

# BULK DISTRIBUTOR

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November/December 2009

## Talke wins IMCD supply chain business

IMCD Group is to transfer its core supply chain activities in the Benelux region to Alfred Talke Logistic Services NV. The Alfred Talke GmbH subsidiary will operate the service from its terminal in Zwijndrecht.

IMCD is a leading international company in marketing, sales and distribution of speciality chemicals, food and pharmaceutical ingredients. As the group continues to grow and develop new business, it is expected that the Zwijndrecht terminal will process and despatch up to 13,000 deliveries a year, to a diverse range of customers throughout Benelux. In order to handle the increase, the 1,000sqm of warehouse space currently allocated to this business will be extended to 4,000sqm by the construction of a new 3,000sqm. The Zwijndrecht dangerous goods logistics centre has more than 9,000sqm of storage space on a total site area of 30,000sqm.

Talke were able to offer a robust supply chain infrastructure that allows for the rationalisation of processes, the complete integration of IT systems and ultimately the consolidation of IMCD supply chain activities in Benelux. These key factors meant the IMCD tender was successfully awarded to Talke.

"Reliable on-time in-full deliveries combined with

meeting all HSEQ requirements keep both customers and their suppliers happy. We are handing over our logistics to a carefully selected partner, as in terms of performance we are only as good – or bad – as our logistics service provider," said Stan Bijsterveld, manager supply chain Europe at IMCD.

"We found the tendering process with Talke refreshing and professional. It was much more than just a matter of agreeing prices. On the basis of the information we provided to Talke, they developed a completely new "total concept" in which the processes, requirements and the level of service we were looking for had been carefully analysed."

One of the ways in which Talke is establishing IT integration and maintaining service provision is through the dovetailing of its own SAP-based ATOS (Alfred Talke Operations System) with the People-Soft applications used by IMCD. This has been in operation since 2007 for the existing IMCD business at the Huerth site and includes fully automated order processing and status feedback, as well as the barcode-supported handling of goods.

As full-service logistics provider for IMCD Germany, Talke has been responsible for such complex tasks as the packaging of chemical and pharmaceutical ingredients at its Huerth site since



Talke already handles up to 18,000 small deliveries for IMCD Germany every year

1975. At the Cologne-Niehl logistics centre belonging to the Huerth site, Talke handles up to 18,000 small deliveries for IMCD Germany every year. These vary in size from 20kg to LTL of FTL shipments and comprise 2,000 different products belonging to a wide range of food, pharmaceutical and hazardous material classifications.

Even before the consolidation of its supply chain activities in the Benelux, the site in Belgium was already actively packaging a number of key product lines for IMCD. This has supported strategic businesses for IMCD subsidiaries in the United Kingdom, France, Spain and Portugal since 2008.

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

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

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

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

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

Associate Editor Katarzyna Marszalek  
kate@oakhillmedia.com

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

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[www.oakhillmedia.com](http://www.oakhillmedia.com)  
Fax: +44 (0)870 762 0434

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## Flexitank Code of Practice adopted from 1 January 2010

The Container Owners Association's recommended Code of Practice for Flexitanks – first launched in May 2009 – will be formally adopted by the organisation from 1 January 2010. Representing many of the world's leading container shipping lines and leasing companies, the COA has developed the Code with the aim of enhancing safety, minimising flexitank leakages and reducing damage to containers used for carrying flexitanks.

At a recent meeting organised by the COA to discuss the Code of Practice, a number of amendments to the original Code were discussed and agreed. An updated version of the Code – including these amendments – will be published in December.

The changes primarily relate to the required criteria for the rail impact testing of flexitank/container combinations. During the rail impact testing, flexitanks must not leak and the deflection to the container side and end walls must be within certain agreed measurements. In addition, certain changes relating to the testing of materials used for manufacturing flexitanks have been incorporated. Further information about the changes can be found on the COA website – [www.containerownersassociation.org](http://www.containerownersassociation.org).

