

# BULK DISTRIBUTOR

INTERNATIONAL NEWS • PEOPLE • PRODUCTS

March/April 2009

## De Rijke launches flexitank service

Dutch logistics operator De Rijke has officially announced its expansion into the flexitank market. The company sees the move as complementing its existing tank container and tanker fleet.

The decision was prompted by the developing uses for flexitank technology. "Where the flexitank for several decades was a well-known means of carriage for the transport of food products, such as fruit juices and wine, in recent years the transport of non-hazardous chemicals has taken off," said the company. One of the main reasons for this increase in volume is that in contrast to tank containers, there is less need to reposition the empty dry freight container, producing significant cost savings.

De Rijke has been researching the market for a number of years before finally deciding to enter. The fact that the Container Owners Association is just adding the finishing touches to a Code of Conduct regarding the proper use of flexitanks shows that this market is still maturing, De Rijke added. However, the company feels it will only partly replace the existing market for drums and tank containers and should be seen as complementary to the already wide range of services. De Rijke has an extensive fleet of tank containers and tank trucks, and is equipped for packing liquids into IBCs or



De Rijke says flexitanks should be seen as complementary to existing transport technologies

drums, after temporary storage in heated storage tanks. The filled IBCs or drums can then be stored temporarily in the warehouses and distributed worldwide using De Rijke Services. [www.derijke.com](http://www.derijke.com)

## Tanks go on the offensive



Three special presentations will be hosted next to the Tank Container Village

The International Tank Container Organisation (ITCO) will unveil new research on tank containers at the Transport Logistic 2009 event in Munich on 12-15 May 2009.

Three special presentations are to be hosted next to the Tank Container Village in Hall B5, detailing studies on the tank container's carbon footprint, safe handling and the logistical advantages of tanks for shipping lines (see p6 for more details).

ITCO has now grown to over 100 members, of which 40 will be represented at the event. A new feature is a reserved meeting area where members can welcome customers in a more appropriate environment with some privacy for meetings.

Work has also started on the tank containers in China study. Researchers have already visited CIMC's factory in Nantong and sent out the first questionnaire to those ITCO members who agreed to take part in the study.

The next stage will be to review the completed questionnaires and then arrange meetings with various ports, terminals, railway companies and government departments in order to obtain first hand information on their services and capabilities.

The last stage will be to arrange a questionnaire to be sent to the 10 selected chemical companies in China and arrange face-to-face meetings to ensure a full understanding of shippers' needs for safe handling of tank containers in China.

Finally, ITCO has welcomed the following new members: Ekol Logistics, Turkey; Real Asset Management, UK; Silver Global, India; Van Doorn Container Parts.

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

## New BASF Antwerp terminal under way

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Work has started on a new multimodal terminal in the grounds of BASF Antwerp. Scheduled to open in 2010, the terminal is a joint venture between BASF Antwerp NV, Swiss intermodal operator Hupac and Belgian Railways subsidiary Inter Ferry Boats (IFB).

With an investment of nearly 29m euros, at least 40 logistics jobs will be created. The 'Combinant' terminal operations will be outsourced to an external company for which bidding is currently under way. The partners say the incentive behind the terminal is to head off a shortage of intermodal rail infrastructure in Port of Antwerp, and to avoid every greater road congestion.

They claim the terminal will transfer 150,000 containers from road to rail, a daily saving of 10km traffic and a yearly reduction of as much as 30,000 tonnes CO2 emissions. The terminal – which is also open to third parties – will carry containers on block trains to various hinterland destinations.

Because of its strategic location and the accessibility for third parties, the project also received support equivalent to about 30% of the investment costs from the Flemish government and the European Regional Development Fund (ERDF). The terminal itself will measure 1,000m by 100m, and comprise five train rails, three portal cranes and have the ability to handle 10-12 trains a day.



The partners claim the terminal will transfer 150,000 containers from road to rail

## TDG wins AEO status

UK logistics company TDG has been awarded Authorised Economic Operator (AEO) status, an internationally recognised accreditation that confirms the company's role within the global supply chain is secure.

AEO status came into legal effect on 1 January 2008. TDG is one of only about 60 companies in the UK to be fully registered to AEO. The company's year-long audit by HM Revenue & Customs (HMRC) included assurance that it has a satisfactory system of managing commercial and transport records, and has elements in place to protect its business and supply chain against potential risks – whether human, physical or economic.

The company now has the opportunity to fast-track its shipments through certain HMRC safety and security procedures.



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# ISO 14001 certification for Mauser Europe

Mauser's European sites have successfully completed an environmental management audit and received ISO 14001:2004 certification for all European sites. The certificate was issued by TUV Sud, one of the world's leading facilitators of the ISO certification.

Compliance with ISO 14001 standards is part of the Mauser Eco-Cycle strategy for environmental commitment throughout the entire life-cycle of its products. The Environmental Management System ISO 14001:2004 confirms compliance with both harmonised European legislation and the respective local regulations. The certificate covers Mauser facilities in Benelux, France, Germany, Italy, Turkey and UK and includes the complete European portfolio ranging from IBCs and metal containers, to blow moulding machines and plastic, metal, and fibre packaging.

It integrates all company operations in Europe to include development, manufacturing, production, sales and service. The ISO 14001 process also monitors continuous improvement of the company record in terms of environment performance, energy savings, and work & fire safety.

The official ISO seal represents an independent verification of the Mauser Eco-Cycle commitment to implementing sustainability and environmental stewardship. In line with the timeframe of the Eco-Cycle project, certification was achieved within eight months.

"This was extremely fast," said Dubravka Duic, VP global sales & marketing Europe. "In fact, it was the first time in the TUV history that certification was achieved in less than one year. The Mauser team considered it a top priority issue to have our environmental performance validated by an independent body. We want to continue to set a technological benchmark for the industry."

In the next step, ISO 14001



Mauser's 4-layer EX drum

certification for Mauser's operations in Asia and the Americas is scheduled for 2009.

Mauser has developed a 'cradle-to-cradle' approach for managing the entire lifecycle of its products. The commitment to sustainability starts with raw materials. Green issues are carefully considered and vendors are preferred with track records in sustainability. Mauser manufactured the first 'Reco' drum in the Netherlands which consists solely of reground material. In the US, the company manufactures the 'Infinity' drum also using post-industrial resin. In addition, reground resin is being used for parts for IBC components.

Mauser was the first packaging company to integrate conservation into product development back in the 1980s. It introduced new standards for the safe transportation of hazardous materials and says it was at the forefront of packaging return systems.

National Container Group – a

subsidiary of Mauser – is the largest service provider in North America with seven plants in the US and Canada. NCG is currently expanding its role in Europe with five locations and more to come. Mauser provides recollection, reconditioning, rebottling and recycling. It collects industrial packaging (IBCs and drums) regardless of the manufacturer.

"Mauser's global recollect programme remains the benchmark in the industry," the company says. "No other organisation offers the global reach and level of sophistication achieved by us. A dedicated task force was established to facilitate a proactive campaign in support of the corporate goals. The Eco-Cycle ambition is to go beyond merely meeting legal requirements in order to achieve continuous improvement of the overall environmental performance."

## Expanding in Spain

Mauser has also entered into a 50:50 joint venture with Reyde SA, a member of the Spanish Armando Alvarez Group. By concluding this strategic alliance for the production and sale of IBCs in Spain, Mauser claims it will further extend its European reach. The newly established, Tarragona-based IBC company will operate under the name of Mauser Reyde Iberica SL.

Currently, Mauser supplies the Spanish market via its IBC site in Coursan, Southern France. The new JV will be responsible for the production of the Mauser SM range of IBCs at Reyde's Tarragona site and for marketing and sales throughout Spain.

"The strategic decision of combining Mauser IBC technology with Reyde's local sales force and production facilities, broadens our European scope and supports our efforts to optimize our offering to the Spanish market," commented Mauser CEO Dr Clemens Willée. "The combined IBC business allows us to increase European production output and to enhance plant utilisation."

"We expect substantial synergy effects for our European business through economies of scale," added Klaus Beckmann, manager of Mauser's strategic business unit Europe. "We intend to create a strong player in the Spanish market." Reyde SA also considers the alliance a perfect fit: "The



Mauser's naNO-Perm drum

Mauser expertise with international key accounts complements our experience with the local customer base," explained Justo Sordo, general manager, Reyde SA.

The modification process of Reyde's state-of-the-art IBC production in Tarragona will be supported by an additional blow-moulding machine which is being installed on the premises to allow for the production of larger volumes and to ensure future growth

opportunities. The tube cage production line is also being re-engineered to accommodate the Mauser design.

Reyde is the leading producer of steel/plastic drums and IBCs in Spain. As a licensee for Mauser L-Ring drums, Reyde has been closely involved with the Mauser network for years. The new joint venture now extends the companies' co-operation to the IBC sector.

Last year Mauser launched a number of IBC/drum solutions, particularly in the 220 ltr range. They included **220 l O-Top LT** standard open head drum has been approved for the transport of hazardous liquids according to Packing Group II (Y) while providing user-friendly handling features. Mauser also introduced the **V-press Drum**, a straight sided 220 ltr open top plastic unit specially designed for products which are discharged using pressure



The V-Press Drum is made of blow moulded polyethylene and was designed for high viscous products

plates. Finally, in collaboration with the Korean raw material supplier LG Chem Mauser developed a further **220 ltr multi-layer drum** with a new permeation barrier based on nano silicate technology. This technology, brand named naNO-Perm, can be applied on modified PE blow moulding machines. It may also be used for larger packaging sizes up to 1,250 ltr IBCs.

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

## Base container for faster emptying



The primary tank holds 450 gallons

Assmann Corporation has introduced the Base Container BC450 double wall rectangular, low profile, chemical storage tank. The primary tank holds 450 US gallons and allows IBCs to be quickly emptied and back on the road, offering savings on container rentals and storage space. The intermediate bulk container is placed on top of the BC450 to drain. The BC450 is constructed from rugged, durable crosslink polyethylene or FDA approved and NSF Certified linear polyethylene. The new base container is designed to hold chemical tote bins for up to 3.5 hrs and offers a partially sloped bottom for near complete draining from top suction. Features include molded-in forklift access for easy placement, 2.5 ins thick mild steel epoxy coated grating for durability and complete fill assembly including ball valve and chemical transfer hose. Other features include a maximum load capacity of 4,500 lbs, 11 ins threaded access cap with gasket that is recessed into the primary tank dome for protection.

[www.assmann-usa.com](http://www.assmann-usa.com)

## New Hoover chairman

Hoover Materials Handling Group Inc has announced the appointment of Donald W Young as the company's new chairman and chief executive officer (CEO).

Previously, Young was a member of the board of directors of Hoover and a vice president at Citicorp Venture Capital, a division of Citigroup. Young brings more than 12 years of operating and investment experience and has served on the board or worked closely with more than 40 companies in his professional career. He graduated from Harvard University with a BA in Government, and is a native Texan, born and raised in Corpus Christi TX.

Young noted that: "Hoover is poised for continued growth. Its strong brand

name, extensive customer base, especially in the Gulf Coast, and its efficient and high quality manufacturing advantages are all factors that attracted me to this organization. The liquid packaging industry is growing and dynamic. I believe my experience and track record fit well with these demands and I look forward to contributing to Hoover's continued success."

Jesse Sanchez, chief operating officer of Hoover, added: "I look forward to working closely with Donald Young to continue to develop Hoover's core competencies as a world class manufacturer of liquid packaging solutions that exceed our customer expectations."

## Tyco keeps heat optimal

Tyco Thermal Controls' specialist Isopad business has developed a range of heaters for IBCs and tankers to maintain product loads at optimum temperature. It offers an extensive selection of electric heating blankets and heating panels as standard or will design and customise application-specific solutions to meet customer requirements.

Many chemicals, fuels, adhesives, paints, foodstuffs, beverages, that are transported in IBCs or tankers are temperature sensitive and require maintaining within specific temperature ranges to prevent them spoiling, becoming difficult to handle or even changing state.

Isopad designs and manufactures a range of electrical heating systems for IBCs and mobile tankers of all types, with heating blankets, panels and heating elements mounted directly and securely on the tank surface using a special spring fixing construction. The available formats extend from foil heaters for single journeys through to semi-permanent designs for multi-delivery schedules.

Isopad container heaters are maintenance-free and give an even heat dissipation on the load. They can be designed to any shape, dimension,



Isopad designs and manufactures a range of electrical heating systems for IBCs and mobile tankers of all types

voltage and temperature requirement using the most appropriate cable types. Temperature limiters can be incorporated within the heaters or, with the addition of a sensor and temperature controller, the customer gets the flexibility to set a required temperature for each specific load.

