards of FFG, totaling £68.9 million (including funding of £10.9 million from DFT), have been made to projects in Scotland which RFG claims have taken over 33 million lorry miles off Scottish roads each year.

Duisburg maintains growth

Duisburg Port, on the Rhine, saw container handling rose to 2.25 million TEU in 2010, about 25 percent up on 2009. At nearly 28 million tonnes, total handling almost reached the level of the record year of 2008 (28.3 million tonnes) and has thus compensated for the collapse in 2009.

"The excellent results in container handling show that we are on the right road at Duisburg. This strengthens us in our intention to develop our capacity in order to direct growing flows of goods through the port," said Erich Staake, chief executive officer of Duisburger Hafen AG.

There was an uneven picture among the other groups of goods. While coal handling was largely able to compensate for the strong decline in the previous year, the recovery in steel handling remained well below the pre-crisis level. However, the development in mineral oils and chemical products was seen as "very pleasing".

"After having been able to keep the high pre-crisis period level in these groups of goods last year, we expect double digit growth rates in this segment," said Staake.



The development in mineral oils and chemical products was "very pleasing"

Logichem hits 10

Now in its 10th year, LogiChem 2011 will have a 3-day format and will take place in Antwerp on 5-7 April. The focus will be on delivering supply chain excellence by unlocking value, achieving high performance and delivering efficiencies. Key highlights of this chemical supply chain & global logistics conference include: BASF revealing how it has achieved change leadership and transformation across the global BASF supply network; Dow Chemical will explain how it sources materials and logistics services and designs supply chain networks to improve energy efficiency and environmental impact; LyondellBasell discusses the future legislative environment and assesses the best way to position a company ahead of the curve; SABIC explores whether next-generation S&OP will enable companies to leverage profitability and improve planning; DuPont outlines its global distribution requirements planning strategy: improving customer service and lowering inventory.

The conference programme is available by contacting

logichem@wbr.co.uk

New Hupac shuttle between Rotterdam & Switzerland



Since 17 January Hupac has been operating a new intermodal connection between Port of Rotterdam and Switzerland. Departure terminals are Rotterdam RSC and ECT, as well as Basel and Niederglatt in Switzerland. In Basel, Hupac offers ongoing connections to other Swiss destinations.

The new shuttle train runs 9 times a week in each direction, departures on Mo, Tu, We, Th, Sa. Track & trace is via CESAR internet platform.

Scheme is axed

The UK's Rail Freight Group (RFG) expressed anger at the Department for Transport's (DfT) decision to 'officially close' the Freight Facilities Grants scheme in England.

The grants, which have been in place since 1974, have delivered significant benefits to stimulate rail freight growth and modal shift, particularly for smaller businesses, allowing them to invest in new facilities.

Maggie Simpson, RFG Policy Manager, said: "This government has previously stated its commitment to reducing UK carbon emissions and supporting smaller businesses to invest. This decision makes a mockery of those promises."

RFG is now seeking urgent talks with the DfT to determine a way forwards for its members. RFG was also awaiting a decision in the Scottish Parliament on the future of FFGs in the country. The lobby group teamed-up with Transform

Scotland (the sustainable transport alliance) to campaign strongly against the Scottish Government's decision to abolish FFG from its draft budget statement.

The groups argued that FFGs have a vital role to play in increasing modal shift. The RFG's Scottish representative David Spaven said: "The retention of the successful FFG scheme is absolutely critical to shifting more freight from road to rail in Scotland. We strongly urge the Scottish Government to ensure that the country does not lose out on the widespread economic and environmental benefits which FFGs deliver."

Colin Howden, director of Transform Scotland, added: "Scrapping FFG goes against the Scottish government's aim of shifting freight from road to rail and sea. The government has strenuous targets to meet on climate change, and the decision to scrap FFG puts its

Brenntag targets Latin America expansion

Brenntag plans to expand its polymers distribution business in Latin America. The company already distributes polymers in Chile, Peru, Ecuador and Colombia, and now intends to start distributing polymers in other Latin American countries, said Alberto Ulrikson, commercial director for plastics in Latin America, in media reports.

The company is looking at opportunities in Brazil, Mexico and Argentina. These could be new

agreements with producers or merger and acquisition opportunities. The focus is on both commodity polymers and specialty products.

Increasing its focus on polymers is an obvious way for Brenntag to grow its business in Latin America. In the past, Brenntag focused primarily on traditional bulk chemicals in the region. That has changed, and now it has much more involved in speciality chemicals.