Some 100 delegates attended the COA meeting in Rotterdam in mid-November. In addition to assessing the status of the Code, following a number of rail impact tests carried out at the TüV Sued Rail facility in Goerlitz, Germany, the aim of the Conference was to agree how the next phase in the implementation of the Code.

In his introduction, Patrick Hicks, the COA's secretary and the moderator of the COA's Flexitank Management Implementation Group, underlined the successful growth of the flexitank business over the past years, with some predictions indicating that annual flexitank movements could reach 500,000 by 2014. From being a niche sector a few years ago, the flexitank market is now a highly competitive volume industry, characterised by relatively low margins. But even in the economic downturn, flexitank movements have continued to expand.

While this growth has been positive for the industry, all sectors of the flexitank logistics chain recognise the need for a Code of Practice to ensure that flexitanks are transported safely and reliably. The driving force for the Code are the shipping lines which carry the flexitanks, the container terminals

handling them, the flexitank companies themselves, and the cargo owners using them.

Two shipping lines – Maersk Line and Hapag Lloyd – explained why the Code was so important to them. Flexitank leakages can be expensive and dangerous, so it is essential that the flexitanks used have successfully passed the relevant rail impact tests.

Reviewing the situation, Capt Hans-Joachim Grasshoff, special cargo manager of Hapag-Lloyd, noted: "The ISO 20ft standard container is constructed to carry well-secured, general dry cargo from one point to another, capable of withstanding heavy weather and reasonably rugged handling at container terminals. It was not conceived, designed and constructed for heavy pointload cargo, such as steelcoils, heavy stone blocks, bulk cargo – nor for liquid cargo in big bladders. We have now a cargo which belongs to this latter category. For flexitanks, we have to find a way that this cargo can fit into a container without either damaging the container or itself."

As a result of the Goerlitz tests, Capt Grasshoff said there were options: reduce the quantity per bag and use a smaller bag; or make the bag stronger. "The alternative would be to construct and build a stronger container, but which shipping line is going to do this? We at Hapag Lloyd have done this in the last four years, with all our 20ft newbuildings having a complete sidewall-thickness of 2mm, compared to the industry-standard container sidewall, which has panels of 1.6mm. But in general the opposite is the case. Big shipping lines have built their most recent container series with a sidewall-thickness of 1.1mm."

Lack of data about both the container and the cargo can cause problems – leaving stowage

planners with insufficient information to position the box correctly on the ship. The stowing position varies according to the nature of the product in the flexitank, its sensitivity to temperature changes and several other factors. But sometimes the carriers are not even told that the container is carrying a flexitank.

"Overloading is sometimes a problem, and although the product in the flexitank might not be hazardous it can sometimes still be toxic and cause a

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# EPT moves to state-of-the-art manufacturing

Environmental Packaging Technologies, Ltd (EPT) has completed the most automated, state-of-the-art flexitank manufacturing facility in the world.

"During the process of re-engineering our BIG Red Flexitank, we decided also to invest in updating the production of flexitanks and bring them into the 21st century," stated Nancy Wendrock, President of Houston-based EPT. Wendrock continued, "The majority of flexitank manufacturing still involves workers walking on the bag and dragging the bag in order to assemble it. We have heavily automated our process in order to ensure a clean bag environment, produce a quality flexitank, and reduce fatigue and possible injury to our employees."

EPT's subsidiary, BIG Red Technologies, operates the ISO 9001:2000 manufacturing facility in Michigan. They currently operate two production lines dedicated to making the BIG Red Flexitank. The initial production line is semi-automated with a capacity of 3,000 tanks a

month and is also used for research and product development activities; the second line is significantly more automated and has a capacity of 5,000 tanks a month. A third line is scheduled for implementation in the second half of 2010.

