

# BULK DISTRIBUTOR

INTERNATIONAL NEWS • PEOPLE • PRODUCTS

July/August 2010

## Hoyer reports positive 2009 – bitumen and food logistics perform best

Hoyer has reported that the global economic climate had a negative impact on the performance of the Hamburg-based group last year. However, despite lower turnover (14% down), Hoyer was able to post another positive operating result.

The Group succeeded in maintaining a solid financial performance in 2009. With earnings before taxes amounting to €20.6 million, Hoyer achieved a 2.4% return on turnover in 2009. After adjustment for special items, the operating return on turnover was 3.3%, which is an improvement on the previous year. "The 2009 financial year turned out better than we expected at the start of the year," said Thomas Hoyer, chairman of the advisory board. "Our business model has shown itself to be robust," added Ortwin Nast, Hoyer's CEO. "Our previous strategic decisions have proven themselves."

Hoyer's turnover in 2009 was approximately €852 million (2008 - €986 million).

In the various operating divisions, chemical logistics – Hoyer's most important sector accounting for around 50% of turnover – managed to increase slightly its share of the European market. The company's flexible business model, with its high share of outsourced and thus highly adaptable resources, played an important part in this success. The Supply Chain Solutions (SCS) division reported increased turnover thanks to the acquisition of new business. In early 2009,

a SCS project assumed responsibility for loading polyethylene granules for a petrochemical group, which is part of the world's third largest independent chemical company. For this purpose, Hoyer fitted an inlet to a standard 20 ft container and filled the product using a special belt thrower loading procedure. To increase shipping capacities, the division developed a system that allows the loading equipment to remain on site with the customer. That way, as soon as one truck has been loaded, the next one can follow immediately. The system was responsible for doubling the loading capacity to approximately 30 containers a day.

Petroleum logistics saw a slight fall in turnover in 2009, some of which was due to currency effects. But Hoyer was able to stabilise its existing export markets and renew contracts that had reached the end of their term. Petroleum delivery volumes remained virtually at the same level as last year. In Scandinavia, lower sales volumes were offset by new business gains.

2009 was a successful year for bitumen transportation in the petroleum logistics market. This was due in part to the economic stimulus packages launched by the German government for roadbuilding, which increased demand for bitumen. Hoyer's customers include major petroleum companies operating refineries and the asphalt processing industry. Bitumen has to be loaded and transported at temperatures of up to



Hoyer says its extensive range of foodgrade equipment was a big factor in winning new business in the food logistics sector

200 degs C.

In gas logistics, the weakness of the global economy triggered a significant decline in turnover. The business unit acted promptly to introduce adjustment measures to limit the volume-related decline in margins.

However, in food logistics, the company was successful in expanding its European business

with beer and with sweeteners such as glucose. The flexitank business was especially busy, with business doubling compared to the previous year. Here, Hoyer will focus more strongly on the Asian market in the future. The group also reported the successful acquisition of new business in juices, oils and fats as well as chocolate segments.

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

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## EC refers 13 states for stalling rail liberalisation

Thirteen member states of the European Union face court action for failing to implement rail freight liberalisation. The European Rail Freight Association welcomed the decision of the European Commission to refer 13 Member States to the EU's Court of Justice (ECJ) for failing to implement correctly various parts of the basic EU legislation (First Railway Package) on opening the EU's rail market to competition.

Seven years after the legislation was required to be in place, the Commission has decided that Austria, the Czech Republic, Germany, Greece, France, Hungary, Ireland, Italy, Luxembourg, Poland, Portugal, Slovenia and Spain have still failed to implement the legislation to such an extent to justify such a court referral.

"The Commission has agreed with many complaints from ERFA members and no doubt others about the failure of these member states to ensure the independence of the infrastructure manager from railway undertakings, non-

discriminatory track access charging and the setting up of an independent regulator to address obstacles to competition in access to rail infrastructure," said an ERFA statement.

ERFA agrees with the Commission that failure to implement the legislation correctly has had and is still having an adverse effect on the ability of independent operators to compete fairly, citing unfair conditions of competition in access to infrastructure that can arise from a situation where the infrastructure manager is not sufficiently independent from entities running railway services themselves.

In addition, some access charges "are too high and therefore exclude potential operators who would have been able to bear charges set at the direct costs resulting from the operation of a particular service (the minimum charge required under EU legislation)".

Finally, ERFA says the lack of strong and independent railway regulators which have the



Slow progress on rail reform

power to take effective decisions on market access and charging issues are also essential for the establishment of fair and non-discriminatory market conditions.

"ERFA members' experience is that these failures, and many more not listed, cover much of the main rail freight routes and areas of Europe. They urge the Commission to press forward with these legal actions in the hope that member states will deal with these issues before they reach the court, if only to avoid the embarrassment of so many major EU member states being charged with disobeying the laws that they themselves agreed to so many years ago," the statement continued.

However, welcome though these actions are, ERFA says they are not enough. There are at least nine other member states who also have not implemented the First Railway Package; The association hopes that the Commission will announce a second tranche of court referrals. "Even more importantly, ERFA awaits with interest the forthcoming Recast of the First Railway Package, and hopes that this will finally create the fully liberalised single market in rail freight that customers, operators and policy makers await with increasing impatience."

## Stolt tanks climb

Stolt Tank Containers' second-quarter operating revenue climbed to US\$125.1 million, up from \$107.1 million in the first quarter of 2010. The surge in revenue for the quarter reflected strong demand for tank containers in most markets worldwide. STC's rates rose during the quarter, in line with higher ocean freight rates and continued tight capacity.

Shipments increased to 28,495 in the second quarter, up from 24,729 in the prior period, and fleet utilisation rose to 74.1% from 70.2% in the first quarter. STC's fleet stood at 24,241 tank containers at the end of the quarter, taking into account recently delivered newbuildings and the off-hiring of older and more expensive leased tanks.

STC reported a second-quarter operating profit of \$15.9 million, up from \$10.6 million in the prior quarter. Results for the period were positively affected by reduced repositioning costs due to more balanced trade, the positive impact of a stronger US dollar, lower tank rent, and the

company's continued emphasis on managing its costs. The combined positive effect of these factors more than offset a 25% increase in ocean freight rates during the quarter.



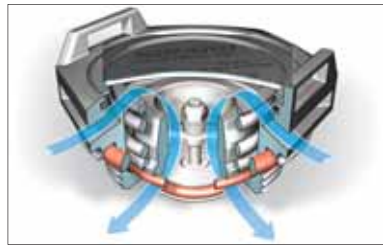
The surge in revenue for the quarter reflected strong demand for tank containers in most markets worldwide

# Girard sMart Vent provides relief for IBCs



Girard Equipment, Inc recently unveiled the latest product to its ever-growing line of IBC Pressure/Vacuum Relieving Vents. The 2ins sMart Vent along with the 3ins Stainless Fusible Cap, is said to give users all the protection they will need for most IBCs.

The sMart Vent fits into a standard 2ins bung port; the design features a cast stainless guard to protect the vent against impact damage. Engineered for low maintenance and easy cleaning,



the vent offers superior protection for metal IBCs. The sMart Vent has a "quick venting release" feature built into its design. Pressing down on the rain cover releases internal pressures insufficient to trigger automatic venting. This feature proved to be most beneficial to operators who may experience "splash-backs" when trying to open IBCs with built up pressures within the tank.

A machine ring groove allows the vent to be tethered directly to the IBC. Some of the features that make the sMart Vent "so smart" says Girard, include all cast and precision machined stainless steel, low profile design, "Quick Venting Release" QVR feature, being rugged and durable, compact and easy to install, and electro-polished to allow for easy cleaning.

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

## BULK DISTRIBUTOR

### Now under new ownership

Dear Readers and Advertisers

In June, *Bulk Distributor* was taken over by Ashley & Dumville Publishing Ltd, based in Knutsford, UK. So this is the first issue under new ownership.

Patrick Hicks has handed over the reins 20 years after starting the title, then called *Tank Container World*. We wish Patrick all the best for the future and look forward to keeping in touch with him in his roles as Secretary of the International Tank Container Organisation and also Secretary of the Container Owners Association.

Having published *Fuel Oil News* for 32 years we have some knowledge of part of the *Bulk Distributor* market and we look forward to working with the existing team of Neil Madden, Richard Miller and Anne Williams to learn a lot more.

We are very keen to learn of your ideas about what you want from *Bulk Distributor* and we hope to make contact with as many of you as possible over the coming months. It will be invaluable to have your input, so please don't hesitate to get in touch with us.

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# IBCs ideal for TDI

Schuetz has in recent years developed some innovative new production techniques and products that have opened up new applications for IBCs.

First and foremost, IBCs can now be used as a substitute for steel packaging. In this context, Schuetz and Bayer MaterialScience have demonstrated in collaborative testing that the Schuetz IBC with EVOH barrier is also suitable for the transport and storage of the hazardous substance toluene diisocyanate (TDI).

This particular isocyanate, like the chemically similar MDI (methylene diphenyl diisocyanate) is chiefly used as a raw material in the production of polyurethane, end products of which include foam mattresses and car bumpers and dashboards.

While MDI has been transported in composite IBCs for years, until now steel drums were the main option for TDI. The reason for this was the chemical behaviour of the HDPE inner bottles. In contact with TDI, namely, HDPE can swell by up to 13%, which in turn alters its profile of properties by up to 20%.

Schuetz and Bayer MaterialScience – one of the foremost producers of TDI and MDI – have now discovered that this problem can be eliminated by using IBCs with an EVOH barrier integrated into the container wall.

Swelling is reduced to a minimum, on the one hand, while on the other the ethylene and vinyl alcohol-based copolymer provides reliable permeation protection. This means that volatile ingredients are prevented from escaping into the atmosphere through the container wall and at the same time that filling goods are shielded from environmental influences, such as oxygen, penetrating it. Consistent quality is the result.

Moreover, users benefit from all the familiar handling and logistical advantages. By using composite IBCs instead of steel drums, they can save time and money during the filling and emptying of IBCs and also during all loading and transport processes. The



The six-layer IBCs with integrated EVOH barrier are also ideal for transporting and storing isocyanates

container has the filling capacity of five drums but only takes up as much room as four. What's more, filling products can be hermetically discharged via the bottom outlet valve. The containers are naturally also included in the Schuetz Ticket Service, which guarantees collection of emptied IBCs for reconditioning.

The security-layer technology is what

originally pointed the way for the new generation of EVOH IBCs. This extrusion blow-moulding process, during which six material layers can be processed simultaneously, was what first made it possible for a barrier to be sandwiched between two carrier layers of HDPE.

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

## Hoover buyout

Hoover Group Inc, the holding company for Hoover Materials Handling Group, is now under new ownership after a management buyout by the company's CEO Donald W Young.

The controlling interest in Hoover was acquired from a subsidiary of Citigroup Inc. The management-led buyout received the financial backing of several industry executives in the Houston area and received the consent of PNC Bank, National Association, as the lender under Hoover's revolving credit facility. Financial terms of the deal were not disclosed.

"This transaction creates a tremendous opportunity for the Hoover team to serve our customers better," said Young. "Under management-led, independent ownership, our company's attention and capital will be solely focused on the continuous improvement of Hoover's industry-leading, high quality products and the expansion of our customer service capabilities and product offering. We plan to accelerate the execution of our vision and open new strategic opportunities for our business."

Hoover's IBCs are manufactured in an ISO 9001:2000 facility. The Quality Management System is applicable to: providing sales, design, manufacturing and distribution of UN and DOT specification intermediate bulk containers, ASME code vessels, non-specification containers, and associated equipment for the handling of regulated materials.

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

## New cleaning line in Turkey

Mauser subsidiary National Container Group (NCG) has opened a new automatic IBC cleaning line at its facility in Tuzla, near Istanbul. The state-of-the-art equipment will allow faster reaction to customer demand, while reducing the impact on the environment.