Mexico and Brazil present significant

opportunities for Brenntag, not just for polymers but also for other chemical products. In particular, the consolidation of Brazil's polymers industry to create one large player, Braskem, presents opportunities for large-scale distributors like Brenntag.

The consolidation of some 15 companies into one is less than about 10 years will imply a huge restructuring of the whole distribution network for polymers in Brazil.

VTG supplies new compressed gas tank wagon

VTG delivered the first batch of its newly developed compressed gas tank wagon to its customer Evonik. The wagon, called 'Volume112', is an important new development, the result of a collaboration between the wagon manufacturing plant Graaff and VTG.

"With the development of Volume112, we are benefiting from the advantages of our innovation platform Graaff. The input and bringing together of both VTG's and Graaff's technical expertise has led to a product with high value for the customer," explained Dr Heiko Fischer, CEO of VTG. Due to the wagon manufacturing plant, VTG can bring its own innovations rapidly to production and accommodate specific requirements of customers and special designs. "With this new, state-of-the-art model, we want to rejuvenate our fleet further in the next few years," added Fischer.

Evonik uses the wagons to transport various gases and enjoys the benefit of higher volume compared with previous wagons. This increases the cost effectiveness of transport. The wagon, with the same length (18m over buffers), has been successfully designed to provide a capacity of 112 cbm. This means that the cargo weight can be better utilised in the case of many compressed gases. Previously, this wagon type normally had a capacity of 110 cbm. It was possible to increase the volume by lengthening the tank within the legally permitted limits and without lengthening the underframe.

"We welcome this new development. It means that VTG is providing us with a high quality, innovative wagon," added August

Henrich, category manager for equipment at Evonik. Additional customers in the chemical industry have also ordered Volume112 wagons.



From l-r: Gerhard Runkel, general manager Waggonbau Graaff, Hans-Juergen Radke, VTG Deutschland GmbH, Thomas Born, VTG Deutschland GmbH, August Henrich, Evonik Services GmbH, Klaus-Peter Fenn, VTG Deutschland GmbH and Armin Schmidt, VTG Aktiengesellschaft deliver the new compressed gas tank wagon Volume112 to the customer Evonik

Potter provides Nobel storage centre

The Potter Group's West Midlands, UK distribution centre in Droitwich has been selected by Nobel NC to hold its UK stock of around 500 pallets of industrial nitrocellulose. The company is one of the world's leading manufacturers of the product, a film-forming resin used in inks and coatings.

A specialist COMAH accredited storage centre, Droitwich has the facilities and expertise for managing hazardous and flammable products, such as nitrocellulose, which also requires strict FIFO disciplines.

Managing director Matthew Lamb said Potter had generated a strong financial performance in the face of the economic downturn. "As soon as we saw where the economy was heading we put in place a number of measures to control costs and to make the best use of our assets, whether land, equipment, facilities or the skills and expertise of our staff. We concentrated on further improvements in customer service and most importantly, on maintaining a strong marketing focus on our strengths in areas such as chemical, pharmaceuticals and other value-added sectors."

New clients included Resource Chemicals and speciality chemicals firm Clariant. Long-term client CEMEX UK renewed its 25-year bulk contract at two of Potter's locations. "We invested across the Group, including more than £350,000 in new container handling equipment and in upgrading multimodal facilities in the Selby centre."

TEL takes over 'Ostwind' service

At the beginning of the year, Trans Eurasia Logistics (TEL) took over transport services for the 'Ostwind' container block trains which run between Germany and the Commonwealth of Independent States (CIS). The company has established a common operations platform with IRS InterRail Services, a Transinvest Group St Gallen company. IRS previously marketed this service via a joint venture with ICF Intercontainer-Interfrigo SA, which was placed in liquidation at the end of November 2010 and some of its transport services have since been taken over by other companies.

Thanks to TEL's involvement with 'Ostwind', there will be no interruption to the service provided to customers. Containers can be sent from twelve container terminals throughout Germany directly to Berlin-Grossbeeren. The service is also available from Antwerp and Rotterdam. Trains run at least twice a week from the Berlin-Grossbeeren freight terminal to the CIS and Mongolia. Within the CIS, destinations served include Moscow, Baku (Azerbaijan) and Vladivostok. The range of services also includes direct TEL container trains between Duisburg and Moscow. The transport route runs via Frankfurt (Oder)-Malaszewicze/Brest-Bekasovo to the CIS countries. The Moscow-Vladivostok Trans-Siberian route is the main transport route to the Far East, Mongolia and China.