Tyco Thermal Controls is a division of Tyco International Ltd which specialises in solutions for various applications involving heat tracing, floor heating, snow melting & de-icing, temperature measurement, fire and performance wiring, and leak detection systems.

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

## Greif sees lower income

Greif posted a steep drop in its first quarter net income to just US\$21.7m compared with \$68.6m for the first quarter of 2008. In its industrial packaging division, net sales decreased 21% (13% excluding the impact of foreign currency translation) to \$529.5m in the first quarter of 2009 from \$671.3m in the corresponding period of 2008, despite generally higher selling prices compared to the same time last year.

Michael J Gasser, chairman and CEO, said: "Historically, our first quarter performance is adversely affected by seasonal factors. This was further compounded in 2009 by the global economic downturn that began to impact our company in the fourth quarter of 2008. We announced comprehensive plans last December to mitigate these challenges, including

acceleration of the Greif Business System initiatives. We are aggressively implementing these plans and are on track to achieve the anticipated annual savings."

Greif has also successfully completed \$700 million of senior secured credit facilities to increase its financial flexibility and to continue its growth strategy "in a disciplined manner," added Gasser.

Operating profit before special items decreased to \$22.4m from \$78.1m in the first quarter of 2008. The \$55.7m decrease was primarily due to a \$30m net gain on the divestiture of business units in Australia and Zimbabwe, which was realised in the first quarter of 2008, coupled with lower net sales and a \$5.3m lower-of-cost-or-market inventory adjustment in Asia in the first quarter of 2009.

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



Michael Gasser: seasonal factors compounded by the global economic downturn

# SABIC adds to HDPE family

Saudi Basic Industries Corporation (SABIC) has expanded its portfolio of high density polyethylene (HDPE) products with a new grade family for blow moulding applications for industrial containers.

The SABIC HDPE ICP range offers a combination of stiffness impact and environmental stress crack resistance and demonstrates "a superior consistency and processing performance," says the company. SABIC HDPE ICP can be applied within the production of United Nations-approved jerry cans, open head drums and fuel tanks.

"SABIC developed these new grades in response to the increasing market needs for suited grades and continuity of supply," explained Mario Scholle, business manager HDPE SABIC Europe. "The long term availability of these grades from a major polyolefin supplier such as SABIC enables customers to

secure their supply and to avoid complex, time consuming approval procedures and processes."

In the near future, SABIC will expand the range with grades for tight head drums and intermediate bulk containers. "In order to accomplish our ambition - being the preferred world leader in petrochemicals - we continuously work to support our customers in meeting their current challenges and their challenges of tomorrow," said Dieter Hollmann, business unit director HDPE SABIC Europe.

SABIC is the world's fifth largest petrochemicals company. The company is among the market leaders in the production of polyethylene, polypropylene and other advanced thermoplastics, glycols, methanol and fertilisers.

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



SABIC's ambition is to be the preferred world leader in petrochemicals

Advertisement

## E-Flex, the "No bulkhead, no sidewall pressure flexitank" receives wide interest from the industry

The Liquatrans patented E-Flex, the Easy Flexitank with no sidewall pressure and no bulkhead has created a lot of interest among industry players. The company has received inquiries from end-users and forwarders all around the world ranging from Asia to America.

To make it a little more tangible, Liquatrans put a video presentation of the E-Flex on the internet. Having a hard time in believing what they saw, watchers called to ask a lot of questions. They received technical explanations, graphics and photos like the ones on this page. Basically, the company did the 3D modeling of the E-Flex and performed a stress and torque analysis on that. The principle of the system has been based on preventing the movement of the liquid.

Even though hundreds of E-Flex units have been shipped



The E-Flex barely touches the side walls of the container and exerts no pressure

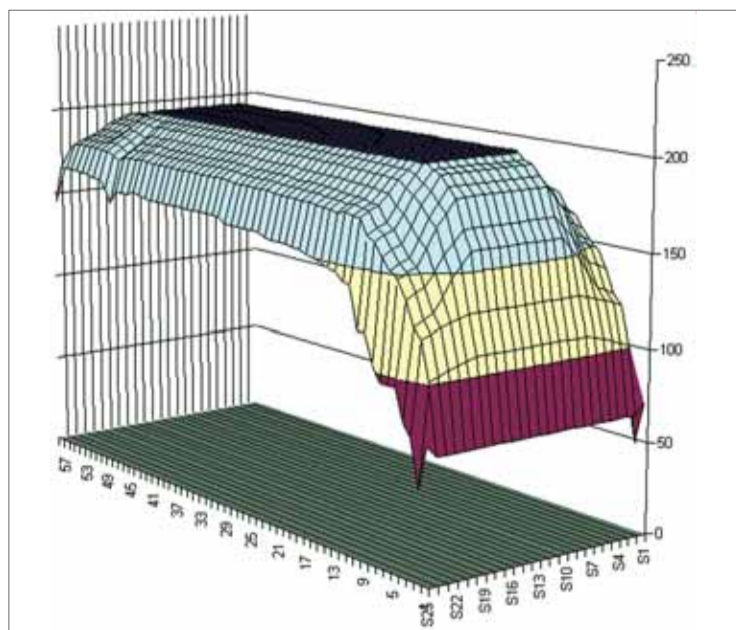


safely, the company is keen on getting an international certification approved by Container Owners Association (COA) to provide an official reassurance to its customers. The COA has issued the Flexitank Code of Practice, however the guidelines for

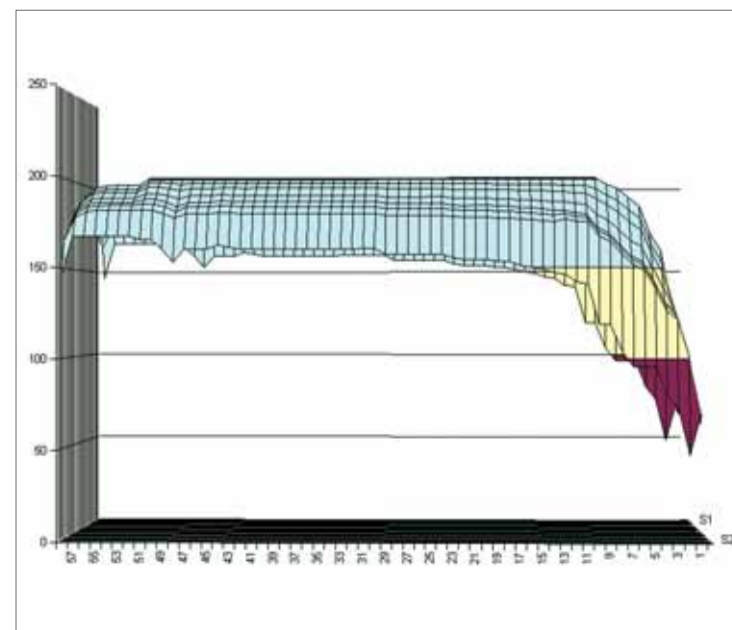
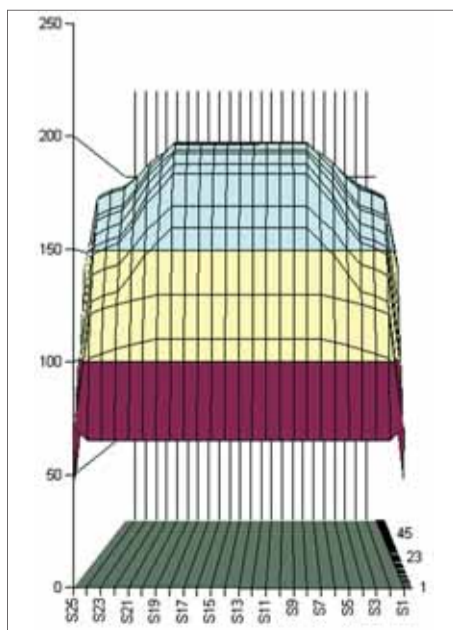
testing procedures have not been determined yet. Therefore the E-Flex has not been able to receive the official certification. In co-operation with COA, the company plans to finalise testing by the end of the first half 2009.



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3D modeling of the E-Flex



## CONFERENCES & EXHIBITIONS

### 2009

#### Multimodal 2009

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

#### StocExpo Russia & the Baltic

April 28-29  
Helsinki, Finland  
Tel: +44 20 8648 7078  
www.stocexpo.com

#### Achema 2009

May 11-15  
Frankfurt, Germany  
Tel: +49 69 756 4423  
www.chema.de

#### Transport Logistic

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

#### The London International Wine Fair

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

#### ILTA 29th Annual Conference & Trade Show

June 8-10  
Houston, USA  
Tel: +1 202 842-9200  
www.ilta.org

#### European Supply Chain and Logistics Summit 2009

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

#### Cool Logistics

September 29-30  
Intercontinental, Hamburg, Germany  
Tel: +44 20 8744 0244  
alex@freshwaterlogistics.com

# Optrak keeps Fuchs on the right road

Fuchs Lubricants (UK), part of the Fuchs Group, the world's largest independent lubricants company has recently announced a major investment in manufacturing, satellite tracking together with the Optrak vehicle routing software.

Richard Halhead, Fuchs managing director said: "We carried out a detailed evaluation and Optrak had the greatest experience in solving the problems that we faced. In addition to reducing the time spent planning by over 85%, we have improved all of our KPIs: on time or early delivery performance, cutting the pence per litre of each delivery, increasing the utilisation of vehicles and reducing mileage leading to a reduction in our carbon footprint. Fuchs has also achieved major efficiencies in vehicle preparation and compartment washing."

Darren Bourne, Fuchs distribution manager said: "The lubricants market poses special challenges for a vehicle routing system. Once we saw how Optrak worked, we realised it could cope with our specialised requirements for bulk lubricants. Optrak was the only company that was offering everything that we were looking for, and more. Within three months of installation we have been able to reduce significantly the time between when an order is placed and delivered. We are now achieving our best delivery performance ever for the company and its customers."

The route and load planning process has now been automated using Optrak. It interfaces with SAP and orders are downloaded directly to Optrak. The scheduler uses Optrak to build the most efficient set of routes that meet customer service requirements. Optrak automatically uses the available drivers



Optrak builds the most efficient set of routes that meet customer service requirements

and vehicles in the most efficient way and maintains checks on the grades and pumping order thus eliminating any possibility of cross grade contamination.

Optrak provides a clear overview of tanker and compartment utilisation and the scheduler fine tunes the routes and incorporates any last minute orders, looking to improve efficiency and compartment utilisation.

Optrak gives the scheduler the ability to assess whether it is more cost effective and efficient to send a vehicle out today into one region, such as London, or whether it is better to send the vehicle out the next day with a greater utilisation, all within the customer's SLA and time window. Optrak has also helped Fuchs identify orders that can be delivered more efficiently by using a separate set of vehicles outside of the dedicated fleet.

During the implementation, Optrak consultants mapped out the planning

process for Fuchs to follow. Bourne added: "Using Optrak has simplified the way we do our planning. We are less reliant on one member of staff with specialist knowledge and we can cope better with absences or holidays as other members of the team can still create effective loading plans and routes. Optrak is so easy to use that with minimal training a less experienced traffic person can plan effectively."

Optrak reports show the loaders what they need to do for each individual compartment to prepare it for the grades that are to be loaded. The system also confirms the preparation requirements in order that time consuming washing or draining are kept to a minimum. The drivers pick up a fully loaded vehicle and can go out immediately. This minimises the impact of the Working Time Directive as driving time is maximised and time waiting for loading is minimised.

Optrak has continued to work with

Fuchs to review and enhance the routing process. For example Optrak created an automated process so that Fuchs could make best use of their fleet of rigid vehicles for customers with limited access. Optrak ensures that these vehicles are automatically selected whenever access problems are identified.

The main objective for Fuchs was to improve customer service levels and reduce the delivery cost measured in pence per litre (PPL). This includes administration, leasing, driver and fuel costs. "We have reduced our costs including PPL by more than we originally envisaged. This is down to the quality of the routes that Optrak calculates and the greater efficiencies that we have introduced. We have also managed to build on our 'On Time' delivery performance targets and we are now at the highest level since the introduction of Optrak," said Bourne.

