

BULK DISTRIBUTOR

INTERNATIONAL NEWS • PEOPLE • PRODUCTS

January/February 2009

Stolt sees little cause for optimism

Stolt-Nielsen's tank container division reported improved margins and continued strength in overall demand for the year 2008, although shipment volumes began to decline sharply late in the fourth quarter.

Stolt Tank Containers (STC) reported fourth quarter 2008 revenue of US\$124.6 million, compared with \$116.8 million in the third quarter. However, the fourth quarter included \$13.1 million of revenue from Taby Group, which STC acquired in October 2008. Excluding this revenue, STC's fourth-quarter revenue decreased compared with the third quarter of 2008. For the year as whole the division reported operating profit of \$50.2 million, up from \$45.3 million in 2007.

Strong demand in October was offset by both lower shipments in September due to the effects of Hurricanes Gustav and Ike and the impact of weakening demand in November. Tank container utilisation rates decreased in the fourth quarter to 77.4%, from 80.2%, 80.9% and 79.4% in the third, second and first quarters of 2008, respectively.

STC reported an operating profit of \$16.1 million in the fourth quarter of 2008, up from \$12.9 million in the third quarter of 2008. Results for the quarter reflected the combined impact of additional revenue from Taby Group and improvements in margins resulting primarily from continued strength in freight rates and the effects of declining costs. STC is currently taking a broad range of actions to reduce its costs and increase efficiencies, including the redelivery of tank containers on short term leases in anticipation of soft market conditions and a decrease in shipments.

With the addition of the Taby Group fleet, STC's

global fleet now consists of close to 26,000 units.

Commenting on the company's results Niels G Stolt-Nielsen, chief executive officer of Stolt-Nielsen SA, said: "While SNSA's performance in 2008 reflected four consecutive quarters of good results, the effects of softening demand and the steep decline in global economic activity have now begun to have a tangible impact on our operations. Business conditions continued to deteriorate in December, which strongly suggests that SNSA's relatively favourable fourth quarter results should not serve as an indication of our near-term performance."

"Given the current global economic environment, we see little cause for optimism. We became concerned about the outlook well over a year ago and as a result took a number of actions, including securing financing of our newbuildings, the accelerated recycling of five ships, and the sale of one ship. We expect 2009 and 2010 to be extremely challenging years in our industry, and we are planning accordingly. Considering these and



Tank container utilisation rates started to decrease in the fourth quarter

other factors, I believe SNSA, with its experienced team and strong position in each of its markets, is well prepared to manage through this crisis."

Including its Stolt Tankers and Stolt Sea Farm businesses, Stolt-Nielsen SA reported fourth quarter revenue of \$489.5 million and a net profit attributable to shareholders of \$52.6 million.

IN THIS ISSUE

Flexitanks	3
Components	5
Tank Containers	7
FIBCs	10
Logistics & Intermodal	15
Ports & Terminals	17
Dry Bulk Logistics	19

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

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

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

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

Art & production Anna-Karin M. Nicholls

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

© Oakhill Media Ltd

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

Published 6 times a year.
Reproduction in whole or in part without written
permission is strictly prohibited.

CV Show victim of slump

The Commercial Vehicle Show 2009 has been cancelled, apparently a victim of the current economic slump. The Commercial Vehicle Partnership, comprising the Society of Motor Manufacturers and Traders (SMMT), Road Haulage Association (RHA) and Society of Operations Engineers (SOE), plus the CV Show Committee, agreed mid-January to pull the plug on this year's event which was scheduled for 28-30 April at NEC Birmingham, UK.

A statement from the partnership said it recognised in December that the economic downturn created a difficult environment for vehicle manufacturers to commit to large international exhibitions. Nevertheless, some 290 exhibitors signed up for the show requiring the partners to consult widely on support for a focused engineering-based alternative. The results indicated that while some support was forthcoming, it was not enough to retain the credibility that the CV Show has created as a major international event of its type and which the partners and the show committee were keen to maintain.

"We have obviously noted that just about every other show in this sector has been cancelled for 2009," said RHA chief executive Roger King. "But the advanced status of ours did not permit us to cancel without careful consultation. This was a difficult decision but, on balance, the right one. What we learned from this exercise was that despite a generally negative response to 2009, there appears a much more positive approach to 2010 which encourages us to set plans in motion for a show in April of that year."

"This is of course disappointing, but given the current economic climate and the uncertainty created, it is the only decision we could make. Naturally, the partners are grateful for the NEC's support for this decision," said Nigel Emms, the CV Show committee chairman.

www.cvshow.com

The cancellation of the CV Show will not affect *Multimodal 2009* which also runs at NEC on the



Given the current economic climate cancellation was the only decision we could take, said the CV Show Committee

same dates (28-30 April). Event director Robert Jarvis told *Bulk Distributor* that some former CV Show exhibitors have now taken space at Multimodal so as to maintain a presence at the event. For more information

www.multimodal.org.uk

• The global downturn has claimed Teesside

container operator Bulmers Logistics which has been forced into a 'pre-pack' administration, with a new company, Bulmers Transport – formed by the previous management team – taking over its "trade and assets" for an undisclosed sum.

Bulmers Logistics had been under pressure for some time, with the company hit badly by the fall in container volumes. It had already shed some 50 jobs before Christmas in a bid to cut costs, however, when its funder declined to provide continuing support, the firm was left with little option but to consider either a sale or administration. It eventually entered administration on 21 January, with the assets sold later the same day.

Although the company will be making some 50 staff redundant, cutting its fleet by 40 trucks and closing its Hull and Immingham offices, it saves more than 200 jobs, which will transfer to the new firm under TUPE. In addition, it says it will continue to service all its current locations directed from its Middlesbrough or Ipswich offices.

Vos Logistics on path to rapid recovery

European logistics service provider Vos Logistics based in Oss, the Netherlands, reports that it has completed the restructuring programme begun in 2007 which had been brought about by the company's high level of debt. This at the time had necessitated drastic retrenchment measures.

In the latest round of cost-cutting the company has further reduced its vehicle fleet from 1,700 to 1,300 units and has reduced its workforce to 2,300 full-time employees. In addition it has been agreed by mutual consent to reduce the working hours of 60 members of staff located in the Netherlands. According to Vos, these measures

have now created an efficient and healthy company which is able to respond effectively to the current wildly fluctuating demand for transport services. Costs relating to the restructuring exercise will be charged against the company's 2008 financial year, resulting in it recording a loss for the 12 month period due mainly to these non-recurring expenses.

Investors and other financial parties have extended present financing arrangements until 2010. They have also strengthened the company's

Continued on page 19

SPECIAL TANK CONTAINERS AND SWAP BODIES FROM UBH INTERNATIONAL

EXPERIENCE AND INNOVATION IN TANK DESIGN AND MANUFACTURE

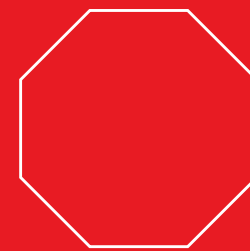
- SINGLE OR MULTI-COMPARTMENT TANKS
- ELECTRIC HEATED TANKS
- LINED TANKS
- REEFER TANKS
- CRYOGENIC TANK CONTAINERS AND ROAD TANKERS
- DOT 51 / ASME U STAMP VESSELS
- OFFSHORE CHEMICAL TANKS TO DNV 2 7-1/EN12079
- HIGH PRESSURE GAS TANKS



UBH International Ltd



Tel: +44 (0)1704 898500 • Fax: +44 (0)1704 898518 • Email: tanks@ubh.co.uk • Web: www.ubh.co.uk



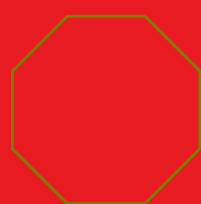
What's big, red and travels the world?

Answer: Environmental Packaging Technologies' bulk shipping solutions

www.enviropactech.com

info@enviropactech.com

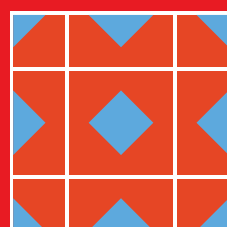
1-877-8 BIG RED



Our BIG Red family of bulk shipping solutions cut shipping costs, increase efficiency and minimize negative environmental impact. No matter what your packaging needs, we have a BIG Red solution for you:

- BIG Red Flexitank™
- BIG Red Dry Liner
- BIG Red IBC™, composite collapsible, non-hazmat
- BIG Red IBC, composite, collapsible, U.N. 31 HH2

Never ship empty space again. Contact us today for a FREE consultation and BIG Red recommendation!



**Environmental
Packaging
Technologies**

Will goal posts save the flexitank?

Flexitanks are designed to be carried in containers; unfortunately containers are not designed to carry flexitanks, argue UK container designers and consultants Quantum Solutions (UK) Ltd.

Container side walls are designed and tested to take 60% of their rated payload (.6P) distributed evenly across each side wall, and so cannot withstand the side wall loads imposed by flexitanks, without 'bulging'.

Much work has been done within the flexitank industry in terms of testing, theoretical analysis and developing an industry code of practice. Unfortunately, none of this work actually solves the underlying problem that ISO containers are not designed to be transported with the very high and constant wall loadings imposed by flexitanks, without excessive deflection.

High deflections (bulging) can cause containers to make contact with adjacent units making loading 'bulged' containers into a container ship's cells impossible. As material and container

technology progresses container tare weights will decrease. In December 2008, the world's largest container manufacturers, CIMC and Singamas, simultaneously announced they had reduced container tare weight by 15% using high strength 'Domex

type' steels (originally developed in Sweden). While the new material may withstand higher stress levels, it is more flexible and so more prone to buckling.

Lighter weight containers will have cost and operational benefits, but are unlikely to be as robust as previous generation equipment, and so less able to withstand the very high side wall loads imposed by flexitanks, and other bulk cargoes commonly transported today in ISO equipment, particularly 'green waste'.

In short the 'bulging' problem is likely to get worse, not better, despite the introduction of the Container Owners Association Flexitank Code of Practice.

It was to eliminate the bulging and associated problems caused by the transportation of flexitanks and other bulk commodities in standard containers that led Quantum Solutions to develop their 'Goal Post' container reinforcement system.

The Goal Posts substantially reinforce the container side walls and so prevent the excessive wall deflection and permanent set after unloading, commonly seen during flexitank operations. Bulging can cause:

- Impact such as scraping, adjacent equipment
- Permanent set outside operator's maximum allowable container width
- Catastrophic failure of sidewall panels due to plasticity and buckling.

In December 2008 Quantum's Goal



Fig.2 An example of side wall 'Bulging'

Post system was successfully tested using a loaded flexitank. Deflections were measured during the filling of the bag, and during a tilt test, when the loaded container was rotated 25 degrees about its longitudinal axis. The results were highly encouraging with deflections remaining small enough to prevent contact with adjacent containers during ship-board cellular operations, and all side panels returning to their original pre-test positions after testing, plus no evidence that the side walls had been overloaded.

Quantum expect their Goal Post system to show significant reduction in longitudinal surge loading and a 2G 'shunt test' is scheduled. Quantum are confident their patented system will eliminate excessive side wall bulging, and allow flexitanks up to 27,000 litres to be operated safely, thus providing significant cost savings per litre carried.

The Goal Posts, which can be installed in under an hour, are removable and designed to be reused many times with a projected 10 year working life. Quantum Goal Posts will be available globally either for direct purchase, or on operational leases.



Fig.3 Container successfully undergoing 25% tilt test in Manchester, December 2008

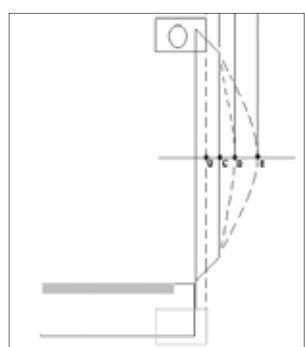


Fig.1 Side wall deflections. (Not to scale)
 • O = Outer face of Corner Casting
 • C = CIC/IIICL allowable damage
 • D = Cell Guide clearance
 • E = Flexi-Tank bulge.

Weighing up the pros and cons

Flexitanks can provide a viable alternative to tank containers for certain shipments, but a number of factors have to be carefully considered when choosing between the technologies, according to Ulrich Schnoor, managing director of Hamburg-based Liquid Concept.

Speaking at the Intermodal 2008 conference in Hamburg in December, Schnoor looked at how far flexitanks have come in recent years. He said the applicability of flexitanks has greatly improved in recent years. In their early days the technology transfer to the chemical industry was not successful because suppliers took "the wrong approach, just copying and pasting the existing format instead of applying tailor-made concepts to the new markets".

It was also fair to say that a handful of 'cowboys' undermined the industry's credibility by cutting corners on safety resulting in some severe accidents. Tank container operators, being the major service providers for shipments of bulk liquid chemicals, also opposed the use of flexitanks for a long time. At the same time the manufacture of flexitanks and the combination with fittings lacked know-how and there were no standards and no ruling organisation.

Today's status is different however. Flexitank operators have designed their concepts around the demands of the chemical industry to meet their requirements. In turn, the chemical industry has implemented a system of approval and

potential carriers are thoroughly tested to defined parameters before being accredited.

Moreover, the partners involved in shipping flexitanks are currently establishing a Code of Practice (see story on this page) for the sector, while the technical aspects and quality of manufacturing of flexitanks and fittings have vastly improved.

In favour of flexitanks, transport costs can be substantially lower on certain routes. Flexitanks also eliminate the risk of contamination, and there is practically no limitation of use due to restrictions imposed by prior products.

Moreover, flexitanks are available "anytime, anywhere" at short notice, which also negates problems of equipment imbalances. For traffic with very high volumes, flexitanks are much easier and more reliably provided. Large consignments have eventually to be split between various operators in order to establish a reliable supply of equipment.

Having said that he posed some of their disadvantages as well. For example, tank containers are safer, and hazardous materials cannot be shipped in flexitanks. There are also limitations to shipping temperature controlled products. Loading and discharge processes require changes if flexitanks are to be handled.

There is as yet no binding Code of Practice for (a) the testing and manufacture of flexitanks, and (b) the operation of flexitank/container

combinations. It is thus the shipper's responsibility to choose appropriate and reliable flexitank operators.

So there are products or situations where a flexitank does not represent an alternative to tank containers. These include: hazardous materials, temperature controlled product, product incompatible with the material of the inner-liner, very high value product, imbalanced trades with minor commercial differences, and where logistics costs are of minor concern. They also carry a major need for technical alteration of the loading station to enable filling from the bottom, if the volume of shipment does not support the required investment and consignees are unable or unwilling to discharge with pumps instead of unloading with pressure.

On the other hand products that are suitable for, or even best carried in, a flexitank include: all products sensitive to contamination, commodities or products under heavy commercial pressure where logistics costs play a major role in the cost structure, product markets already using flexitanks to a high degree, and even for business unit managers, whose yearly bonus depends on their profit-margins.