"We have designed proprietary equipment and have developed a patented production process that significantly increases productivity and controls quality standards. Our system also has the flexibility to allow for uninterrupted, in-line customisation such as bag size, number and placement of valves, vent lines, and air vents," stated Shane Sims, VP of manufacturing at EPT. "We want to be able to respond quickly to our customers and the specific requirements needed to contain their products safely and cost-effectively."

Sims continued to explain that although material costs have gone up since they are manufacturing a more complex, rugged bag; the US made flexitank requires 60% less labour than the flexitank they previously produced overseas. "With our automation, a

single employee can manipulate a 150lb (68kg) flat flexitank by themselves on our patented FlexGlide system," explained Sims. "We have tried to eliminate excessive handling and lifting in order to produce a cleaner bag and avoid injuries."

Other areas of automation include auto-feeds for film sealing and woven integration, precision CAD and lasers for exact alignment and sizing, pneumatics, and auto-fold and pack systems. EPT guarantees its BIG Red Flexitank 100% against manufacturing defects, poor workmanship or component failure when properly installed by EPT trained fitters.

"We are dedicated to being technology leaders and providing our customers the highest quality flexitank available," said Wendrock. "We encourage our customers and those interested in our BIG Red Flexitank to schedule an on-site audit of our manufacturing facility. We would be happy to show them first-hand how we have changed the manufacturing process to consistently produce a cost-effective, higher quality product."



• In the last issue of *Bulk Distributor* we published an incorrect picture of the EPT BIG Red Flexitank. The picture shown was of the previous design, which has since been substantially re-engineered. The correct picture is as shown here. *Bulk Distributor*, apologises for any confusion caused.

Continued from page 1

lot of damage," said Gerrit Uitbeijere, manager, centre dry cargo Maersk Line.

He underlined that flexitanks do have a significant future as part of the ocean cargo supply chain. But greater co-operation is required on all fronts. "When all parties work closely together it can be a win/win situation for everyone involved," he said. The message urgently needs to reach shippers and forwarders to encourage better practice in loading product and declaring more information as to the nature of the product. This would help carriers stow the container correctly and notify terminals of any special handling requirements.

For Andrew Watson, director of Braid Logistics, a leading flexitank manufacturer and operator: "the Code of Practice will be a way of differentiating the professional flexitank manufacturers as producers of high-quality products from the poor quality providers who are giving the industry a bad name."

In his opinion, it is critical that the Code is simple and understandable, 'cheat proof', accepted by all shipping lines and railroads, auditable, globally recognised by all parts of the supply chain, and a standard of quality. In doing this it would reduce incident levels, increase awareness and credibility, convince shipping lines and railroads of the integrity of properly-deployed flexitanks, and eliminate low quality manufacturers.

The COA's Code currently permits testing of flexitank/container combination testing at two locations – at the TueV Sued Rail facility at Goerlitz, eastern Germany, and the AAR facility in Pueblo, CO, USA.

The testing procedure at Goerlitz was explained in detail by Peter Hartwig, who suggested that the use of SRS curves could assist in measuring and comparing the data generated from flexitank/container rail impact tests at the two facilities. Burkhard Struebing, of Lloyd's Register, reported on the testing procedure and the role of the Classification Society in the process.

The Conference concluded with a wide-ranging discussion about the Code, during which much of the discussion focused on the pass-criteria for the flexitank/container combination testing process. It was recognised by all participants that the need for quality flexitanks, which do not leak, is paramount. However, there was agreement that the initial criteria relating to container side-wall and end-wall deformation might need to change, if flexitank companies are to successfully pass the tests. Further information, together with the updated Code of Practice, is expected to be published on the COA website in early December.

Further reporting on the conference will appear in the next issue of *Bulk Distributor*.



Some 100 delegates attended the COA flexitank meeting in Rotterdam

## Sun Logistics undergoes test

Rail impact testing on various flexitank designs has been taking place since mid-August at TUEV SUED. Among the recent applicants was Sun Logistics, which became the first Indian company to present its flexitanks for testing. The test was surveyed, witnessed and documented by Lloyd's Register, and the company was represented by its Joint Managing

Director, Bharat S Lalwani. The unit managed to sustain all four impacts as per the Code of Practice.