Trans Eurasia Logistics was founded in 2008 by Deutsche Bahn AG and Russian Railways (RZD), as well as their partners Polzug, Kombiverkehr and Transcontainer. The joint venture headquartered in Berlin specialises in logistics services for container transport between Western Europe and Russia. TEL provides through services from Germany to Russia via the operators Polzug and Kombiverkehr. Shuttle trains from Germany's economic centres are combined into block trains which regularly run to Moscow.

As well as core transport services, delivery services are also provided for pre- and onward carriage, as well as tracking and tracing and customs clearance. In the long-term, there are also plans to develop additional services such as storage at terminals.

Univar expands

Global chemical distributor Univar Inc has signed an agreement to acquire leading Turkish chemical distributor, Eral-Protek. The deal was expected to close as Bulk Distributor went to press.

Istanbul-based Eral-Protek is one of the leading players in the region's mid-size chemical distribution sector and has a strong reputation with more than 25 years' experience in the Turkish market. The acquisition, together with the Istanbul and Izmir operations of Basic Chemical Solutions, LLC, whose global business was acquired by Univar in December, will immediately give Univar a solid local presence in the region.

Eral-Protek distributes a wide range of products, including a number of exclusive lines, and has a strong focus on speciality chemicals, which aligns with Univar's own offering. In particular it distributes to the rubber, coating, construction, plastic and composite industries.

Turkey is an important market for Univar; its population of more than 77 million and its strong economic growth present significant opportunities for the business. It is also an important logistical and cultural bridge between Univar's European activity and its growing Middle Eastern and African business.

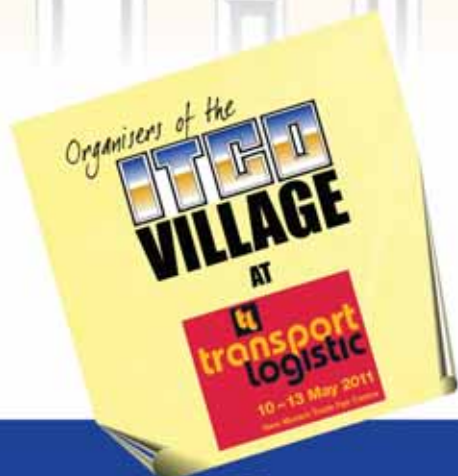
Once the deal has been completed, Univar will focus on introducing new suppliers, products and services to this market, particularly in the coatings, personal care, food and pharmaceutical sectors.

"Eral-Protek is a very impressive company with a great reputation in the market. It has strong competencies in a variety of areas and works closely with customers to provide support and solve technical problems, very much in line with our approach at Univar," said John van Osch, president, Univar Europe, Middle East and Africa. "It is also very rigorous in terms of best practice and corporate governance which will facilitate integration into Univar."

"The chemical distribution sector in Turkey is very fragmented, leaving a clear opportunity for a distributor with truly international reach," explains Ömer Aral, founder of Eral-Protek. "The business we have built in Turkey over the past 25 years will provide a very strong platform for Univar to expand its operation into the region. Their international capabilities and good standing in the market will create a very compelling proposition for customers across many sectors."

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Simon invests for Harvest Energy

As part of a major new investment in Teesside, Simon Storage has entered into a long term contract to store and handle road fuels at its Seal Sands Terminal for Harvest Energy, the UK's largest independent blender and supplier of road fuels.

Simon is providing a fully integrated solution which includes 47,000 cbm of carbon steel tankage for unleaded and super unleaded gasoline storage and blending, automated road loading facilities, and bioethanol in-line injection. This capacity is in addition to a 35,500 cbm of tankage already in use for diesel and biodiesel batch blending.

The contract at Simon's Seal Sands Terminal extends Harvest Energy's expanding UK-based storage and supply network and will provide a convenient distribution facility for the company's forecourt retailer customers throughout North East England. The contract gives Harvest access to Simon's state-of-the-art storage and handling facilities, including a dedicated, high-speed fuel loading area that minimises queuing, even at peak times. The fully automated road tanker loading systems are designed and built by Simon and are capable of delivering fuels at up to 2,250 litres per minute from each bottom loading arm, providing a typical gate-to-gate time of 15 minutes for each 35,000-40,000 litre road tanker. The facilities include a vapour recovery unit to capture displaced vapours from road loading, and storage tank internal floating roofs to suppress evaporation of stored gasoline and components.

Harvest Energy currently supplies approximately 10 percent of the UK's motor fuel requirements and is achieving rapid growth within the forecourt sector with a package of quality products and reliable supply. The company has strategically placed fuel terminals across the UK with an annual storage capacity of 300 million litres and operates a modern fleet of 44-tonne tankers capable of delivering to forecourts 24/7. Fuels supplied by Harvest Energy had the highest green house gas emission saving of any obligated oil company in the UK according to a recent report by the Renewable Fuels Agency.