In its Tuzla plant, NCG offers both reconditioning services for steel and plastic drums, and laundry services for IBCs, including rebottling. The new automatic IBC cleaning line will make the site the most modern facility in the Turkish market, the company claims. The investment is also in line with the Eco-Cycle approach of the Mauser Group, which combines economy with ecology. The automatic cleaning equipment increases eco-efficiency by reducing energy and water consumption. It also supports the focus of many customers on reusable industrial packaging and an improved carbon footprint.

"This expansion enhances our product portfolio, and provides opportunities to support our customer's sustainability approach," says Ali Ozbudak, general manager NCG Turkey. "As the recollection market is expanding, we will be able to react swiftly to increasing customer demands."

NCG entered the Turkish market in 2007 by acquiring a company called Metplast. Since then, NCG has invested heavily into the plant to be able to provide high standards of service quality to its local and international customers from the

chemical and lube oil industries.

At this year's 'Know-How Conference' for licensees and technology partners, Mauser presented its first "Sustainability Report". It pertains to the business year 2009 and provides an overview of all of the company's activities as well as its strategy with regard to sustainability. With this programme, Mauser says it demonstrates how the industrial packaging industry can combine business success with environmental and social responsibility. "We are convinced that a willingness to take on more social, environmental, and economic responsibility in times of growing globalisation and the worldwide economic and financial crisis will become an increasingly important competitive factor," said CEO Dr Clemens Willée, presenting the report.

The sustainability program, does not only address the environmental aspects of Mauser's corporate activities. It specifically addresses all important stakeholders such as customers, employees, shareholders, business partners, NGOs and the public at large, and includes all business areas from development, manufacturing and production, to sales and service. The company has developed and initiated a wide range of measures to implement and institutionalise the sustainability commitment throughout the company.

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

# EuroParliament votes to limit truckers' working hours

A slim majority of MEPs voted on 16 June to reject the European Commission's recommendation that self-employed truckers be exempted from rules governing working time, concluding what had become a lengthy political battle between the forces of left and right.

Regulating the working conditions and behaviour of lorry drivers in the EU has been a divisive issue in recent years. The main bone of contention has been whether to include self-employed truck drivers in the controversial EU Directive on Road Transport Workers.

The EC believes self-employed truckers should be excluded from the directive, as it is unfair to subject them to the same rules as truckers employed by companies who must limit their working time. According to the European Parliament, before the June 2009 European elections, a majority of MEPs were in favour of including them in the directive but the current, more right-leaning Parliament has been more divided on the issue, with many MEPs supporting the Commission's position.

However, in April 2010, a report by Slovakian centre-right MEP Edit Bauer, calling for the exclusion of self-

employed truck drivers (ie, supporting the Commission's position), was voted down by the Parliament's employment committee following a heated debate.

The vote appeared to bring to a close several years of political wrangling on what has become a highly divisive issue. 368 MEPs rejected the Commission's position, while 301 supported it.

Angry at the outcome of the Parliament's vote, EU Transport Commissioner Siim Kallas said the EU executive reserved the right to withdraw its proposal, a radical step which would result in the bill being definitely ditched.

On the one hand, the centre-right argues that over-regulating self-employed drivers will hamper their competitiveness and ability to earn a decent wage, while the centre-left believes the lack of such regulation puts drivers at risk of burn-out, increasing the danger on EU roads.

However, the result reflected a significant 'swing' in attitude among a key section of MEPs from the Parliament's majority grouping, the centre-right European People's Party (EPP).

EPP delegates from a number of EU countries, notably France, Spain, Italy and Luxembourg, opted to support the European Socialists and Greens.

MEPs from the EPP and European Conservatives contacted by the specialist website EurActiv attributed the 'swing' to an efficient lobbying campaign by trade unions, particularly in Italy, Portugal and Spain. Centre-right MEPs in those countries responded to the pressure exerted by the unions, which mirror the position of the European left, they said.



The EC believes it is unfair to subject self-employed drivers to the same rules as truckers employed by companies

MEP Edit Bauer, whose report on the issue supported the Commission's stance, claimed the result was due to an "astonishing campaign of misinformation" by misguided trade unions.

Political wrangling aside, the upshot of yesterday's vote is that the 2002 directive remains in force. This means that member states will now, finally, have to implement the directive and bring self-employed truckers into their

national legislation.

Should they fail to do so within the as-yet-to-be determined time-frame, the Commission has the obligation to begin infringement proceedings against them. EU Transport Commissioner Siim Kallas hinted at this when he said that the EU executive would do what was necessary to ensure compliance by member states with the current unchanged directive.

## Grindrod grows

South Africa's Grindrod Group has acquired Associated Bunker Oil Contractors (ABC) group, based in Rotterdam, for an undisclosed amount. ABC group is a well established physical supplier of marine bunker fuels in the Rotterdam and surrounding port areas.

ABC operates four bunker tankers delivering marine fuels to ships in the ports of Amsterdam, Rotterdam and Antwerp (ARA). ABC also supplies marine bunker fuels for its own account. The group is linked to the Vinotra Pool, a scheduler of bunker tanker delivery services in the ARA ports.

Laurence Stuart-Hill, executive director of Grindrod Limited, said: "The acquisition of ABC in Europe expands the recently established bunker barge business in South Africa. The expansion of our bunker barge business into Europe supports our

strategy of expansion into international and niche market sectors." Grindrod operates three bunker barges under long term contracts to the oil industry in South Africa.

The two components of ABC, namely barge operations and physical supply will be separately managed by the shipping (barge operations) and trading (physical supply) divisions of the Grindrod Group.

The acquisition of ABC provides a base from which Cockett Marine can further enhance its position in the Rotterdam market. Cockett Marine is Grindrod's Trading arm which trades and supplies marine bunker fuel and is based in London with other offices in major bunkering centres.

ABC's existing senior management will continue in their management roles.

## New terminal for Mainz

The City of Mainz, Germany, and Frankenbach Container Terminal are constructing a new trimodal terminal in the Ingelheimer Au industrial area. In the first phase, 80,000 of the available 130,000 sqm will be used. Initially, the handling capacity will be 160,000 containers, some 260,000 TEU. The investments is approximately 30 million. The terminal is planned to be operational at the

beginning of 2011.

Four inland vessels can line up along the 600m long quay wall. The large outreach of the crane enables vessels to be handled two wide, and board-board. Two rail tracks of 600m and two of 220m will be constructed. At the moment, Frankenbach operates four inland terminals between the west ports and Wörth and Frankfurt (Hochst).



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## Girard adds distributor

Girard Equipment has added Central Connecticut Tank as an authorised distributor of its products. Girard believes the new relationship will generate greater availability of its products backed by "exceptional" service from Central Connecticut Tank.

Craig Marturano, general manager of Girard Equipment, Inc, commented: "The recommendation to add Central Connecticut Tank to the Girard family of distributors was simple. With tremendous growth potential and exceptional leadership from its president Thomas Pelloni, CCT will provide Girard Equipment and its many customers a viable distributor in the northeast USA."

CCT is a privately held fleet maintenance, vehicle repair and tank fabrication company. CCT is located in Meriden, Connecticut, midway between the Hartford and New Haven

areas.

CCT operates two full time shifts of qualified and certified technicians for repair and maintenance services and offers 24-hour roadside and on-premises emergency services. Licensed to sell and repair specialised construction and environmental services equipment, CCT provides services to a wide range of customer fleet sizes and types, including heavy duty equipment for construction, freight and chemical management fleets.

For tank fabrication and repair services, CCT is National Board Certified to perform tank repair, DOT inspections and certification services. The company's employees include qualified technicians, fabricators, welders, and vehicle graphics professionals.

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

## Lehnkering commissions new gas vessel

Lehnkering is continuing to modernise its fleet of inland vessels. The company commissioned the Dutch shipbuilder TeamCo SHIPYARD BV to build a new gas tanker. In building the vessel, the company says it is catering to the future requirements of the market.

The new LRG GAS 88 will bring the number of vessels in the company's own gas tanker vessel fleet to 17. TeamCo Shipyard has already carried out the realisation of internal fittings and superstructures for the LRG GAS 87 tanker (pictured) taken into service in 2009. The integrated pressurised gas tanks are manufactured in Germany by Gronemeyer & Banck. The new vessel will be propelled by two state-of-the-art, high-powered 634 KW engines with low fuel consumption. The gas tanker which draws a maximum of 2.8m of water is canal-going and as such, can also be deployed on inland waterways. It can be used for Lehnkering's entire range of gas products. The building time will be around 14 months.

"By building this new vessel, we are making a further investment in safeguarding the future of our fleet. The new gas tanker is part of our



ongoing programme to rejuvenate the fleet, since we are confident that the market will continue to grow over the next few years", said Cees van Gent, CEO of Lehnkering.

The company has now reserved a further vessel (LRG GAS 89) from the Dutch shipbuilder. Altogether, Lehnkering's Shipping Logistics & Services division is looking to secure an even stronger position for itself in future as a universal shipowning company with strategic business units of Dry Cargo, Gas and Liquid Cargo shipping.

Mark van Anandel is taking over as manager of the Lehnkering companies

in Rotterdam and Antwerp. Before joining the company, van Anandel (46) was director contract logistics EMEA west district (Benelux/France) for UPS Supply Chain Solutions, where he gained a lot of experience in the international logistics business as well as with M&A projects.

At the same time, Gaylord Holländer (40) is taking over as head of the Liquid Cargo Shipping division. The Hamburg-born manager, who has been at Lehnkering since 2008, replaces Jürgen Thomas at the company's Mannheim base. Thomas is entering early retirement for health reasons.

## UWTT opens

United Waalhaven Tank Terminal began operations on 17 May on the premises of Waalhaven Botlek Terminal (WBT), in Port of Rotterdam. The modern repair and cleaning facility is claimed to be the first intermodal tank container depot in Rotterdam.

Tank containers can be delivered by barge and by truck, from Monday till

Friday, during the normal opening times of the terminal: 06.00-22.00.

The terminal is located at the Nieuwesluisweg 268, Rotterdam-Botlek, Harbour 5049. UWTT has a total storage capacity of 10,000 TEU. Up to 40% of this capacity will be reserved in the future for tank containers.

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## Amsterdam links up to Betuweroute

Port of Amsterdam is now connected to the Betuweroute, the dedicated cargo rail track that runs from Rotterdam to the German border. This means the port has managed to expand its railway connections to the European hinterland. The railway connection is near Meteren/Geldermalsen, and is being seen as a significant milestone in strengthening the position of the Amsterdam port in the European hinterland and indeed allows the city of Amsterdam to benefit from the rising interest in rail as a sustainable transport alternative.

Cees Tommel and Sjoerd Sjoerdsma, managing directors of Keyrail, which operates the dedicated freight line, commented: "Keyrail's volume strategy is this that we want as many trains as possible to be using the Betuweroute. Connecting Amsterdam port to this route is a great contribution."

Port of Amsterdam president and CEO Dertje Meijer, added: "The Port of Amsterdam as a shareholder of Keyrail is delighted with the hinterland's improved accessibility by rail. With our bulk the Amsterdam port provides a large volume of cargo to Germany. The direct connection to the Betuweroute is a significant and strategic supplement to the accessibility of our port by means of inland navigation and road transport. In addition, the port has been investing in a new rail connection to the Afrikahaven and improving the harbour complex's connection to the Dutch railway network."

Recently the number of trains using the Betuweroute has increased considerably. By the end of 2010 about 350 freighters will be using the line on a weekly basis.