So shippers need to consider a number of factors when weighing up the pros and cons of flexitanks and tank containers. For example, is it an imbalanced trade, with a low chance for reloading at destination? What is the duration/distance of the trip? Compare the costs of cleaning a product against the costs for recycling the flexitank. Differences in ocean freight costs are obviously important as are any necessary pre-positioning costs. And finally what is the expected detention at port of arrival before product is delivered? But when all these issues are factored in properly it is possible to achieve savings of up to 50% on certain routes by using flexitanks.

He noted that most major European shippers are either already shipping regularly in flexitanks or are conducting trials. Commercial pressures built up during the second half of 2008 have undoubtedly forced shippers to review alternative modes of shipping. It would be fair to say there have lately been much improved, even "excellent" track records on recent performance problems and these have convinced shippers that the flexitank is a safe alternative. Moreover, future developments in design and technical features will further enhance the use of flexitanks and attract shippers to move certain volumes.



Much improved track records on recent performance problems have convinced shippers that the flexitank is a safe alternative

COA endorses Flexitank Code of Practice

At a meeting in Hamburg in December, the Container Owners Association (COA) formally endorsed the COA Code of Practice for the Manufacture of Flexitanks and the Testing of Flexitank/Container Combinations.

Following extensive consultation with container owners and flexitank companies, the Code was prepared by a Management Implementation Group (MIG) established by the COA board of directors, representing key industry sectors: two shipping lines (Maersk Line and Hapag Lloyd), two flexitank companies (Trans Ocean Distribution and Braid) and a classification society (Lloyd's Register).

The Code has been approved as a Provisional Code of Practice from 1 January 2009. There is a 12 month implementation process to permit flexitank manufacturers and other flexitank companies to test their products according to an agreed and harmonised testing procedure. The final Recommended Code of Practice will be adopted on 1 January 2010.

At the Hamburg meeting, there was also a presentation by the TÜV Süd Rail Testing Facility (Görlitz, Germany), with details of the testing procedures it is carrying out for flexitanks. Further information:

www.containerownersassociation.org

Wine shippers publish own flexitank guide

Wine and packaging association BIB published a *Guide to the Transport of Wine in Flexitanks* late last year.

Although shipping wine in flexitanks is an apparently simple process, it has raised a number of issues, says the guide. The 24 page booklet addresses the majority of known issues related to the transport of wine in flexitanks and offers general solutions to make the flexitank transport system safer and to secure the quality of the wine transported.

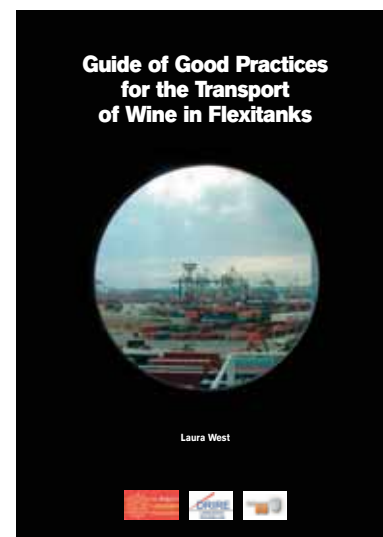
It lists a series of recommendations in an attempt to raise the quality of wine transported in flexitanks, lower the rate of incidents caused by wrongful handling of flexitanks, container or wine, and create a better understanding between the partners involved in the process – flexitank suppliers, wineries, shipping companies, surveyors and insurance companies.

Even though the publication is intended to lower the rate of incidents with flexitank transport of wine, it is still strongly advisable for each player to have procedures for handling of claims in place. If a claim is to be made, evidence must be available, and procedures must have been followed for identification of the responsible party.

The sections covered: selection of flexitank, selection of container, flexitank fitting into the container, wine loading, transport, and discharging the wine from the flexitank.

The Guide is available for download at

www.b-i-b.com



Liquatrans Launches the “No Bulkhead, No Sidewall Pressure” Flexitank

Liquatrans has announced the launch of the E-flex, the Easy flexitank with “no bulkhead, no sidewall pressure”. The company believes that it is the first flexitank in the industry that complies with the Container Owners Association (COA) flexitank code of practice for the manufacture of flexitanks. They have finalised the patenting procedure and started the certification /testing procedure with an independent international company.

Liquatrans Managing Director Joseph Cohen, stated: “Being a member of the COA and working in close contact with the shippers, we had been aware of both parties’ needs. The shippers spent a lot of labour, time and money to fit the flexitanks and they wanted to reduce that. The container owners were complaining about the bulging flexitanks damaging their containers. The way to go was obvious but we had to spend a lot of time, money and put in a lot of effort to come up with this product. We always believed in our R&D department; I told them this was a great opportunity for them and they did it.”

According to the information received from Liquatrans, the E-Flex is a self-standing flexitank with firm stability with its pyramid-like shape when loaded. That is why it does not require a bulkhead. The elimination of the bulkhead provides a number of benefits. It creates savings, as a significant amount of material is not needed. It also creates ease of logistics. Recycling is also made easier as it is made for one type of material only, no metal or wood involved. As for the operation side, fitting is made much easier, with less requirement for labour, and faster, with only two minutes per flexitank compared to 20 minutes needed for flexitanks with bulkheads.

Liquatrans has also been active during the process of determining the flexitank code of practice for the manufacture of flexitanks within the COA. The company states that they had seen this process as an endorsement of what they had been working on. The “No Sidewall Pressure” feature of the E-Flex was a target that the lines had wanted the flexitank manufacturers to achieve for a long time. Addressing this issue had been a priority for Liquatrans and they believe that the solution they have come up with, the E-Flex, will create an important point of difference for them in the eyes of the lines.

The company says that the E-Flex has received a lot of scepticism at first,



The E-Flex is a self-standing flexitank with firm stability when loaded

which they perceived to be natural. They believe people have a tendency to resist new things especially in business. However, the fact that hundreds of units have been shipped without any problem helps them to convince their customers.

Liquatrans provides customers two types of services. The first is door-to-door or full service which is done in co-ordination with their partner forwarding company. The second is product sales with fitting and discharge service. Even though fitting is very easy and is finalised in 2 minutes, they have decided not to take any chances. They also provide

training for the staff of their customers in case they require to do it themselves.

Liquatrans is a privately owned global company with a network throughout the world. The company’s 4,000m² manufacturing site is located in Istanbul, Turkey. The Ligua group has been in the industry since 1996. The starting product was big bags, with the Inko brand. In 2003, the group started producing flexitanks. To ensure a better focus on liquid business Liquatrans Ltd was established in 2007, while its sister company continued the production of big bags.

Even though the company has a good distributor network that provides sales and technical support around the world, it is still evaluating distributorship offers to further expand its network.

Liquatrans Industrial Packaging Materials Ltd

Turgut Ozal cad. No 18 Kat 1

Alemdag

Istanbul, Turkey,

Phone +90 216 3128660

Fax +90 216 3128661

Web www.liquatrans.com

E-mail info@liquatrans.com

Liqua
trans

T-Flex: The Trailer Flexitank

Another innovative product developed by Liquatrans has been the T-Flex, the Trailer Flexitank. T-Flex is the trailer flexitank which is designed for transportation of liquids on standard truck-trailers.

Patented by Liquatrans, T-Flex also carries the “no bulkhead, no sidewall pressure” feature of E-Flex. It is a solution that converts trailers to road tankers. Thus it increases the product variety of return cargoes and allows return loads of liquids when conventional cargo is not available.

The optimum design of the T-Flex also enables the product to be used for reefer and 40ft containers. The T-Flex for 40ft containers becomes especially useful at times of container shortages when only 40ft containers are available.

Depending on the size, the T-Flex consists of 3 or 5 compartments. These compartments act as wave breakers within the T-Flex. Thus its robust design provides a stabilised load



EPT announces re-engineered BIG Red Flexitank

Environmental Packaging Technologies has announced a total redesign of its BIG Red Flexitank. To meet better the bulk shipping safety needs of its customers, EPT partnered with leading global engineering firms based in the USA to analyse and re-engineer crucial elements of its flexitank system.

"The goal of this major investment in research and development was to challenge the current construction and materials used in our BIG Red Flexitank and in other flexitanks in the industry to determine their strengths and weaknesses," stated Nancy Wendrock, president of EPT. She added: "By scientifically de-constructing our flexitank, we were able to identify opportunities to improve the structural design and materials used for our products, as well as develop completely new solutions."

One result of this innovative process is the introduction of a rigid, reusable and returnable bulkhead designed to meet the high performance demands and safety regulations of global railway authorities. Manufactured from high strength steel, the new BIG Red Rail Bulkhead increases the distance between the product valve and the container doors and does not rely on the container doors for support. Incorporating a patented energy management system, the bulkhead design actually absorbs the energy created when cargo shifts in transit inside the container. This buffering feature helps preserve the integrity of the container and minimises impact to the cargo. The benefits to the container and cargo directly address concerns expressed by the Container Owners Association (COA) and exceed the new recommended COA Flexitank Code of Practice.

The BIG Red Rail Bulkhead requires no tools to install and automatically adjusts to fit different container widths. The efficient design of EPT's new rigid bulkhead significantly reduces the installation time of the flexitank system compared to industry standards and virtually eliminates errors during installation. "We're excited about our rigid bulkhead and pleased to offer our customers a viable flexitank and bulkhead option for rail applications,"

said Steve Kennedy, global sales manager of EPT.

In addition to the rigid, returnable bulkhead, EPT continues to offer its single-use standard bulkhead system. The standard bulkhead has been redesigned to simplify the installation process and reduce assembly time. Using a new, patent pending bar system, the improved bulkhead incorporates the performance benefits of the energy management system design. Customers have the option of specifying either bulkhead when ordering BIG Red Flexitanks.

The flexibag itself has been reconstructed using new, proprietary polyethylene film for its double inner layers and incorporates a stronger woven polypropylene outer layer. The outer layer is manufactured as a seamless sleeve for added strength and durability, eliminating common vertical seam failures. Based on research and customer feedback, EPT redesigned the BIG Red Flexitank compression flange, implementing a new, FDA approved composite material. This new flange material allows for a wider compatibility with food and chemical products and will accommodate two inch or three inch valves. The new three inch valve offers increased loading and unloading rates for a variety of products.

Both the BIG Red Flexitank/Rail Bulkhead and the BIG Red Flexitank/Standard Bulkhead systems include a unique 3-ply abrasion wear sleeve. This improved barrier protects against poor container conditions and eliminates the timely and expensive practice of lining the container with tape and corrugation.

All BIG Red Flexitanks are now manufactured in the United States from US materials assembled in state-of-the-art ISO 9001, ISO 14001, TS 16949 certified facilities. "The improvements and product enhancements we're introducing in 2009 represent our ongoing commitment to provide the highest quality and safest flexitanks in the industry," stated Tatiana Golovina, founder of EPT.

www.eptpac.com

100k litre pillow tank

Flexitank (Australia) has completed the design, manufacture and delivery of four 100,000 litre flexible pillow bladder tanks to a Newcastle construction company.

Different features of these flexible tanks include: the actual flat size of 12 x 9.5 m meant that the full height of the pillow tanks was capped at 1.2 m, thus limiting the pressure on each bladder tank at capacity; two 100mm BSP threaded stainless steel fittings are added as inlet/outlets for a maximum flow rate both in and out of the pillow tanks; a 38mm automatic ventilation point centrally located allowing pressure to escape whilst not allowing any liquid to bypass through the vent; 24 tie handles along the sides of the pillow tank helping to move and position the empty tank, as well as fixing and holding the tank in place when filled; reinforced PVC ground sheets and protective covers to increase the life span of flexible tanks.

All fabrics used in the construction of the tanks are UV stabilised and are fire retardant, offering maximum safety protection. The advantages of pillow tanks in this application are claimed to be in lower positioning costs, along with reduced set up and deployment times.

As the pillow tanks offer a short, medium and long term storage option, their versatility offered many



The 100,000 litre pillow tank

advantages over other conventional tank storage options. Order date to delivery date and deployment was less than three working weeks, meaning site downtime was reduced and construction could be started ahead of schedule.

As the pillow tanks in a packaged state fold down to approximately one-tenth of full size, freight was completed in three days with minimal cost involved.

Flexitank (Australia) manufactures a range of flexible pillow tank bladders for a variety of applications ranging in capacities from 35 to 100,000 litres. These pillow tanks can also be

manifolded together to create vast amounts of storage for relatively small set up costs. Standard bladders are available for irrigation and potable water (to AS4020 drinking water standards), diesel fuel and Avgas, recycled and waste water, as well as a vast array of chemicals and fertilisers. Bladders can be manufactured to meet strict EPA regulations, and Flexitank (Australia) is officially recognised as Australian Defence Force suppliers, meaning every tank is tested in excess of 3 psi in a free form state, which is the same standard applied to Defence specific works.

<http://flexitank.com.au>

Girard steps up European presence

Girard Equipment Inc, which is best known for the supply of components to the US tank truck market, has taken a number of steps recently to increase its commitment to the international tank container industry. Building on its strong US base and an existing sales office in Beijing, a new European sales office has been established, with its base in the UK, under the direction of Barry Fiske, formerly technical director of Stolt Tank Containers.

"While the European office is geared to serving the region's strong community of tank lessors, operators and service depots, the Beijing presence provides a link with the new generation of Chinese tank container manufacturers and the growing Asian tank transport infrastructure," says Timothy Girard, president of Girard Equipment. "The Girard global network is completed by its extensive US

activities, which comprise two service and machining facilities, in Linden, New Jersey, and Houston; two sales offices, in Chicago and Manalapan, New Jersey; and a new manufacturing facility in Vero Beach, Florida."

Girard has been providing tank container equipment for over 20 years, primarily in the North American aftermarket. Their business has grown steadily. Girard is also taking its US road tanker component expertise out to a global market. Currently, 70% of the company's sales stem from the North American road tanker business, but the penetration of the European and Asian road tanker markets is also proceeding at a quick pace, as new products are being developed to meet local and regional requirements.

Girard Equipment has gained acceptance worldwide for its specially designed pressure relief products. One of the newest components from Girard is a PTFE-lined pressure relief vent designed to protect the metallic vent surfaces from degradation when in contact with aggressive and/or corrosive cargo.

Recent applications of Girard's main line of pressure relief vents have

included their fitting to tanks holding rocket fuel operating in the US Space Shuttle programme. Girard worked with Columbiana Holding Company, the manufacturer of special fuel holding tanks and Lockheed Martin. Girard's new manufacturing facility in Florida, not far from Cape Canaveral, is assisting in the development of closer ties with the space industry.

Another Girard innovation is the company's newly styled, 3ins composite foot valve, which has an integrally joined butterfly valve in the same cast body as the foot valve. Seals, repair parts and O-ring have been minimised to keep the cost of ownership low. The valve is designed to optimise flow through a conventional 3ins outlet, providing full, unrestricted flow with full draining capabilities. The TankFlo valve is designed to accept seals from several manufacturers, most of which are commercially available in repair depots around the world. The disc closure plate can rotate past the centreline of the valve to allow for both sides of the closure plate to be thoroughly cleaned. The valve has recently undergone

Continued on page 6

The flexibility you need...