Fuchs has managed to reduce its carbon footprint through a reduction in the fleet size and the mileage travelled. Other specific benefits include: tanker capacity utilisation has increased by 6%; the number of "no actions" has gone up by 4% - this is where Optrak allocates an order to a specific tanker/compartment so that the grade can be pumped into the compartment with no pre-preparation; drain only actions have risen by 7%; drain and flush actions are down by over 4%; costly actions such as where the compartment needs to be washed out, cleaned and dried are down by 13%.

Since implementing Optrak, there has been a reduction in the number of customer delivery queries. Fuchs believes it is working smarter and is studying further changes to its operational planning.

www.optrak.co.uk

## Low weight DAF meets tanker firm criteria

A company criterion that sets the gross weight of new tractor units at between 7.5 and 8 tonnes led Yorkshire-based Lewis Tankers Limited to put 10 DAF CF85 FTP models into its 54 vehicle fleet.

Using 17.5 ins wheels on the mid-lift axle of the FTP has reduced the weight of the tractor by around half a tonne compared to a mid-lift on 22.5 ins wheels. As a result the FTP has a tare weight of around 7.8 tonnes fully kitted, with the weight saving directly translating into increased payload.

Four of the new trucks are being used on deliveries of liquid natural gas on behalf of Scotland Gas Networks plc (SGN), a business worth in excess of £1.5m awarded to Lewis Tankers in June 2008 on a minimum three year contract. Deliveries are to SGN's storage facilities in the west of Scotland and as far north as Thurso and Wick.

The other six are operating in Lewis Tankers' multi-user fleet carrying a range of materials from aviation fuel to methyl chloride. The fact that all of the company's drivers are ADR and SAFED trained and its vehicles meet both Petroleum Regulations and the Safe Loading Pass scheme standards - with the latter being met during their assembly at Leyland - gives the company considerable flexibility to meet a wide variety of customer needs.

The new trucks operate with Hobar and M1 tri-axle trailers designed for bottom-loading and which have full vapour recovery. Those on aviation fuel deliveries also have overfill protection as an additional safety measure. Gardner Denver discharge equipment



Using 17.5 ins wheels on the mid-lift axle has reduced the weight of the tractor by around half a tonne

and the Safe Track Telematics system are fitted to all of the tractors.

Stewart MacDonald, general manager at Lewis Tankers, commented: "As well as meeting our strict unladen weight criteria, the CF85 was chosen for its reliability and expected fuel efficiency. We have experience of the CF85 with the Euro 4 engine and found it to be very fuel efficient, even allowing for the amount of static running that occurs when discharging the load, and we expect these new models to deliver similar fuel results."

"These trucks will average around 120,000km a year, although that can range anywhere between 80,000 and 200,000, especially if they're double-shifted. At these mileages we'll be looking for good fuel figures to help keep costs down during the five years

that we plan to run them.

"Our drivers are happy with the CF85 too," he added. "They've got a comfortable sleeper cab with plenty of space and we've specified the AS-tronic automatic transmission both to reduce driving effort and stress, leading to improved safety, and to support more fuel efficient driving."

The DAFs based at Lewis Tankers site at Hensall, near Goole, will be serviced in the company's own well-equipped workshop. Any warranty work along with ongoing parts support will be provided by the supplying DAF dealer, Imperial Commercials, who have three nearby dealerships in Doncaster, Scunthorpe and Hull.

Lewis Tankers is a subsidiary of Simon Storage.

www.simonstorage.com

## Volvos for Docksey



The new Volvo tractor units for NJ Docksey

UK family-owned haulage company NJ Docksey, based at Leek, Staffordshire, has recently taken delivery of two new Volvo tractor units to augment its fleet - an FH-480 and an FH-520. Both the new trucks were supplied by Volvo Dealer Hartshorne from their Potteries branch in Newcastle under Lyme.

Run by husband and wife team Nigel and Linda Docksey the firm is well-known for its bulk powder transport service, but also offers general haulage to a wide range of customers.

Nigel Docksey, director and son of the founder, said: "We've been buying Volvos from Hartshorne for 23 years. Our first Volvo was bought by my father and I bought mine 14 years ago. The back-up from Hartshorne's is very good. I can just pick up the phone to them if I ever need anything sorting."

The latest additions to the fleet are both equipped with I-Shift, which NJ Docksey has been specifying since 2003. "We've now got half the fleet with I-Shift. It's a lot smoother than a manual gearbox. Once drivers get used to it, they really like it and don't want

to change. In my opinion, I-Shift is the best out of all the automated gearboxes on the market," continued Nigel.

Half the N J Docksey fleet is used for general haulage with curtainsider trailers transporting pre-packed building materials such as sand, gravel to builder's merchants and trade outlets. The rest of the fleet haul powder tanks, usually containing cement or mortar.

## Perolo manlid

Perolo has expanded its range of Multido manlids with a new bolted version. The Perolo 316L stainless steel bolted manlid line can withstand pressures up to 10 bar and is available both with flat or dished cover design. The product is available in various diameters, with or without compensating neck ring and with neck ring height tailored to client requirement. It is specifically dedicated to tanks and tank containers handling highly hazardous chemicals.

# Feldbinder maintains EBS standards

Electronically controlled braking systems are standard equipment on Feldbinder (FFB) road vehicles. The electronic braking system (EBS) integrates brake control, anti-blocking (ABS) and anti-slip regulation (ASR) in one. Compared with conventional pneumatic control, the electronic variant achieves faster reaction times and shorter braking paths, thus increasing safety.

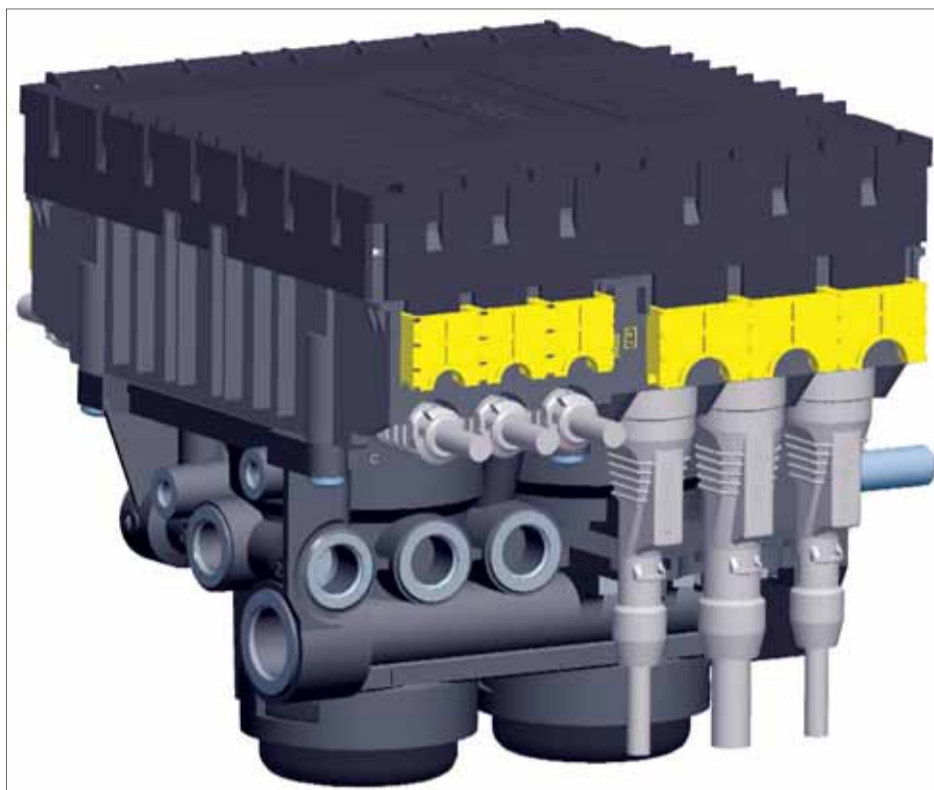
Two manufacturers in the field of EBS technology are Knorr-Bremse in Munich and WABCO, of Hanover. The latest generation from both brands also allows the connection of a further external safety module, the proximity sensor for brake interlock, which is now also being used in Feldbinder vehicles. When the railing is folded out, a sensor installed on the ladder on the rear of the vehicle automatically activates the brake which blocks the vehicle. It is impossible to move the vehicle in this situation, again increasing safety.

Knorr-Bremse's EBS Generation2 is an advanced development of the tried and trusted electronic braking system TEBS 4. The features of the TEBS G2 module are a more compact design, clearer cable routing and improved access to the cables. New screwed connections for the Tekalan pipe reduce installation time. Generation2 has

several gate outputs, including one pneumatic one which can be used to control the lifting axle valve. In addition, the new module has seven gate inputs for additional functions such as the integration of a manoeuvring aid, brake pad wear sensors and the programming of a critical tilt angle.

In addition, the TEBS G2 offers improved synchronisation between the braking systems in the traction vehicle and the trailer. It detects whether the traction vehicle has an electronic or conventional braking system and adapts its braking characteristic to the behaviour of the traction vehicle. Alongside the EBS, the trailer information module (TIM) presented in 2006 has also been developed further and 'telematised', meaning the information system, linked via a diagnosis plug, not only delivers information about 50 system parameters on a small display, it also provides the possibility of requesting the course of life of the braking system on-line thanks to the built in telematics system. This enables the owner-operator to monitor vehicle safety continually, independently of its location.

A more straightforward installation, more efficient operation and improved



WABCO's EBS-E braking system

servicing are the claimed advantages of the new EBS-E modulators from WABCO. A higher standard has been

developed based on the EBS-D generation. One new feature is the simplified system structure with new

plug and cable design. This does away with Y connections, and different user-defined functions such as lifting axle or telematics can be added. An improved sealing and locking concept strengthens the robustness and quality of the cable concept. Suitable pneumatic plug-type connectors for Tekalan pipe are optional module features. The extension in functionality of the operating data recorder ODR results in an increase in vehicle transparency. Information about brake pad wear, deviations in tyre pressure, individual axle loads and brake pressures are only some of the additional pieces of information that can be requested through the system via SmartBoard. In the premium variant, the EBS-E has an electronically controlled air suspension

(ECAS) integrated. This means additional electronics are no longer required on the trailer.

# Safety training for Suttons sugar drivers

Following its success in being awarded the bulk sugar contract by British Sugar last autumn, Suttons Group has embarked on a major training programme to improve safety awareness and safe operation with the team of recently transferred drivers.

A key element of the programme involved five senior drivers from operating sites at Wittington, Newark, Bardney and Featherstone attending practical training exercises designed to highlight skid and roll-over hazards in particular. Supported by Ken Oudnie, Suttons Technical Manager, the drivers used a skid pan and a specially adapted tanker with stabilisers to familiarise themselves with potential safety hazards.

Mark Haslam, managing director of Suttons Tankers, said: "This was an invaluable exercise within our overall safety programme that focused on key senior drivers new to the group and used practical training to highlight hazards and prevent incidents. Suttons Group places primary emphasis on safety in all its operations, as evidenced by many safety awards including being three times winners of the Motor Transport Safety in Operation Award."

Some 87 staff and drivers along with 60 tractor units and 100 tanks transferred to Suttons at the start of the new bulk sugar contract and since then Suttons has added 18 new tractor units and 12 new bulk trailers to this dedicated British Sugar fleet.

Suttons is one of the UK's largest privately owned specialist logistics companies with its group HQ in Widnes, Cheshire. The group has three divisions: Suttons UK Road Tanker Division which operates in four key sectors - chemicals, gases, foodstuffs and mineral oils; Suttons Distribution which offers warehousing service and Suttons International which provides specialist bulk liquid and gas logistics



The training exercises were designed to highlight skid and roll-over hazards

on a global scale, with a fleet of tank containers.

Suttons Group also signed a declaration of commitment and a Responsible Care implementation agreement at the recent ECTA annual conference. ECTA is the first chemical transport association to launch a European-wide Responsible Care programme based on a partnership agreement with the European Chemical Industry Council, Cefic, signed in October 2008.

Managing director of the Suttons Group, Andrew Palmer, said: "By signing up to ECTA's Responsible Care programme, Suttons Group has made a commitment to implement ECTA's

Responsible Care principles. These include the continuous improvement of the environmental, health and safety performance of our transport operations of chemical products so as to avoid harm to people and the environment. We aim to achieve this through our strategies, management systems and daily operations."

Suttons UK road tanker division has also taken delivery of another new tank trailer to support new business. The tanker is designed to take advantage of any future increase in UK permissible weights and has the latest brake intervention and stability control systems.

Andrew Palmer commented: "Despite the current general economic gloom,

Suttons is continuing its policy of prudent investment in new equipment

to support our existing and new customers."