The railway connection is near Meteren/Geldermalsen, and is seen as a milestone in strengthening the position of Amsterdam port in the European hinterland. Photo: Ronald Tilleman

# Moselle wants to go multimodal

Early in 2010 the Ports of Moselle Authority (Société des Ports de Metz – SDPM) in partnership with the Port of Trier (Hafen Trier) initiated a feasibility study on the development of a containerised service, both by inland navigation and by rail, from their ports. Supported by the Chamber of Commerce and Industry of the Moselle region, the project aims to connect the Moselle ports with the main port areas of Northern Europe.

While significant investment in multimodal facilities has taken place along the river Rhine, its tributary the Moselle has been relatively neglected. The feasibility study aims at finding ways to upgrade inland navigation and rail infrastructure to and from the Moselle region, to improve connections between the major maritime ports of Europe and the inland ports along the river, and contribute to a regular containerised barge service and/or rail for imported as well as exported cargo.

The results of the study will be presented to during a one day conference, to be held in Metz on 19 October 2010. The conference wants to provide a forum to all current and interested future stakeholders, enabling them to learn more about the opportunities on offer and to exchange views. To this end the



The Moselle has not seen the same level of investment in multimodal solutions as the Rhine

conference will be interactive, trilingual, and will be backed up with several networking opportunities.

The meeting is open to all interested parties and is free of charge. Target attendees are seaports, deepsea terminal operators, inland terminal operators, ship owners and shipping lines, logistics providers, warehousing companies, industrial real estate companies, operators of the various transport modes (rail, road, inland navigation), forwarders, and shippers.

Apart from providing details on the new infrastructure, the conference will also introduce the 'Multi Modal Shuttle'. Furthermore the officially presented findings of the study are open for debate, so much so that topics and speakers from various countries are selected to guarantee a multilateral approach.

The event is organised by Confor sprl  
Tel: +32 2 569.89.05  
info@confor.be

[www.multimodalshuttle.eu](http://www.multimodalshuttle.eu)

# Joint solution for P&O & Brenntag

P&O Ferrymasters has designed a new logistics solution for Brenntag Europe in Ireland.

The solution stems from the two companies working together on a project to transport hazardous chlorine cylinders from Runcorn in Cheshire to Ireland. Successful trials led to further talks which resulted in a solution and the new partnership.

John Campbell, P&O Ferrymasters' commercial manager, said: "We were approached by Brenntag Europe to design and implement a tailor-made solution for a specialised area of

transportation. We pride ourselves on offering customers an innovative and bespoke approach to solving their logistics challenges. We designed and manufactured a custom-built frame for Brenntag to carry the cylinders on a dedicated trailer operating on a roundtrip basis. Once the full cylinders have been transported to Dublin, the trailers are immediately reloaded with the empties and shipped back into Liverpool."

P&O Ferrymasters is part of P&O Ferries, which is owned by Dubai World.  
[www.poferrymasters.com](http://www.poferrymasters.com)



# First narrow track Volvos in UK

The first two Volvo narrow track fuel tankers in the UK capable of carrying 11,000 litres of product entered service recently with Tincknell Fuels Ltd of Wells, Somerset. Plated for operation at 16 tonnes gross weight and equipped with purpose-built single wheels and tyres on the drive axle, an overall width of just under 2.3m has been achieved.

"Many of our heating oil customers live in fairly remote areas of Somerset, Devon and North Dorset where access can be a real problem," said Tincknell Fuels Ltd operations manager Mike Brown. "What we needed was a short wheelbase truck with a good turning circle together with a narrower overall width than usual. Fortunately Volvo's Product Engineering team at Warwick was able to provide exactly what we needed," he added.

According to Volvo Trucks Sector account manager John McCluskey and Duncan Seaman, segment sales engineer, the Narrow Track FL provides a practical solution to the operational challenge of delivering down very narrow roads without moving to a lower GVW rigid tanker and therefore losing payload capacity. With their narrow overall width of 2.3m and being able to plate the vehicles at 16 tonnes GVW, Tincknell Fuels was able to achieve an 11,000 litre payload. The benefits are that efficiency in operation can be maintained by reducing the number of times the vehicle has to return to base to reload. John McCluskey, who led the project, points out that the 3.5m wheelbase provides excellent manoeuvrability which, when coupled to the 11,000 litre payload, makes for a very productive truck in the rural environment it works in.

Equipped with a Magyar tank body, the Volvo FL required only minor modifications on the line at the factory. Specially designed eight stud wheels and Goodyear 455/45 R22.5 'super single' tyres were retrofitted to the rear axle prior to delivery.

Tincknell has already placed additional orders. A third truck was exhibited at the Federation of Petroleum Suppliers Expo in Harrogate in April.



Tincknell Fuels is operating the first narrow track Volvo FL tankers to go into service in the UK

# EPCA – coping with 9bn people

This year's EPCA Annual Meeting takes place at the Intercontinental and Marriott Hotels, Budapest, Hungary on 2-6 October 2010.

Sessions will concentrate on how to cope with nine billion people on the horizon by 2050, coping with problems as challenging as global warming, access to potable water and sufficient food, decent housing, health and education. At the same time the world has to deal with the reduction in traditional energy sources, and solutions must be found urgently to satisfy nine billion people's needs.

The chemical industry, which is already now the necessary supplier of all other industries in the world and is likely to play an ever increasing role in this respect, can and should enable solutions that successfully and efficiently respond to a lot of these challenges. The Meeting's programme is designed help the business community to reflect on how to safeguard sustainable development in respect of



these enormous challenges.

Conference speakers and panellists on Day 1 (Monday 4 October) include Jeremy Bentham, Vice President Global Business Environment, Shell International, Dr Andreas Kreimeyer, Member of the Board of Executive Directors, BASF SE, Prof Asit K Biswas, Founder, Third World Centre for Water Management and Jeremy Rifkin, President, Foundation on Economic Trends.

On Day 2, an early morning workshop will be dedicated to 'Chemical Supply Chains Matching Nine Billion People's Needs'.

Jeffrey Sachs, Director, The Earth Institute, Quetelet Professor of Sustainable Development, Professor of Health & Management, Columbia University and Special Advisor to the United Nations Secretary-General, Ban Ki-Moon, will address the audience.

His presentation will be followed by a panel debate during which Prof Sachs' viewpoints will be confronted by Michael Behrendt, Chairman of the Executive Board of Hapag-Lloyd AG, and representatives of EPCA member companies to be confirmed.

To complement the conference sessions and networking meetings a 'Logistics Village' will also be staged throughout the event at the InterContinental Hotel.

For further information

[www.epca.eu](http://www.epca.eu)

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CERTIFIED ENVIRONMENTAL MANAGEMENT SYSTEM ISO 14001:2004

## Beumer opens subsidiary in Mexico

Beumer Group, Beckum, Germany, has established Beumer de Mexico S de RL de CV in Santa Fe, a business district in Mexico City. With around 2000 employees and a turnover of some €375M, the group is a leading international manufacturer which specialises in conveying, loading, palletising and packaging technology as well as in sortation and distribution systems. The newly affiliated company currently has five staff headed by Roberto Romero and will receive the full support of Beumer Corporation in the USA. Until now business in Mexico has mainly concentrated on the cement sector but the subsidiary aims to diversify by generating new customers, especially for its palletising and packaging equipment. Apart from the objective of increasing sales of new machines in the region, it also expects by its local presence to provide better



Beumer stretch hooder protects the goods, minimises film use and achieves an elegant utilised package

support for existing customers through faster supply of spare parts, improved service and the associated removal of language barriers.

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

## US acquisition broadens Spiroflow product range

Spiroflow Systems Inc., the US sister company of UK-based Spiroflow Ltd, has acquired Dynamet Inc., a leading US designer and manufacturer of powder handling equipment including tubular chain drag conveyors, flexible screw conveyors, bulk bag dischargers, manual sack tip stations and pneumatic tilt tables for a variety of industries including food, chemical, pharmaceutical, packaging and plastics.

As a result of the take-over, Spiroflow will shortly expand its range of equipment not only in the USA but also in Europe and beyond, allowing it to offer one of the largest selections of conveyors and other powder handling equipment in the industry. "We are excited about the Dynamet acquisition, the new equipment lines we shall be able to offer and the additional talent that their team will bring to Spiroflow", said Spiroflow chairman Michel Podedvyn.

[www.spiroflow.com](http://www.spiroflow.com); [www.dynametconveyor.com](http://www.dynametconveyor.com)



Dynamet tubular drag conveyor system delivering material to a silo; the equipment will soon also be available in Europe

## Overbelt electro-magnets for explosive environments

Goudsmit Magnetic Systems, Waalre, the Netherlands, has developed overbelt electro-magnets that are suitable for use in dusty explosion-sensitive environments in ATEX 22 zones. The new magnetic separators can be used for removal of ferrous particles from recycling and/or bulk handling material flows such as wood, garbage, RDF (refuse derived fuel), hard coal or cement. The

conveyor belts are extra strong and durable to allow them easily to capture separated iron particles and then cast them off. An auxiliary magnet ensures removal of separated iron particles from the magnetic field. The new machine will be exhibited at the international IFAT waste and raw materials management show, Munich, 13-17 September.

[www.goudsmit-magnetics.nl](http://www.goudsmit-magnetics.nl)



Goudsmit ATEX-compliant overbelt electro-magnet

## Prima Whip safely dislodges 1500t of caked cement from silo sidewalls

Last year Lafarge Cement WAPCO Nigeria Ltd purchased a Prima Whip silo cleaning system from UK-based Primasonics International for use at its Sagamu plant. Here work is approaching completion on the clean-out of the second of four large cement silos which had become partially blocked by a thick deposit of cement on the inner sidewalls. To date some 1500t of encrusted cement has been safely removed. Working from above, the Prima Whip operates from the centre releasing cement from the sidewalls down to the discharge outlet. After all deposits have been removed workers can safely gain entry via side hatches at the base of the silo to overhaul the extraction systems and air slides, allowing the silo to resume full operation. Primasonics is currently in discussion with Sagamu plant personnel about installing PAS-60 acoustic cleaners on the clean silos to prevent build-up from reoccurring.

To solve a similar cement silo blockage problem, in late 2007 Obajana Cement in Kogi state, Nigeria, part of the privately owned Dangote Group and the largest cement plant in sub-Saharan

Africa, took delivery from Primasonics of the largest version of the Prima Whip plus a total of eight PAS-60 acoustic cleaners for installation on four of its silos. The results were so successful that

the following year Obajana Cement placed another order for a further eight PAS-60 units to be installed on its remaining four cement silos.

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



A Primasonics Prima Whip being operated at Lafarge's Sagamu plant

## Accurate filling level measurement for cement and allied materials

MBA Instruments, Quickborn, Germany, reports that its Model 200 rotating paddle indicator and its LOT 369 electro-mechanical monitoring system are proving especially suitable for use in cement plants, although the equipment is also applicable for level

measurement of many other types of bulk solids and fluids, including foodstuffs. In addition to the standard micro-switch version of the MBA 200 with safety switching, the user can also obtain the filling level indicator in a multi-voltage version with micro-

controller and electronic switch-on and switch-off delay, which takes into account unsettled product movements during filling and emptying of the silo. The MBA LOT 369 is used for continual and semi-continual monitoring of filling levels, being capable of measuring a wide range of bulk materials accurately to the nearest millimetre, up to a silo height of 70m. It is able to operate robustly and reliably under conditions for which other measurement procedures are not suitable.

[www.mba-instruments.de](http://www.mba-instruments.de)



The MBA rotating paddle indicator is especially well suited for demanding environments as found in cement plants

## Automatic sampler controller

Leading sampler manufacturer Sentry Equipment Corp. of Oconomowoc, WI, has introduced the Model SBC controller which can be applied to every automatic sampler in the company's product line. It consolidates over 50 controller designs into a single operator-friendly device. It features both local and remote operating modes. The first of these allows the operator to obtain a single grab sample or to sample continuously, whilst the second uses a dry contact interface to start and stop the sampler along with relay outputs for sampler running and alarm status. It supports ModBus Master, CS CAN Master, Allen Bradley DF1, or GE Fanuc SNP communications protocols without need of additional hardware for operators who may require more information and remote control of system set points. In Europe Sentry Equipment is represented by a network of national agents shown on its website.