For more than ten years Simon's Seal Sands Terminal has been at the forefront of road fuel storage and distribution in the North East. Situated at the mouth of the river Tees, the Seal Sands Terminal has two deep water jetties for the receipt and dispatch of products by sea, which are complemented by excellent inland connections for onward delivery of product by both road and rail.

Simon Projects, the specialist project engineering division of Simon Storage, is now completing a multi million pound reinvestment programme to meet Harvest's demanding requirements. All necessary infrastructure has been upgraded to operate in compliance with the latest safety and environmental guidelines introduced after Buncefield. In the first phase, three 5,500 cbm tanks have been equipped with new floating roofs



The contract at Simon's Seal Sands Terminal extends Harvest Energy's expanding UK-based storage and supply network

and specialised blending equipment, controlled by a SCADA system. Safety Instrumented Systems incorporating high integrity independent shut down systems, and ROSOVs (remotely operated shut off valves) are also being installed to enhance process safety provision. A butane injection system is to follow.

Chris Brookhouse, development director of Harvest Energy, commented: "I have been impressed by the dedication and commitment of the Simon team. Working closely with the Simon Projects in house engineering group has ensured that the blending systems meet our requirements and that storage and distribution facilities are available to our timetable."

Handling record for Teesport

PD Ports has passed a milestone at Teesport; handling 150,000 containers within a calendar year for the first time in history.

Frans Calje, PD Ports MD Unitted, said: "To have reached this record number from a steady throughput of around 80,000 containers only some two and a half years ago is a testimony to the success of our portcentric

logistics strategy and the hard work that went into making it a success. This is without doubt a highlight we can be very proud of at PD Ports."

This latest achievement surpasses 2009's container handling milestone at Teesport, where over 100,000 containers were handled in a calendar year. As a result Teesport has reported a year-on-year growth in excess of 45

percent at the port's container terminals. Calje is confident these results will continue to climb in 2011 as Teesport continues with its container handling expansion plans.

"As we progress in 2011, we will start to see work commence on the first phase of expansion plans. This work, which will potentially involve some £29 million of total investment, signifies a long term commitment to our unitted business, on the back of major growth opportunities. This will further improve performance and productivity for the port's growing number of customers," he added.

This is the first phase of expanding Teesport's container terminal capacity to 450,000 TEU, from its current capacity of 235,000 TEU – an investment of over £15 million. Subsequent phases will be investigated subject to volume growth and market stability. The port's overall strategy is to expand port wide capacity, including ro-ro traffic, to at least 650,000 TEU.

The portcentric logistics at Teesport has attracted leading retailers Asda and Tesco, as well as Taylors of Harrogate and the port owners remain focused on developing the platform to attract more businesses and economic activities across the region in 2011.



European strategic reserve terminal agreed

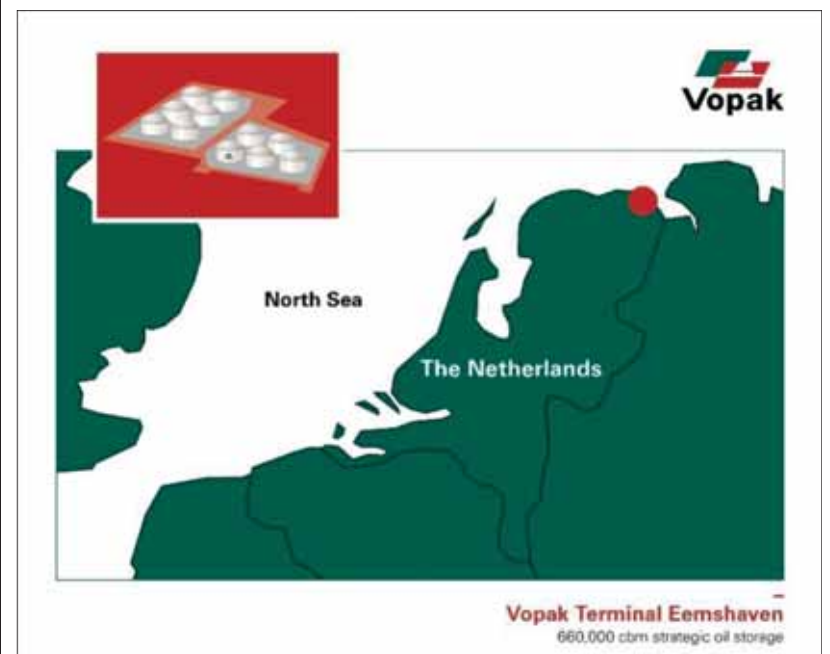
Vopak and NIBC European Infrastructure Fund (NEIF) have reached agreement to build and operate a strategic reserve storage terminal in the port of Eemshaven, Netherlands. For this new Dutch storage facility a joint venture has been established in which both companies are equal shareholders. The terminal will provide services to European governments for the storage of strategic reserves of liquid oil products, such as crude oil, gasoil and gasoline.