20' ISO Tank Container Services:

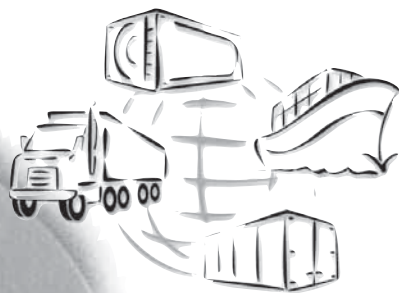
Cleaning • Heating
Testing • Maintenance
Storage • Transportation

Equipment Sales:

Marine Cargo Containers
Tank Containers
Custom Designed Containers

Locations:

Charleston
Chicago
Detroit
Houston
Jacksonville
New Orleans
Newark
Savannah



BOASSO

A M E R I C A

BOASSO America Corporation
100 Intermodal Dr, Chalmette, LA 70043
Tel: (504)279-8544 Fax: (504)277-0113
Visit our web site at: <http://www.boassoamerica.com>

The reliability you trust.



The new TankFlo design by Girard Equipment comprises the three closure concept into this one neat package. Ease of cleaning and repair has been the main consideration in its design

Pelican launches fully encapsulated gasket

Pelican Worldwide BV and its sister company PTFE Industries have introduced their latest development, a gasket for the 4ins 90deg Extended Pneumatic Driven Flowmaster Foot Valve.

The gasket boasts a fully encapsulated FEP/Silicone 'O' Ring which ensures no media contact with its silicone rubber core, the leading design problem with other gaskets currently on the market, according to Pelican. "A cycle test of 1000x was administered on the PTFE gasket and it performed perfectly, coming through the test completely undamaged," said a company statement.

The gasket is in stock and ready to ship. Orders can be placed by contacting the sales staff directly or through www.pelicanworldwide.com.

Additionally, PTFE Industries has a revamped and userfriendly website. The new weight calculator is a useful online tool for determining the precise weight of PTFE materials with the simple click of a mouse. The site can be visited at www.ptfeinds.com.

Pelican Worldwide partners with PTFE Industries to combine its experience in the metal parts industry with excellence in the gasket industry. Pelican can manufacture virtually any product while PTFE Industries is a leading manufacturer of gaskets, and PTFE (Polytetrafluoroethylene) skived sheets, tapes and films.

Custom thicknesses are available ranging from .002ins to .180ins and widths from 1/4ins to 48ins.

For additional information, please contact Frank van de Moosdijk at frank@pelicanworldwide.com



The fully encapsulated FEP/Silicone 'O' Ring ensures no media contact with its silicone rubber core

New bottom loading adaptor

Civacon, a division of OPW Fluid Transfer Group and a provider of cargo tank components and systems, has announced the availability of the new 891 Series API Bottom Loading Adaptor. The API is claimed to have the highest flow rate currently on the market. Recognising the crucial role bottom-loading adaptors play in any bottom-loading system, Civacon has precision engineered and designed the 891 Series for long, dependable operation in high-flow applications.

The 891 Series is a direct replacement for Civacon's 861 and 897 Series API Bottom Loading Adaptors, and all competitors bottom-loading adaptors. The new 891 API conforms to API RP-1004, ADR and EN13083 specifications and is available in both openable and non-openable versions, all of which are compatible with diesel, biodiesel, gasoline, ethanol and methanol. Other features and benefits include a poppet seal that can be replaced without removing the API from the tank; a computer-designed cam profile; a flat bottom design for minimal product retention; Viton GFLT seals that are compatible with fuels and additives; stainless-steel internals; a design that minimises pressure drop; and super-smooth lever action.

Four product styles are available: 891A - Openable API adaptor with aluminum handle, two-piece body and hard-coated nose piece; 891BA - Openable API adaptor with aluminum handle, sight glass, two-piece body and hard-coated nose piece; 891N - Non-openable API adaptor with two-piece design and hard-coated nose piece; 891NB - Non-openable API adaptor with sight glass, two-piece design and hard-coated nose piece

www.civacon.com



The new 891 API is available in both openable and non-openable versions

Continued from page 5

testing with a well-known competent authority under the strict guidelines of EN 14433:2006 European Standards.

Girard has also launched a new bottom outlet valve specifically built for offshore vertical tanks. Since releasing the design in 2008, the orders have been brisk from customers throughout the world especially in the Texas and Gulf Coast region.

Two other products that are being launched this year are the 2ins pressure/vacuum relief vent called the "sMart vent". This product is designed specifically for the IBC market and passes all relevant UN regulations when used in company with the Girard's own 3-SPF (stainless polymer fusible) cap. This cap when used alone adheres to all the relevant criteria for transporting flammable liquids in IBCs. However, it is only employed during catastrophic events such as a fire about the container. Using the cap along with the "sMart vent" design will allow for the container effectively to "breathe" and make adjustments to the internal pressure of the tank while in transit.

Girard Equipment also recently gained approval by the Association of American Railroads for their new line of pressure relief vents for rail tank cars. In October, 2008, Girard signed a marketing agreement with Salco Products of Lemont, Illinois to become the exclusive distributor for the Girard line on tank car vents.

Girard's exclusive European distributor for its full range of relevant tank container products and road tanker components is Van Doorn Container Parts BV based in Rotterdam. Van Doorn is well-equipped to provide service and support to Girard customers through its network of offices and spares parts centres throughout Europe and the Middle East.

"These are challenging times for tank component suppliers, with issues like fuel price volatility and environmental concerns added to the fears generated by the financial crisis," added Girard. "Girard Equipment is well positioned to meet these challenges and to derive benefit from the new opportunities that are opening up. For example, we have monitored the increasing production of biofuels and liquids from oil sands currently taking place and studied the equipment required for their transport."

"We are already supplying components for tank trucks carrying liquids from the new Canadian oil sands production and similar developments are taking place elsewhere in North America. With these developments and the globalisation of our tank container equipment range, these are exciting times for Girard Equipment."

www.girardequip.com

GIRARD

EQUIPMENT, INC.



USA: +1 908 862 6300
UK: +44 (0)1603 784999
www.girardequip.com



For Girard Equipment Parts Distribution
Netherlands
+31 10 429 60 30



Authorized Distributor of Swift Products
Cape Town, South Africa
(021) 906 2270

BP opts for Emerson's safety technologies

Emerson Process Management has won a contract to install its DeltaV SIS safety instrumented system at fuel storage and distribution sites operated by BP Oil across the UK. BP Oil selected DeltaV SIS following an evaluation of the available technologies by Trident Engineering Consultants based in Glasgow. The first system will be delivered to BP's oil terminal at Hemel Hempstead, followed by further sites around the UK.

"We have chosen Emerson to deliver these systems because of the flexibility offered by the DeltaV SIS platform and the service and support that is available through Emerson's network of global resources," said Matt Atkinson, project manager for BP Oil. "We also have the reassurance of knowing that these systems have been proven at many other critical installations worldwide."

The Tank Overspill Protection Systems are designed to enhance existing safety measures, guarding against the potential hazards that would result from a storage tank being overfilled. Based on Emerson's DeltaV SIS, the Tank Overspill Protection Systems will monitor the tank level and automatically shut off the feed to the tanks if the level reaches the high cut off limit.

Working closely with Trident Engineering Consultants for the Hemel Hempstead project, and TAS Engineering Consultants for the follow-on projects, Emerson's Safety Systems Engineers will design, configure, install and test the safety instrumented systems. This work will be completed in accordance with Emerson's own safety management systems, which are certified for compliance with the requirements of IEC61511 - the international standard for safety related systems in the process industries.

"We are delighted that BP Oil has chosen our DeltaV SIS," said David Dunbar, European president of Emerson Process Management. "DeltaV SIS delivers both improved safety and increased availability and makes it easier to meet the requirements of IEC 61511."

Emerson's DeltaV SIS is claimed to be the world's first smart safety instrumented system. It uses the predictive diagnostics to monitor the whole safety loop, and not just the logic solver to make installations safer and more productive. Its design reflects the fact that more than 85% of safety faults occur in field instruments or final control elements. The logic solver



The Tank Overspill Protection Systems are designed guard against the potential hazards resulting from a storage tank being overfilled



communicates with intelligent devices via the HART protocol to diagnose faults before they cause spurious trips. In other words, the system applies predictive intelligence to increase SIS availability.

The new technology takes into account SIS standards that insist upon separation of control and safety functions to eliminate failures that might affect both layers of protection, while answering end-users' desire for integrated configuration, maintenance, and operation.

DeltaV SIS is part of Emerson's smart SIS solution, which is an extension of

the PlantWeb digital plant architecture, providing an integrated approach to complete safety loops - from sensor to logic solver to final control element. The Emerson SIS solution enables customers to implement safer facilities, improve availability, lower life-cycle costs, and ease regulatory compliance. The smart SIS system components include Rosemount and Micro Motion certified and proven-in-use devices, the DeltaV SIS system, SIL-PAC final control solution with Fisher FIELDVUE DVC6000 SIS controller, and the AMS Suite: Intelligent Device Manager.

www.EmersonProcess.com/SIS

FV unit for offshore tanks

Fort Vale has applied its proven cast composite design to a new bottom discharge arrangement for offshore tanks. The new valve is less expensive, 66mm shorter in length and 7.8 kg lighter in weight than a conventional 3-part closure assembly.

It comprises a 3ins MKIII style Highlight footvalve with "open-cage" reducing to a 2ins integral fire-safe designed ball valve terminating with a 2ins BSP cap. The assembly includes a sampling point with ball valve and plug. Alternatively, the assembly may be terminated with the new 2ins dry break tank unit and cap.

Additional advantages include a reduction in M&R costs due to eliminating the intermediate gaskets and possible consequential leak path. The assembly uses common consumables available from Fort Vale authorised stockists worldwide. For

added longevity and maximum protection against crevice corrosion, the footvalve seat area is available with a Hastelloy insert.

To enquire, quote assembly number 804/0085XXA and contact sales@fortvale.com

Fort Vale is also adding a new gasket to its range of seals for 500mm manways. It is a square section encapsulated O ring which enables an increased area of contact between the seal and the neckring. Moulded with an FEP outlet and a silicone core, it has no join, eliminating a possible product/contamination trap. It is compatible with a wide range of products and operating temperatures. Part number 5005-50FTQS is in stock and quantity discounts are available.

Contact the European Sales office at bvsales@fortvale.com



The new Fort Vale cast composite discharge valve for offshore tanks

Endress+Hauser mourns loss of company founder



Endress+Hauser Group founder Dr Georg H Endress died in December 2008

Endress+Hauser Group founder Dr Georg H Endress died on 14 December 2008 after a brief illness a few weeks before his 85th birthday.

Georg Endress was born in Freiburg, Germany, in 1924. He took an apprenticeship as a mechanic and finally studied engineering in Zurich. After working for several companies in Switzerland, Endress moved to England, to a company which manufactured a new type of electronic level measurement device.

In 1953 the young Swiss engineer founded L Hauser KG together with the experienced banker Ludwig Hauser. Based in the German town of Lorrach, the new company was a distributor of those same electronic level measurement devices. Then in 1956 the young company launched the first of its own measurement devices. New sales markets and business areas were opened up step by step. Georg H Endress recognised the potential for growth outside Europe at an early stage. In 1970 he founded subsidiaries in the USA and Japan, quickly followed by the move into China in the 1980s.

In addition to numerous honours, Endress was awarded the Bundesverdienstkreuz 1st Class (Federal Service Cross) in 1984. In 1990 he was awarded an Honorary Doctorate of the University of Basel. In 1994 he became Honorary Senator of the University of Freiburg and holder of the medal for services to the German state of Baden-Wuerttemberg. In 2000 he was distinguished with the French insignia of Chevalier de la Légion d'Honneur. He received this honor, the highest award given by the French state, for his contribution to international understanding and his services to the economic development of Alsace. He is also an Honorary Citizen of the city of Indianapolis, United States, and the German municipality of Maulburg.

He withdrew from business operations back in 1995, handing the leadership of the company group to his second oldest son, Klaus Endress.

Nevertheless, as a member of the Supervisory Board, he played an active part in the successful development of Endress+Hauser until shortly before his death.

As evidence of that success, the company has opened a new building in Weil am Rhein, close to the German-Swiss border at Basel. Around 10m have been invested in the extension of Endress+Hauser Messtechnik's premises to provide a modern logistics centre.

The idea of a logistics center was first considered in 2005, with construction of the building for Endress+Hauser Logistik GmbH+Co KG beginning as early as January 2007. Eighteen months later, the 3,700 sqm logistics building was ready for occupation next to the German sales centre. With around 35 employees from various Endress+Hauser companies, the new organisation has been in operation since July 2008.

Logistik GmbH+Co KG is comprised of two departments: the corporate logistics centre, responsible for everything to do with consolidation, packing and delivery; and the corporate exhibition centre, whose employees plan exhibitions and produce exhibition models that are made available to Endress+Hauser companies worldwide.

"Project business with automation solutions is steadily expanding. Orders increasingly cover many instruments and individual parts for new plants, for example in China, which have to be manufactured at several works in various countries," said Berndt von Winning, the company's operations manager. In order to avoid sending the customer several individual shipments, such orders will in future be consolidated by Logistik GmbH and shipped as one complete consignment - to all countries throughout the world. von Winning expects up to 6,000 orders a month. "At the moment the shelves are relatively empty, but very soon up to 35 trucks will be rolling up every day to drop off goods or collect goods for transport," he added.



E+H's new logistics centre serves both corporate logistics and the exhibition division

Eastman honours for VOTG

VOTG subsidiary VOTG Tanktainer Asia has received the Supplier Excellence Award from Eastman Chemical Asia Pacific in three categories. Two of these distinctions mark the achievements of these companies in service provision, while the third honour was awarded to Jenny Yeo individually, general manager of VOTG Tanktainer Asia, in recognition of her consulting and service provision.

The Supplier Excellence Award distinguishes suppliers of Eastman Chemical Asia Pacific who over-fulfil expectations as strategic service partners and whose work is "always reliable and of high quality".

VOTG Tanktainer is a subsidiary of VOTG Aktiengesellschaft, and the joint venture Shanghai Cosco VOTG Tanktainer. "We are of course very happy that we received three awards in one go," said Heike Clausen, managing director of VOTG Tanktainer GmbH. "To think globally but act locally with individual support pays off."

Eastman produces and markets chemicals, fibres and plastics. The company, with its headquarters in Tennessee (USA) and a global workforce of 10,500, generated sales in 2007 of US\$6.8 bn.

www.vtg.com



To think globally but act locally with individual support pays off, according to VOTG

Tank containers – safer, stronger, more cost effective

ITCO president Reginald Lee gave a spirited defence of tank containers at the Intermodal 2008 conference, held in Hamburg in December. ISO UN portable tank containers are constructed to a very high standard and can withstand extreme incidents, he told delegates.

"Each hazardous tank is rigorously tested and approved by a classification society during construction, and the regulations applicable to building tank containers ensure that the standards are maintained irrespective of the country of manufacture," he said.

There had been a few severe accidents involving tank containers, but the critical point to make is that the tanks did not leak. However, the integrity of the tank container does not negate the necessity for proper handling, he continued. "To maintain the safety and integrity of the tank container it is essential that they are lifted, handled, transported and secured using only ISO approved equipment. Tank containers must be filled to levels permitted by the appropriate regulations as it is very dangerous to transport tank containers which are not filled to the correct levels," he stated.