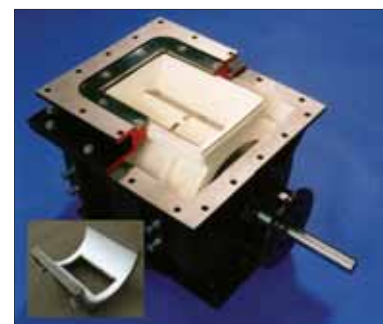
[www.sentry-equip.com](http://www.sentry-equip.com)



Sentry SBC sampler controller

## MID enters into rotary valve agreement with Claudius Peters

Midland Industrial Designers, Nottingham, UK, has recently entered into a worldwide distribution agreement with Claudius Peters of Germany to handle international sales and service of its Extreme Duty TWA rotary valve, concentrating on abrasive applications as encountered, for example, in cement, power generation and minerals industries. Claudius Peters and MID have been working closely together on projects where there is a requirement to handle abrasive products. Here conventional rotary valves would normally have a very limited lifespan. However, the ceramic-lined version of MID's TWA rotary valves, working in conjunction with the energy-efficient Claudius Peters FluidCon pneumatic conveying system, are said to have performed extremely well, offering longevity, minimal maintenance and



Midland Industrial Designers rotary valve, showing ceramic lining (inset).

significantly reduced downtime. Claudius Peters has agreed to distribute and support the TWA valve worldwide as it complements its existing range of products extremely well.

[www.mid.uk.com](http://www.mid.uk.com);  
[www.claudiuspeters.com](http://www.claudiuspeters.com)

## Loading chutes are explosion protected and food compliant

Cimbria Bulk Equipment, Sunds, Denmark, has recently won an order via its French distributor Tripette & Renaud to supply two V500FF Moduflex loading chutes. They will be used to load distillers' dried grains and solubles (DDGS), a co-product of the distillery industry, into ships. Because of the potentially explosive nature of the product the chutes are provided with explosion-proof components in

accordance with the ATEX directives. For example, they are equipped with an integrated fully self-contained filter consisting of five antistatic filter units mounted on the outlet. The filter units each contain 7m<sup>2</sup> filter cartridge providing the chute with a total filter area of 35m<sup>2</sup>. Each filter module is fully self-contained with its own filter, pressure tank, fan and diaphragm pulse valve.

Cimbria Bulk Equipment has also just been granted quality assurance approval by the Danish Veterinary and Food Administration (DVFA), part of the national ministry of food, agriculture and fisheries. The authorisation covers issues such as traceability and documentation of food-contact materials as well as approving the company's internal quality control system for risk evaluation and procedures adopted for complying with DVFA requirements. Companies delivering equipment for processing and handling of food are required by EU directive 1935/2004 and 2023/2006 as well as departmental order No 1068 of November 2009 to be approved by the national foodstuff quality control body. Cimbria Bulk Equipment is believed to be the first supplier of loading chutes to have obtained this authorisation.

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



Moduflex loading chute from Cimbria Bulk Equipment, showing fully self-contained integrated filter modules on the chute outlet

## Conveyor belt for ultra-sticky materials



ContiTech Conveyor Belt Group, Hanover, Germany, has developed a new patented manufacturing method for its ContiClean A-H belting which provides improved troughability at normal and low temperatures, making it especially suitable for handling very sticky bulk materials such as desulfurised gypsum, unfired clay, titanium dioxide and wet ash. The unique belt surface, which is available in antistatic as well as grease-resistant versions, provides long-term protection against ageing and weathering.

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

Latest ContiClean A-H belt from ContiTech

## More from bucket elevators

Simatek Bulk Systems, Hoeng, Denmark, has launched the patent-pending Product Dispenser, an invention specifically developed to optimise the capacity of bucket elevators. The device, which can be retrofitted to existing machines, is driven by the elevator itself and therefore does not require any external power supply. It can be mounted on all lower horizontal sections of the elevator, independently of the running direction of the buckets. By ensuring a better product distribution in each bucket, overall capacity is increased. This in turn means that elevator speed can be reduced, resulting in extended service life of components.

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

## Bag splitter for granular and free flowing products

Delaere, Deerlijk, Belgium, specialising in advanced bulk weighing and filling systems, has extended its product portfolio with the introduction of a high-capacity bag splitter. The patent-pending unit can be easily operated by just one person (for example, a forklift driver) and can discharge up to 1200 bags/h. It can be installed either indoors or outdoors and can be easily integrated into existing production processes including truck loading or pneumatic conveying systems.

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



Delaere's new bag splitter

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ISO 9001:2008

[www.caretex.dk](http://www.caretex.dk)

# Removing loading and discharge bottlenecks

Transport of dry bulk products in lined freight containers continues to become more widespread, but until recently growing popularity in this logistics concept has been held back by the shortcomings of loading and discharge equipment, where technology has lagged behind the development of evermore sophisticated liner systems. However, transloading infrastructure is now starting to catch up.



TBMA Europe which engineers systems for pneumatic discharge of containers emphasises the importance that air leakage, line pressure and rotor speed should be properly balanced

A revolutionary new system for pneumatic filling of bulk products into standard ISO freight containers has been introduced by Siloadmaxx GmbH & Co KG of Germany. The system is said to ensure a filling rate of 25t in 25 minutes, allowing it to handle up to 500t in one day with a single machine. Compared with most existing horizontal loading methods, the siloadmaxx® system is capable of filling a container faster with optimum utilisation of its total capacity.

With the new system a wide range of powders, granulates, pellets and flakes can be loaded automatically and in a

virtually contamination-free manner from road powder tankers or directly from silos. The manufacturer states that the siloadmaxx system operates in a competition-free environment because currently there are no comparable loading systems available on the market. According to the company, patent protection has been so thoroughly implemented that a putative competitor cannot enter into direct competition with the new system without breaching the patent terms.

The system is said to be simple to operate after a brief course of instruction. The manufacturer states that when loading materials with a bulk density of less than 0.8t/m<sup>3</sup>, there is the added benefit of being able to exploit the maximum capacity of the container.

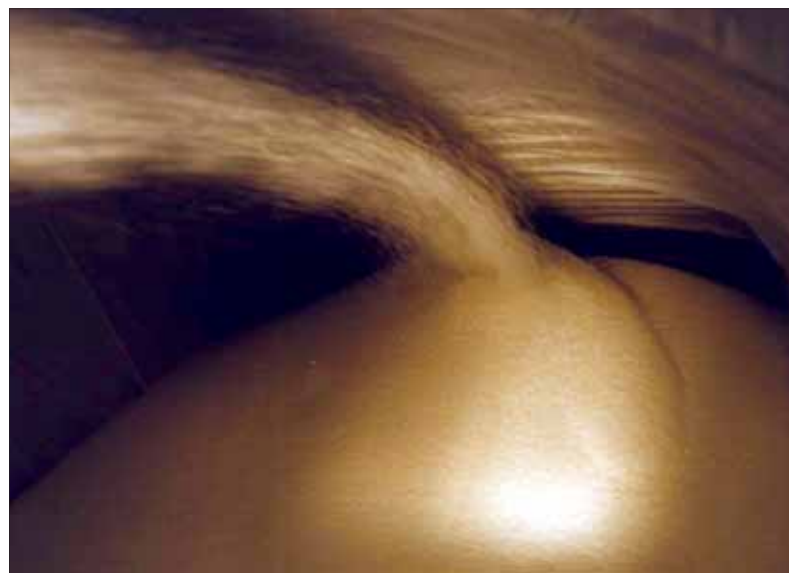
#### Terms of use

The business model devised by Siloadmaxx provides a marketing concept for its product divided into four separate categories:

- Door-to-door
- Subsidiaries
- Rental
- Individual solutions and production.

#### Category 1: door-to-door

This will focus on direct transactions as, for example, when a customer wants to handle his goods by the siloadmaxx system. This may involve single (spot) transactions, but also continuous orders for loading and unloading. Typical customers for these so-called door-to-



Granulate being projected into a bulk container by an SSB Wägetechnik mechanical thrower

door operations are expected to be producers of dry bulk materials who seek greater efficiency by using the siloadmaxx system.

#### Category 2: branches/subsidiaries

To accelerate growth of the company, Siloadmaxx plans to engage in a franchise-like branch network which will be set up in cooperation with strategic partners. These partners will gain a competitive edge by using the siloadmaxx system, because they will be able to offer their customers an optimised loading process. In addition, a potential partner is provided with the advantage of being able to exploit possible synergies.

The branches will be planned at strategic locations such as ports or container terminals and will pursue local distribution and use of the siloadmaxx system by means of a local sales force. Branches and headquarters will work in a network to secure the optimised coordination of procurement and distribution of contracts. For example, a branch might be used as a loading station at its site, while a second branch provides the unloading station at a different site.

Siloadmaxx GmbH will offer potential branch partners exclusive use of the system for a one-time licence fee of €500,000, in return for which the licensee will be provided with technical and commercial support, including advertising, etc.

#### Category 3: Rent

Here the tenant of the system will be able to operate it at a basic level and he will also have the necessary peripherals in place to operate the siloadmaxx system. This he rents against a rental and maintenance fee.

#### Category 4: Individual solution and production

Here solutions and interfaces will be developed with the customer according to his requirements.

Choice of payment terms will be decided individually for each situation.

steel support structure and moved to the rear of the container. Alternatively it can be held in position by means of a forklift. Two operator platforms are provided on the support structure. The filling sleeve of the dry bulk liner is attached to the machine ejection funnel. After opening the silo outflow, the device can be started, causing the bulk product to be thrown into the lined container. The operator is able to set the height adjustment as well as the throwing range by means of the control panel.

In order to prevent overfilling the product inflow gate valve is closed by an ultrasonic sensor controller. Thereafter the required remaining quantity and/or the silo residual flow quantity can be metered manually.

#### Pneumatic discharge

TBMA Europe is a leading manufacturer of rotary valves which also has expertise in design and engineering of pneumatic conveying systems. With over 40 years experience in this sector of bulk handling, it is well qualified to design container filling and discharging equipment combining the proven technology of rotary valves and pneumatic conveying with cutting-edge design features such as special clip-on frames, mobile blower systems, etc.

The company states that for these systems to operate efficiently it is very important that air leakage, line pressure and rotor speed are carefully balanced. Additional equipment such as reverse jet filters and de-aeration hoppers can be provided to ensure a fully balanced system.

#### Siloadmaxx

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

#### SSB Wägetechnik

[www.ssb-waagen.de](http://www.ssb-waagen.de)

#### TBMA Europe

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



Mobile TBMA rotary valve discharging granules from a container



GWS-2000 belt throwers from SSB Wägetechnik awaiting delivery to customers



# Structure-flex celebrates 40th anniversary

In June Structure-flex based in Melton Constable, Norfolk, UK, commemorated the completion of its fortieth year of trading. During this time the company has developed from a one-product manufacturer – the Original Big Bag made of ultra-rugged PVC-coated fabric – to one of the UK's leaders in the manufacture and international supply of FIBCs. It also produces some very innovative flexible

PVC fabrications as well as curtain sides for commercial trucks and trailers.

The Original Big Bag is at least 10 times more expensive than traditional FIBCs made from woven polypropylene, but it is virtually indestructible and its service life can be calculated in terms of years rather than number of trips. In this respect, for certain applications it can prove to be

a far more cost-effective long term investment. For example, these types of bulk bag are widely used in the oil industry where arduous conditions are the norm. As well as being infinitely more robust than woven-PP bags they can be stored outdoors under the hottest sunlight without suffering UV degradation.