Sun Logistics, the brand of Sundersons is an Indian Based company providing solutions in bulk liquid logistics by offering ISO tanks and flexitanks. The other activities of the company are freight forwarding, and Customs clearance.



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- Optimising supply chain performance through **global collaboration**
- **The future of specialty chemicals:** examining key trends and exploring growth opportunities
- Key strategies to **lower inventory levels** and increase cash flow

**Key Confirmed Speakers**

	Peter Devos, Supply Chain Excellence Director, <b>Monsanto</b>
	Andreas Claussen, Director Global SC and Information Management Intermediates, <b>BASF</b>
	Roger Moore, Supply Chain Manager Europe, <b>Ineos Nova</b>
	Danny Van Gansen, Supply Chain Development Manager, <b>Borealis</b>
	Laurent Hanssen, European Supply Chain Manager, <b>Akzo Nobel</b>
	Niklas Meintrup, Director Business Services and Supply Chain, Global Supply Chain - Dow Polyurethanes Business Group, <b>Dow</b>
	Robert Blackburn, Senior VP and Head of Global Supply Chain Operations, <b>BASF</b>
	Thomas Mueller Kirschbaum, Senior Vice President for R&D, Technology and Supply Chain, <b>Henkel</b>
	Pierre Minguet, Business Director – Polystyrenes, <b>Ineos Nova</b>
	Guillermo Fumero, Head of Supply Chain Division, TLP, <b>Clariant International</b>
	Jean Gadbois, Divisional VP – Polymers, <b>Lyondell Basell</b>
	An D'Haenens, Sourcing and Logistics Manager, <b>DuPont</b>
	Christian Backaert, European Supply Chain Director, <b>Solvin</b>
	Mathias Dollak, Director Supply Chain, Europe, <b>Sun Chemical</b>
	Klaus Venus, Logistics & Order Process Director Europe and International - Uncoated Fine Paper, <b>Mondi</b>



# Oldbury gets SugaRich on the hook

SugaRich, a UK company that converts surplus food to animal feed, is using bespoke Oldbury trailer and hook-lift systems to streamline its bulk container turnaround schedules. The systems are delivering significant benefits, particularly on high density, maximum weight applications, such as surplus bread from large, high volume bakeries.

By using maximum weight 44-tonne gtw capable tractor unit and articulated trailer combinations – with single, high capacity compactor bins - SugaRich has been able to halve collection turnaround times, while gaining additional payload. The configuration also improves manoeuvrability in confined loading areas compared with alternative rig options, such as rigid prime movers and drawbar trailers.

SugaRich already operates a number of Oldbury trailers on its high-capacity, roro skip services and has relocated its latest

unit into the London area to couple with a new 6x2 mid-lift Scania R484 LA tractor unit. Oldbury UK specialises in design and build of semi-trailers and drawbar units for bespoke applications.

The Oldbury design base trailer is a tri-axle configuration on SAF running gear, with a lifting first axle. The chassis frame uses deep 'I' section main rails, stepped to a low profile neck forward of the landing legs. The hook-lift system is based on a Cayvol Multivol MV-30/90, with additional applications engineering by Oldbury – to provide a lifting capacity of up to 30,000 kg. The frame incorporates an independently operated hydraulic rear vertical stabiliser roller and can accommodate container lengths between 5800mm and 9000mm. Units are secured with a dual width hydraulic container locking system.

Hydraulic power is provided from a gearbox pto-driven pack on the tractor unit and engaging the hook-lift system

automatically triggers a dump of suspension air for additional stability during loading. Other features on the trailer include EBS with electronic anti-roll and a trailer information module (TIM). On-board weighing information and vehicle tracking is relayed direct within SugaRich's fleet management system and to key personnel via Blackberries. The rig complete is designed to operate at 44 tonnes gtw, with an effective payload allowance of over 23 tonnes.