The majority of accidents have occurred with empty unclean tanks. "It is absolutely essential that empty unclean tanks are treated as if they were loaded with the last hazardous product. Under no circumstances should a tank be entered until all safety checks are completed. It is essential that only fully trained personnel are permitted to enter tank containers. They are confined spaces and the rules for atmosphere measurement and venting must be observed," Lee added.

Tank containers also have a very good



Filling, transporting, shipping and discharging tank containers makes the greatest economic sense to the customer and the environment

record as far as the environment is concerned. Over the past 25 years instances of leakage from tank containers in transit have been very rare, and provided the cargo is discharged correctly the residual of cargo in the tank is approximately 0.04% which reduces the disposal of the product as "waste" when the tank is cleaned. The tanks are fully intermodal and can be used on railroads to reduce the environmental impact of road transportation.

Compared with drums, tank containers have a number of distinct advantages, continued Lee. Tank containers are versatile, "very long life" items of equipment which can be loaded with a variety of cargoes thereby reducing the need for empty positioning. They offer safety with minimal chance of leakage if the container is physically damaged, whereas drums in a damaged dry freight container are more likely to leak, he claimed.

The risk of spillage is greatly reduced at filling and discharge in comparison to multiple fill/discharge operation required for the equivalent drum volume, as one tank container can mean just single load and discharge for up to 26,000 litres of product. In addition, the greater volume per container slot reduces container movements.

He then went to cite various reasons why the drum could not compete with the tank container: transportation of bulk liquids from the factory to the customer using drums is costly; the

filling of the equivalent number of drums is expensive and time consuming with greater risk of spillage; storage of drums is expensive and spillage is a danger if damage occurs; the transport of drums is difficult and costly; awaiting suitable transportation to the end user for unloading leaves drums prone to handling damage and possible tampering or contamination; "drums are difficult to clean, re-use is limited, disposal is expensive and environmentally unfriendly".

"The filling, transporting, shipping and discharging of a tank container makes the greatest economic sense to the customer and the environment," he stated. "Standard ISO 20ft tank containers have capacities up to 26,000 litres; the equivalent of 123 205 litre drums. It would also take approximately 1.6 standard 20ft ISO dry boxes to

transport 123 drums. The time and manpower to load and discharge tank containers is less than the equivalent volume in drums. Cleaning costs are reduced, cargo residual is less and therefore disposal costs are reduced when cleaning."

Lee took the opportunity to confirm that ITCO will fund a study of the use of tank containers in Asia. The board was due to select the final two students who will carry out the study under the supervision of Professor Song at Shanghai Maritime University.

The ITCO board has also agreed to fund a study to be undertaken by Professor Alan Braithwaite on the carbon footprint of a tank container compared to drums, flexitanks and parcel tankers.

"This (carbon footprint) has now become an important item for many chemical company customers and it is hoped that with this report our members will be able to demonstrate that tank containers have the best carbon footprint for moving bulk liquid chemicals," said ITCO president Reginald Lee.

"We have just started to study and it will take 3-4 months to complete, but I feel that we are being proactive with this study as more and more customers will be asking our members this question going forward."

Meanwhile ITCO secretary Willy Freson has been visiting the Messe Munich to agree final details for the Tank Container Village at Transport Logistic 2009. Additional space has already been secured for a "bier garden" which will be added to the ITCO stand thus allowing members to invite customers and suppliers to meet, sit and "maybe have a small drink" whilst they discuss business.

www.itco.be

Hoyer acquires Cork tank operator

Hoyer Ireland has announced the acquisition of Cork-based ISO tank and container business SCL Transport. SCL Transport is part of the Irish South Coast Transport Group of Fermoy.

The deal became effective on 5 January and includes the transfer of existing employees of SCL as well as the entire 350 ISO tank containers and the box-container business. "The takeover of SCL Transport optimises our network, improves the utilisation of the

transport lanes from and to Ireland and the UK, and fits perfectly into the structure of the Hoyer Group," said Hoyer CEO Ortwin Nast.

Other businesses of South Coast Transport Group remain unaffected by the sale and continue as normal. Hamburg-based Hoyer is the world's second largest tank container operator, active in more than 80 countries, with a fleet of 18,000 tank containers.



WEW # 1701-04-06-5407



WEW # 1682-11-05-5384



WEW # 1701-06-08-5408



WEW Westerwälder Eisenwerk GmbH
Ringstraße 65a
D-57586 Weitefeld
Tel.: +49 (2743) 9222-0
Fax: +49 (2743) 3411
Website: www.wew.de

Tank containers for the transport, storage and distribution of liquids and gases

A COMPANY OF
Buhold Industries | **Forward Motion**



WEW # 1333-06-16-5444



WEW # 1701-06-07-5403

New tank depot in Malaysia

Nippon Concept Corphas has opened one of Asia's largest ISO tank and repair depot facilities in Pulau Indah, Port Klang, Malaysia.

The facility covers 10,000 sqm and is equipped with an advanced eco-friendly water treatment system, which is poised to strengthen the company's operational efficiency, quality assurance, services and safety standards.

Nippon Concept Malaysia is a subsidiary of Nippon Concept Corp (Japan) and Nippon Concept Singapore. The US\$4m facility is also Nippon Concept's first cleaning and repairing depot of its kind established outside Japan. The company's four other existing facilities are located in Tokyo, Tokuyama, Niigata and Kobe.

According to vice-president Yasutoshi Yamanaka the new depot will be able

to clean about 500 tanks a month. Nippon Concept Malaysia previously operated a smaller depot that was able to clean 120-150 tanks a month.

"Our business has been on the up after five years operating in Malaysia, hence our decision to build this new facility," he told Malaysian journalists. "Furthermore, a large proportion of our customers who produce palm oil, coconut oil and other types of liquid cargo for export to Japan, South Korea, Taiwan and Europe are based in Malaysia."

The location of the facility adjacent to Westports Malaysia also creates operational convenience, it was claimed. Yamanaka said the company's operations in Thailand, Indonesia and India have also been growing and the company would consider building depot facilities there if the need arose.



Nippon Concept's new depot will be able to clean about 500 tanks a month

NTtank team strengthened

Jane Shu has been appointed as vice president of NTtank in Nantong. She will report directly to the chairman Huang Jie. Already known to the tank industry from ZZTC and most recently Perolo, Shu brings long experience to the team at NTtank.

NTtank was established as a tank container manufacturer in 2007. The company is located in Nantong, Jiangsu Province, and is part of the Nantong Freezing Equipment Co, Ltd. (NTFE), a

privately owned enterprise founded in 1986, and the largest freezing equipment manufacturer in China.

NTtank's new workshop covers 18,500 sqm, with a stock yard of a further 20,000 sqm. The designed annual manufacturing capacity is estimated at around 5,000 units.

In May 2008 NTtank's self-designed collar tank was approved by Lloyd's Register.

www.nttank.com



Jane Shu (left) pictured with vice president engineering Lou Xiaohua

New operations director for Suttons International

Suttons Group has announced the appointment of Clive Oakley as operations director of Suttons International Limited. Oakley was previously vice president, logistics and supply chain at Cemex UK; prior to that he held senior management roles in procurement in ICL/Fujitsu and Whitbread plc. He will be based at the company's head office in Widnes, Cheshire and report to John Sutton, managing director of Suttons International.

Suttons has 80 years global

experience in transport, storage and bulk logistics and is one of the UK's largest privately owned specialist logistics companies with key business centres across the world. One of three divisions within Suttons, Suttons International provides specialist bulk liquid and gas logistics on a global scale, with a modern fleet of 4,000 bulk liquid and 800 gas tank containers. The company's office network includes New Jersey, Houston, Antwerp, Essen, Le Havre, Kuantan, Shanghai and Tokyo.

Tank container operators course – first time in Dubai

New Alchemy is to run its Tank Container Operators Course for the first time in Dubai. From Sunday 17 to Thursday 21 May 2009 the popular five-day course, specially designed for tank container operators, and now in its twenty-third year, will be presented in Dubai due to strong demand.

Led by Roy Boneham with experience in tank containers going back to the 1970s, this course examines dangerous goods regulations, the classification of chemicals, design and construction of tanks and finally operating requirements whereby the previous parts of the course are all brought together. It will provide an invaluable in-depth introduction to operating conditions.

Roy Boneham participated in the work of the United Nations Committee of Experts Portable Tank Working Group which led to the provisions for the second generation of tank

containers where T-codes replace IMO types for tank container descriptions. He assisted in the development of Chapters 4.2 and 6.7 of the IMDG Code and also produced the first draft of the Circular from the IMO which seeks to explain more fully the transitional arrangements. Trainees will receive a copy of this important document. Trainees will also receive a copy of the recently revised United Nations Guidelines for assigning T-codes as well as details of forthcoming substantial changes to some of the T-codes taking effect from 1 Jan 2009 and from 1 Jan 2011.

The working language will be English and the training course costs US\$2,000. It has been possible to negotiate a small reduction on last year's price. Trainees registering by 23 April 2009 may claim an earlybird discount of 5%. Trainees who bring with them their own 2008 edition of

the two-volume IMDG Code also gain a further 15% reduction – it must be this edition and not an earlier one.

Numbers are limited to a maximum of 12 per course. Please email applications to rboneham@premiumuk.com as quickly as you can to reserve a place on the June presentation. No postal advertising is planned for this course. This is a non-residential course; trainees requiring accommodation should make their own arrangements.

Refreshments and a light lunch will be provided each day. The course is highly intensive, from 08.45 to 18.00 each day with an earlier finish on the last day. Test questions for completion during the evening will also be set.

For further information: New Alchemy Training and Consultancy Organisation
Tel: + 44 1704 537094
Fax: + 44 1704 501144

www.newalchemy.co.uk

Abicon bought

Netherlands-based tank container repair and leasing group Abicon has been bought by fellow Dutch company Global Container Network BV.

Following on from this the Global Container Network board of directors has accepted the resignations of Robert van Konijnenburg as managing director of Abicon Container Sales & Repair BV and Rick Moret as managing director of ABC Container Lease BV. Both resignations were said to be due to health reasons.

Arthur JW van der Hoeven has assumed the role of managing director

of both Abicon and ABC Container Lease.

The positions of Cihangir Pekkan as

sales and marketing manager and Martijn van Konijnenburg as depot and repair manager remain unchanged.

New from Ebro

Spanish speciality tank manufacturer Ebrotank has introduced two new designs. One is a 40 ft tank container for LNG, which also acts as process equipment onboard ships. The other is a design for asymmetrical swap tank containers. Ebrotank says the tanks' asymmetry allow two of the tanks to be transported in a standard 60 ft railway container carrier, normally designed to transport three 20 ft ISO containers.

SPECIAL TANKS for SPECIAL NEEDS

Tailor-made swap and ISO tank containers:

High temperatures
Electric heating
Internal linings
Reefers
Cryogenics
Off-shore
Gas



Ebro Tank is celebrating its 10th year of service to its customers

EbroTank

MANUFACTURING ALL TYPES OF TANK CONTAINERS SINCE 1980

Pol. Ind. San Miguel, sector A, nave 7
50830-Villanueva de Gállego
Zaragoza, Spain

Tel.: (+34) 976 186 691 Fax: (+34) 976 186 692

info@ebrotank.com
www.ebrotank.com

Heavy-duty, multi-trip big bags due for a renaissance?

Though ultra-strong bulk bags made from PVC and similar waterproof materials tend to be at least 10 times more expensive than conventional woven polypropylene FIBCs, they are infinitely more durable. With service life calculated in terms of years rather than number of trips, they are also far more cost-effective for long-term use as well as being more environmentally friendly since their longevity significantly reduces packaging waste.

It is often forgotten that the first types of bulk bag were not made of woven polypropylene, but of a stronger and heavier high-tenacity woven cloth covered with a thick weather-proof coating. Whilst the lighter PP category of bag started to gain widespread acceptance in the late 1970s, its heavier counterpart had already been around for a decade or longer. Indeed early bulk bag prototypes made from canvas type material are believed to have been used even before the Second World War.

However, the advent of far cheaper single-trip and limited-trip woven PP bags almost completely eclipsed heavy-duty, multi-trip designs, to the extent that nowadays global sales of the former are measured in terms of 300 million-plus units, compared probably with no more than about one million of the latter.

In Japan heavy-duty big bags made of PVC (polyvinyl chloride) and other tarpaulin-type materials have been widely employed for over 40 years. Here they are mainly used by producers of resins and chemicals for domestic transport and storage purposes, and also by the food industry. When used for carrying foodstuffs these big bags are made from materials that comply with food-contact safety regulations, or alternatively they are fitted with PE inner liner. Thanks to the excellent bulk logistics infrastructure that exists in Japan involving use of these heavy-duty big bags, it is not uncommon for them to achieve a service life of more than 10 years. Maintenance plants are located in most of Japan's major industrial areas offering washing, drying and repair services for this category of bulk bag.

Reduced packaging disposal costs

According to Daiki Shirai from the Logistic Systems Division of Taiyo Kogyo Corporation, the foremost Japanese manufacturer of this



Warehouse storage of filled Taiyo Kogyo big bags

type of big bag, the market for the product has remained stable in recent years. He estimates that annual sales are in the region of 400,000 units and his company alone sold about 210,000 of these heavy-duty big bags in 2008. Taiyo Kogyo also makes conventional PP bulk bags.

Because of the significantly longer service life of the PVC type of bulk bag, companies that want to reduce packaging costs as well as waste volumes tend to choose this product in preference to traditional PP woven FIBCs. Especially in cases where a closed-loop pattern of bulk distribution is adopted, it can prove far more economical and safe to use heavy-duty, multi-trip big bags rather than single-trip or reusable FIBCs made of woven polypropylene.

Apart from being far stronger than PP bags to withstand the wear and tear of repeated trips, rehandling, filling and discharge operations, the material used in the construction of Taiyo Containers offers greater resistance to UV degradation. Another advantage is that the material is washable and, unlike woven PP fabric, does not shrink after washing and drying. Because of their welded construction these bags are also waterproof and can offer total protection from rain or moisture ingress without need for an inner liner.

Whilst it is not safe to try to repair PP bulk bags, and the practice is outlawed in most countries, Taiyo Containers can easily and safely be repaired by HF welding or heat-sealing machines without any loss of strength.

These heavy-duty big bags can also offer advantages over rigid-type IBCs. They can be folded into one-tenth their filled size before or after use, eliminating the need for large volumes of space otherwise needed for transport and storage of empty containers. They are also normally less expensive than rigid IBCs or steel/plastic drums.

RFID tracking

In addition to PVC type heavy-duty big bags, Taiyo Kogyo can also offer categories made of olefin-based materials such as EVA (ethylene-vinyl acetate) and PE tarpaulins have been developed which allow the bags to be lighter and fully recyclable. Conductive bags made of synthetic rubber and PE tarpaulins are also available for operation in environments where there is a risk of dust or vapour explosion. By employing special resin in the construction of the tarpaulin, the company has more recently developed heavy-duty bags with enhanced barrier properties and greater heat resistance.