Vopak will operate the new terminal that has an initial storage capacity of 660,000 cbm, comprising 11 tanks each with capacity of 60,000 cbm, and a jetty for sea-going vessels. This capacity has already been rented-out for a long-term period and is expected

to be commissioned in the third quarter of 2012. The terminal can be expanded to a total storage capacity of 2.76 million cbm in the future.

The joint venture and Groningen Seaports have signed an agreement for the exploitation of 55 ha of land situated south-west of the Juliana port in the Eemsmund municipality. The terminal will be designed and operated in compliance with European and Dutch environmental standards.

Rabobank acted as financial advisor with regard to the establishment of the joint venture as well as the concluded long-term project financing agreement of the joint venture with ING Bank NV, NIBC and Rabobank. In this financing ING Bank NV acted as Documentation Bank and Facility Agent.



ENOC looks to China

Dubai's Emirates National Oil Company (ENOC) is planning a storage terminal in China. The facility for refined petroleum products would increase ENOC's Asian operations, which already include terminals in Singapore and South Korea.

The Dubai company runs facilities with storage space it can rent to customers in Asia and in the UAE, Saudi Arabia and Djibouti through its subsidiary, Horizon Terminals.

ENOC, which is wholly owned by the Dubai Government, operates 30 joint ventures and subsidiaries internationally, including an aviation fuel sales division, a refinery in Jebel Ali and petrol stations across Dubai and the Northern Emirates, and plans to expand in Saudi Arabia.

Tayyeb al Mulla, the chief executive of ENOC's international refining and marketing division, said the company was seeking a Chinese venture partner that would allow it to keep a necessary level of control over its operations there.

"Quality and branding has to remain the same," al Mulla said. "We don't want to go into an investment that we don't run."

ENOC is also looking to expand its access to European trading with a storage facility in Morocco and plans another on the island of Malta. Malta is considered a strategic location to provide coverage of the Mediterranean area which the company doesn't yet have.

In addition, ENOC plans to expand its refined oil products storage capacity in Fujairah for trading and local supply.

ENOC is a partner with Royal Vopak in the Fujairah facility. It also has its own tanks in ports in Dubai and Fujairah. The Vopak Horizon venture is raising capacity to 2.1 million cbm from 1.5 million cbm by adding tanks by the end of 2011. The venture will also add more capacity after a land reclamation project along the coast.

ENOC uses the tanks for fuel trading and to hold its own stock for blending fuel for domestic use. ENOC may add about 250,000 barrels of additional storage capacity to the tanks it runs on its own within two years.

The company completed an expansion of its Jebel Ali refinery last year and the facility began operating at its full capacity of 120,000 barrels a day in the fourth quarter.

Milestone in Daya Bay

Oiltanking Daya Bay successfully commissioned its newly added Phase 2 expansion storage capacity and received its first vessel at its public jetty in Daya Bay, China.

Oiltanking Daya Bay, a wholly owned company of Oiltanking GmbH, added a total of 18 new carbon steel and stainless steel product tanks with a total capacity of 59,600 cbm.

With this latest addition, the total capacity for chemical products at Oiltanking Daya Bay will be 80,150 cbm supported by a total of two vessel berths. This expansion further strengthens Oiltanking's position for the Daya Bay Petrochemical Industrial Park.

Huizhou Daya Bay Oiltanking Petrochemical Public Jetty Company Ltd (OTPPJ) invested RMB 120 million by adding two berths with 5,000 dwt each at its waterfront. OTPPJ successfully loaded its very first vessel, M.T. Jian Xing 32, with 1,500 metric tons of Methyl Methacrylate (MMA) which cargo was bound for East China.

Oiltanking Daya Bay Co., Ltd is the exclusive provider of independent tank storage services in the Daya Bay

Petrochemical Industrial Park and aims to develop the facilities into a world-scale industrial terminal providing services to all tenants in the park and to market participants in the South China market. Huizhou Daya Bay Oiltanking

Petrochemical Public Jetty Company Ltd is a joint venture between the local government represented by Huizhou Daya Bay Petrochemical Industrial Park Development Group Co, Ltd (75 percent) and Oiltanking GmbH (25 percent) since 2007.