SugaRich operates from facilities in Liverpool, Falkirk, Castle Eaden, Bristol and Hertford, and its 50-acre site in Brackley, Northamptonshire, which encompasses the UK's largest agricultural dryer. It also uses a satellite depot in Selby, Yorkshire, which provides strategic storage capacity for product during the winter months. The company's fleet is split between articulated tractor/trailer combinations

and rigid.

SugaRich Commercial Manager, Paul Featherstone commented: "Our operation has to embrace the culture and demanding standards of both the food and feed industries. Compliance is the watchword and what we do is an intrinsic part of both the food chain and recycling. It also helps our customers to meet their environmental obligations and their green agenda objectives. Over 85% of our volume goes to feed compounders and the control and quality standards to which we operate are fully integrated with those within the food chain."

Oldbury managing director, Richard Skan said: "SugaRich is a good example of a specialised operation where Oldbury has been able to design and engineer a bespoke transport solution which precisely matches the customer fleet requirement. Schedules and turnarounds are time critical and important considerations such as speed, safety and security have to be possible with a standard off-the-shelf product."

## New Director of Corporate Development

John Jansen, 49, has joined Lehnkering as Director Corporate Development. In this new function Jansen will be working on the further strategic development of the Lehnkering Group. His main points of attention will be in the area of mergers and acquisitions and other strategic projects.

Before joining Lehnkering, Jansen was employed by Agility as Finance Director Special Projects Europe, mainly concentrating on mergers and acquisitions both from a pre and post acquisition point of view. He started with Agility as the CFO for the Benelux organisation.

Other previous work includes financial management positions with companies including ABX Logistics, DHL Worldwide Express and Price Waterhouse.



SugaRich has been able to halve collection turnaround times, while gaining additional payload

## Brenntag acquires East-Chem

Brenntag has acquired 100% of the outstanding shares of its former joint venture partner East-Chem Inc. With this step, Brenntag has expanded its presence in the industrial chemicals business in Newfoundland and Labrador, Canada, servicing markets including food & beverage, mining, oil & gas and water treatment.

Michael Staley, president of Brenntag Canada, stated: "This acquisition provides us with the opportunity to fulfil a long-standing need to have a Brenntag facility in Newfoundland, to serve better our industrial chemical customers, as well as the offshore oil and gas industry. Our expanded presence in the Atlantic Provinces

complements our commodity and specialty industries position across the country."

In addition, Evonik Industries, headquartered in Essen (Germany), has announced the extension of its current co-operation with Brenntag for the distribution of the product groups VESTAMID, TROGAMID, VESTODUR and VESTAMELT. The sales region covers Europe, except for Italy and Scandinavia.

Brenntag has been a partner of Evonik Röhm in Germany and Eastern Europe for many years for the distribution of PLEXIGLAS moulding compounds and the small-scale compounding of PLEXIGLAS.

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# Petrochem is part of the sustainability solution

This year's EPCA congress closed after a debate on sustainable chemical supply chains and carbon footprint with Dr Ulrich von Deessen, of BASF, Joschka Fischer, former German Minister of Foreign Affairs, Edouard Croufer, of Arthur D Little, and Herve Montjotin, of Norbert Dentressangle. Upstream feedstock supply chain and operations manufacturing, representing in aggregate 80% of the chemical product value chain, are well optimised in the chemical industry with excellent carbon footprint records.

However, access to markets, representing 2-12% of the chemical product value chain, can still be improved a lot. Rather than focusing on fragmented cost reduction, Croufer and Montjotin recommended to put transparent and standardised international optimisation processes in place involving long-term partnerships. All panel members agreed that the chemical industry, its business partners

and service providers should engage in a multi-stakeholder approach, in order to achieve sustainable transport and logistics operations in fruitful cooperation with authorities and legislators of different countries.