BASF, one of the biggest foreign investors in the Chinese chemical industry, has presented the "Best Service Provider" award for its logistics suppliers in China, also known as the "Shenxing Taibao Award". Suttons International Freight Forwarding (Shanghai) Co Ltd was the winner in the Bulk Liquids category.

Shenxing Taibao is a heroic figure in one of the Four Great Classical Novels of Chinese literature - the novel says that he could run hundreds of miles in a day. The award is named after Shenxing Taibao as he stands for speed, reliability and efficiency - important attributes of successful logistics service.

Suttons International Freight Forwarding (Shanghai) Co Ltd is Suttons International's wholly owned subsidiary in China, where they have been present since 1997. Their first load for BASF China was carried in 1999 and since that time Suttons has become a major supply chain partner for BASF China, carrying bulk liquids across a wide product range, from multiple BASF production facilities in East China and South China.

Stefan Bartens, head of BASF's Supply Chain Management in China, commented that BASF actively expects its service providers, as part of the ongoing partnership, to produce suggestions and create innovations in addition to maintaining maximum levels of EHS conformance and excelling in KPI performance. It is this concept of shared ideas for the benefit of both parties, which was a deciding factor in the award process.

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

## Kaessbohrer tankers for BP

Kaessbohrer has delivered 10 tanker semi-trailer units and five tanker upper structure units to BP Turkey, following a tender issued by BP Europe. The Germany-based tanker manufacturer is part of the Turkish group Tirsan, which is also an agent for DAF tractor units. Tirsan managing director Osman Sever has declared a strategy of being the leading tank/silo and low-bed producer in Europe by 2010.

# ITCO lines up tank presentations for TL

ITCO will unveil new research on tank containers at the Transport Logistic 2009 event in Munich on 12-15 May 2009. Taking place in a conference room adjacent to the Tank Container Village, the three presentations are:

May 13, 11am. Carbon Footprint, by Professor Allan Braithwaite. A project examining the relative carbon footprint of a typical supply chain between different modes: tank container, drummed product and flexitanks

May 14, 11am. Charm offensive with Shipping Companies, by Dave Dawson. Raising the awareness among shipping companies of the safety aspects of the tank container, as well as being the only means to move smaller bulk quantities of hazardous cargo overseas.

May 14, 3pm. ICHCA Safe Handling of Tank Containers, by Bill Brassington. Brassington will give a presentation on work on the Safe Handling of Tank Containers as part of the ICHCA project.

ITCO commissioned Professor Braithwaite at LCP Consulting to employ its "Carbon-to-Serve" methodology to investigate the end-to-end, life cycle environmental impact of tank containers and alternative transport equipment, such as drums and flexitanks, and the full results of the study will be unveiled at Transport Logistic.

In his presentation Professor Braithwaite will first detail the



ITCO hopes to persuade more shipping lines of the virtues of carrying tank containers

challenges inherent in both generating a reliable estimate of the carbon intensity of different end-to-end supply chains and identifying the benefits that arise from achieving 'best-in-class' performance.

What is certain is that global warming is now an issue impacting every business enterprise and that environmental performance is becoming an embedded and

inescapable part of corporate social responsibility. Traditionally, it has not been the responsibility of any one link in the supply chain to look after the environmental impact of the activities elsewhere along the chain. However, that is changing and, as Alan Braithwaite will point out, LCP Consulting's Carbon-to-Serve model holds the potential not only to identify the environmental impact of the entire

supply chain but also to foster collaboration along the chain in order to improve overall environmental performance and reduce costs.

The LCP assessment of tank containers and alternative forms of transport will consider the complete supply chain, from manufacture and materials to positioning and handling operations, cleaning, land and sea journeys, port equipment, empty movements, roundtrip potential, life cycles, recycling and ultimate disposal. The key determinant in these environmental impact assessments will be the volumes of carbon dioxide emissions generated. The LCP study will be unlike any other produced for the tank container industry and Alan Braithwaite has promised some "surprising" conclusions.

The "Safe Handling of Tank Containers" presentation will be made by Bill Brassington of ETS Consulting. He will describe to the audience that a laden tank container can be the heaviest of intermodal containers and a lack of awareness of correct filling levels can result in dangerous cargo surge effects. Furthermore, the large number of both ISO tank containers and outside swap body tanks in service can raise container stacking compatibility issues at European container depots.

However, as Brassington will point out, tank containers are designed with safety in mind. They are robust units whose materials of construction and fittings and fixtures are fully compatible with the range of products that the tanks are authorised and certified to carry. With a full working knowledge of the subject matter in "Safe Handling of Tank Containers", operators can ensure a safe working environment for themselves and all those who come into contact with tank containers.

Allied to this subject, many container shipping lines do not have a favourable impression of tank containers. They sometimes see tanks as heavy units that can cause lifting and shipboard stowage problems, and are also perceived as being used almost exclusively for carriage of hazardous cargoes and so best avoided.

Dave Dawson, formerly with CP Ships, is assisting with an ITCO initiative to increase awareness of the true nature of tank containers and their operation among the shipping lines. Dawson will explain that a principal problem is shipping lines' lack of familiarity with tank containers. Long gone are the days when many of the leading shipping lines operated their own dedicated fleet of tanks and employed their own dangerous goods expert who was the key reference point within the company for all bookings of shipments listed in the international Maritime Dangerous Goods (IMDG) Code.

Finally, on Wednesday (May 14), from 6pm Perolo is offering Bordeaux wine as "le verre de l'amitié", while on Thursday (May 15) from 6pm, ITCO customers are invited to the traditional ITCO Party, partly sponsored by Hoyer.

## TL expands coverage

Away the Tank Container Village, Munich Messe is adding a number of new features for visitors to this year's event. For the first time companies involved in the overland Europe-Asia trades, stretching from Central Asia, Russia and the Middle East to Southwest Asia, are teaming up in a joint Eurasia Pavilion. Accompanying this initiative, a conference on Eurasia is being held on Tuesday 12 May, from 1.30-6pm. Experts will present the potential for the transport and logistics business in this region, above all with a view to the current relocation of production from Europe to Asia and vice versa, in the wake of the worldwide economic downturn.

Turkey is another country that will see a special conference at TL 2009. Michael Kubenz, of specialist bulk cargo forwarder Kube & Kubenz, said the Turkish market offers great opportunities to logistics service companies. As chairman of the advisory board of Transport Logistic, and also president of the German Freight Forwarders Association ('DSL'), Kubenz has been instrumental in organising business trips to Turkey so that German logistics professionals can learn more about the business opportunities in what has been one of Europe's fastest growing economies in recent years.

The logistics sector makes up 3-4% of the economic output of Turkey and has tremendous growth potential and opportunities for foreign investors. By 2012 the logistics market in Turkey is expected to grow to 36 billion euros, said Kubenz.

"Germany has traditionally been one of Turkey's most important trading partners," he told a recent press conference in Istanbul. "The main imports from Germany are motor vehicles and automotive supplies, machinery and electronic and chemical products. The main exports from Turkey are textiles and leather goods, foodstuffs and industrial products. The bilateral trade volume between the two countries rose again in 2007, to 25bn euros. Turkish exports to Germany in that year reached 10bn euros in value, while German exports to Turkey came in at 15bn euros. Despite the sharp decline in imports and exports in November and December of last year, Turkey's export figures for 2008 are expected to set a new record, at around 100bn euros. For 2009, however, it is predicted that there will be a 10% downturn in growth."

Many German firms in Turkey are involved for the long term, he added. "They put their faith in the locational benefits of Turkey, which has a qualified and motivated work force and good transport connections to markets in Europe and the Middle East. In addition to low wage costs, one of the big attractions to international investors is the geographical location of Turkey as an interchange between Europe, Asia and the Middle East."

However, despite well developed transport routes, infrastructure is still the Achilles heel of the country's logistics efforts. "I particularly welcome, therefore, the plans of the Turkish government," said Kubenz. "Despite the economic crisis, they are making around 1.7bn euros available for investment in transport in 2009, to be spent on road and rail infrastructure in the country."

"At this point, I would also say that, as a member of the administrative board of Kombiverkehr in Germany, I relish the challenge Turkey is presenting to intermodal transport. For Kombiverkehr the new Bosphorus-Europe Express from Munich to Istanbul has proved to be a very useful link between Europe and Asia. Turkey fulfils an important transit function, in terms of rail transport to the Middle East and Central Asia."

# Sweet deal for Russell Group

Around 65 truck journeys a week between Silvertown in east London and various points in Scotland are no longer necessary thanks to a new contract signed between Tate & Lyle PLC and the Russell Group, one of the UK's leading railfreight specialists.

Five times a week, an intermodal train leaves the Russell Group's Barking terminal heading for Freightliner's Coatbridge facility. Operated by Direct Rail Services (DRS) on behalf of the Russell Group, each train moves on average over 350 tonnes of bulk cane sugar products in liquid and granulated forms, all destined for major blue chip customers in Scotland.

Ken Russell, Commercial & Business Development Director, John G Russell (Transport) Ltd, commented: "Prior to committing ourselves to the re-opening of the Barking railfreight terminal, we canvassed a number of potential customers such as Tate & Lyle, which we knew wanted to develop more environmentally-friendly supply chain operations. We were greatly encouraged by the feedback we received. It confirmed our own belief that there would be strong demand for well-managed railfreight services into and out of a terminal that is so close to central London."

"This new Barking-Coatbridge train routes via the Daventry International Rail Freight Terminal (DIRFT) and we are now talking to other customers interested in using this daily freight link between London, the Midlands and Scotland."

Mark Rowlett, head of distribution, Tate & Lyle Sugars, added: "Tate & Lyle is a world-leading manufacturer of renewable food and industrial ingredients. All our ingredients are produced from renewable crops, predominantly corn (maize) and sugar cane. We take these renewable crops

and transform them through the use of innovative technology into value added ingredients for our food, beverage and industrial customers.

"We are committed to sustainable practices across our entire operations, including transport, and therefore the opportunity created by the Russell Group to transfer such a large portion of our long haul road vehicle movements to rail was one we simply had to investigate. We estimate that this will save some 4m truck kilometres a year just on our Scottish traffic."

The Barking terminal was created in the late 1960s as part of the infrastructure to handle containers, which were at that time still a new way of transporting goods around the world. It closed to rail traffic in 2006 and the site, recently purchased by AXA REIM, has lain mostly dormant. Together, AXA and Russell are keen to develop the site with rail being the core feature.

With the revival in railfreight

popularity under privatisation and the growing pressure on industry to eliminate unnecessary truck journeys, the Russell Group has been expanding the number of rail terminals it operates. It now offers six key locations: Inverness, Edinburgh, Glasgow, East Midlands (Daventry), West Midlands (Telford) and Barking.