Over the years the company has continued to manufacture the Original Big Bag, adopting new features as they have developed and nowadays they continue to be used in their thousands in certain industries. During the 1980s and '90s Structure-flex was also a leading manufacturer of traditional PP FIBCs, primarily for high-end chemical, food and pharmaceutical applications. This wealth of experience in the bulk packaging industry still serves the company well today, though bags are now typically imported from various global locations rather than being manufactured in the UK on anywhere near the same scale as before. Today Structure-flex operates manufacturing facilities for bulk bags in the UK and Eastern Europe, as well as working with several selected Far Eastern manufacturers.

The company is also known for its ability to think laterally and has over the years supplied solutions to many individual and demanding packaging and storage problems. Examples include the manufacture of a test bag

that replicated the shape and weight of a diving bell for an oil supplier, bags designed specifically for the safe removal of oil drilling waste in Alaska, spheres for the new extreme sport of 'sphering', and a water storage tank that solved a water shortage problem for the Antarctic Survey at the South Pole.

The production of truck and trailer curtains, and more recently tarpaulins and PVC sheeting, has also played a major role in the company's development. Another successful group enterprise has been Structure-flex Promotional Graphics, offering individually designed wide-format printed graphics for local, national and international businesses.

Ian Doughty, managing director of the company, commented: "We have achieved our expansion and diversification both by acquisition and organic growth, which has enabled us to enlarge and diversify our product range and customer base significantly. Our real strength lies in the expertise and commitment of our loyal workforce. When I first became involved in the company in 1988, it was, as it is still, a major manufacturer of FIBCs, and although we now have many more products in our portfolio, the Original Big Bags remain at the core of our business."

He went on: "The past forty years have had their challenges, and I am



Structure-flex managing director Ian Doughty

proud of the fact that Structure-flex remains one of the major employers in this area of North Norfolk. I realise that Structure-flex owes its success in no small part to its workforce, without whose loyalty and hard work this anniversary would not have been reached. We will mark our 40-year milestone with a celebratory event for our employees and their families plus a number of other activities including a link up with other businesses which have successfully reached the same milestone this year."

[www.structure-flex.co.uk](http://www.structure-flex.co.uk)



The Original Big Bag is popular in the oil industry where it can withstand punishing treatment and is unaffected by long-term exposure to strong sunlight

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## FIBC and manual dump weigh batch system

Another recent innovation from Flexicon (Europe) is a combination FIBC and manual dump batching system that weighs bulk materials discharged from bulk bags and/or manually dumped from sacks or other types of container, then empties the batch into mobile storage bins. The food-grade system consists of a bulk bag unloading frame, two hoppers and two flexible screw conveyors that feed a central gain-in-weight hopper under automated control. A programmable controller with manual start button activates either of the flexible screw conveyors to load the first ingredient into the central weigh hopper at maximum feed rate. Load cells supporting the hopper transmit weight gain information to the controller that steps down the feed rate to dribble prior to reaching the target weight.



Flexicon's hygienic weigh batch system receives ingredients under automated control from bulk bags and manually dumped sacks or smaller containers

## Massaging compacted material from bulk bags

According to Spiroflow of Clitheroe, UK, in about 95% of cases where material stored in bulk bags has become compacted – so that it forms into large, hardened lumps or even into a single solid mass – the problem can be resolved by using a massaging device incorporated to the bulk bag discharger. The company states that this solution is almost always as effective as a stand-alone hydraulic bulk bag conditioner, with the added benefit that it saves time, money and floor space. Moreover, hydraulic conditioners have been known to cause the bag to split, resulting in spillage of the contents. As part of its wide range of bulk bag dischargers, Spiroflow offers a choice of three types of pneumatically powered massage paddles that can be applied to the sides, base or corners of a filled bulk

bag. Apart from 'earth-quaking' compacted material, they help ensure that the contents are completely discharged with no residual material remaining lodged in the bag corners.

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



Corner-mounted bulk bag massager from Spiroflow

## Single trip discharger

Flexicon (Europe) has expanded its range of bulk bag dischargers by introducing a system for flat-bottomed single-trip FIBCs which are not provided with a discharge spout. The unit comprises a receiving hopper with centrally mounted, pyramid-shaped cutter. Using either a forklift or a cruciform lifting frame attached to an electric hoist, an operator positions the

bag on to the discharge frame immediately above the cutter blade. As it is lowered to sit on a dust-confining, thick rubber membrane surrounding the periphery of the hopper the cutter simultaneously splits the bag, allowing material to be gravity fed into the hopper via a 35mm square mesh to filter any torn bag fabric or foreign bodies.

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



Flexicon's single-trip FIBC discharger

## LC Packaging becomes Tellap distributor

LC Packaging headquartered in the Netherlands has become a licensed supplier for the novel Tellap palletless bulk bag system which was developed some five years ago in Australia. The company's UK subsidiary LC Packaging UK Ltd chose the occasion of the June Hillhead exhibition to launch the product in the British Isles.

The Tellap bulk bag concept integrates the pallet into the bag fabric in the form of two reusable sleeves. These are light to handle, robust and easy to insert. Apart from eliminating the need for pallets, the Tellap bulk bag system is safely stackable, rack compliant, ISPM exempt and the sleeves are fully recyclable. These are custom made in ISO-accredited factories to customers' exact requirements, allowing existing bulk bag designs to be adapted to the Tellap system.

This concept of palletless bulk bag provides a competitive edge by reducing costs at every stage of the logistics chain while increasing productivity, efficiency and safety. Tellap bags weigh considerably less than the conventional bag-plus-pallet – about



Tellap bulk bags with insertable sleeves now available from LC Packaging and (right) the sleeves occupy far less volume than traditional pallets as well as being significantly lighter



4kg compared with 37kg. They can be safely stacked up to four bags high.

Other licensed Tellap distributors in Europe are Kunze and Taihua Europa, both based in Germany. In North America the system is available from Sun Coast Packaging of Sodus, MI, and in South Africa there are three

approved distributors: Megabags, Raffia Tufbag and Multi Tarp & Bag. It is currently also available in China through Dalian LS International Trading Company and Shanghai Taiwei Trading Company.

[www.lcpackaging.com](http://www.lcpackaging.com)  
[www.tellap.com.au](http://www.tellap.com.au)

## Fillers provide enhanced accuracy and cycle times...

Spiroflow has launched a new range of bulk bag fillers called the C Series. Its twin-leg frame structure offers unimpeded access to the front of the filler for easy hanging of empty bags. Filling can be controlled either by volume or by weight, with accuracy to plus-or-minus 1%. If 'Weights & Measures' (OIML) approval is required, there is the option of an automatic 'gain-in-weight' weighing system with programmable one-touch controls. Depending on the flow characteristics of the product, filling rates of up to 20 bags/hour can be achieved. Various customised features can easily be added. These include powered height adjustment to accommodate different sizes of bulk bag, automatic opening of bag hooks, filling head with inflatable mechanical seal, liner inflation device, and a choice of electric or pneumatic vibrators to help ensure complete and even filling by densifying the product inside the bag.



Spiroflow's C Series bulk bag filler equipped with powered height adjustment and roller base

## ...whilst new discharger line offers advanced hygienic features

Also new from Spiroflow is a range of high-hygiene bulk bag unloaders which has been specifically designed for dairy, pharmaceutical and food applications. They are constructed entirely of stainless steel, are easy to clean and can be dismantled without need for tools.

The bag support arms are spring-loaded and stretch the bag as it empties, thereby ensuring total discharge of the contents. Three types of bag massagers are offered (for side, base or corner mounting) to promote flow from compacted bags or bags containing problematic materials (see

separate news item on this page).

An integral dust cabinet offers total containment during discharge. A large door and/or glove box provide easy access for untying and retying bag necks. An optional feature offers bag liner removal directly into a compactor and filtration arrangements to maintain a negative pressure within the dust containment cabinet.

Unloading can take place directly into a process or packing machine below, or the discharger can be coupled to an integral conveyor to deliver material to the next process.

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



Spiroflow's latest high-hygiene discharger

# Road tanker producers take a hit

Suppliers of road powder tankers have been badly affected by the economic downturn, with many customers either in financial difficulties or at best just trying to survive the recession. As a Van Hool spokesman stated recently, downscaling, bankruptcies and new starts or takeovers with fewer employees are the order of the day. Under these difficult trading conditions, tanker manufacturers are doing their utmost to cater for specific customer requirements. Here we report on three European industry leaders.



Typical SF-Series non-tipping type semi-trailer from Spitzer offering a payload of around 30t

## Spitzer Silo-Fahrzeugwerke GmbH

Based in Elztal-Dallau, Germany, and with other manufacturing sites in Cloppenburg and Wörnitz, Spitzer Silo-Fahrzeugwerke has been a pioneer in the production of aluminium vessels for dry bulk tankers. Founded in 1872, this family run business designed and manufactured the first dry bulk tanker for transporting cement and soda in 1950. With effect from the end of the 1960s the company concentrated on design and production of road tankers, since when it has taken out numerous patents. Currently the company has more than 700 employees and produces around 1500 road tankers annually. With production facilities also in France and Hungary, Spitzer operates worldwide through a network of daughter companies, agents and licensees.

The company's delivery programme covers a wide range of vehicle types. These include non tipping type semi-trailers offering volumes of 25-64 m<sup>3</sup>, tipping type semi-trailers with volumes of 40-89m<sup>3</sup>, full trailers with a volume of 18-33m<sup>3</sup>, truck-mounted vessels with a volume of 16-35m<sup>3</sup>, BDF interchangeable systems, Spitzer interchangeable systems, ADR semi-trailers with a volume of 38-66m<sup>3</sup>, and

vacuum semi-trailers with a volume of 40 and 59m<sup>3</sup>. For container transport Spitzer produces three types of tipping chassis for transporting 20, 30 and 40ft containers as well as special designs tailored to specific customer requirements.

Every order for Spitzer dry bulk tankers is discussed and clarified in close cooperation with the customer and the road tankers are produced individually in accordance with each customer's precise requirements. Such a close working relationship helps ensure design and production of silo vehicles with long service life combined with high payload and low tare weight.

In 2006 Spitzer presented the latest new design of a plastic vessel offering a volume of around 60m<sup>3</sup> made from reinforced carbon fibre. Ten of these dry bulk tankers are currently being operated in Europe for testing purposes.

[www.spitzer-silo.com](http://www.spitzer-silo.com)

## Van Hool NV

Van Hool of Belgium has in recent months developed several new products which are designed for transport of bulk cargoes. These include: 30ft pressure-less box containers made from stainless steel

with a volume of 59m<sup>3</sup>; 20ft stainless steel tank containers of 26,000-litre capacity for transporting sodium cyanide; and aluminium skid tanks of 18m<sup>3</sup> capacity where powder (sodium chlorate) is dissolved in water to be discharged.

The company also reports growing interest in tipping skeletons fitted with rotary valves for transport and discharge of box containers carrying powders or granulates. Working in association with its Dutch partner Van Zandwijk Transportmaterieel BV, Van Hool recently developed a tipping system for bulk containers which is capable of achieving a 90 degree angle of incline.

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

## Feldbinder Spezialfahrzeugwerke GmbH

Founded in 1975, Feldbinder has its head office and main manufacturing plant in Winsen/Luhe, Germany.

At the Bauma trade fair earlier this year the company unveiled two new designs: the CONE 35.30 and the CONE 46.40 silo containers which



Spitzer road tanker-trailer combination

have been specially produced for handling cement, although the former is also suitable for use with most free flowing powders.