With this latest addition, the total capacity for chemical products at Oiltanking Daya Bay will be 80,150 cbm. Pic copyright Oiltanking

BarclaysGedi to develop DR terminal

BarclaysGedi Group, LLC is reportedly to develop a 2 million cbm multipurpose liquid bulk storage terminal in the North of the Dominican Republic.

The terminal will be developed for multipurpose use for all products. Petrol Storage Broker LTD has been appointed for the co-ordination from the first to the last phase of the whole development of this 2,000 acre sized terminal as well as for the sales and marketing towards suppliers.

It is claimed that it will be the most modern equipped terminal in the Caribbean, with high speed throughput facilities. The terminal will be operated and implemented by the Petrol Storage Broker 'zero' demurrage technique. Vessels up to VLCC-size will be able to load and unload their cargos.

The total location is large enough for future expansion of storage capacity up to 6 million cbm or for the development of a refinery.

The estimated operational start of the terminal will be in the first quarter of 2013.

Petrol Storage Broker has also been appointed co-ordinator for the St. James Parish-Petroplex International 10 million barrel terminal at St James Parish, LA, directly located at the Mississippi River. The first phase contains a 4 million bbl storage facility. The location is large enough for future expansion up to 10 million bbl.

Essar gets shareholders' approval to demerge

Essar Shipping, Ports and Logistics has informed the Bombay Stock Exchange that its shareholders and creditors have given the nod for demerger of the company's shipping, logistics and oilfields business into a separate entity.

The shareholders' approval was sought on November 30 as per the directive of the Gujarat High Court to convene meetings of equity shareholders, secured creditors and unsecured creditors of the company.

In August last year, the company had announced plans to separate its shipping, logistics and oilfields business into a separate entity, Essar Shipping, while the existing entity was to be renamed Essar Ports.

As per the proposed demerger scheme, Essar Shipping will issue one equity share for every three equity shares they hold in the existing company, while the promoters will continue to hold 83.7 percent stake in the new companies.

The port division of Essar is currently the second-largest in the country, with a capacity to handle 76 million tonnes of cargo every year. This includes 46 million tonnes of cargo-handling capacity at Vadinar and 30 million tonnes at Hazira. The company intends to raise this capacity to 158 million tonnes a year by 2013.

Hambantota to start bunker business in May

The Sri Lanka Ports Authority (SLPA) plans to start bunkering operations at the new Hambantota port in May. A tank farm with a capacity of 80,000 tonnes is under construction at the port which was built with Chinese loans and contractors. The tank farm should be ready by April.

"We're hoping to start bunkering by May this year," SLPA chairman Priyath Wickrama said, delivering the annual P B Karandwala Memorial Lecture organised by the Chartered Institute of Logistics & Transport Sri Lanka to honour a key figure in ports and shipping in the island.

Wickrama spoke on strategies for port related logistics development following the development of new ports in southern Hambantota and Colombo Port.

"We're going to buy four self-propelled barges to start this business," he added.

Hambantota port was opened in November last year and is part of the island's effort to become a transport hub, given its location close to the main East-West trade route across the Indian Ocean. Bunkering is seen as a lucrative business given the heavy ship traffic around the island.

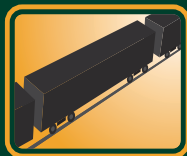
Vopak-Oxiquim now running

The first ship has arrived at the Vopak-Oxiquim Mejillones terminal, in Chile. The terminal, located in the north of the country, near Antofagasta, has capacity of 10,000 cbm distributed in four tanks that will handle chemicals and other liquid products for import and export. Due to its location, the terminal aims to satisfy the growing demand for storage in that particular area, which is largely driven by the mining and industry sectors.

Oxiquim is one of the most important chemical companies in Chile, it offers storage services, loading and unloading of ships, and has two terminals with a combined storage capacity of 125,000 cbm.

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Buckeye buys BORCO

In January, Buckeye Partners LP reached an agreement with Vopak to acquire the latter's 20 percent interest in Bahamas Oil Refining Company International Limited (BORCO). A few weeks earlier to this deal being struck, Buckeye had announced its purchase of the 80 percent stake in the facility owned by First Reserve Corporation.

Buckeye acquired an the FRC interest in BORCO, the largest petroleum products storage terminal in the Caribbean, for US\$1.36 billion in cash and equity. Buckeye's deal with Vopak will also be on the same proportionate price under the same terms and conditions.