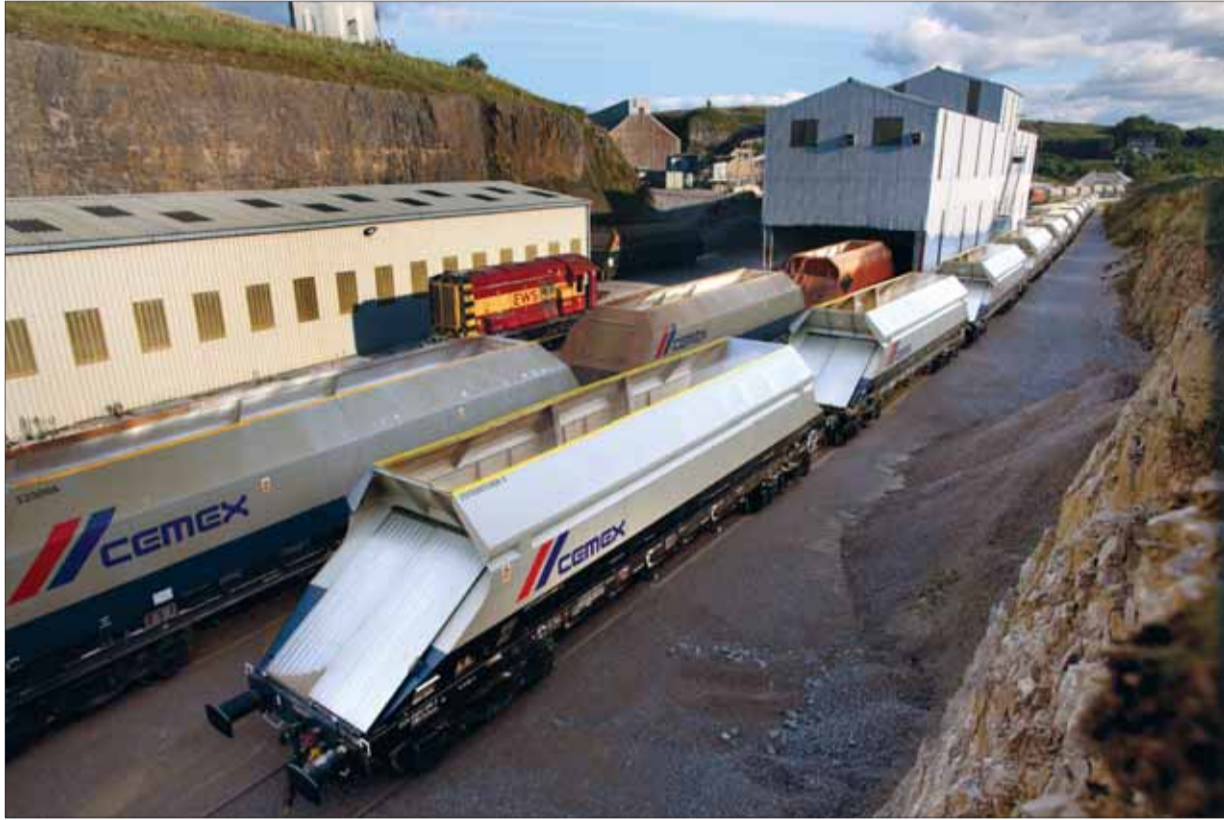
Looking to the future, Russell expects to see considerable demand for services out of Barking. The company expects that by August, it will have direct access to the Channel Tunnel Rail Link (CTRL) and be able to operate trains to and from Continental Europe. "We will have no gauge restriction between our terminal and the CTRL and since the high-speed link was built to accommodate continental gauge rolling stock, it means we will be the only UK freight terminal able to accommodate the larger freight wagons that operate throughout mainland Europe."

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



An intermodal train leaves Russell's Barking terminal five times a week headed for Freightliner's Coatbridge facility

# CEMEX new rail hoppers



The new wagons will enable CEMEX to move more material using fewer trains

New state-of-the-art rail hopper wagons are now transporting aggregates on behalf of building materials provider CEMEX UK, increasing its rail transportation to over 10% of all transport.

The 82 CEMEX-branded hopper wagons are high capacity, track-friendly wagons that maximise the amount of materials transported. Each wagon is able to carry up to 76 tonnes of materials for the production of asphalt and ready mixed concrete. The replacement of existing traditional rolling stock to this new type of wagons is a key element of CEMEX's six year contract with EWS Construction,

part of English, Welsh and Scottish Railway Ltd.

The contract, the first of its type in the sector, began in 2007 and has enabled CEMEX to transport over 2m tonnes of material a year. This represents over 10% of the total materials transported and has allowed CEMEX to optimise efficiency and accommodate further rail growth as part of its commitment to sustainable development.

"The new wagons will enable CEMEX to move more material using fewer trains, thus reducing fuel consumption and the number of journeys made. CEMEX is committed to rail

transportation, with emissions from rail five times lower per tonne transported compared to road. Additional advantages are the reduction of traffic congestion on the roads and lower costs per tonne for transportation," commented Lex Russell, vice president aggregates and asphalt, CEMEX UK Operations.

CEMEX has an extensive network of railheads and depots across the country, from Selby in the north to Crawley in the south and as far east as Norwich. Further investment is planned in three new depots for the coming year, further endorsing rail as a key element of CEMEX logistics strategy.

# ChemLogix goes global

ChemLogix LLC has established a new subsidiary to provide international supply chain and logistics services worldwide. ChemLogix Global offers small and mid-sized shippers the opportunity to optimise their international logistics operations, expand into new markets, and ensure compliance with the many new regulations for security, international trade and financial processes.

As a licensed NVOCC and freight forwarder, ChemLogix Global is able to leverage ocean freight volumes and provide competitive rates with reliable international logistics services for small and mid-sized chemical shippers. William Spiro ChemLogix Global's VP for international operations, stated: "Our technology simplifies the process of complying with government export regulations and provides strategic reports enabling our clients to better manage landed costs and improve profitability."

ChemLogix Global also provides

consulting services, determining the best routes and carrier lanes for shipments and the economics of sourcing from various countries. In addition, the company has the expertise to process the proper documentation to ensure compliance with international shipment regulations to various destinations. "Using our services, chemical shippers can eliminate administrative tasks associated with paperwork and be assured of full compliance associated with specific ports of call," added Spiro.

Supporting international freight services with web-based technology, the company provides clients complete online visibility into freight status throughout the entire supply chain. On-demand transport management gives customers online access to cargo shipment status, freight detail and business patterns to better control supply chain operations and costs.

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

# Multimodal draws top speakers

Multimodal 2009 will include a specialist conference organised by procurement experts Trade Extensions. The event, which takes place at Birmingham NEC on 28-29 April 2009, will feature new research findings, outline new political moves, and will highlight new procurement methodologies and innovative risk-management strategies.

The first day of the conference will offer a political overview of the UK and Europe's current logistics and transportation market – and will consider what the future may hold. The session will be introduced by the conference Chairman, Steve Agg, chief executive, Chartered Institute of Logistics and Transport, and will include a keynote presentation by the Department for Transport.

In addition, Joe Critchley, Vice President, Trade Extensions will address the subject of the European Freight Market, examining freight rate trends over the past 12 months and into the future together with shippers' expected buying patterns.

Day two will be devoted to Green Logistics, Collaboration, Procurement and Risk Management. Dr Anthony Whiteing, senior lecturer, at the Institute for Transport Studies, University of Leeds, will present the results of new research carried out by

the "Green Logistics" project, funded by the Engineering and Physical Research Council (EPSRC). This continues an important theme initiated at last year's Multimodal Conference, and will be the first time that these particular findings of the "Green Logistics" project will have been presented in public.

James Hookham, managing director, policy and communications, Freight Transport Association, will forecast from a European perspective the challenges facing both shippers and logistics service providers in the coming months.

This will be followed by a presentation by Peter Surtees, Logistics Director, Kimberley Clark entitled "Collaboration – The Shipper Calls The Shots!" – a study into how Kimberley Clark and Kellogg's have raised shipper collaboration to new heights. Surtees will outline some of the strategies used, and outline future developments.

Arron Howle, global derivatives marketer at BP will discuss Global Oil Markets and Options for Diesel Price Risk Management, reviewing what has been happening recently in the oil markets and current price movements, as well as how hedging works and the various hedging options available.

[www.multimodal.org.uk](http://www.multimodal.org.uk)

# Pallet service



Redhead's new 'smart freight' palletised service will offer customers a faster route to key markets in the UK, Ireland and France

Redhead International has introduced a new 'smart freight' service for palletised goods designed to provide its customers with a link into a network that covers the whole of the UK, as well as Ireland and France.

Through its membership of the UK Palletforce network, together with being members of the Once network in Southern Ireland and the Palletsystem network in France, Redhead

International is able to operate dedicated daily trunks, backwards and forwards, between Palletforce, Once and the Palletsystem.

Palletforce's new hub in Lichfield, which opened in January, has the capacity for 14,000 pallets a day. The Palletsystem in France can handle over 3,500 pallets a day and the Once network in Southern Ireland around 600 pallets a day.

Austin Duffy, Redhead's marketing manager said: "Our new 'smart freight' service will provide companies with an improved pallet distribution service by linking resources. The new service will provide our customers with an even quicker and more reliable way of getting palletised goods to destinations in the UK, Ireland and France."

[www.redhead-int.com](http://www.redhead-int.com)

## Bulk Distributor

Editorial features scheduled for the

May/June 2009 Bulk Distributor:

• Tank Containers

• Flexitanks

(and much more besides)

If you have an editorial announcement that you wish to be considered for inclusion in Bulk Distributor, please send copy to

[neil.madden@wanadoo.fr](mailto:neil.madden@wanadoo.fr)

or [richard.miller@oakhillmedia.com](mailto:richard.miller@oakhillmedia.com)

## Coperion extends petrochemical industry services to include IT-assisted bulk material management

The materials handling competence centre of Coperion GmbH (formerly Coperion Waeschle) in March signed a mutually exclusive cooperation agreement with inonso AG, the leading German consultancy and software company for logistics solutions. Coperion, based in Weingarten, Germany, is a global leader in bulk materials handling and processing (notably compounding and extrusion) systems for the plastics industry.

This move means that Coperion has now further extended its already broad range of services to the plastics manufacturing, plastics compounding and plastics processing industries to embrace logistics management systems for materials distribution. As a result of this collaboration with inonso, Coperion is able to offer its customers solutions from one single source, covering all process stages from the reactor through to shipping logistics, including the logistics management system. The increasing demands to be met by plastics



Management of polymer granule supplies is now among the range of services available from Coperion, following its tie-up with inonso

manufacturers regarding product logistics flexibility and also the transparency and need for clear documentation of goods flows to the production plant for subsequent processing are now fully satisfied with the new partnership

agreement.

The "warehouse management" systems from inonso permit reliable identification of all product flows and consignments from production through to shipping, including all relevant data for production and quality, management and warehouse optimisation through to order picking and shipping of individual customer orders. This allows plant operators to have online access to all current inventory data for production and sales purposes.

The main areas of inonso's expertise are distribution logistics, procurement logistics and ERP (enterprise resource planning) for commercial and industrial companies as well as service providers. With 350 employees in Bad Nauheim and at six other sites, the company offers consultancy, innovative and practical software products as well as professional system integration for ways of optimising and customising logistic processes.

[www.coperion.com](http://www.coperion.com), [www.inonso.de](http://www.inonso.de)

## Qatofin logistics centre sets two Talke records

The new polymer distribution centre being built by German-based bulk logistics service provider Alfred Talke in Qatar on behalf of its client Qatofin is scheduled to be officially commissioned in the early summer. Not only is it the largest construction project ever undertaken by Talke in its 62 year history, but it has also achieved an exemplary safety record. During the 24 month construction phase between December 2006 and January 2009 a total of one million hours were worked on site without a single accident-related work stoppage.

During peak periods there were more than 300 workers from 10 different trades engaged on the project. Apart from the usual hazards, the summer heat posed a particular risk factor, with temperatures at times exceeding 50°C in the shade.

To commemorate this outstanding safety achievement an award ceremony took place in late January with 100 workers in attendance on the Qatofin terminal site. Christian Schambel, Qatofin project director, and Christian David, Qatofin LLDPE project manager, presented Talke project manager Rene Bastiaan Net with the Qatofin HSE Award for this notable achievement.

In his remarks Schambel stressed that the



Qatofin LLDPE project manager Christian David (left) presents the Qatofin HSE Award to Talke project manager Rene Bastiaan Net

safety record was especially impressive considering the size and complexity of the project. He went on: "We are pleased at this outstanding result. Rarely does a service provider deliver a result comparable to this in a project of this order of magnitude. The logistics facility is not only impressive for its size and efficiency; as a project, it also sets a new standard for workplace safety."

Rene Bastiaan Net said in conclusion: "We are very satisfied with the result. The on-

schedule completion of construction work demonstrates that workplace safety was an important element for achieving our objectives, and it shows how well we were able to work together with our client and the many outside suppliers."

On completion this will be the most up-to-date silo logistics centre in the Arabian Gulf. April marks the start of a period of intensive training for the initial 70 staff who will be employed at the centre. Operated by Talke, the facility will handle 450,000-600,000t/yr of linear low-density polyethylene (LLDPE) powders. Spanning a total area of 100,000m<sup>2</sup>, the logistics centre offers 57,000m<sup>2</sup> of covered storage, including 13,200m<sup>3</sup> of vertical silo capacity, 15 loading ramps and a container terminal which can accommodate up to 700 containers. The 12 silos, each with a capacity of 1100m<sup>3</sup>, are fed with polyethylene by means of a conveyor leading directly from the production plant.

The Qatofin distribution centre, located in Qatar's Mesaieed Industrial City some 40km south of the capital Doha, has cost over US\$40M to build and the 15-year logistics contract awarded by Qatofin to Talke is valued at around \$120M.

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

## Tanker loading system enhances Castle Cement productivity

With an extensive fleet of road powder tankers comprising several different vehicle types, Castle Cement of the UK placed flexibility high on its list of requirements when choosing a new purpose-designed tanker filling system. The machine, which was required to transfer the contents of 1000kg bulk bags into road tankers for subsequent nation-wide delivery, was designed in close association with bulk handling equipment manufacturer Guttridge. The Spalding-based company was then awarded the contract to build the cement loading system.