The design of both units derives from a radical new udder-shaped tank profile which was unveiled at the 2008 IAA commercial vehicle show in Hanover. This new geometry was conceived to provide the best possible discharge of bulk products. The unit shown at the exhibition was a single-chamber 30ft container providing a volume of 32,000 litres. Its dimensions comply with the ISO standard and the gross load weight is 36,000kg.

Following the launch of this prototype Feldbinder began commercial production of a 30ft demountable container with a width of 2.55m and a height of 2.67m. The CONE 35.30 silo container has a capacity of 35,000 litres with a tare weight of 3,100kg. The first of these new containers went to a customer in France.

The CONE 46.40 has a volume of 46,000 litres and a tare weight of 3,950kg. The first of these larger 40ft units was purchased by a Spanish international construction firm.



Van Hool stainless steel pressure-less box container with a volume of 59m<sup>3</sup>

The key feature of these new Feldbinder silo containers is the deep slope of the cones. In order to achieve maximum volume each cone has an

The pressure tanks are operated at a standard pressure of 2 bar. The pneumatic unloading system can be controlled from either side, which means the entire container is independent of the direction of travel. The enclosed construction provides full protection against damage for the aluminium container's hoses, piping and fittings. In its standard version the silo container has three discharge cones. The outlet bowls are custom made by Feldbinder using synthetic aeration fabric.

Three access hatches with tilting and folding dome covers provide the means of filling the container and discharge is achieved by means of a riser pipe in each of the cones, each pipe equipped an impact absorber to the left and right. These various features combine to guarantee safe and rapid filling and discharge.

The CONE 35.30 is suitable for intermodal transport of all free flowing bulk products. It is especially suitable for use in road and rail transport. When the container is employed for transport by ship it is normally fitted with reinforced frames. Because of its greater length, the CONE 46.40 is usually transported on the deck of a vessel rather than inside the hold.

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



Spitzer SK 2745 CAL tipping semi-trailer with a total length of 9.825m, volume of 45m<sup>3</sup> and payload capacity of about 28.5t



Van Hool tipping skeletons fitted with rotary valves are growing in popularity

## Technology to cut M&R costs

Reducing costs associated with maintenance and repair is an important part of modern asset management.

Real Asset Management plc (RAM) supplies fixed asset, inventory, maintenance, asset tracking and logistics management solutions. The company says using a specialist system to manage the maintenance and repair (M&R) of equipment such as tanks, containers, trailers, reefers and IBCs will promote efficiency by minimising the downtime of both leased and owned units.

RAM's products currently manage over two million TEU for both leasing and operating companies, including Blue Sky Intermodal, Seacastle Inc, Hoyer Global, Peacock Container, Tankspan Leasing and Taylor Minster Leasing.

There are many ways that operators and lessors can reduce costs using this type of software. The process of monitoring the turn time of equipment is completely automated, ensuring that units are ready promptly for the next lease or job. One RAM customer estimated that to capture and report on turn time manually took five days per month, wasting around US\$5,000 per year.

These automated reports can flag up and automatically reallocate costs from third party suppliers and highlight depots or repair workshops that provide the most efficient turnaround of units. Importantly, they ensure that all costs are charged to the end customer. Some examples of the impact on unit revenues reported include over \$10,000 per year on recharges that would otherwise have been missed and a similar amount saved in administration costs.

It is also estimated that one out of 10 contracts has missed DPP (damage protection plan) coverage. As this is automatically transferred from the contract part of the specialist leasing system to the M&R module, RAM's customers have reported savings of \$1,000 for every 10 contracts.

Furthermore, effective management of the M&R process reduces the chances of unknown manufacturing defects. If just 2% of a 10,000 unit fleet had a \$50 repair defect, the elimination of such defects would save \$10,000 per year.

By implementing an effective maintenance and repair system, users can boost unit profitability in an increasingly competitive market.

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

## Paragon Tachomaster link keeps it legal



Intelligent tachograph data added to Paragon logistics software is making it easier for transport operators to stay on the right side of the law by producing compliant, optimised routes and schedules. This automatically smoothes workloads, increases use of available fleet resources, reduces waste and improves productivity while adhering to the Working Time Directive.

The special Tachomaster interface within Paragon Resource Manager imports tachograph data direct into Paragon's transport optimisation software. This adjusts the plan and assigns trips according to real driver availability. The software automatically produces accurate, practical schedules for each route and driver as well as ensures compliance to the Working Time Directive. This enhanced fleet resource intelligence also reduces the need for standby drivers by planning more closely to actual resource availability.

"The ability to import accurate Tachomaster data direct into Paragon takes 'resource managed planning' to new levels. Transport planners can use the software to assign work evenly across their drivers, using accurate historical data imported automatically

from Tachomaster. The software also ensures that workloads are achievable by assigning drivers to schedules that fit with their working time availability," said William Salter, managing director of Paragon Software Systems.

The software assesses each driver's statistics and allocates shorter trips to those who have already worked the highest number of hours and longer journeys to those who have more working time available. As well as being fair to the workforce, this also gives transport managers the accurate resource information they need to maintain resource flexibility for coping with changing demands on their fleets.

Fleet operators who also use vehicle tracking technology can readily combine activity logs with their tachograph data using Paragon Fleet Controller. The software sends the information to the Tachomaster screen to compare tachograph information with the movements of the vehicle monitored by the tracking system.

Companies already benefiting from Paragon software include the Royal Mail Group, Harrods, Mastercare, CEVA Logistics, Wincanton, DHL Exel, Norbert Dentressangle, Pirelli, Greene King

For further information contact:

[j.geary@paragonrouting.com](mailto:j.geary@paragonrouting.com)

## Masternaut 'saves' £4m fuel costs a month



The Masternaut service reduces unnecessary fuel consumption through more efficient driving

Masternaut Three X's web-based vehicle tracking service is being used to track more than 100 million fleet miles each month resulting in fuel savings for customers. This amounts to £4 million each month and around 750,000 gallons of fuel, says the company. The Masternaut service reduces unnecessary fuel consumption through more efficient, safer and eco-friendly driving, saving an average of 10% on fuel use.

"This is clear proof that vehicle tracking is an essential aid to reducing unnecessary fuel use and costs. Through better route planning, improving driving behaviour and removing waste the Masternaut service is slashing the cost of transport for our customers by more than £4 million a month. Few other technologies could claim to have such a positive impact. In addition, the decrease in fleet carbon footprints is

good for society in general," commented Martin Port, the company's MD.

Two years ago, Masternaut broke new ground with its GreenerFleet environmental management tool for recording and monitoring CO<sub>2</sub> emissions and driving behaviour. This product is popular with fleet operators as it provides both live and historical information showing vehicle and driver activity. Its wide adoption has led to the company launching and running the world's largest safe driving competition, which was won this year by United Biscuits truck driver David Blake. Road safety charity Brake and IAM Drive & Survive, the professional training division of the Institute of Advanced Motorists, support the competition.

"We are pleased to be at the forefront of reducing fuel costs and helping make our roads safer. Managing a fuel-

efficient and safer fleet should not cost operators the earth and Masternaut holds the key to all-round savings. Our real-time technology helps manage speed, braking and idling. For professional drivers it also helps to monitor that they are taking breaks and conforming to the Working Time Directive," added Port.

More 60,000 vehicles in the UK are fitted with Masternaut tracking units. The company specialises in vehicle and asset tracking technologies that help companies manage their assets more efficiently and reduce carbon emissions. One of its clients United Biscuits managed to cut out three million unnecessary road miles using the system. Other famous clients include Harrods, Nestle, Indesit, DHL, PHS, fellow entrepreneur Duncan Bannatyne and Igloo Thermologistics.

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

## Automating excise control

Following the launch of the Excise Movement and Control System (EMCS) on 1 April 2010, registered consignors and operators of bonded warehouses do have long until the scheme becomes mandatory in the UK.

AEB (International) Ltd is offering solutions to handle EMCS, each featuring a proven range of functions. Designed to replace the current paper-based system, EMCS is a computerised structure for recording in real-time the movement of excise goods between EU member states, which have not yet been released for consumption and for which excise duties have yet to be paid.

From 1 January 2011, EMCS will replace the paper document that currently must accompany such movements (the Administrative Accompanying Document, or AAD) with an electronic document (the e-AAD). Each of AEB solutions allows the user to discharge any e-AAD, regardless of the member state in which it was submitted. As a first step prior to the mandatory deadline, AEB will also enable EMCS submissions for: United Kingdom, Ireland, Germany, Austria, France, Belgium and the Netherlands. Other countries can also be linked to EMCS thanks to AEB's established network of partners and project-driven development.

AEB's dedicated EMCS solutions are:

- EMCS/XPRESS – an online solution without any IT investment. Ideal for the quick discharge of e-AADs and the occasional submission of e-AADs
- EMCS/XPRESS plus – an online

solution that connects to existing ERP systems and enables automation without any IT investment

- ASSIST4 – a practical extension of existing ASSIST4 installations to include all EMCS functionalities. Unique for its end-to-end process security and IT integration

For operators, EMCS creates an opportunity to optimise internal excise processes, save costs and increase shipping times, and to standardise and harmonise information flows between operators and customs authorities. This

will simplify procedures and enable paperless administration and effective use of IT tools - an important evolution for those who trade in alcohol, tobacco or oil products.

Mark Brannan, general manager of AEB (International) Ltd, said: "HM Revenue and Customs has delayed the introduction of EMCS in the UK until 1 January 2011, which gives companies another six months to implement an appropriate solution. AEB offers four user-friendly options that enable operators to take part and benefit from the new system."



EMCS is a computerised structure for recording in real-time the movement of excise goods between EU member states

# OneWireless improves data accuracy for Reliance

With a large processing plant that is spread across a wide area, Reliance Industries was experiencing challenges with obtaining reliable tank level and temperature readings at its olefins plant in Gujarat, India.

As the largest private sector company in India, Reliance recognised the business potential of moving to a wireless monitoring system. The issue stemmed from tapping transmitter signals of tank levels and temperatures from some of the farthest crude spheres in the petrochemical complex. The existing wired application was remotely located and required continuous troubleshooting and maintenance.

So, Reliance implemented Honeywell's OneWireless solutions at the Gujarat refinery to gain control of data, streamline tasks and improve overall efficiency.

The claimed benefits from implementing OneWireless include:

- Improved employee safety by eliminating manual level monitoring
- Avoided prohibitive wiring costs and reduced installation, operating and

maintenance costs

- Increased reliability and data accuracy, helping to meet and maintain regulatory compliance
- Improved production efficiency through more accurate data
- Improved quality of data to enable better decision making
- Reduced maintenance requirements compared to wired transmitter alternatives

The Reliance Group is India's largest private sector enterprise with businesses in the energy and materials value chain. Annual revenues are in excess of US\$34 billion. The flagship company, Reliance Industries Limited, is a Fortune Global 500 company.

The group's activities span exploration and production of oil and gas, petroleum refining and marketing, petrochemicals, polyester, fiber intermediates, plastics and chemicals, textiles, retail and special economic zones.

At the Baroda Gujarat olefins plant, the company struggled with access and reliability of tank level and temperature



Reliance gets real-time tank data with Honeywell's OneWireless solution

readings. Wiring for the system was expensive and not dependable. Although the existing application was considered to be a single loop, it

required continuous monitoring by the instrumentation department.

Reliance evaluated several vendors for a wireless monitoring application. The company was pleased with the results from its Honeywell distributed control system (DCS), so Reliance considered Honeywell's wireless monitoring solution. "Given Honeywell's proven track record with our company, we made the decision to go with OneWireless for our wireless monitoring needs," said Mahendra Upadhyay, instrumentation manager at the Baroda GOP Plant.

OneWireless is an industrial wireless mesh network that extends the process control network into the field to deliver applications that improve efficiency, reliability and safety. The wireless mesh is formed with industrial wireless nodes, called multinodes, that self-discover to create an industrial mesh network within seconds.