The Taiyo Kogyo Group operates six maintenance plants strategically located around Japan: in Ibaraki, Aichi, Osaka, Okayama, Fukuoka and two in Chiba. Maintenance services include collecting, washing and repair of used bags. It has also set up Transport & Distribution Service, Inc, a company specialising in



Taiyo Kogyo bag being folded for delivery back to the customer after being washed; unlike PP fabric FIBCs, this type of big bag does not shrink as a result of wet cleaning

operational management services for heavy-duty big bags. By means of a unique bag tracking system utilising RFID technology, the company is able to provide its customers with effective solutions, resulting in a faster logistics cycle for the bags and reduced packaging costs. Taiyo Kogyo Group is also the only organisation in Japan offering recycling services for heavy-duty big bags, producing plastic pallets from the recycled material.

In recent months the company has begun promoting the ecological benefits of using Taiyo Containers, with special emphasis on companies which give priority to sustainability issues. It has been demonstrated that by reusing these types of bags over a long period of time, users can reduce industrial waste as well as greenhouse gas emissions.

2000 trips or more from a single bag

Structure-flex, based in Melton Constable, Norfolk, UK, is Europe's foremost manufacturer of heavy-duty, multi-trip big bags. These are usually made from a PVC-coated fabric and are high-frequency welded to ensure an extremely long and safe service life. They are able to withstand multiple trips over a period of 5-10 years or more and it is not uncommon for a single bag to achieve in excess of 2000 trips with only minimal signs of wear and tear and no loss of strength. Structure-flex sales & marketing manager Matt Doughty explains that although this type bag is 10-15 times more expensive than a conventional FIBC made from woven PP, it can outperform the cheaper PP bag in terms of number of trips by a factor of 50-100 times, depending on the application.

For this reason the more expensive category of multi-trip bag can prove to be a far more economic investment than conventional PP bags, despite its much higher initial purchase cost. Moreover, its longevity ensures major cost savings in terms of reduced disposal of packaging waste, a problem that is becoming increasingly acute for users of conventional FIBCs.



Structure-flex heavy-duty big bags can provide complete weather protection for materials stored outdoors and they are not damaged by strong sunlight



SIAM FLEX PACK CO., LTD

SUPERIOR QUALITY YOU CAN TRUST



We produce 7000 bulk bags a day, more than 2 million a year

ISO 9001-approved quality assurance

In-house test laboratory

We also manufacture standard & shaped liners as well as container liners

FIBC types:

- UN bags
- Baffle bags
- Cross-corner
- U-panel

Tel: +66(44)212 551 -4 www.siamflexpack.com
Fax: +66(44)212 276 sales@siamflexpack.co.th



Structure-flex bag being filled; remote pull-cord systems are available for discharge

Nevertheless, if a potential customer is contemplating the purchase of hundreds, thousands or even tens of thousands of PVC-type bags, the initial investment cost is considerable and can prove to be a major stumbling block. Faced with this dilemma, many buyers are tempted to take the easy way out and opt for cheaper PP bags although they are aware that in the long term the more expensive PVC-type bag will prove to be far more cost-effective. Sometimes the buyer can be scared of incurring the displeasure of employers by purchasing the more expensive type of bag, even to the point of jeopardising future promotion prospects or risking dismissal, so consequently the cheaper type of bag is selected if only to safeguard the buyer's employment security, resulting in the user company wasting a great deal of money longer term.

Lease rental and payment by instalment

Structure-flex is aware of this problem and is often

prepared to provide a finance scheme which enables the customer to pay for PVC-type bags over a 36 month period in monthly instalments. A single payment in month 37 secures a life-time rental on the bags. There is no more to pay after this and, assuming the bags have a service life in excess of five years, they can be used free of charge for the final two-plus years.

The welded construction of Structure-flex heavy-duty big bags ensures dustproof seams and repairability together with the performance characteristics of a lined PP FIBC, but without the need for a liner. These PVC-type big bags can be readily tailored to the requirements of a specific application, are available with a choice of outer coatings including food-grade, oil resistant, high-temperature and static conductive types, and in all cases the construction ensures complete protection from water, moisture and ultra-violet degradation. UN-approved versions are also available for transport of hazardous materials.

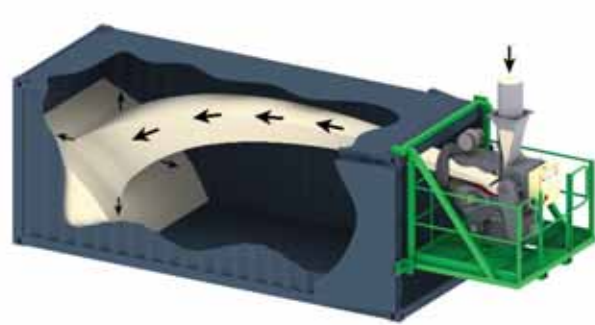
For these last reasons Doughty points out that PVC-type bags are especially well suited for applications where intermittent batch deliveries of, for example, chemicals allow the recipient to store products outdoors if warehouse storage becomes full, without any risk of the bags' contents being damaged. This helps provide greater flexibility in stock management. This type of big bag is particularly popular for these reasons in the oil exploration industry for handling and storing materials such as blasting grit. Their robust construction can withstand rough handling and outdoor storage in hot sunshine of 30-40°C, while at the same time affording complete moisture protection of hygroscopic powders.

Another major attraction of the Structure-flex heavy-duty big bags is that they can easily be repaired without in any way compromising their structural strength. Punctures and minor tears can normally be patched by the user but the company recommends that gashes of 15cm length or more should be given expert attention at Structure-flex's workshop facilities.

Larger designs of Structure-flex big bags can safely carry up to 2.5t of material and under these circumstances the company is able to provide a pull-cord remote discharge release system so that the operator does not need to incur the risk of standing beneath the bag immediately prior to unloading.

**Fulfiller
Container Loader System**

Filling the space with reliable performance...



- ◆ High Speed Filling of Containers
- ◆ Fast Vehicle Turn Around Time
- ◆ Maximises Available Storage Capacity
- ◆ Modular Configuration
- ◆ Quick and Easy Maintenance
- ◆ Ex-Stock Delivery of Standard Units
- ◆ Cost Effective Sale or Rental Options
- ◆ 80 Years of Bulk Materials Handling

Stock Redler Limited
Redler House, Dudbridge, Stroud,
Gloucestershire GL5 3EY England
Tel: +44 (0) 1453 763611
Fax: +44 (0) 1453 762602 / 763582
email: sales@redler.com
Website: www.schenckprocess.com

we make processes work

structure-flex® FIBCs...



Dry Bulk Packaging

An international bulk bag industry, centred around a range of products known collectively as Flexible Intermediate Bulk Containers [FIBCs] has grown out of Structure-flex's original product, the Big Bag, which remains one of the company's most successful products, a weather proof and highly reusable long life FIBC.

Features & Benefits

Structure-flex offers:

- a broad range of products
- competitive pricing from international sources of supply
- low volume availability on short lead times
- innovative product development
- technical support and customer service



Dry Bulk Packaging...

Contact Structure-flex Ltd:

Tel: 01263 863 100 Fax: 01263 863 110
Email: FIBC@structure-flex.co.uk Web: www.structure-flex.co.uk



Desperate times ahead for more than one leading Turkish FIBC producer

Four of the world's top 10 FIBC producers are Turkish*, and two of these rank globally among the top three in terms of both advanced manufacturing technology and production capacity.

Yet prospects are bleak for at least one of these companies on account of crippling indebtedness which, owing largely to the continuing uncertain economic climate and turmoil in the global banking systems, seems likely to result in imminent insolvency unless one of its competitors is prepared to throw a life line. There is little point in having huge production capacity and full order books if there is insufficient liquidity to pay the workforce or to buy raw materials.

Debant, brought to its knees by an unsustainable level of debt, was the most recent high-profile casualty among leading Turkish FIBC companies. At least one other well-known name seems likely to go before the year is out.

Cesur Packaging

Cesur reports that 2008 was another successful year for the company and production capacity has been increased by 20% to deal with expanding sales. Latest plant investment includes the

* Latest news from three of these manufacturers is reported here, and we hope to feature the fourth, Sunjut, in the March/April Bulk Distributor.



Cengiz Cesur, president of Cesur Packaging, Hildegard Rówemeier, managing director of Technopac and Cihan Cesur

purchase of a new tape line, weaving looms and also a blown film extruder in addition to other conversion equipment which became operational in December.

With the integration of the new equipment, monthly FIBC production capacity has been increased from 350,000 to 450,000 four-loop bags, and from 200,000 to 250,000 single point lift bags.

With the continuing success of Cesur UK and Cesur France, the parent company has now become a shareholder in its German distributor Technopac GmbH (www.technopac.de) which achieved record sales last year. An agreement has just been reached between Cesur Corporation and Hildegard Rówemeier, MD of Technopac, which will involve the majority shareholding being acquired

by Cesur over an agreed time. Ms Rówemeier has agreed to continue as a shareholder and director of the company.

As a result of recent changes in the world economy Cesur has been obliged to adapt some of its own international business interests. For example in the Far East, to enable the company to sustain its competitiveness in certain business sectors, it has opened a new joint-venture company with an Indian production facility. Rather than just utilise the extra production capabilities of a third party, as is the custom of many of its competitors, Cesur has established a purchasing office in India, in close proximity to the manufacturing plant, which constantly checks and monitors the quality of all manufactured output. These controls also cover trans-global shipments, ensuring that customer timescales are always met in line with their requirements.



New net baffle bag from Cesur Packaging

Cesur also plans to increase its sales in the USA. Although the company has been supplying its products to the US market for more than 15 years, Europe has always been its primary market. With this in mind, and to offer a more local service and warehousing facilities to its US customers, Cesur has decided to use the facilities of its joint venture company, International Dunnage Co based in Savannah, GA.

Thanks to its own global sales network and extensive distribution capabilities, the company has the opportunity to serve and satisfy the needs of multinational blue-chip companies. With the cooperation of Technopac, it has again signed a rolling yearly contract with chemical giant Ciba for the global supply of its FIBCs in 2009.

Apart from being the only licensed European producer of Crohmiq static-dissipative fabric, the company has recently introduced a number of innovative products which are manufactured at its own production facilities. These include baffle liners, net baffle bags, conductive aluminium liners, and single-loop FIBCs on a roll.

Isbir Sentetik

Despite the worsening economic conditions and increased global competition, Isbir has been celebrating its 40th anniversary with well deserved pride. The company was established in

Balikesir, Turkey, in 1968, and has grown to become one of the world's largest and most respected FIBC producers.

With its modern production and warehouse facilities, all located in Turkey, which occupy a total indoor area of 160,000 sq m, the company is almost unrivalled in terms of its huge manufacturing capacity, its state-of-the-art production facilities and its vast industry experience. As a result of a massive 86 million euro investment over the past four years, the company has doubled its capacity during this period. Owing to the importance that Isbir attaches to product quality as well as to quality consistency, the doubling of capacity is being supported entirely by the renewed production machinery as well as by special enhancements made to existing manufacturing equipment. General manager Erdem Aydin explains that these investments in latest technology ensure that the highest level of quality consistency is achieved.

At the end of 2008 Isbir opened a third manufacturing plant of 80,000 sq m indoor area, which is larger than the combined size of the other two plants which became operational in 1968 and 2005. These three manufacturing facilities have a total indoor area of 145,000 sq m and there is an additional 15,000 sq m of indoor area given over to warehousing and various



Filling & Packing Materials Mfg. Co. (FIPCO)

P.O. BOX 8762, RIYADH-11492, K.S.A

Tel +966-1-2652299 Fax +91-1-2651424



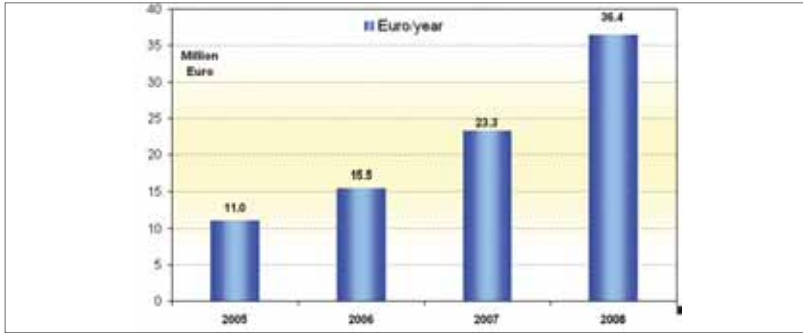
Largest Producer in the Middle East, Providing highest quality Jumbo Bags and other Woven products for industrial & Agricultural Use.



JUMBO BAGS SMALL BAGS CABLE FILLER CONTAINER LINER VALVE BAG

www.fipco.com.sa

Email : marketing01@fipco.com.sa



Isbir total investments (euros), 2005-2008

support enterprises.

At the end of 2008 Isbir's production capacity had reached 48,000t/yr. The manufacturing facilities, all owned by the company, allow for an annual production capacity of 20 million FIBCS. In Plant 1, the oldest of the three, all machines are of flat weaving type and are equipped with extrusion lines which supply the necessary input goods.

Plants 2 and 3 concentrate on tubular and flat fabric production for FIBCS and here the bags are made up. All production, assembly and final storage of the finished bags – from stainless steel silos storing the plastic raw materials, including feeding systems, packaged fabric rolls, through to the finished product – are carried out under strictly monitored hygienic conditions which have been certified to ISO 22000, HACCP and AIB standards.

An integrated clean room production plant, catering for the needs of customers who require all stages of FIBC production to be carried out under strictest clean room conditions,

is currently under construction and is scheduled to come on stream later this year. Forming part of the newly opened 80,000 sq m plant, it will encompass all stages of production from raw materials, yarn and fabric weaving through to the finished FIBCS.

Owing to the importance of ensuring absolute purity of raw material deliveries and storage for the clean room production facility, inbound plastic powders and granulates are stored in the 11 new above-mentioned food-grade stainless steel silos, each of which has a capacity of 120t. These raw materials are transported to the silos in specially designed road powder tankers which belong to Isbir.

Plant 2 also includes a test laboratory for Type D static-dissipative FIBCS. Here the company's Type D bags, which are certified by the Swiss Institute of Safety and Security, are tested in accordance with the IEC 61340-4-4 standard.

Unsa Ambalaj

Unsa reports that it has successfully obtained BRC/IoP certification (British

Retail Consortium / Institute of Packaging) for its China Plant, Unsa Hangzhou Packaging Manufacturing Co. Prior to this, Unsa China was granted AIB certification, having achieved an "excellent" score rating in May 2008.

Unsa China is already accredited and fully operating in accordance with ISO 22000 certification, which integrates the principles of the Hazard Analysis and Critical Control Point (HACCP) system and application steps developed by the Codex Alimentarius Commission.

Unsa Group with its three plants (two located in Turkey and one in China), all accredited with ISO 22000, BRC and AIB certification, is now the world's largest food-grade FIBC supplier, according to group deputy general manager Mr Can Sezer. It provides food-grade FIBCS to food producers all over the world. These products are manufactured at its wholly owned and fully integrated plants, in compliance with the relevant international food standards. Unsa China has been in operation since 2006 and has to date supplied over four million FIBCS to USA, Europe and the Asia-Pacific region.