Guttridge's bespoke road powder tanker loader

The main components are a single FIBC frame and hopper, with provision of an integral knife arrangement that slits the base of the bulk bag allowing the contents to drop into a screw elevator mounted beneath. Once the cement has been discharged from the bulk bag it is fed by the screw elevator into the 30t capacity road tankers.

The equipment is mounted on castors to allow it to be rolled back on its rails so that tankers can easily manoeuvre into position, after which it is moved forward and secured in place. An access ladder is provided along the side of the screw elevator, allowing the operator access to the top of the tanker to secure the outlet feed into the tanker filling hatch.

Flexibility was a key requirement of the design, as Castle Cement's Kevin Taylor explains: "We started with a site meeting where we explained to the Guttridge designers what we needed. They could see that our tankers vary in height and inlet configuration, so we needed a solution that would be able to work across the fleet – including new ones coming on stream in years to come."

This requirement to accommodate different tanker heights was met by incorporating a Moduflex coupling between the screw conveyor outlet and the tanker. There is also an integrated filter module with its own fan and pressure tank, ensuring that the filters are kept continuously clean.

Dust containment was also a major priority. The hopper was therefore equipped with a seal around its top edge, providing a dust-tight connection to prevent escape of airborne cement powder.

A third important requirement was that the new loader should be productive. It has already proved itself in this respect, increasing the number of tankers that can be filled each hour while at the same time reducing manpower needed to accomplish the task.

Taylor concludes: "The finished design does exactly what we wanted. This is in part due to the willingness of Guttridge's design team to accommodate our requests, including making fine-tuning modifications on site to get the most from the system."

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

## Increased output from robot palletisers



The upgraded CHRONO-PAL RP robot palletiser can now handle up to 1200 bags/hour from a single bagging line.

The UK arm of Chronos Richardson, a subsidiary of Premier Tech of Canada, reports that its longstanding partnership with Kawasaki Robot, among the world's leading supplier of robotic arms, has resulted in enhanced performance for the CHRONO-PAL RP robot palletising system. The machine is now capable of handling up to 2400 packages/hour, or 1200 bags/hour from a single bagging line. An inbuilt control routine enables the palletiser to adapt automatically to different package sizes. Carefully controlled precision operation ensures formation of stable pallet stacks.

These robot palletisers require minimum installation space yet offer reliable long-term operating performance. The machine is available with a range of accessories, including pallet infeed and outloading systems, wrapping and load protection systems, light curtain safety features and safety guards.

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



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- Baffle bags
- Cross-corner
- U-panel

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# Emergence of major new Indian FIBC producer

Rishi FIBC Solutions Pvt Ltd last October commissioned its new state-of-the-art bulk bag production plant in Gujarat, India. The 200,000 ft<sup>2</sup> air-conditioned facility has the capacity to manufacture six million flexible intermediate bulk containers annually and will concentrate on production of bags for use in food and pharmaceutical industries. Executive director and CEO Joseph Fransis stated that it was his company's aim to become among the world's largest FIBC producer by 2015.



FIBC stitching section

Fransis and his management team already have longstanding experience of the industry. He has been involved in the FIBC sector, both in India and abroad, for some 20 years and his senior colleagues each have between 10 and 30 years direct experience. These include managing director Arvind Nopany, senior vice president-exports Rohit Trivedi, general manager-quality assurance Ashutosh Roy, and senior manager-manufacturing Moncy Jose.

Other senior executives such as the planning manager, extrusion and weaving manager, head of logistics, and maintenance manager between them have a combined experience of more than 150 years in the FIBC business. Prior to start-up in October, the company had been manufacturing around 100,000 bulk bags a month at its pilot plant during the preceding year and a half.

The new plant, which is claimed to be the world's most modern fully integrated FIBC production facility, benefits from modern production systems, including some of the latest machinery currently available. Of special note are fully computerised extrusion and auto doffing winders, six and eight shuttle looms, 2m wide lamination plant, 2.5m wide multilayer liner plant, ultrasonic cutting machinery from Germany and form-fit liner sealing technology from Turkey.

Rishi FIBC Solutions, which is located at Manjalpur, Vadodara, is already certified to ISO 9001:2000 and is at present in the process of obtaining BRC and AIB certification. A HEPA air filtration system has been installed to help ensure clean-room production of pharma-quality bags and inner liners. This involves air being purified through a two-micron gauge filtering system. The company produces all types of



Ultrasonic cutting machine

FIBCs including baffle bags and Types C and D for applications where there is a risk of static electricity hazard. It also has the capability to produce dry bulk container liners made from woven fabric, but at present this is not a

priority product.

Main markets are Europe and the US with bags being sold via local distributors rather than directly to the end user.

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



New modern 200,000ft<sup>2</sup> Gujarat manufacturing plant of Rishi FIBC Solutions



Liner sealing machine

# Unloading cement from bulk bags without dust nuisance

Telschig Verfahrenstechnik based in Murrhardt, near Stuttgart, Germany, has recently developed bulk bag dischargers available in stationary or mobile form which have been designed to unload cement with minimal dust pollution. According to the company, more than 2.4 billion tonnes of cement is produced annually, of which 35-40% is filled into conventional bags and 10-20% goes into bulk bags. There is therefore a huge demand to discharge cement, especially on construction sites, in an efficient and environmentally acceptable manner.

Filled bulk bags are transported to the units by forklift or crane and lowered on to the discharge hopper. A centring device ensures that each bag is located exactly in the right position. It is then lowered under its own gravity on to a cutting blade and the base of the bag is slit open automatically to create a 650mm diameter aperture. The bag is then gradually raised under slight vibration to ensure complete discharge, after which it is lifted off and set aside. Time needed to unload each bag takes approximately three minutes, depending on local handling systems and the flow characteristics of the material in the bag. This makes it possible to empty between 20 and 25 bulk bags per hour. Assuming bag capacities of between 1000kg and 1500kg, this amounts to a total throughput of 20-30t/h.

Each discharger includes a lump breaker and a pneumatic conveying system to transfer the material to covered storage, with transport vehicles being filled by means of an inclined screw conveyor. Versions of the Telschig discharger are also available without integral pneumatic conveyor.

The company, founded in 1973, manufactures bulk handling systems and equipment, including specialist plant for grinding raw materials. Individual components and items of equipment can be combined to form integrated handling systems. Interfaces have been designed to provide rapid solutions to match each specific task and operating conditions. A major advantage is that all plant and machinery

can be installed at ground level, which allows for rapid assembly. This also applies to service and maintenance, with obvious safety benefits. Managing director Horst Telschig commented: "Our range offers specific solutions and sets the highest standards based on an internationally proven technological standard and the many years experience of our engineers and staff."

Telschig handling components, systems and bulk bag dischargers are also used for other mineral raw materials commonly employed in the construction industry. These include lime, gypsum, fly ash, bentonite, micro silica and pozzolanic materials. In the case of complex applications where there is a need to handle new, unfamiliar products, the company can call on the resources of its in-house test centre. Here trials can be conducted that provide data to optimise the engineering design process.

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

# Australian bulk bag fillers to Africa

Bud-Pak of Newcastle, NSW, Australia, a wholly owned subsidiary of Accuweigh Pty Ltd, recently exported two bulk bag fillers to the Democratic Republic of Congo. Here they are being used at a tailings retreatment facility to handle cobalt hydroxide, with bag placement and removal being manually performed by the operator.

Scope of supply included operator platforms around the filling and closing stations, together with safety handrails and steps to facilitate bag placement, removal and closure. The fillers have

been designed to operate at hourly production rates of 10 x 1000kg bags, or 5 x 2200kg bags.

The contract also included delivery of conveyors for transferring empty pallets to the filling station as well as loaded pallets to the downstream bag closing station. Two conveyors will also be installed at the closing station along with a filled pallet accumulator to speed bag closing and to store filled pallets prior to their removal by forklift.

[www.bud-pak.com.au](http://www.bud-pak.com.au)



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# An eventful 10 years, past – and future?

Dry bulk container liners have undergone huge advances over the past decade, in terms of both technical refinements and market growth – and many consider the concept has not yet realised its full potential. We invited senior executives from six leading dry liner suppliers to pinpoint key developments over the past decade and to predict what is likely to happen during the next 10 years.

## Mehmet Yildiz, business development manager, Bulktrans-Pack, France

**Past 10 years:** The container liner field has recently undergone two key changes. The first concerns the material used for construction. Initially virtually all suppliers were offering different styles of PE film liner, but about five years ago we were one of two companies to introduce PP woven coated fabrics which helped make the product more competitive as well as altogether stronger than PE film. Now many suppliers are offering both types.

The second change concerns the much wider range of products currently carried in dry bulk liners compared with the 1990s. This more widespread use has helped spur further development such as use of 30ft containers and more efficient filling equipment. BT-Pack annual production capacity has recently increased to 65,000 bulk liners.

**Next 10 years:** Liners will be used increasingly not just for sea freight and rail shipments but also for transcontinental road transport as a more cost-effective alternative to silo tanks. This trend would increase faster were it not for the current lack of availability of effective unloading systems where there is considerable room for improvement.

## Dennis Winther Jorgensen, director-sales & marketing, Caretex, Denmark

**Past 10 years:** In the earlier days of using dry bulk container liners, the focus was very much limited to standard designs that could be loaded, transported and unloaded without any major incidents.

Today's liner users are much more demanding with regard to liner designs that are specific to

their products, loading and discharge requirements. These demands fortunately resulted in remarkable new innovations in liner design to improve safety and efficiency in loading and unloading and to reduce environmental concerns due to spills, leakage and operator exposure.

**Next 10 years:** Looking ahead, I see a continuation of this innovation trend with higher demands on the liner manufacturers in terms of offering liners that can be safely and quickly unloaded with minimal operator involvement.



Dennis Winther Jorgensen, Caretex A/S

the receiver has an obviously competitive advantage.

Liner manufacturers will be challenged with higher demands to supply broader technical know-how, quality, consistency and the ability to quickly adjust to individual liner users' requirements. We will see products being moved in dry bulk containers that we didn't think was possible and new markets will challenge the liner manufacturers' ability to problem solve and provide customer service on a global basis.

## Andy Mintz, president, Corrpak Bulk Packaging Systems, Monroe, LA, USA

**Past 10 years:** For the past 10 years, use of dry bulk container liners has grown at a steady pace replacing 25kg bags and FIBCs. The biggest obstacle to this growth is the capital cost for filling the liners and the availability of equipment to discharge the contents by means of tilting the containers. However, equipment suppliers are becoming more readily available as the concept grows in importance.

Woven dry bulk liners are the fastest growing style in the industry due to cost of manufacturing. In addition manufacturers have been creative by using concepts such as tape-over-seam technology to eliminate sifting, and this has opened up end user markets that were traditionally held by PE film liner manufacturers (PTA, PET resin, and PVC resins). Another end use that offers opportunities for liner manufacturers is in the hard-to-flow product category. Fluidised beds are being used with aeration systems and this technique has opened the opportunity to package cement, fly ash, lime, slag and other products in dry bulk liners.

CorrpakBPS offers one of the most complete product lines in the dry bulk container liner industry, with manufacturing from company-owned sites in China with additional supply partners in India and Thailand. The company has over 30 years of dry, free flowing product experience and also offers 25kg bags and bulk bags to its clients.

**Next 10 years:** The trend away from 25kg bags and FIBCs will continue as companies work aggressively to reduce their packaging costs per pounds shipped.

## Terence Siegers, international sales manager, Dacro, the Netherlands

**Past 10 years:** In the past 10 years there has been a tremendous increase in liner usage. We have seen an increase not only in the total number of



Terence Siegers, Dacro BV

liners sold, but also in the number of different geographical areas where liners are used and in the number of different products being transported inside container liners.

Most of the increase is due to the switch from packing products in 25kg bags or FIBCs to packing them in container liners. Packaging costs per tonne have proved to be lowest when using container liners. In the early years of this century, Dacro still had to fight against the prejudice held by many users that woven liners were not suited to providing contamination-free protection. As of now, nine years later, we can say that our woven liner has proved itself sufficiently. Most of the PE pellets produced worldwide are now transported inside our woven container liners. Even for fine powders such as PTA powder, we can observe that our woven liner is the preferred choice. Being a major supplier to the agricultural industry, we have made sure that our liners are approved for food products such as malt and sugar.