Reliance Industries installed Honeywell's XYR 6000 wireless transmitters. By tapping the transmitters' signals of temperature and level from the remotely located

spheres, Reliance saved cable, labour and maintenance costs. Monitoring and controlling tank liquid volumes helps ensure data accuracy used for planning and scheduling and for financial statements. Inaccurate measurements resulted in suboptimal capacity usage and potential accounting errors. Now, the company is confident in its tank measurements and the need for continuous monitoring and rechecks has been eliminated. The data is reliable and available in real time, saving time and money.

The efficiency of the new wireless system has the company exploring other possible uses. Based on the success of OneWireless, Reliance is considering the solution for its field instrumentation sector.

Commented Upadhyay: "Honeywell OneWireless could really change the way the signals are tapped in the instrumentation sector, specifically from the remote locations. We are very excited about the prospects for using OneWireless throughout our plant."

[www.honeywell.com/ps/wireless](http://www.honeywell.com/ps/wireless)

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## JLT in-cab PC automates weighing at British Sugar

CC Software Ltd (CCSL) has selected the JLT in-vehicle computer for its real-time LOAD2000 system for weighing loads without the need for a weighbridge. Supplied by JLT Mobile Computers' partner Rugged Mobile Systems, the fixed-mount PC is installed within the cab of a front-end wheeled loader to provide the mobile platform for CCSL's advanced wireless weighing system that utilises state of the art onboard weigh scales from RDS Technology.

The LOAD2000 system will be used for British Sugar's Topsoil business. It will provide a wireless live link between its Topsoil site in Wisington, Norfolk, and its beet processing plant two miles away. British Sugar Topsoil is derived from prime arable soils, delivered with the sugar beet crop to its four factories. The soil is recovered and conditioned on-site, and over the past 10 years, Topsoil has established itself as the largest supplier of quality topsoil in the UK.

The touch-screen PC-based system provides a range of efficiency and safety enhancements. These include the accurate and automatic recording of each bucket load as it is transferred to the truck and real-time communications of jobs to the loader operator, which reduces the amount of time spent out of the loader on a busy yard. Trucks do not need to travel to and from weighbridges – this normally entails driving to the weighbridge to weigh the empty truck, driving to the site to pick up the loads, and then travelling back to the weighbridge for final weighing – which reduces road miles, thereby improving fleet efficiency.

Utilising the latest in MESH wireless networking operating in the 5GHz range to provide long-range, high-availability data communications, the system provides a live link to corporate systems enabling instant updates and the ability to issue invoices without manual data entry. This reduces paperwork and streamlines accounting processes. In addition, truck drivers receive a printed receipt detailing the nature of the load and its precise weight as soon as loading is completed.

According to Rugged Mobile Systems the JLT fixed-mount PCs is ideal for CCSL's LOAD2000 weighing solution. "The fully sealed integral PC and touch screen unit is a good choice for this application as it provides a range of benefits – ruggedness, ease of use, works off any on-vehicle power source, and the screen provides a clear user interface under any light conditions," said Ges Jones, director, Rugged Mobile Systems.

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



In-vehicle PC is used to weigh vehicle loads without the need for a weighbridge

## LBC relocates HQ

LBC Tank Terminals will relocate its headquarters from Paris, France to Mechelen, Belgium as part of an ambitious and accelerating strategy to serve customers and support future growth.

"LBC's move to Mechelen is critical to the success and growth of our business as the preferred global provider of bulk liquid storage solutions," said Brett Simpson, chief executive officer, LBC Tank Terminals. "It is a milestone for us as one of the leading independent operators of tank storage facilities in the world."

The new Mechelen location is close to the ARA (Amsterdam, Rotterdam and Antwerp) main port area, which will enable LBC to attract suitably qualified individuals for its headquarters operations. Mechelen is located between Amsterdam and Paris, with high speed rail connection to both cities. Moreover, the new headquarters is close to Brussels Airport, with a new even faster rail link currently under construction, and connected to the motorway network. From this location, LBC will direct global operations through its robust international portfolio of high

quality terminals in Europe, Asia, and the United States.

One of the company's key objectives is to build a strong new team at the new headquarters, to develop the strategy and support ambitious plans for growth. These include brown and green field developments, acquisitions, joint ventures, strategic partnerships and other business initiatives. All of these will be supported by a co-ordinated and centralised LBC group approach.

"Our relocation to Belgium comes at an excellent time to take full advantage of the economic recovery and the opportunities that are starting to present themselves," Simpson added. "We are confident that we made the right move at the right time to enable LBC to provide enhanced storage services and to deliver the top-quality support our customers expect of us."

The new headquarters contact details are:

LBC Belgium Holding NV  
Schaliënhoevedreef 20 Building E  
B-2800 Mechelen  
Belgium  
Tel: +32 (15) 287 310

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

## Q8 invests in Antwerp

Q8, the international arm of Kuwait Petroleum Company, is investing in 24 new storage tanks on its site in the south of Port of Antwerp.

The investment is part of a five-year plan which aims to increase the production of lubricants to 250 million litres a year. The Antwerp site should be one of the biggest in the European oil industry by 2013.

In a previous phase, the filling hall was developed and automated. New robots, conveyor belts and automatic packaging machines have increased the capacity to fill a volume of 62 million litres a year. In addition to the production area, the group has also invested in the renovation of the jetty and construction of a new water treatment facility.

## Simon wins race for Shell

Simon Storage has won a prestigious two-year contract with Shell Global Solutions GmbH to store gasoline at its Simon Tanklager-GmbH (Simon TLG) facility in Mannheim, Germany.

At its location on the River Rhine, Simon TLG is providing a gasoline storage hub for Shell Racing Solutions, the motorsport division of Shell Global Solutions. Shell Global Solutions is a global producer of high quality race fuels and lubricants for all forms of motorsport ranging from club level to international championships worldwide. Simon TLG has made five mild steel tanks available to service the contract, along with in-tank blending technology to produce a range of speciality racing fuels. Each fuel is designed to suit a specific application, and is made to deliver consistent, premium quality engine performance.

The contract with Simon TLG at Mannheim enables Shell Global Solutions to maintain gasoline stocks in a strategic location for onward distribution to racetracks and for testing by motor manufacturers across Europe and around the world. Shell Global Solutions benefits from the terminals' product transshipment services which include product receipts and deliveries by truck. Occupying a prime location on the River Rhine, Western Europe's principal inland waterway, Mannheim offers convenient



transport links to Germany, France, Switzerland, Austria, and Italy, as well as efficient access to Europe's major deep water coastal ports of Amsterdam, Rotterdam and Antwerp.

Simon's Mannheim terminals have a long and successful track record of supplying bespoke storage, handling, blending and distribution services across the complete spectrum of the chemical, petroleum and petrochemical industries. Facilities are configured to

maximise the logistic benefits of their strategic location with a wide range of storage and handling solutions, including ship and receive services, product blending and transhipment via barge, rail and truck. Providing a 'mega' hub to the heart of Europe, the terminals offer the potential for optimising bulk distribution networks.

[www.simonstorage.com](http://www.simonstorage.com)  
[www.shell.com/home/content/shellracing-en](http://www.shell.com/home/content/shellracing-en)

## ILTA marks 30th birthday

The International Liquid Terminals Association (ILTA) held its 30th Annual International Operating Conference and Trade Show on 24-26 May in Houston, Texas. More than 3,000 industry professionals were in attendance. "This year we celebrated a significant milestone for the event – 30 years in Houston," said ILTA President David Doane. "When we started in 1981, about 450 people participated in the conference and trade show. We've grown quite a bit since then."

In the opening session of the conference, seven companies were given special recognition for their long-term support of ILTA. These companies had a trade show booth at the first ILTA trade show in 1981. Since then, each of these seven companies has exhibited at the show for 30 consecutive years. The companies are: Baker Tank Company/Altech; Chicago Bridge and Iron; Conservatek Industries; Emco Wheaton; Honeywell Enraf Americas; Scully Signal Company; and Technip Coflexip.

On 25 May conference and trade show attendees and exhibitors were treated to a special evening celebration of. Many former ILTA chairmen and members of the Board of Directors attended. "Our Texas-size anniversary party on Tuesday night was a great way for ILTA to say 'thank you' to our trade show exhibitors and attendees for coming to ILTA events for many years," Doane said. "This strong relationship is the key to our continued success as a trade association."

Commander Kirk Lippold, United States Navy (Ret) gave the keynote



ILTA recognised seven companies that have exhibited at the trade show for all 30 years. Left to right: ILTA President David Doane; Ernie Maddox, Baker Tank Company/Altech; Martin Smith, Chicago Bridge and Iron; Larry Wood, Conservatek Industries; Peter Whipple, Emco Wheaton; Archie Hendrix, Honeywell Enraf Americas; Robert McGonagle, Scully Signal Company; Kim Lopez, Technip Coflexip; and ILTA Vice President Melinda Whitney

luncheon address. Cmdr. Lippold was the Commanding Officer of the USS Cole when it came under a suicide terrorist attack in 2000 in the port of Aden, Yemen. During his keynote presentation, he delivered a detailed account of the aftermath of the event and described his crew's ability to focus and perform critical tasks under extremely adverse conditions.

Twelve ILTA terminal member companies received the Safety Excellence Award for demonstrated exceptional performance in protecting the safety of their employees. The 2010 winners were: Buckeye Terminals, LLC; Hess Corporation; Houston Fuel Oil Terminal Company; International Raw

Materials Ltd; Intercontinental Terminals Company; Marathon Petroleum Co, LLC; Motiva Enterprises – New Jersey Complex; Murphy Oil Corporation; NuStar Energy, LP; Oiltanking Houston, LP; Petro-Diamond Terminal Company; and US Oil Co, Inc. Two companies, Flint Hills Resources, LP, and Asphalt Operating Services, were awarded the 2010 Platinum Safety Award for their demonstrated exemplary safety culture.

The 31st Annual ILTA International Operating Conference and Trade Show is scheduled for June 6-8, 2011, at the Hilton Americas-Houston and the George R Brown Convention Center.

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



ILTA Platinum Safety Award Winners Joe Shotwell, Asphalt Operating Services (left) and Randy Lenz, Flint Hills Resources, LP



More than 240 companies exhibited at the ILTA trade show

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# Ivens moves home

To mark its 80th anniversary Belgian tank builder and transport specialist Ivens Constructiebedrijf has opened new offices alongside the Noorderlaan in Port of Antwerp.

Ivens is specialised in tank building and tank renovation for the chemical and petrochemical industry, and for Mertens Architecten, Stabroek, it was a challenge to integrate this element in the design of the building. The result is an open building with a facade of glass panels around a central tank which contains the vertical circulation and all sanitary facilities. The construction is split in two blocks. The right side consists of three storeys with a janitor's house on the third floor. This side accommodates 40 employees and, with the future in mind, it can be extended for another 20 employees. On the left there is a closed volume with sanitary facilities and changing rooms for the workmen, a technical room and a canteen for workers and employees.

In this transparent building - realised by Bolckmans - the central tank is visible from all directions. On the first and second floor at the front, there is a steel gangway to the tank. At the rear

side, there is a view onto the workshops. The use of steel and the central cylinder refer to the industrial activities of Ivens. Ivens also considered the ecological aspect: this summer the installation of 6.500 sqm of solar panels will be completed.

The new headquarters are ideally located, the company says. The Noorderlaan, in the heart of the port of Antwerp, is near all the important railway and motorways. By its location at the Schuuldok - Kanaaldok B1, all large installations, which can only be transported via water, can easily be shipped from their own quay.

Ivens NV was founded in 1930 by Leon Ivens, an independent installer of filters, pumps, central heating and glasshouses. Ivens has become a worldwide respected partner for the construction and renovation of all sorts of tanks for storage of fuels and chemicals. In 1976 Ivens Transport & Kraanbedrijf was added to the group as a separate NV and in 1979 the site at the Noorderlaan (37.000 sqm) was opened. In 2005, with the 75th anniversary, Greet Ivens took over the management from her father Ward.