At the time of closing the earlier deal, Buckeye had highlighted plans to spend roughly \$400 million at the facility over the next two to three years, adding about 7.5 million barrels of flexible petroleum products storage and increasing the total storage capacity to more than 29 million barrels. The partnership expects this to bring in about \$70-80 million of incremental adjusted EBITDA every year. Buckeye also sees the scope to install an additional 13 million barrels of storage capacity at the site due to the availability of a large portion of unused land.

Buckeye Partners owns and operates one of the largest independent refined petroleum products pipeline systems in the USA in terms of volumes delivered. The partnership's pipeline system

stretches across 5,400 miles with about 69 terminals. It also operates about 2,400 miles of pipeline under agreements with major oil and chemical companies and owns a natural gas storage facility in northern California.

"BORCO's storage terminal is a premier international logistics hub with highly-attractive identified expansion projects," said Forrest E Wylie, chairman and CEO of Buckeye. "With 21.6 million barrels of existing storage capacity, this facility is the fourth largest marine terminal in the world and the largest facility of its kind in the Caribbean. The acquisition of BORCO represents an important step in our ongoing efforts to expand and diversify our operations by again reaching beyond the continental United States to acquire a world-class facility that complements our existing portfolio of assets."

"We will work closely with Vopak to safely transfer operations of BORCO to Buckeye," said Clark C Smith, president and COO of Buckeye. "We are excited by the opportunity to apply Buckeye's best practices and entrepreneurial approach to BORCO's international operations, and are committed to build upon BORCO's strengths in customer service, to optimise its assets, and to expand its service offerings.

Additionally, as the integration of BORCO into Buckeye's business progresses over time, we expect to realise synergies with our recently



acquired marine terminal in Yabucoa, Puerto Rico and our strategic distribution assets on the US mainland."

Vopak said it would book a \$150 million gain in the first quarter as a result of the sale. FRC and Vopak acquired the BORCO storage terminal in Freeport, Bahamas, in April 2008 as a strategic joint venture. The equity of the company was split 80/20 between affiliates of First Reserve Fund XI, LP and Royal Vopak, respectively. Full terms of the transaction were not disclosed.

"Our investment in BORCO has provided significant value for our strategic partners and investors. During

our three-year investment period, we have worked with Vopak to make significant upgrades to the facility's infrastructure, diversified Borco's product offerings, and have worked with the management team to create an operating centre of excellence," said Tim Day, managing director at First Reserve. "The terminal is now a strategic hub for some of the world's major oil companies and provides them with superior facilities for storage and distribution services. Vopak has been a great partner and with Buckeye's acquisition of our 80 percent interest, BORCO is well positioned for future growth and continued success."

Yangpu work starts

Sinopec Hong Kong, the investor in Yangpu Bonded Terminal in Hainan, has officially started the construction of total 2.08 million cbm capacity of phase I.

The completion is expected in 2012 at the earliest. There are storage tanks for gasoil, gasoline, kerosene and fuel oil being constructed at the facility. After the completion of the oil depot, the Hainan Yangpu district will become an important distribution centre for oil transit business.

The first batch of tanks with approximately 790,000 cbm storage capacity is expected to be operational in the second half of 2011, or by the end of 2011 at the latest.

The project includes the construction of tank farm and supporting pier. The tank farm consists of 420,000 cbm gasoline tanks (6 x 50,000 cbm and 4 x 30,000 cbm), 520,000 cbm aviation fuel tanks (8 x 50,000 cbm and 4 x 30,000 cbm), 600,000 cbm diesel oil tanks (8 x 50,000 cbm, 4 x 30,000 cbm and 4 x 20,000 cbm), 540,000 cbm fuel oil tanks (6 x 50,000 cbm and 8 x 30,000 cbm). The company reserved space for additional 1.58 million cbm of oil product storage. Supporting pier includes 1 x 100,000 DWT jetty, 2 x 50,000 DWT jetties and 1 x 10,000 DWT jetty.

Rotterdam posts rise

Throughput of liquid bulk cargoes at Port of Rotterdam rose by just under 6 percent to 209 million tonnes. Imports of crude oil increased by 4 percent to 100 million tonnes, the level of 2008. Demand for oil products in Western Europe suffered from the crisis and led to either closure or reduced production of less efficient refineries in northern France and northern Germany. This was to the advantage of the larger and more flexible refineries in Rotterdam. As a result, they were able to maintain a good position in the increasingly competitive market.