Sezer claims that Unsa China is the most technologically advanced FIBC plant in Asia. With its 450 employees, this fully integrated facility is capable of producing a broad range of FIBCS including standard U-panel and formstable designs as well as flat woven UN certified bags and Type C FIBCS to combat electrostatic hazards.

Unsa currently has an annual combined manufacturing capacity of 10 million FIBCS from its own production facilities, just half that of its competitor Isbir. Current output from Unsa Turkey is around 7.5 million bags with an additional 2.5 million produced by the Chinese plant.

In addition to its wholly owned production sites, Unsa Group also incorporates an established global



Production of food-grade FIBCS at Unsa Hangzhou Packaging Manufacturing Co

supply network covering North America, Europe and more recently the Pacific region comprising Unsa America, Unsa Benelux (Ligtermoet, a major Unsa shareholder), Unsa China, Unsa France, Unsa Deutschland, Unsa France, Unsa Italy, Unsa Nordic, Unsa Spain, Unsa UK and Rebu (the Unsa-Ligtermoet joint venture FIBC reconditioning centre in the Netherlands).

Due to the challenging economic situation today, many industry sectors have taken steps to reduce their production capabilities. However, the world FIBC market currently consumes approximately 250 million units per annum, says Can Sezer. Thanks to its global sales and distribution network, Unsa is confident that it retains a healthy and balanced customer portfolio, where customer relationships have been firmly established over many years of consistent supply and local service support. This customer base is also evenly spread throughout the major industrial regions of the world. With the recent addition of its



Can Sezer, deputy general manager of Unsa Group

manufacturing plant in China, Unsa says that it has succeeded in penetrating new markets and also increased its percentage share of sales with existing customers throughout different industrial

sectors. According to the company, this has been achieved through its commitment to increased capacity, a high level of product quality and competitive pricing.

Sezer points out that in recent months many of the group's existing customers have reduced FIBC usage owing to their lower output levels. However, he says that Unsa has risen to this challenge and has successfully balanced the effect of the global economic downturn with a healthy increase of new sales brought about by its commitment to product innovation and to developing new customers and market sectors alike.

He maintains that a major advantage his company has to offer in the current climate is its corporate structure and financial strength. During this global economic downturn, large and small companies alike are eager to work with well established FIBC manufacturers to secure their supply continuity in these difficult times. This trust, he says, is bringing new business opportunities to his company as currently there are many FIBC producers without such a robust corporate structure (the Unsa shareholder structure includes a Dutch investor, an investment bank and a well known and established Turkish family).

Sezer says that his company sees the current global economic downturn as an opportunity to expand its worldwide coverage and increase market share. Consequently, he states that Unsa shareholders have agreed a capital increase of seven million euros during the first quarter of 2009 to reinforce its position.

Cesur Packaging

www.cesur.com

Isbir Sentetik

www.isbirsentetik.com

Unsa Ambalaj

www.unsa-tr.com



Isbir's new state-of-the-art Plant 3 which came on stream at the beginning of 2009

isbir means "BigBag" in all languages...

QUICK RESPONSE
LOCAL SUPPORT
HIGH QUALITY

jsbir UK
Isbir Bulk Bag UK Ltd.

The World's local supplier of Fibcs and Industrial Fabrics

G4 THE GRANARY COAL ROAD CUPAR FIFE KY15 5YQ - UK

Tel: +44 1334 650 088 Fax: +44 1334 650 072 e-mail: uksales@isbirsentetik.com

Headquarters : Tel: +90 266 283 00 00 Fax: +90 266 283 00 01 www.isbirsentetik.com

member of **jsbir Holding**



logichem

2009

The 8th Annual European Bulk and Speciality
Chemical Supply Chain Conference

www.logichemeurope.com

Join 250 Of Your Colleagues And Peers At Europe's Premier Meeting Place For The Chemical Industry!

“Every time I attend, I take back valuable input that I can put into practice over the coming months - a superb event”

Laurent Hanssen, European Supply Chain Manager,
Akzo Nobel

“The only European chemical supply chain conference worth attending”

Joe Przeworski, Global Supply Chain Director,
Ineos ChlorVinyls

Demand Planning Focus Day:

Tuesday 31st March 2009

Main Conference:

Wednesday 1st and

Thursday 2nd April 2009

Hilton Düsseldorf, Germany

**Gain strategic insight from
42 Experts including:**



Robert Blackburn,
SVP & Head, Global
Supply Chain Operations, **BASF**

KEYNOTE



Bob Common,
Director Global Distribution,
Invista



Patrick Bian,
Global Supply Chain Director,
Cabot Corporation



Jaap-Jan De Bokx,
Europe and Africa Land Logistics
Manager, **Shell Chemicals**



Johan Van Den Broeck,
Director Supply Chain
and Purchasing,
Tessenderlo Chemie



Peter Viebig,
Head of Logistics Procurement,
Bayer Material Science

AGENDA HIGHLIGHTS:

- Controlling, monitoring and mitigating supply chain risk to **safeguard operational continuity** and **maintain a competitive edge**
- Exploring alternative modes of transport to **overcome capacity challenges** and **increase efficiency**
- Developing a standardised supply chain model to **reduce customer complexity, maximise resource utilisation** and **cut costs**
- Integrating sales and operational planning to **improve supply chain capability, agility** and **responsiveness**
- Leveraging key metrics to dramatically **drive the performance of your 3PL partnership**
- Establishing whether a centralised or decentralised logistics model will enable you to **streamline your supply chain** and **boost service levels**
- Designing a green supply chain to **transform eco-efficiency, enhance customer satisfaction** and **transform your brand reputation**

REGISTER TODAY!

Quote Reference ADBULK To Receive An Additional €100 Off Your Conference Price!

T: +44 (0)20 7368 9465 F: +44 (0)20 7368 9401

E: logichem@wbr.co.uk W: www.logichemeurope.com

Rail Cargo Austria completes MAV purchase



Shake hands: Istvan Heinczinger, general director of MAV AG (left), with Friedrich Macher, spokesman of Management Board, Rail Cargo Austria

Rail Cargo Austria completed the purchase of MAV Cargo, the freight unit of Hungary's state railway, in December. Combined Rail Cargo Austria and MAV Cargo form the leading freight rail company in south-eastern Europe. RCA is investing around €400m in the acquisition of

MAV Cargo.

The two groups employ 11,000 workers and have an annual turnover of around €2.75bn. Using a wagon fleet of 33,000 units, the enterprise transports more than 140m tonnes per year. The transport capacity amounts to more than 28bn tonne-kilometres.

MAV Cargo will be an independently acting company within the RCA group with profit and loss responsibilities.

"The purchase price of 400m is reasonable, as the merger allows an extension of railway transport in Central and Eastern Europe," said Guenther Riessland, board member of

RCA. By exploiting synergies, Riessland expected a positive contribution of MAV Cargo already in 2009.

Peter Klugar, spokesperson for the board of OBB-Holding AG, (Austrian Railways) emphasised the significance of the merger: "MAV Cargo is an ideal match for the international ambitions of the OBB Group. Together, we will become a European heavyweight on a par with the major logistics companies."

In future, it will be possible to optimise the handling of freight transport between the different train systems of Western and Southeastern Europe and the CIS countries. Furthermore, MAV Cargo will play an important role in the combined transport sector in the Southeast

European countries. This will strengthen the two companies RCA and MAV Cargo on the Danube corridor and offer a continuous connection not only to the Ukraine but also to the Black Sea and the Balkans. "Already, three quarters of the entire OBB freight transport is cross-border," added RCA board member Ferdinand Schmidt, who pointed out that the East-West axis is continuously gaining importance for freight transport.

Rail Cargo Austria and MAV Cargo together will play a central role in wagon management in Central and Southeastern Europe. Zahony is the transfer station from broad gauge to standard gauge and is to be developed into a gate for markets in Italy, France and Switzerland.



Buying MAV Cargo is critical to RCA's ambition to become a European logistics heavyweight

Bus stop call for shuttle barge container service

The 'green' barge shuttling containers up the Manchester Ship Canal from Port of Liverpool is now making a regular 'bus stop' call at Ellesmere Port en route to Irlam Container Terminal.

The push tug and barge discharged an initial 50 containers of organic molasses shipped into Liverpool's Royal Seaforth Container Terminal by Mediterranean Shipping Company from Paraguay, before sailing on up the Canal with boxes of Tesco wines bound for Manchester. The molasses is being shipped into the UK by the Organic Division of Uren Food Group Limited for distribution as livestock feed to organically certified farms.

Director James Uren, who founded the organic division of the family business 13 years ago, commented: "The waterborne onward movement of the containers from Port of Liverpool to

Ellesmere Port fits well with the ethos of our organic activities and provides the most economic and environment friendly method of inland transportation."

The dawn discharge of the containers at Ellesmere Port was undertaken by Quality Freight (UK) Limited using their new £1m Liebherr 150 mobile harbour crane. An hour later, the barge sailed for its next delivery stop at Irlam Container Terminal on the Ship Canal.

Sebastian Gardiner, managing director of Quality Freight (UK) Ltd, added: "It was a text book discharge operation which we now expect to repeat on a regular basis for containers carrying not just molasses, but other cargoes bound for the North of England. Quality Freight is working with Peel Ports to grow the volume of freight moved by barge and reduce the road miles and carbon

footprint of the logistics industry."

The liquid molasses is moved from Ellesmere Port to the Shropshire processing plant of Prime Molasses Limited for distribution to farms and animal feed manufacturers across the country.

Frank Robotham, marketing director of Peel Ports Group, which owns Port of Liverpool and the Manchester Ship Canal, commented: "Adding a regular call at Ellesmere Port to the shuttle's sailing schedule increases the flexibility of the service to shippers seeking a cost effective and environmentally sensitive means of moving their cargoes in and out of the North West of England. We are delighted that more companies such as Uren Food Group are using this transshipment service to minimise both costs and their carbon footprint."



The latest barge service builds on the pioneering shipment of wines for Tesco started at end 2007

First test for 1km freight

To demonstrate its technical feasibility Deutsche Bahn and the Netherlands-based infrastructure operator KeyRail tested 1,000-metre long freight trains on the Betuweroute between Oberhausen and Rotterdam for the first time in December.

Project GZ1000 is being financed by the Federal Ministry of Economics and Technology. An increase in transport capacity on the current network is in the interests of the German government in order to relieve bottlenecks, for example, on seaport hinterland routes. As part of the project, the technical, operational and economic feasibility of deploying freight trains with a length of 1,000m is to be investigated. The purpose of the trials is to obtain practical knowledge and experience in the operation of very long freight trains. DB operations are currently designed for trains with a maximum length of 750m. Successful trials took place in spring of this year between Hamburg and Denmark with trains of up to 835m in length. "Rail freight has a future because it is environmentally friendly. What is now important is to increase capacity in a way that makes sense, and thus make routes more efficient, and to do that across borders, which means to go international," said Dr Lutz Buecken, general representative Integrated systems rail, describing the company's involvement in Project GZ 1000. "We are managing the research project in the DB Group, because it equally affects both the infrastructure and operations." "Longer freight trains not only enhance rail operations, they create space for additional trains. This competitive advantage will help us to cope with the



By deploying very long trains network capacity can be used more effectively, claims DB

predicted increase in transport performance and get more freight transported by environmentally compatible rail services," said Dr Christian Kuhn, the member of the management board of Railion Deutschland AG responsible for block train transport.

"By deploying very long trains, network capacity restricted at certain points can be used more effectively. To achieve this, appropriate construction changes will have to be made to the infrastructure. This will include increasing the length of passing loops and modifying the command and control technology," added Oliver Kraft, operations manager of DB Netz AG.

InterBulk to build Duisburg hub

InterBulk Group is to build a Central European hub for intermodal shipments on a 20,000 sq m site in Port of Duisburg, on the German Rhine. The terminal is the largest of the group to date.

The terminal will be twice as large as other facilities of the company, creating a total of 30 to 40 new jobs. The installation's annual cargo handling capacity will be approximately 25,000 containers. The terminal will serve customers in the chemical, food and mineral industries.

Cargo will be delivered and collected by train, truck and/or barge from the neighbouring DUSS and DeCeTe terminals. Up to three platforms for the transfer to and from containers, railcar hoppers and silo trucks will ensure that dry bulk cargo is transferred and released onto the comprehensive transport network of Duisport.

The hub will also offer value added services such as packaging, de-bagging and warehousing. The terminal is planned to be operational in the second quarter of 2009.

"We are very pleased that with InterBulk we have won another market leader in intermodal logistics. The company is even setting up its Central European hub here. This reinforces us in our strategy to further

invest in our transportation network and the development of Duisport into a major gateway," says Erich Staake, CEO of Duisburger Hafen AG.

Koert van Wissen, InterBulk's chief executive officer, adds: "This is a very important milestone for InterBulk. Through

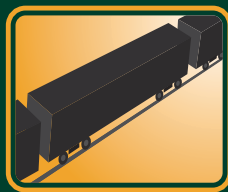
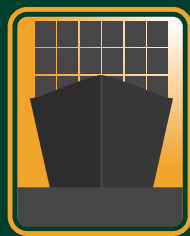
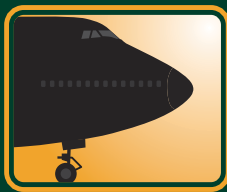
this strategic initiative we aim to provide our customers with a high quality and cost effective solution to receive, transfer and store containerised dry and liquid bulk products."

www.interbulkgroup.com



Cargo will be delivered by train, truck and barge from the neighbouring DUSS and DeCeTe terminals

MULTIMODAL 2009



THE UK'S BIGGEST TRANSPORT AND LOGISTICS EVENT

NEC BIRMINGHAM

28-30 APRIL 2009

The event for large or small exporters, importers or shippers with goods to move around the UK

Multimodal is an event aimed at the needs of cargo owners. It allows you to meet your entire supply chain – from warehousing and IT to forwarders and 3PLs. Covering all modes of transport, with a free seminar programme and a full conference, it gives shippers the solutions and information they need to:

- Cut costs
- Avoid expensive delays
- Compare suppliers
- Look at the advantages of different transport modes
- Understand and meet the upcoming challenges for shippers
- Increase supply chain efficiency

Multimodal 2009 will be 60% bigger than the launch event in 2008. Returning companies include names such as DSV, Wincanton, PD Ports, GEFCO, Zim, Samskip, Howard Tenens, Norbert Dentressangle, Allport and DFDS. They are joined by an impressive list of newcomers including the Port of Felixstowe, Norfolkline, DB Schenker, Dachser and Cosco Logistics to name a few.