Meanwhile, with Peter Van de Perck, the fourth generation has joined the company. Since beginning 2007, ITK together with Aertssen Kranen founded the joint venture 'Roll-IT'. By enlarging the range with modular transporters, even heavier pieces can be transported. In 2010, Ivens Constructiebedrijf Nederland, Etten-Leur was founded and Ward Ivens celebrates his 80th birthday.



The new Ivens head office - exterior and interior

Ivens serves not just chemical companies in Antwerp. Ivens has already carried out projects in Mauritania, Saudi-Arabia, Burundi and Ruanda. Even in the Antarctic you can find six Ivens tanks. Nowadays, more and more clients ask Ivens to do the entire co-ordination. Not only do they build, deliver and install the tanks, they also arrange for pumps, civil works, road, etc. Ivens is a family business through and through in the port of Antwerp. Thanks to its flat organisational structure, Ivens can

rapidly respond to the specific needs of its customers and closely follow the technical evolutions in the market. At 80 years old, Greet's father Ward is still every day present in the company where he cycles from one workshop to the other.

Address:  
Ivens Constructiebedrijf NV  
Noorderlaan 710 - Haven 540  
B-2030 Antwerp

[www.iven-cb.be](http://www.iven-cb.be)



## MISC, Vitol ink partnership deal

Malaysian shipping line MISC Berhad and the Vitol Group have signed a sale and purchase agreement via their respective subsidiaries whereby MISC's wholly owned subsidiary, MTTI Sdn Bhd is acquiring 50% of the shares in VTTI BV, currently a wholly-owned subsidiary of Vitol, for a price of US\$735 million, subject to price adjustment. On completion of the sale, MISC and Vitol will enter into a shareholders agreement to reflect the long-term relationship and strategic co-operation between MISC and Vitol in relation to their interest in VTTI.

Signing on behalf of MISC was Amir Hamzah Azizan, president and CEO of MISC while Vitol was represented by its president & CEO Ian Taylor. Also present at the signing was YBhg Dato' Shamsul Azhar bin Abbas, president and CEO of PETRONAS and chairman of MISC, YBhg Dato' Kho Hui Meng, president of Vitol Asia Pte Ltd and Rob Nijst, CEO of VTTI.

VTTI owns and operates a network of petroleum products terminals with a gross combined capacity of nearly 6 million cbm, which is set to expand to nearly 7 million cbm by 2013. With interests spanning over 11 countries and 5 continents, VTTI is one of the top ten independent tank terminal operators in the world. Major terminals are located in Amsterdam and Rotterdam in the Netherlands, Fujairah (UAE) and Port Canaveral, Florida, USA.

According to Hamzah Azizan, the deal marks a significant milestone in the development of MISC in moving towards becoming a leading global energy-based transportation and logistics services provider. The acquisition of the 50% interest in VTTI is a key element in developing the company's global tank terminal business, in line with its strategy to expand its service offerings across the value chain.

"The pooling of resources and expertise resulting from this transaction will enhance MISC's capability to better meet the needs and demands of our customers, by providing them with integrated services in the form of logistics support, together with our core shipping operation," said En Amir.

Ian Taylor commented: "Today heralds a new era of growth for VTTI. With the joint backing of the Vitol Group and MISC, we can accelerate the development of VTTI into a world class storage and terminal company. MISC was already a close business partner for Vitol and this agreement makes our partnership stronger, for the long term."

Today's signing sees MISC and Vitol build on their partnership in the tank terminal industry, a partnership that started in 2009 when MISC and its wholly owned subsidiary, MISC International (L) Limited entered into a joint venture with VTTI and VTTI Tanjung Bin SA.

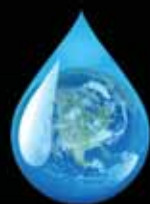
The JVA, signed on 19 August 2009, saw the incorporation of a joint venture company, Asia Tank Terminal Limited (ATTL), to hold 100% shares of ATT Tanjung Bin Sdn Bhd and through ATB, manage the construction, commissioning and operation of an oil blending terminal with a base capacity of approximately 841,000 cbm at Tanjung Bin, Johor, Malaysia, which is scheduled to commence operations in 2012. The oil blending terminal has available land area to increase its total capacity to approximately 1.4 million cbm.

With the signing of the sale and shareholders agreements, the joint venture will be terminated and MISC's shares in ATTL will be disposed to VTTI Tanjung Bin SA at cost. MISC's interest in relation to ATB will be held via VTTI.

## Lanxess contracts Stolthaven

Lanxess has finalised contracts with key suppliers for its new US\$575 million butyl rubber plant on Jurong Island, Singapore, among which is a storage contract with Stolthaven Terminals Singapore.

Stolthaven will supply Lanxess with a pipeline and third party storage for chemicals and LPG. The storage service will be offered at company's new 354,000 cbm chemical storage terminal in Jurong Island's Tembusu sector, which is expected to be ready by Q3 2011.



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# SOCAR, Aurora team up

SOCAR, the State Oil Company of Azerbaijan Republic and Aurora Progress, the Swiss based commodity trading house, are partnering in the development of oil storage facilities, including the new 641,000 cbm oil products terminal being built in Port of Fujairah, UAE. SOCAR will be represented in the partnership through SOCAR Trading.

SOCAR Trading CFO Zaur Gahramanov commented: "SOCAR is keen to establish a strong asset base that can contribute to its ongoing international and downstream growth. The development

in Fujairah is in a key trading hub where volumes are increasing substantially; clearly this is a strategic asset for the future development of the SOCAR group." SOCAR Trading may itself rent some of the capacity in the terminals under development, but first and foremost they will be independent facilities for other customers.

Ammar Kutait, of Aurora, added: "We are delighted to have an organisation of SOCAR's scale and significance partner with us in developing these terminal assets. We are now focusing on the construction of the first phase of our Fujairah terminal to be operational early next year."

In recognition of the partnership the facility will be renamed 'SOCAR AURORA Fujairah Terminal'. The terminal consists of 641,000 cbm of storage across 20 tanks and can handle fuel oils, gasolines, naphthas and middle distillates (diesel, gasoil & jet kerosene) and will be equipped with both tank-to-tank and in-line blending facilities. SOCAR AURORA will be an independent terminal operator offering storage capacity to third parties. The Port of Fujairah is commissioning this year a new multi berth facility for the receipt and loading of oil tankers. The SOCAR AURORA terminal will be among the first to make use of this new vessel handling capacity in the growing energy hub of Fujairah. Ammar Kutait has been appointed as CEO of the JV with the appointment of the CFO to be made shortly. Both companies will be represented on the Board of Directors. The company is currently studying contractors' bids after the initial civil works have been completed.

SOCAR, incorporated in 1992, is responsible for managing all oil and gas assets and activities for the Republic of Azerbaijan. SOCAR holds a direct stake in the Azerbaijan International Operating



The terminal consists of 641,000 cbm of storage across 20 tanks

Company, which operates the giant ACG oil fields in the Caspian Sea, as well as in the 1 million bpd BTC crude export pipeline between Baku and port of Ceyhan in Turkey. In addition, SOCAR is responsible for marketing all State volumes on the part of the Azerbaijan State Oil Fund SOFAZ, and holds participations in a range of other onshore and offshore fields and projects in Azerbaijan including its large new gas fields like Shah Deniz and Absheron. SOCAR also operates two refineries near Baku and has started its international expansion in recent years with mid- and downstream investments in Georgia and Turkey, and the establishment of its international trading and development arm SOCAR Trading in Switzerland.

Aurora Progress is a privately owned Swiss based company with the trade, supply, transport and storage of refined petroleum products as its core activities. The group's roots go back to 1978 when Petrotex SA was first established; after acquiring Petrotex and its subsidiaries, Aurora Progress continued to expand becoming a global trading company.

[www.socartrading.ch](http://www.socartrading.ch)  
[www.aurora-sa.com](http://www.aurora-sa.com)

## Vopak's China expansion

Vopak is expanding its presence in China. The Netherlands-based independent tank farm operator has started construction of a new JV storage terminal for chemicals in Tianjin, now the principal port serving the capital Beijing. At the same time Vopak is in a joint venture starts to construct a terminal for chemicals and clean petroleum products in, Dongguan, located in the Pearl River Delta.

In Tianjin, Vopak established a joint venture with the Tianjin Bohai Chemical Industry Group. Both companies will have an equal shareholding in the joint venture which will construct and operate a chemical storage terminal on 19.1 ha of land in the Lingang Industry Park.

In addition, Vopak has established a joint venture with Bohai and Tianjin Lingang Port to build and operate jetties to serve the new terminal. Vopak and Bohai will both have a 30% shareholding and the Port of Tianjin Lingang will hold 40%. The joint venture owns 600m of shoreline.

Vopak and its local business partners will start the construction of the storage terminal for liquid chemicals with an initial storage capacity of 95,300 cbm and two jetties of 50,000 dwt. In the future the capacity can be expanded to 380,000 cbm. The terminal will provide independent storage and transshipment services and serve both as an industrial terminal for chemical production plants in the Lingang Industry Park and as a distribution terminal for Chinese regional logistic flows as well as for import and export purposes. It is expected that the terminal will be commissioned in the third quarter of 2011.

Tianjin is one of the major petrochemical distribution centres in northeast China. The Lingang Industry Park in Tianjin is an industrial development area of 80 sqm. Vopak already operates two storage terminals for chemical products in Tianjin with a total storage capacity of 53,000 cbm.

For the Dongguan project, Vopak has acquiring a 50% shareholding in Sealink, which owns 23.2 ha and holds a concession to build and operate a bulk liquid storage terminal on Lisha Island.

Vopak and its local business partner Lanwa will start the construction the terminal with an initial capacity of 153,000 cbm. It is possible to expand capacity to 400,000 cbm in the future.

Vopak acquired the shares in the Sealink Storage Company from Merit, a subsidiary of the Lanwa Group. Lanwa is an industrial investment company based in Dongguan. The company also holds a concession granted by the authorities and obtained all relevant permits for the construction and operation of a storage terminal on this plot.

Lisha Island, which is connected to the main land by road, has become one of the major chemical logistics centres for the Pearl River Delta. The first phase of 153,000 cbm is expected to be commissioned in Q3 of 2011.

Dongguan is strategically located on the east bank of the Pearl River Delta and is part of the economic heart of Southern China. The Pearl River Delta is one of the country's leading economic regions and a major manufacturing centre.

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

## Gadot to buy Ghent

Israel's Gadot Group has signed an agreement with ADPO for the acquisition of the chemical storage terminal in Port of Ghent, Belgium. All businesses and assets will be transferred, and the terminal will be fully integrated into the VLS-Group, the fully owned European subsidiary of Gadot.

The deal extends the portfolio of VLS-Group in Europe to tank storage and toll manufacturing, and is expected to increase significantly its capacities for warehousing and value added logistics. Gadot owns and operates some 100 storage tanks and associated terminal facilities in Port of Kishon, Haifa.

Sandrine Montsma, CEO of VLS-Group, commented: "The transaction is in line with VLS-Group's growth strategy and will contribute to the development of all our business units for the benefit of our customers."

ADPO acquired the former Texaco Chemical Plant in Ghent in 1998. The 30 ha production site has been transformed into a blending terminal for lube oils and additives in Europe. Today the storage terminal occupies some 250,000 sqm of land. Through its 100,000 cbm of storage capacity, it offers integrated services including liquid storage, warehousing, tolling, processing, blending and filling as well as other value-added services.

The formal transaction is expected to be finalised during August 2010.



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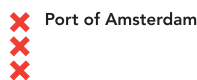
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