Imports of oil products rose by 1 percent to almost 43 million tonnes, exports by 15 percent to just over 34 million tonnes. In total, a record throughput of 77 million tonnes (+7%) was once again achieved. This sector has been growing enormously for some 10 years now. In the first quarter of 2009 in particular, stocks from floating storage were decreased due to rising prices (the effect of the contango market) and the recovering economy. Much use was also made of arbitrage, which is attracting Russian products to Rotterdam, particularly fuel oil and diesel. In Rotterdam, blending is done to specification for Asia in particular. Furthermore, since VLCCs often become available in Rotterdam after discharging crude oil, the return transport is relatively cheap.

Throughput of other liquid bulk increased by just under 8 percent to almost 32 million tonnes. The most important reason for this was the increase in production of around 5 percent by the European chemical industry. In addition, many stocks were replenished at the beginning of 2010 and exports showed strong growth.



Imports of vegetable oils, especially palm oil, slightly declined. Exports remained stable. Throughput of biofuels has not yet succeeded in achieving an upward trend. Ethanol imports from Brazil fell, in favour of the USA and other European countries. However, exports increased, particularly to the UK. On balance, ethanol throughput showed a slight decline. The UK is also the most important destination for biodiesel which showed a substantial downturn in throughput.

Throughput of agribulk (grains, oil seeds, derivatives) remained stable at 8.4 million tonnes. The European 2009-2010 harvest year was good and this always places pressure on imports via Rotterdam. The 2010-2011 harvest year is considerably lower and this had the immediate effect of stimulating imports in the final quarter of 2010. On the other hand, the ADM crushing plant imported less soy from overseas

due to imports of rapeseed from the European hinterland.

The volume of bulk freight at neighbouring Port of Antwerp is trending up once more, up 7 percent on the previous year. Both liquid bulk (up 4.8 percent) and dry bulk (up 12 percent) recorded growth figures. Liquid bulk has even performed better than in 2008, having expanded by 5.4 percent since then. Crude oil (up 20.67 percent) and chemicals (up 18 percent) were the absolute top performers in this segment. While dry bulk has done better than in 2009 (up 12 percent), it still lags well behind its 2008 level (-28.8 percent). The volume of coal handled continues to decline (-16.3 percent). The volumes of ore (up 19.5 percent), grain (up 14.5 percent), fertilisers (up 56.8 percent) and sand and gravel (up 22 percent) are all rising once more.

Cyprus invites interest in Vasilikos

The government of Cyprus is seeking expressions of interest from private investors to build the 300,000 cbm Vasilikos Oil Terminal (VOT) on its southern coast.

The project, estimated to be worth a minimum of 100 million, will be run jointly by the Cypriot government and the successful bidder for a period of 25 years. Cypriot authorities are looking for an investor with a background in developing and operating storage terminals to participate in the project.

The private investor will co-operate with the state-controlled Electricity Authority (EAC), and KETAP and KODAP, two government-appointed agencies responsible for storing and managing oil stocks. VOT is also expected to accommodate petroleum product stocks for regional transit trading.

Oil trader Vitol is due to start building its own 340,000 cbm oil storage facility in the same area on the island next month. Cyprus stores 90 days worth of oil stocks on the island, in Greece and the Netherlands.

Authorities said five or six companies had already been supplied with expression of interest documents since 17 December.

Investors responding by the 11 February deadline will go through a prequalification process for short-listing applicants, which would then enter a negotiation procedure. The Commerce Ministry said this would be the only procedure formally to express an interest in potential participation in the terminal.

Denmark-based consultancy NIRAS

has been awarded the planning and design of jetty structures and marine works for the Vitol terminal.

The oil product terminal will be a hub catering for import by aframax and suezmax oil tankers and re-export of oil products by smaller tankers to countries in the Mediterranean region. The terminal is planned to include a jetty for import of LNG in the second phase of the project.

The main features of the jetty structures are 1,800m long access trestles to jetty heads with four berths at 15-20m water depth. Each berth is equipped with breasting- and mooring dolphins and a loading platform with oil product handling and fire fighting installations.

The access trestles to the berths are designed with steel girder superstructure with 45m spans supported by piled foundations with tubular steel piles and reinforced concrete capping beams. The loading platforms are designed with R.C. superstructure on tubular steel piles.

NIRAS was awarded the contract following an international tender and the services comprise planning, met-ocean studies, 3D manoeuvring simulation, design and tendering services.

The oil product terminal is planned to be operational all year, which presents a challenge when it comes to an open sea terminal. NIRAS services therefore include comprehensive studies of ship movements, mooring- and down time analyses etc.

The terminal is planned to start operation mid-2012.

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