Join the leaders: In 2008, the following companies sent senior executives to Multimodal: Ford, Kellogg's, Tate & Lyle, Nestle, Diageo, PepsiCo, BP, ExxonMobil, British American Tobacco, MOD-DSCOM, GM/Vauxhall Motors, Mars, Avon Cosmetics, ASDA/Wal-Mart, Clarks International, The Boots Company, Xerox, Triumph, Group Danone, Tesco, The Body Shop, Next, Lakeland Plastics, Homebase, Casio, Rohm & Haas, Snap-on Tools, Griffith Laboratories, Mitsubishi Electric, CEMEX, Perkins Engines, Premium Ingredients, Brunner Mond, Dainippon Screen, VW, Marks & Spencer, Delphi, Whitford Plastics, Jewson, Jaguar Cars, Lake Chemicals, Land Rover, Napier Brown Foods, Mont Blanc Industri, Spinmaster Toys, Industrial Chemicals, Clark Foods, SCA Hygiene, Stylo Barratts Shoes, Taste Original Foods, First Foods, Honda, Daily Crest, ADM Milling, Syngenta Crop Protection, BSW Timber, Pace Micro Technology, Edrington Distillers, Twining & Co, Aggregate Industries, Men Shou Fireworks, SABIC UK Petrochemicals, Visteon, Mothercare, Numico, UPM Kymmene, Sharp Manufacturing, Cosmic Fireworks, Mulder Onions, Panasonic, Home Delivery Network, ED&F Man Sugar, Iggesund Paperboard, BOC/Linde, Tyco ADT, AG Barr, Brands Direct, Corus, First Milk & Carluccio's

Register today at www.multimodal.org.uk using promotional code: BDAD. A full list of exhibitors, sponsors and media supporters is available on the Multimodal website, as well as the seminar and conference programmes.



LogiChem 2009 – BD reader discount

Bulk Distributor readers can benefit from a €100 discount to attend the LogiChem 2009 conference, held in Dusseldorf on 31 March – 2 April.

LogiChem 2009 is the eighth annual European Bulk and Specialty Supply Chain Conference. The organisers say that LogiChem is the only place where delegates will meet and hear first-hand from leading chemical companies across Europe, in order to:

- Achieve adaptability and flexibility at highest efficiency and lowest cost
- Secure the capacity you need to fulfill your service levels
- Develop strategic partnerships to optimise supply chain performance
- Gain a competitive edge in an ever changing global landscape

Each year LogiChem attracts over 200 senior logistics and supply chain executives from bulk and specialty chemical manufacturers. This year logistics executives from BASF, Celanese, Shell, DSM, Tessenlerlo, Bayer, Akzo Nobel and many more will be present.

For Bulk Distributor readers to receive their additional 100 off the conference price, simply quote "EDBULK" or email amir.sebahat@wbr.co.uk

LogiChem Europe 2009, The 8th Annual European Chemical Supply Chain & Logistics Conference

31st March to 2nd April 2009 Hilton Dusseldorf, Germany

Tel +44(0)207 368 9465

info@wbr.co.uk

www.logichemeurope.com

Cobelfret adds containers to its Ireland ro-ro service

Belgian ferry operator Cobelfret has upgraded its recently launched north Europe to Ireland service to carry containers but has also scaled back one of its UK to Europe routes. The carrier launched the new service sailing between Zeebrugge, Rotterdam and Rosslare in October using a 150 trailer ro-ro vessel.

Cobelfret, says the service had a "difficult" start but, since an upgrade had been carried out at Europort, Rosslare, it had started taking containers on Mafi trailers. The company said it has been contacted by a lot of people specialising in high and heavy and abnormal loads. Previously such shippers were obliged to use the UK land bridge which is very costly. But Cobelfret can reduce the cost by putting it on a ship and because it can take passengers.

"When we started the service it was a real ro-ro service, mainly trailers and vehicles but it was always our aim to carry containers – you can't neglect the container market and you have to have a mix of cargoes, vehicles, trailer traffic and containers," said a spokesman. "But there was an operational problem in Rosslare meaning they couldn't handle containers when we started the service as they had no lifting capacity – which they've got now."

The service is claimed to have several advantages to those offered by container shipping lines. It is more frequent than those offered by box carriers and containers can be unloaded in high winds when cranes used to unload container vessels would be forced to stop working.

Seafield inks new Brunner Mond deal

Seafield Logistics division Ken Thomas Logistics Ltd has won a three year distribution and warehousing deal with Brunner Mond.

The new business was won in a competitive tender against a leading 3PL Ken Thomas has a long term relationship with Brunner Mond. A three year contract has been signed which will see an increase in both warehousing and distribution services in Northwich, Cheshire, home to Ken Thomas and also Brunner Mond's UK headquarters.

The operation for Brunner Mond is being completely overhauled with significant upgrades made to the warehouse facilities and an innovative warehousing solution being implemented. Storage capacity is being increased by 50% to 46,836 sq ft. The warehouse solution has been designed especially for Brunner Mond's Sodium Bicarbonate product and has been set up to handle an extensive range of graded product which is sold to a diverse customer base.

Sodium bicarbonate is a very high specification product and requires exacting standards in cleanliness. Landlords at Winnington Business Park in Northwich, First Investments have been working closely with the company and will be lining the interior walls of the warehouse with a flame retardant polymeric coated textile. The result will be a self-contained and pristinely clean environment. Craig Evans, Seafield Logistics' general manager for Brunner Mond explained: "The advantage of using material rather than building a fixed structure is a flexible warehousing solution which brings with it considerable cost savings."

Other improvements are internal upgrading of the warehouse floors and installing a new lighting system and externally improving the operating space for HGV/vehicle parking, loading and unloading.

Brunner Mond is a leading UK-based manufacturer whose main products are Soda Ash, sodium bicarbonate, calcium chloride and associated alkaline chemicals. The company is wholly owned by Tata Chemicals Limited, part of the Tata Group of India. The combined Brunner Mond/Tata Chemicals Group is the second largest producer of soda ash in the world. Brunner Mond is also one of the world's leading producers of Sodium Bicarbonate and one of Europe's leading producers of Calcium Chloride.

Rotterdam adds note of caution for 2009

Despite a poor last quarter, throughput at Port of Rotterdam increased in 2008 to the record level of 420m tonnes, 2.7% more than in 2007. Imports grew by almost 4% to 312m tonnes; exports fell by 0.5% to 108m tonnes. Bulk goods saw a small 4% increase, and general cargo almost 1%. Other dry bulk (-7%), roll on/roll off (-1%) and other general cargo (-17%) saw a drop in imports and exports. The handling of coal remained stable. The throughput of agribulk (+7%), ores and scrap (+9%), crude oil (+3%), mineral oil products (+1%), other liquid bulk (+10%) and containers (+3%) saw a positive development. Records were broken in three sectors: mineral oil products, other liquid bulk and containers. In units the throughput of containers remained stable at 10.8m TEU.

Hans Smits, CEO of Port of Rotterdam Authority, commented: "The port of Rotterdam has had an excellent year with record throughput, continuing high investments and the start of the construction of the Second Maasvlakte, at the beginning of September. However, it is approximately around that time that the downturn started, at a rapid pace. Obviously this puts things somewhat into perspective, but I remain positive about the future. This is primarily because of new investment: we ourselves are investing €4bn up to and including 2020, and other companies more than €10bn. There are as yet virtually no cuts in this respect.

"In addition, a number of investments will lead to greater activity in the short term. Think of the tank terminals and the 'slab terminal'. Nor am I pessimistic when it comes to throughput. Rotterdam is one of the most important hubs of global trade. If this decreases, we follow and vice versa. Certainly, throughput will initially fall



The quantity of coal handled remained constant at 28m tonnes

substantially in 2009. On average, however, we will be able to achieve 100m tonnes per quarter and a 5-8% percent drop. We would be happy if we can achieve 400m tonnes."

The total quantity of dry bulk handled increased by almost 4% to 94m tonnes. The quantity of coal handled remained constant at 28m tonnes. Up to September throughput grew by approximately 6%. After this the demand for energy stagnated and, moreover, exports were delayed due to falling water levels on the Rhine. With large imports from overseas, however, stocks quickly mounted. As of October the demand for energy and coke dropped sharply. In 2009 the throughput of coke for the steel industry might drop by a fifth. The drop in steam coal, over half of the total, is dependent on the winter temperatures and how much the closing of a mine at Gelsenkirchen (Germany) will result in imports for Rotterdam. A total coal throughput of 26m tonnes in 2009 appears to be the highest feasible.

The throughput of ore and scrap increased by

9% to 43.5m tonnes. The demand for and production of steel was at a very high level to September. The downturn was fairly sudden, particularly due to production restrictions in the car industry. The steel industry soon followed, although ore imports continued for a long time due to the performance of contracts. Arcelor Mittal has in the meantime closed down four blasting furnaces, which until recently purchased 6.5m tonnes of ore via Rotterdam. It is expected that there will be a drop of another 3m tonnes for other customers. The total ore throughput in 2009 would then certainly drop by 20%. Partly due to the big stocks the first quarter will be extraordinarily bad.

The throughput of agribulk (grains, oil seeds, derivatives) increased by 7.5% to over 10m tonnes. Because of the poor EU harvest in 2007/2008 a lot of agricultural raw materials had to be imported from overseas. This September the new harvest year started with a much better European production of grains. The import therefore decreased in the fourth quarter and will

continue to do so in 2009. Possibly the export of European products to the Middle East, which has suffered poor crops, will offer some solace. For the time being the forecast is that throughput will remain somewhat under 10m tonnes, which in part depends on the following harvest.

The import of crude oil increased by over 3% to a good 100m tonnes. The growth was primarily realised in the first months of the year and vis-à-vis the period in which jetty problems started. As of September throughput fell due to falling demand for oil products and maintenance shutdowns. Due to the recession the demand for oil products will remain low and consequently so will refining margins. The throughput of crude oil will therefore drop in 2009 in the direction of 95m tonnes.

Imports of oil products grew by 6% to 36m tonnes, exports fell by 6% to 22m tonnes. In total a record quantity of 58m tonnes (+1.5%) was handled. Although growth was less exuberant than in the past, the sector is holding its own in the face of the falling demand for products. Structurally a lot of movement remains due to regional differences in supply and demand, both quantitative and qualitative. The active trade sector reinforces this. Fuel oil is by far the most important product with probably over 25m tonnes. Russia remains the main supplier, with Brazil being the newcomer. The import of gas oil profited from supplementing of stocks in Germany and Switzerland.

The throughput of other liquid bulk, mostly basic chemicals, increased by 10% to the record level of 35.5m tonnes. Imports increased by over 9%, but dropped in the last four months. This is probably attributable to the chemical sector which slid into recession. This was not the case with bio-ethanol and bio-diesel which generally performed strongly: combined rising from 2.8m to 5.3m tonnes. More palm oil and sunflower oil were also imported. A change in American government policy may result in the import of B99 falling in 2009. In such a case an increase in intra-European transport is likely. The forecast for chemical production, in Germany minus 2.5%, will certainly entail lower throughput.

China's ports face slumping volumes

Port throughput growth in China hit a 10-year low in November, according to a report from the Ministry of Transport. China's port throughput was 460m tonnes in November, up 0.5% from the previous year - the slowest growth in a decade.

According to the report, 10m containers moved across the docks in November, 4% lower than in October. Though the volume of containers moved in November increased 6% compared to the previous year, the rate of increase itself dropped 6.7 percentage points from the same period in 2007.

Meanwhile, the report said only 30m tonnes of iron ore moved through Chinese ports in November, 9m tonnes less than that of October and down 20.7% year-on-year. Furthermore, the amount of coal moved also fell to 34m tonnes, a 13.2% decline from a year ago.

The negative growth in China's imports and exports in November particularly hurt the country's port throughput, said Zhou Zhanhai of Sinolink Securities. China's trade volume in November dropped 9% year-on-year to 189.8bn yuan (US\$27.7 bn). The growth rate of China's exports dropped sharply in November, resulting in the growth rate of container traffic sliding into single digits, Zhou added. China's container shipping growth rate could drop to 5-7% in 2009 as the country's export growth rate slumps further to 3%.

A research report from Sinolink Securities predicted that China will import about 400m tonnes of iron ore in 2009. Therefore, the amount of iron ore moved through Chinese ports will fall 5-7% points in 2009, hurting the ports that transport mainly iron ore, the report said.

Inland terminals are key

Europe seaports must move closer to the customer, and inland terminals will be key to this, according to one of the continent's leading terminal groups.

Benjamin Bruegelmann, of Eurogate, told a conference in Cologne that sustainable strategies for hinterland connections are badly needed for when growth returns.

"We have to prepare for further growth," he said. "It will happen." Eurogate has just started its "extended gate" programme, establishing a network of six inland terminals in Bremen, Magdeburg, Minden, Dortmund, Gernsheim and Wiesen. The concept is to move the seaport to the customer, Bruegelmann said. Customers will deliver their boxes to the inland terminal nearest to them, instead of bringing them to the seaport.

Eurogate will bundle the containers in the hinterland and deliver them via rail, road or inland waterway to Hamburg or Bremerhaven in time for shipping. This, Eurogate says, will significantly reduce the storage time of containers at the seaports.

In addition, Eurogate wants to achieve a better utilisation of its facilities, with boxes from the inland terminals being delivered at night. "Transport will become significantly more

predictable," he added.

There are plans to enlarge the network of six inland ports, but Eurogate is starting this move in a limited form because of the current slump in container trades. "The beauty of the system derives from terminals being under pressure. We are going to use the lull to continue to improve the concept."

In the long- and medium-term, Eurogate is assuming strong demand for extended hinterland capacities. According to Deutsche Bahn figures presented to the conference by Bruegelmann, cargo transported via rail from the port of Hamburg, starting in 2005, is forecast to increase by 90% by 2015. The estimate for Bremerhaven is 87%.

Hans-Gerd Gielessen, managing director of Luebeck port operator LHG, said that the percentage share of costs of the seaborne leg of worldwide transport is going to become marginal compared to the hinterland costs. He underlined that the latter will become an increasingly more important consideration for liner shipping companies when deciding on a port. "This will be crucial, at least in the Baltic. The situation in the North Sea is a bit different," he added.

Simon finds a solution for Dansk Olie



Lewis Tankers, Simon's UK-based road tanker operation, will handle onward deliveries of product to Dansk Olie's UK customers

Simon Storage is providing a complete base oil storage and distribution solution for Dansk Olie Genbrug A/S as part of Dansk Olie's expansion into the UK market. The five-year storage contract will be operated from Simon's Immingham East Terminal on the river Humber. Base oil will arrive at the Terminal by ship from Dansk Olie's new processing plant in Denmark, for storage in two tanks with a combined capacity of 4,000cbm. As part of a total logistics package, Lewis Tankers Ltd, Simon's UK-based road tanker operation, will handle onward road deliveries of product to Dansk Olie's customers throughout the UK.

Dansk Olie is one of the market leaders in the collection and treatment of waste oil from a variety of industrial sources. Its new waste oil processing plant in the Danish seaport town of Kalundborg, which opened in September 2008, utilises the latest technology to convert waste oil into virgin base oil and has an annual production capacity of 35,000 tonnes.

Riccardo Manes, business development manager

of Dansk Olie, said: "Simon will play a pivotal role in the company's plans to secure a share of the UK market for base oil. We are aiming to supply the UK with in excess of 15,000 tonnes of base oil per year, which will be stored and distributed exclusively via Simon's Immingham East Terminal."