One of the requirements nowadays when selling container liners is the need to have export personnel available around the world. As part of

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For further information, please visit:

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the sales cycle and as part of providing a thorough service, it is common to attend discharges at the sites of several receivers in various locations during the testing phase. In order to better provide this service, Dacro has opened in the last two years sales offices in China, South America and Central America.

Being part of the ITW family with 65,000 employees worldwide and active in 54 countries also gives us great benefits. There is always an ITW sister company available to assist us in no matter what area of the world our container liners are used. Another benefit is that we can make use of the ITW Technology Center where we can test and further develop our liners while using the latest scientific and technological advancements in engineering and materials.

**Next 10 years:** We anticipate that liner usage will continue to increase for at least the next 10 years to come. The strong financial background of our parent company allows us to search actively for take-over candidates in the industry to enhance and guarantee further future growth. We are considering opening more sales offices in other areas of the world depending on market developments.

**Tatiana Golovina, founder, Environmental Packaging Technologies, Houston, TX, USA**

**Past 10 years:** Dry bulk container liners coupled with ISO shipping containers have become a permanent link in the global intermodal supply chain solution. A variety of industries once reliant on warehouses of palletised goods for their input



Tatiana Golovina, Environmental Packaging Technologies Ltd

of dry, raw materials are now able to recognise significant cost savings and production efficiencies due to bulk dry liners.

The 'silo to silo' strategy is a tremendous benefit created by the use of dry liners in the supply chain. It allows for larger batches of material to be produced and contained until introduced into the receiving process. This means raw materials are not double-handled, it reduces packaging and storage, and enables just-in-time production. Dry bulk container liners have greatly advanced the way global

industries source, receive and integrate raw ingredients into their production of finished goods.

Dry liner designs have certainly improved over the years as well as the handling equipment to load and unload the containers. We've seen definite advances made in the movement of hard-to-flow powders.

**Next 10 years:** I believe we shall continue to see significant developments in the materials used and manufacturing processes utilised to create even higher performing dry liners to serve an even wider variety of dry, flowable commodities.

**Shivanshu Misra, director-marketing, Jet Tech, Gujarat, India**

**Past 10 years:** Over the past 10 years the demand for container liners has grown considerably worldwide because of three reasons. Firstly, because of huge capacities being introduced in various industries, it became more and more viable for them to get their raw material in bulk. Secondly, more and more commodities are now being transported in bulk. And thirdly, with the development in designs of container liner they have become more efficient and safer to use.

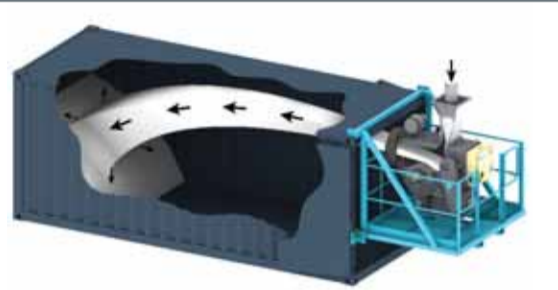
**Next 10 years:** In the future we shall see a steady growth in demand for container liners. Also in the next 10 years container liners will start being used for inland transport using ISO containers, trucks, rail wagons, etc, and also as intermediate storage options, not only in developed economies but also in developing economies.

- Bulktrans-Pack [www.bt-pack.com](http://www.bt-pack.com)
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# Choosing the right metal silo

Low deadweight, strength and ease of cleaning are all factors that need to be considered when selecting a silo system made from steel or aluminium for vertical storage of high-grade powders/granules

Ellimetal based in Meeuwen, Belgium, is a leading European manufacturer of silos which are widely used by major bulk logistics service providers for third-party storage of polymers and chemicals. The company builds 250-300 silos each year and individual bins can exceed 7000m<sup>3</sup> in volume. It also makes smaller vessels down to 1m<sup>3</sup> capacity.

Project engineer Rob Bloemen explains that around 90% of all Ellimetal silos are manufactured from aluminium, the remaining 10% being fabricated from stainless steel. Outside Europe, in recent years silos have been installed as far afield as Mexico, Brazil, Thailand, Russia, Saudi Arabia, Iran, Qatar and Kuwait.

Ellimetal was founded in 1964 by the three Geerkens brothers, the name being derived from the small town of Ellikom situated in the north-east of the province of Limburg, Belgium, where they established their first company. In the early years the brothers concentrated on manufacture of animal feed silos, but when plastic silos started to become more popular in the agricultural sector, they switched their attention to the petrochemical industry where aluminium and stainless steel remain the preferred choice of silo construction materials. Propelled by the market's requirements and assisted by a team of enthusiastic employees, Ellimetal rapidly developed extensive know-how in silo construction. In the 1990s Lambert Geerkens took over management of the company and with a balanced and judicious investment policy he further developed Ellimetal to its current pre-eminent position as a global leader in silo systems for granulate, pellets and powders serving the plastics and chemical sectors. Today the company's mission is to be a top performer that can offer its clients a multi-faceted 'total care' solution at competitive prices. It currently employs over 250 people at four production sites and generates an annual turnover in excess of €70M.

To a lesser extent Ellimetal also makes silos for the food industries and has several recent references for storage of flour. In addition to dry bulk silos, the company makes tanks and processing equipment (vessels, reactors, heat exchangers, etc) from a wide range of materials including carbon steel, stainless steel, clad steel and aluminium. It has the capability to implement and manage a project from the design stage

through to installation and commissioning. Based on long-standing expertise and experience, the company is able to deliver a customer-oriented solution to a wide range of processing and storage problems. Although it regards itself primarily as a silo manufacturer, Ellimetal also has the capability to undertake turnkey projects embracing materials handling as well as storage structures.

## Extreme levels of hygiene

Whilst aluminium tends to be the preferred choice of construction material for silos employed for storage of plastic powders and granules, where there is a requirement for extremely high levels of hygiene stainless steel is still traditionally specified. For example Isbir Sentetik, one of the world's foremost manufacturers of bulk bags, at its new production plant in Turkey has installed 11 stainless steel silos of differing capacities for storing plastic raw materials. These are used in the ultra-hygienic manufacture of bulk bags produced under clean-room conditions which are destined for use in worldwide food and pharmaceutical industries. Not only are the bags assembled under rigorously controlled conditions of clinical cleanliness, but the raw materials in the form of powders and granulate are treated with the same degree of care even before they reach the Isbir plant.

To ensure these raw materials do not come into contact with the outside atmosphere, a pneumatic conveying system conveys them from the silos to the extrusion lines and the silo system is supported by a special cleaning programme. The polymer materials are transported to the factory in three 25t capacity Isbir-owned road powder tankers, where the tank compartment is internally lined with stainless steel. They are dedicated to this traffic and are also regularly subjected to a special cleaning programme.

## Weight loss without strength reduction

One drawback of steel silos, compared with those made of aluminium, is their significantly greater weight. However, Silos Cordoba of Spain has recently begun using high-strength steel produced by SSAB of Sweden which has resulted in the vessels achieving major savings in deadweight.



Ellimetal's aluminium silos widely used for storing plastics although of light-weight construction can be expected to provide a safe working life of at least 30-40 years



Stainless steel silos at the new Turkish bulk bag plant of Isbir Sentetik provide clinically clean storage of raw materials employed in clean-room manufacture of the bags; the materials are delivered to the plant in special road tankers internally lined with stainless steel, allowing the powders/granulates to be maintained under aseptic conditions at all times



Typical Ellimetal aluminium silo battery of the type favoured by dry bulk logistics operators, providing third-party strategic storage and local distribution of polymers and chemicals for their customers

After the changeover to high-strength steel it was found that less material was needed for manufacturing the silos which retained the same properties and strength as in the past. As a result, transport costs to site have been cut by one third and assembly times have been speeded by about 20%. "High-strength steel offers distinct benefits," explained José Carera Cuevas from the Silos Cordoba technical department. "Less material is needed than in the past for an equally strong or even stronger product. This has given us great opportunities in the design work, and we have developed very competitive products."

Customers were initially sceptical about the new silos made from high-strength steels. They expected heavy designs as proof of adequate strength. However, attitudes have changed and there is now said to be a keen demand for the new silos. Quicker erection times are appreciated, as are the fewer trucks needed to transport all the sections and components.

"Recently a delivery of new silos to Slovakia weighed 1200t and needed more than 30 trucks," says Carera Cuevas. "In the past a similar delivery would have weighed 1500t and would have needed 42 trucks. So we have saved more than 12m<sup>3</sup> of diesel fuel by switching to high-strength steels. In addition to the cut in costs, emissions also decreased."

Production at Silos Cordoba is entirely customised. High-strength steel strip is roll formed at the factory directly from a coil, and is punched and cut into finished cover sheets of exactly the right shape. The factory also includes production lines for roof parts, load-bearing structures and

other components needed for every silo.

The thicknesses of the high-strength cover sheets vary depending on their locations on the silo. The higher up, the thinner the sheets. Every silo is basically tailor-made to order. There is a wide choice of spans, ranging from small vessels measuring only a few metres diameter to the largest units that are more than 30m high and upwards of 20m diameter. Capacity of the largest silos is around 20,000m<sup>3</sup>. In the region of 1200-1300 cover sheets are needed for the largest silos, in addition to a multitude of load-bearing structural parts.

Silos Cordoba uses high-strength, hot-dip galvanised sheet steel with minimum yield strengths of between 460 and 500MPa for the cover sheets. An untreated, hot-rolled steel with a minimum yield strength of 600MPa is used for the load-bearing structural parts. Plans are afoot to use steels of even higher strength, and the company is studying the possibility of going up to 700MPa.

Earlier this year Silos Cordoba was nominated for the Swedish Steel Prize 2008 design award in recognition of its pioneering work.

Ellimetal

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

Silos Cordoba

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# Midia's maiden call

The first crude oil vessels have passed through the new Midia Marine Terminal on Romania's Black Sea coast. Owned by Rompetrol Group, Romania's second largest oil company, the new sea terminal was completed at the end of last year.

"This is the first step that confirms the intention of the group to become a key player in the crude oil supply for Central and Eastern European refineries," said Tudorel Dumitrascu, general manager of the Midia Marine Terminal project.

The terminal's yearly transfer capacity is 24m crude oil tons and will allow cuts in the costs of crude oil supply of at least 4-5\$/tonne, due to the fact that the distance is approximately 33km shorter compared to the Constanta port route and that related technological losses have been eliminated. The terminal can accommodate vessels with a capacity of up to 165,000 dwt, the loading/unloading operations being carried out through a floating mooring system that provides the connection to the oil tanks fleet through an underwater and onshore pipe.

Construction of the terminal, which is located 8.8km off-shore, was completed at the end of last year, at a value of more than \$100m. The technical project required both various geotechnical and geophysical surveys for the pipe's location area, and all the available environment data on the wind, waves, water temperature and earthquake conditions.

At the same time, the main refinery of the group, Rompetrol Refinery, has spent over \$40m for modernising the tank fleet to bring into the line with modern technological and environmental standards. In the long run, Rompetrol Group intends to enlarge storage capacities of the Petromidia platform from the existing 500,000 to 1.5 million tonnes.



One of the first vessels to use the Midia terminal

At the end of last year, Rompetrol Refinery also completed the expansion of the petroleum goods transit capacity through the Midia Navodari Harbour (berth 9).

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

# Bunker terminal at Murmansk

There are plans to build a new bunker terminal at port of Murmansk, in Russia's far north. Local reports said the Murmansk Shipping Company (MSCO) wants to build a terminal for year-round supplies of fuel oil to tankers and that it is aiming to handle up to 93,000 tonnes of product a year.

Building is scheduled to start 2010 and is expected to take two years to complete. According to the report, the construction contract will be put out to tender.

MSCO is a leader in arctic transportation. It specialises in oil, freight and passenger transport. Murmansk, on the Kola Peninsula on the coast of Barents Sea, is the largest port inside the Arctic Circle and is Russia's most northerly ice free port. It has become strategically crucial as an export route for oil from Siberian and Arctic oil fields. Before the start of the global recession, oil and gas exports had been rising year-on-year. There had also been a sharp rise in container exports and metals and the port is a major exporter of coal.