Stock and transaction processing of Dansk Olie product at the terminal will be managed by TASCs, Simon's exclusive software, which offers customers secure, global access to live stock and account information, and the facility to place dispatch and delivery instructions remotely.

As part of Simon's integrated storage and intermodal solution for Dansk Olie, vehicles from Lewis Tankers' 60-strong fleet will be available to provide a response to delivery demands around the country. "We are delighted to be partnering Dansk Olie in its new export venture and this new volume fits well within our existing business profile," commented Stewart MacDonald, general manager of Lewis Tankers.

www.SimonStorage.com

Helsinki opens new harbour

Hutchison Port Holdings has won the contract to operate Stockholm's new container terminal, securing its second location in the Baltic. Ports of Stockholm manages the cruise, ferry, ro-ro and container operations in the three ports near the Swedish Capital and it is developing a new 500,000 TEU container terminal 63km south of the city in Nynäshamn.

The site is thought to be preferential to the current one due to its potential for growth and the shorter access channel that avoids the islands around Stockholm. The group opted for HPH after setting criteria to attract only international operators as it sought to compete with both Gothenburg, for domestic freight, and Helsinki for Baltic transshipments.

Under the 25 year contract Hutchison will take over the operations of Stockholm's existing operations in the Frihamnen area in the city while the greenfield site goes through the environmental process and is built. The first phase is scheduled for completion in 2012. Stockholm is the 48th terminal in the HPH network.

The Hong Kong-based operator hopes to use the potential of Nynäshamn and its current operations in Gdynia, Poland, to compete against Hamburg and Antwerp which are main hubs for Gothenburg and the Baltic.

Commenting on the agreement, John Meredith, group managing director of HPH, said: "We are pleased to participate in the development plans for the Ports of Stockholm. This supports our strategy of increasing our presence in growing markets especially those as geographically significant as Stockholm and Nynäshamn. We will be able to enhance Ports of Stockholm's competitiveness in the Baltic region and provide our customers with value-added services."

The company has not ruled out further development of its position in the Baltic region. Some of the smaller east Finland ports could now become potential candidates with their direct access to the Russian market, as they compete with the recently opened Vuosaari terminal in Helsinki.

Port of Helsinki moved to a new site

in the eastern district of Vuosaari at the end of November. As a result the old cargo terminals will be freed for housing and office space, and heavy road traffic will also decrease in city centre. The Vuosaari harbour is designed and equipped to meet the needs of today's users, featuring new operational methods that ensure faster cargo flows.

Vuosaari comprises the harbour area, adjacent business and logistics zones

and the gate area. It has direct connections to the Finland's entire main road and railway network and offers frequent shipping services between Finland and northern Central European ports.

The new port specialises in container and ro-ro traffic, as most Finnish utilised cargo is maritime based and carried in containers, trucks and trailers. The harbour has two 750 metre container quays and 15 ro-ro berths, some of which also lend themselves to handling deck cargo with a crane. There are three operating companies – Finnsteve Oy, Steveco Oy and Multi-Link Terminals Ltd.

Beside the gate area there is an 8-track railway yard for full length trains and, within the harbour,

sidings are used for feeding ships and terminals.

Vuosaari harbour has been designed and built under tight environmental scrutiny, subject to years of environmental assessments prior to groundbreaking in 2003. As a result, the harbour, which borders nature conservation areas, will operate with minimum environmental impact. The lighting of the site is the result of an architectural competition, won by APRT Architects for both merits in design and an effective, environmentally conscious solution to minimise the diffusion of light.

• HPH has been involved in a significant share-swap with Nippon Yusen Kabushiki Kaisha (NYK), and Evergreen group. The deals see HPH becoming a majority shareholder of NYK's Amsterdam Ceres Container Terminals (CTE), while NYK will have a minority stake in Europe Container Terminals (ECT) in Rotterdam. Meanwhile, HPH will become a shareholder of the Taranto Container Terminal, while Evergreen gains a minority stake interest in London Thamesport and ECT Delta.

The deals give HPH its first transshipment presence in the central Mediterranean and strengthen its presence in northern Europe. On the other hand, NYK and Evergreen will be able to tap into HPH's network of European ports and port-developed systems.



Artist's impression of the Nynäshamn development



Vuosaari features new operational methods that ensure faster cargo flows

Port of Felixstowe upgrades rail

In order to improve the efficiency and reliability of its rail operations, Port of Felixstowe commenced works to upgrade its South Rail Terminal.

Work started on the refurbishment of Line 1 at the South Rail Terminal, with the entire 465m of track being replaced. Further critical track upgrades, in co-operation with Network Rail, are also being undertaken on the curve of the track by the Felixstowe Seafarers' Centre, alongside Carr Road.

Chris Lewis, chief executive officer of Hutchison Ports (UK) Limited, which owns Port of Felixstowe, said: "We are committed to optimising environmentally-friendly rail transport opportunities for our customers. We have experienced very high volumes of rail traffic in recent months – breaking through the 9,000 rail moves per week threshold for the first time ever in September last year – and this highlights the need to improve freight capacity on the rail network so that more traffic can be distributed by sustainable modes."

The South Rail Terminal was extended by 39m on all three lines in spring last year, meaning that it is now able to accommodate trains up to 22 wagons in length.

The Port has also made a significant investment in providing state-of-the-art equipment for the terminal. A brand new rail-mounted gantry crane became fully operational in October 2008. The Port currently offers 52 services per day to and from Coatbridge (Glasgow), Trafford Park (Manchester), Liverpool, Leeds, Cleveland, Birmingham, Tilbury, Selby, Wakefield, Hams Hall, Ditton, and Doncaster.



The South Rail Terminal was extended by 39m on all three lines earlier in the year

Stockton's green light

California's Port of Stockton has received approval from US Dept of Commerce Foreign Trade Zones Board for expansion of Foreign Trade Zone nos 231.

The expansion to take place at the 475 acre Opus West Park in East Stockton is the eighth site approved by the Dept of Commerce for Stockton. This approval is particularly timely as it coincides with the completion of the largest warehouse built on speculation in Northern California - 736,000 sq ft.

"This expansion is part of the port's commitment to supporting economic development in the San Joaquin Valley," said Henry McKay, Port of Stockton special projects manager. "Its strategic location next to the Burlington Northern and Santa Fe railroads intermodal road promises to play an important role in promoting global trade and in turn creating family wage jobs."

The Foreign Trade Zone programme was created by Congress in 1934 as part of a stimulus package to assist the country during of the Great Depression. It has evolved and expanded through the years and is an important strategy in global businesses locating facilities in the United States.

Port of Stockton is a deep-water port 75 miles east of San Francisco Bay at the confluence of the San Joaquin River and the Stockton Ship Channel. The entire port area includes more than 2,000 cumulative acres of industrial properties, supported by 15,000 ft of dock, more than seven million sq ft of covered storage and serviced by the Union Pacific and Burlington Northern Santa Fe railroads. Stockton's role is as a niche port specialising in breakbulk, dry and liquid bulks and other non-containerised cargos.

www.portofstockton.com

CONFERENCES & EXHIBITIONS

2009

New Alchemy Tank Container Operators Training Course

March 2-6
Southport, UK
Tel: +44 1704 537094
Fax: +44 1704 501144
rboneham@premiumuk.com
www.newalchemy.co.uk

StocExpo Europe

March 25-27
Rotterdam, Netherlands
Tel: +44 20 8648 7078
Fax: 8687 4130
www.stocexpo.com

Logichem 2009

March 31-April 2
Dusseldorf, Germany
Eighth annual European bulk and speciality chemical supply chain conference.
Contact WBR Ltd, Anchor House, 15-19 Britten Street, London SW3 3QL, UK.
Tel: +44 20 7368 9465
www.logichemeurope.com

Multimodal 2009

April 28-30
NEC Birmingham, UK
Tel: +44 20 73 70 83 73
www.multimodal.org.uk

Transport Logistic

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

The London International Wine Fair

May 12-14
ExCel, London
www.londonwinefair.com

European Supply Chain and Logistics Summit 2009

June 8-10
Swissotel Dusseldorf, Germany
Tel: +44 20 7202 7560
www.supplychain.eu.com

Continued from page 1

guarantee capital with a further €36 million injection. Following these measures interest expenses will reduce considerably and the company's liquidity requirements are expected to be met even if the economic downturn continues throughout 2009. The balance sheet has thereby been considerably strengthened.

In recent weeks constructive talks have taken place with many parties directly involved with Vos Logistics including the works council, trade unions, banks and suppliers. In the late summer of last year the company took a series of measures in anticipation of a worsening economic climate. The unexpectedly rapid and sharp deterioration in the economy has necessitated a more sweeping intervention.

The company wishes to avoid any possible risk of confusion by stressing that it no longer has any links with Born-based Fred Vos Tank Transport (also operating under the names Vos Tank Logistics Holding Born BV and Vos Tank Logistics Born BV) which was declared insolvent in the last week of January. This company had been sold by Vos Logistics in 2006, since when it had operated as an independent entity.

In a joint announcement issued on 30 January by Frank Verhoeven, CEO of Vos Logistics and CFO Ben Vos (no relation to the Vos family which founded the company) the two senior executives stated: "We are pleased we have been able to reach agreement with our stakeholders on the many aspects of our restructuring plan so quickly and so constructively. It is proof that all parties are confident about our approach and the measures we are taking to guarantee the continuity of Vos Logistics. This restructuring has laid a robust base for a healthy company. Vos Logistics will continue to concentrate on retaining its strong position in the volume and bulk segment of the European transport market. We are also seeking selective growth in logistics services in specific niche markets."

Despite the recent downsizing, Vos Logistics remains one of Europe's largest players in the field of bulk and volume transport. It operates 30 sites throughout the continent and in addition to its 1,300 vehicles and 3,000 loading units, has at its disposal 200,000 sq m of combined storage facilities.

www.voslogistics.com

InterBulk gains food-quality accreditation

InterBulk Group is believed to have become the first intermodal operator to attain ISO 22000 compliance throughout the entire supply chain. The new standard guarantees quality assurance to customers shipping food-grade materials and InterBulk has taken steps to acquire this certification across all operations of its dry bulk division.

The company is already certified to GMP (good manufacturing practice) standards and stipulates that suppliers of film and liners also achieve compliance, ensuring its commitment to the integrity of food supply chains from manufacture right through to processing. This move has been prompted by recent changes in legislation relating to materials destined for human consumption.

Linertech, InterBulk's own joint-venture liner manufacturer, is able to benefit from an exclusive arrangement with PE film manufacturers which are also ISO 22000 accredited. In order to ensure

that these container liners always meet stringent food-quality standards, InterBulk ensures constant adherence to the regulations by auditing, setting improvement plans and continually monitoring all its suppliers. This is said to have resulted in a marked improvement in QHSSE (quality, health, safety, security and environment) statistics and a significant reduction in instances of non-conformance or errors, which can prove costly to rectify.

Colin Humphrey, InterBulk's QHSSE manager, together with his team are the driving force behind continuing development of the group's objective of achieving highest levels of quality assurance certification. He commented: "We see the long-term benefits ISO 22000 brings to InterBulk Group. Our certification and commitment to these principles open up new markets on a worldwide basis – GMP is recognised in most continents and is fast



Guaranteed food-quality assurance of Linertech liners is just one aspect of InterBulk's newly acquired ISO 22000 accreditation

becoming a common requirement for ISO 22000 compliance across food ingredients supply chains."

Nick Sierant, InterBulk's head of sales for dry bulk food applications, added: "Customers benefit because they know their food-grade products only come into contact with equipment, people and processes that have been developed to a guaranteed standard, which is controlled by a company that has applied the required standards itself"

www.interbulkgroup.com

Schmidt spreads the word for PVC while expanding in Turkey

For the past five years leading dry bulk logistics operator Karl Schmidt headquartered in Heilbronn, Germany, has been responsible for the logistics, warehousing and transport activities of its customer Vestolit which produces PVC at Marl Chemical Park.

In recent weeks a Schmidt road powder tanker has been cruising Germany's motorway network displaying the slogan of Vestolit's current marketing campaign "Gute Aussichten mit PVC" (great prospects with PVC). Siegbert Kopecky, Vestolit's head of logistics, commented: "Product quality and safety of products for us does not

cease at the gate, but reaches right into our customers' silos. Therefore vehicles running under the Vestolit flag comply with the high specifications required for general driving safety and the top-grade requirements of the latest environmental standards."

Looking further afield, Karl Schmidt has recently extended an existing cooperation agreement with Arkas, the leading Turkish freight forwarder. In line with Schmidt's business objectives, this collaboration will increase movement of dry bulk products into Turkey especially with regard to rapidly expanding imports from the Middle East. In addition to handling container traffic, the partners are now also offering wide-ranging services in warehouse logistics and distribution.

Like Schmidt, Arkas is an owner-managed company offering a broad range of services. Apart from the basic transport business, its core activity involves representation of reputable ocean carriers, operating port terminals at different locations as well as warehouse and distribution centres offering a total indoor floor space of

60,000 sq m.

Arkas employs some 5,000 staff at 36 locations and operates its own fleet of 23 container ships with a container capacity of 55,000 TEU deployed in the Mediterranean and Black Sea.

www.schmidt-group.de



Karl Schmidt road tanker carries PVC powder...and advertising for Vestolit

EuroBulkSystems

The International Publication Covering In-Plant Handling and Processing of Powders, Granulates, Pastes and Liquids

Bulk Distributor now has a sister magazine: **EuroBulkSystems**.

Every issue, **EuroBulkSystems** provides in-depth coverage of bulk handling and processing activities throughout Europe in these sectors:

- Chemical
- Food
- Pharmaceutical
- Industrial minerals
- Plastics
- Allied industries

It reports on new handling & processing equipment technology, latest contracts and major new installations – in addition to providing informed comment and interviews with key industry decision-makers and innovators.

To complement the print magazine which is published six times a year, www.eurobulksystems.com provides an unrivalled news digest - updated weekly.

For further information, please visit:

www.eurobulksystems.com

CLASSIFIED

Want to promote your products and services?

Please call +44 (0)1932 225632

or fax +44 (0)870 762 0434

or email anne.bulkd@btinternet.com

INSULATED IBC & TANK COVERS

Standard IBC range
Any size made
With/without panels

CONTROLLA

Tel: +44 (0) 1254 772020
Fax: +44 (0) 1254 773030
Controlla Covers Ltd, Darwen,
Lancs BB3 0EH, United Kingdom



*“Reliable performance,
when you want to be sure”*



Quality • Reliability • Service



U.K. Head Office &
Manufacturing Plant
Tel : +44 (0)1282 687100
Fax : +44 (0)1282 687110
Email : sales@fortvale.com

FORT VALETM

www.fortvale.com

Netherlands
T: +31 180 483333

U.S.A.
T: +1 281 471 8100

Russia
T: +7 916 682 0947

China
T: +86 21 6442 1367

Singapore
T: +65 6515 9950

Australia
T: +61 (03)5278 2186

© Fort Vale Engineering Ltd 2008