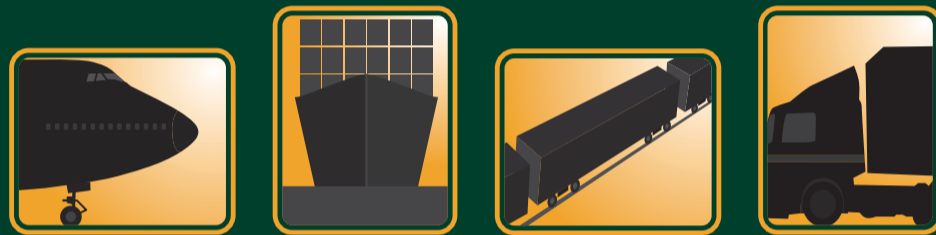
The port's bunker market is reportedly already selling around 500,000 tonnes of fuel a year and players have predicted that annual volumes could climb to two million tonnes if gas and crude oil exports reach their potential.

There are already five bunker suppliers in the port, including energy majors Gazpromneft, Rosneft and Lukoil. Most of the bunker product supplied in the port is intermediate fuel oil (IFO), although some distillate fuel is supplied to fishing fleets. There are currently no facilities for ex-pipe deliveries and all bunkers are supplied by barge.



Murmansk is also of Russia's leading coal export facilities

## MULTIMODAL 2009



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# Borouge plans hub in Singapore

Plastics manufacturer Borouge has signed a service contract with CWT Logistics, Singapore, to establish the Borouge South East Asia (SEA) Logistics Hub and to provide local logistics services for Borouge's customers in Asia for duration of 10 years with effect from its operational start-up date in 2010.

Following the contract win, CWT Logistics will undertake the design, development and construction of a packaging facility, together with providing dedicated warehouse facilities at the Singapore Commodity Hub for the storage of Borouge products.

In addition to the storage facilities, CWT Logistics will also be providing packaging services and an integrated container depot so as to handle a total annual volume of 330,000 tonnes of polyolefin's dispatched by Borouge from Abu Dhabi in the United Arab Emirates (UAE) to the South East Asia (SEA) logistics hub.

Abdulaziz Alhajri, CEO of Borouge Abu Dhabi Polymers, the manufacturing arm, explained: "The South East Asia logistics hub is the third logistics hub to be awarded by Borouge in the Far East. The hubs will provide storage and logistics support for our operations close to our customers. It will enable us to provide a fast, flexible delivery service to our customers, for all of Borouge's high value product lines, especially more so for our customers in South East Asia, Australia and the surrounding regions as Singapore represents an unrivalled trans-shipment hub in the Far East."

The deal follows the signing in October 2008 of a service contract with Enpro Supply Chain Management to build a logistics hub in the Nansha area of Guangzhou, China. Enpro will handle and distribute a total volume of approximately a 246,000 tonnes of value added polyolefin annually through the hub.

Borouge's current production capacity in the UAE is 600,000 tonnes of Borstar polyethylene a year. With the ongoing Borouge 2 project expansion, this capacity will increase to two million tonnes a year by the middle of 2010 and will add polypropylene to the product mix. Construction of the Borouge 2 facility has already started and consists of a 1.5 million tonnes ethane cracker, the world's largest olefins conversion unit (with a capacity of 750,000 tonnes), two Borstar polypropylene plants with a total capacity of 800,000 tonnes and a 540,000 tonnes Borstar polyethylene plant.

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

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# Simon's solution for CEPSA

Simon Storage is to supply a fully integrated solution at its Seal Sands Terminal on Teesside for the receipt, storage and distribution of industrial solvents for CEPSA UK Limited.

CEPSA is a subsidiary of one of Spain's leading companies in the oil, gas and petrochemical sectors. The long term contract involves storage and handling of 10 different products at the terminal, that will be used as solvents for a variety of applications in the chemical industry, from paints and varnishes to adhesives and cleaning agents.

The CEPSA project is being completed by Simon's specialist engineering division, Simon Projects, in two phases. Working to a strict deadline to accommodate the contract's initial storage capacities, Simon's team was able to modify 10 existing tanks to the required specification in just 60 days. Modifications and compatibility checks were made to allow safe storage of all the different solvents in the allocated carbon steel tanks. The fast-track programme included installation of nitrogen systems as required, modifying existing road loading arms, installing new pump discharge pipe work and fitting tank overfill protection. Road loading point automation, the fitting of safety

interlock devices and the fitting of HM Revenue & Customs' approved road loading meters also formed part of the overall project.

The final phase of works to install equipment and infrastructure to meet CEPSA's requirements is now in progress at the terminal. A key element of the works is the design and installation of road loading facilities featuring fully automated order processing and driver documentation. This will be provided by TASCs, Simon's stock management and road loading automation software, an exclusive system that offers customers secure, global access to live stock and account information, and the facility to place dispatch and delivery instructions remotely.

Simon is customising its standard TASCs software to include additional functionality required by the CEPSA contract. The software is being designed to generate driver load instructions that reflect the complexity of product preparation and loading, and to produce related documentation, including CEPSA headed delivery notes. The enhanced software will also feature new user-friendly entry screens to make order processing quick and easy.

[www.SimonStorage.com](http://www.SimonStorage.com)  
[www.cepsa.com](http://www.cepsa.com)



Simon's team was able to modify 10 existing tanks to the required specification in just 60 days

## Rotterdam fights back

Port of Rotterdam is fighting against the newly liberalised and increasingly aggressive ports of northern France. The transportation of goods between the Rotterdam and France amounts to about 13m tonnes a year: 2.5% of the total handled in Rotterdam.

Two-thirds – 7.4m tonnes – are bulk goods, most of which are petroleum products and chemicals. In line with this, sea-going vessels are the most commonly used mode of transport, accounting for 8.3m tonnes. Inland shipping follows with 3m tonnes. The most important regions to Rotterdam are Northern France (Lille region), Alsace-Lorraine and the Rhône Valley (Lyon region).

In March, Rotterdam companies, the Rotterdam Port Promotion Council (RPPC) and the Rotterdam Port Authority presented themselves to the logistics and manufacturing industries of the Lille region, with presentations from Wim van Sluis, chairman RPPC, Rianne Groffen, manager marketing & sales Portbase and Bernard Pacory, director Port of Lille and director-general of Plateforme Delta 3.

Peter ten Broek, business manager logistics, for Port of Rotterdam, said: "There is definitely potential for Rotterdam in the Lille region. How this develops is largely dependent on increasing the possibilities by rail and inland shipping. The liberalisation of rail and the construction of Seine Nord Canal will take some time, however. In advance of this, we are making investments in the



Peter ten Broek: there is definitely potential for Rotterdam in the Lille region

exchange of information and establishing contacts. This month we also start a market survey for France to enable us to develop and

focus our strategy better."

Of the 2.8 million tonnes of general cargo, half is transported by sea. This almost exclusively involves containers. The other half includes an unknown number of containers that are transported to and from Strasbourg via inland shipping. In addition, conventional cargo (wood and paper products, fruit, steel, metals) and packaged chemicals are transported for the most part by truck (nearly one million tonnes). Rail transport accounts for less than 100,000 tonnes. Road transportation of containers is incidental 'exchange traffic' between Le Havre and Rotterdam. This way, urgent loads, or loads that have been delayed, can quickly make their way onto a ship.

Amounting to just over 200,000 tonnes, rail transport between Rotterdam and France still takes place on a relatively small scale. The Port of Rotterdam Authority sees growth opportunities in this area in the short and medium term. Initiatives by SNCF Fret and CMA CGM also point in that direction. The takeover of Rail4Chem by Veolia could also have a favourable influence in this connection. In the longer term, the improvement of the Schelde-Seine inland waterway connection offers good prospects. Growth products include biofuels (dry raw materials and wet product), coal, chemicals and plant oils. Besides the three regions mentioned above, Ile de France is also becoming more interesting, particularly for consumer products.

## Oiltanking buys two Dow plants

Oiltanking and Dow Chemical Company have concluded purchase agreements for Dow's Cartagena (Colombia) marine terminal and its Joliet, Illinois (USA) facility.

The purchase of the Cartagena marine terminal will add yet another position to Oiltanking's terminal network in Latin America, and marks its first facility in Colombia. It comprises a total tank capacity of 9,300 cbm, a deep water jetty with 8.8m draft and ample land for expansion. Located in the Mamonal Industrial area, centre of the petrochemical and oil activities of Cartagena, Oiltanking plans to enlarge the facility to serve a wider range of customers and products.

The Joliet Marine terminal, servicing the Mid-Continent of North America, is strategically located on the Illinois Waterway connecting the Great Lakes and the Mississippi River. The terminal consists of 67 tanks, with a total capacity of 44,600 cbm, and similar to the Cartagena terminal, there is also substantial land available for future expansion. "The two docks for river barges, good truck and rail car handling facilities, as well as the proximity to several national interstates and railway lines will offer Oiltanking's customers a good location for distributing their products to the wider Mid-Continent," the company stated.

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

## Responsible Sabtank

Sabic Terminal Services Company (SabTank) has achieved the Responsible Care Management System (RCMS 2008) certification. The certification audits were carried out by Det Norske Veritas (DNV) of Holland.

SabTank, which is part of the Saudi Arabia Basic Industries (Sabic) Group, is engaged in terminal handling and storage of more than 40 chemical products manufactured by 18 Sabic and non-Sabic companies in the Saudi port cities of Jubail and Yanbu. The annual throughputs from both of its locations are around 20 million tonnes. SabTank is a joint venture between Sabic and Dutch terminal operator Vopak.

The Responsible Care initiative is new to the Middle East region and the chemical industry has just started to put together policies and plans to initiate the process of developing and implementing the programme within its facilities. SabTank started work on this initiative in 2006 after it was introduced in the first Gulf Petrochemicals and Chemicals Association (GPCA) annual forum. Since its inception GPCA has been instrumental in introducing new concepts and initiatives to its members. The annual forum provides a platform for members to discuss the present and future role of the chemical industry in light of ever-changing global events.

SabTank, as one of the members of GPCA, says it has benefited "tremendously" from the association's technical and management support. The Responsible Care Management system was developed and sponsored by the American Chemistry Council and is mandatory for its members.

## OCTAL commits to Salalah deal

Petrochemicals have signed an agreement on the storage and transport of chemicals at the port. The contract oversees the ongoing development of Salalah's first liquid chemicals terminal, which will support OCTAL's production

capacity expansion and further raise the profile of the port as a regional hub for cargo.

Under the agreement, OCTAL will have a dedicated berth to receive tanker shipments and build specialised facilities to pipe liquid chemicals underground to its manufacturing plant in the Salalah Free Zone. The chemicals will be transported via a US\$50m purpose-built terminal within the port.

The agreement also covers the leasing of land on which the terminal is being built. Two tanks for receiving mono-ethylene glycol (MEG), each with a capacity of 5,000 cbm, have already been completed. A third tank for MEG, a key ingredient in the manufacture of polyethylene terephthalate (PET), will be delivered by the middle of next year. By 2011, the terminal will comprise nine tanks, three for MEG and the remainder for other liquid chemicals.

Signing the agreement on behalf of the Port of Salalah, CEO Martijn van de Linde said: "The success of Port of Salalah and OCTAL's growth as a global export leader go hand-in-hand. We believe in co-operation and adapting our services to serve the specific needs of growing industries like OCTAL."

## LBC appointment

LBC Tank Terminals has appointed Martijn Notten as president of Northern Europe, succeeding Pieter de Graeff who was appointed group vice president of marketing in November 2008.

In addition to his new responsibilities in Northern Europe, which include terminals in Antwerp and Rotterdam, Notten will retain his current position and responsibilities as president of Asia with its regional head office in Singapore.

LBC, one of the largest independent operators of tank storage facilities, has an international portfolio of terminals in Europe, Asia, and the US which are positioned to take advantage of future growth in the industry.

As president of the Northern Europe and Asia divisions, Notten will have full management and profit and loss responsibility for tank terminal operations, market development and sales, finance, IT, project engineering, human resources, and safety, health, environmental and quality.

He will be a member of the group executive committee and will report directly to the CEO of LBC Tank Terminals, Michael S McKinney. Notten joined LBC Group in February 2008 bringing a background of over 30 years in the shipping and tank terminal industry in Europe, Latin America, Middle East and Far East.

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

# BIG RED INNOVATION

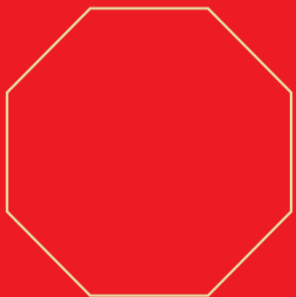
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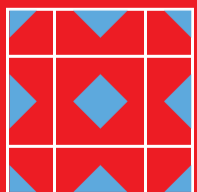
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