In the final address, Prof Condoleezza Rice, former US Secretary of State, emphasised the need for healthy economic growth based on open trade and common standards to develop new technologies able to tackle the world's social and ecological problems.

EPCA's next annual meeting will take place in Budapest, 2-6 October 2010, with the overriding theme "9 Billion People in 2045". The business session program will explore what this growth of the world population means to society at large and what the chemical industry can do to help match this challenge with an environment sensitive global economy.

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

## DB in chemicals move



TransContainer has its own terminals, container carriers and box containers

DB Schenker BTT GmbH, a subsidiary of DB Schenker Rail, has agreed to intensify its co-operation in the chemicals transport segment with TransContainer, the freight subsidiary of Russian railways (RZD). The parties signed a corresponding Letter of Intent (LOI) stating their intention to increase the containerised transport of chemicals to, from and inside Russia, a strategy which is ultimately aimed at securing the market leadership in this segment for both parties.

"Growth in the chemicals industry in Russia has generated great demand for reliable rail-bound logistics services," explained Karsten Sachsenroeder, member of the management board, DB Schenker Rail GmbH, on signing the LOI. "With this move, we are consolidating our successful partnership with TransContainer to date and making intensive preparations for new transports in the principal region of Moscow and the chemicals centres between Vladimir, Samara and Kazan."

Under the new agreement, DB Schenker BTT GmbH will in future be responsible for developing business with global players in the chemicals market in Western Europe. The company will contribute its expertise in tank and silo container equipment and its competence in the transport of dangerous goods and intermodal transport. OJSC TransContainer will provide support for the chemicals customers in Russia, will supervise operations at Russian container terminals and contribute its know-how and experience in the field of container transportation. TransContainer has its own terminals, container carriers and box containers. The company has already been providing services for DB Schenker BTT GmbH's current operations since the beginning of this year.

The legal entity for the execution of orders based on contracts which have already been signed with DB Schenker BTT GmbH is Railion Russija Services, a subsidiary of DB Schenker Rail.

## YMCL into administration

Yorkshire Marine Containers Ltd (YMCL), a wholly-owned subsidiary of Sea Containers Ltd, has been placed in administration. On 6th November 2009, EA Bingham & JP Sumpton were appointed Joint Administrators of YMCL. The affairs, business and property of the company are being managed by the joint administrators who contract as agents of the company and without personal liability.

YMCL has been an innovator of ISO container design, development and manufacture for over 30 years. Its

operations in East Yorkshire, England are carried out in two factories housing five production lines. It employs approximately 200 employees. Belprin Works, in Beverley, has been used for container manufacture since 1976, while the Catfoss facility was opened in 1979. The factories are capable of producing up to 200-230 TEU of dry freight specials a week including tanks, flatracks, swapbodies, open-tops, waste containers, defence containers, offshore containers, modular buildings and specials.

# Buffet's BNSF deal breaks the mould

The US logistics industry is digesting the decision by billionaire trader Warren Buffett's Berkshire Hathaway investment group to acquire all the capital of Burlington Northern Santa Fe (BNSF) railway.

Buffett said of the deal: "Rails are in tune with the future". He is believed to like the long-term investment of a railway. Taking questions at Columbia Business School in New York City following the announcement, Buffett said: "I'm willing to bet a lot of money - US\$34bn to be specific - on the fact that 10 years from now, 20 years from now, 50 years from now, there will be more and more goods being moved by rail and it will be better for the country and it will be better for the shareholders of Burlington Northern."

Berkshire, which already owned nearly 23% of BNSF shares, said it will pay more than \$26 billion in cash and stock for the rest, and assume \$10 billion in debt. That values the company at \$44 billion, or \$100 per share. Standard & Poor's Ratings Services said it was placing its 'BBB' corporate credit rating and other long-term ratings for the rail company on its CreditWatch list "with positive implications" as it waits for the deal to go through. Its 'A-2' rating for short-term debt is not on CreditWatch.

BNSF operates in 28 US states, and two Canadian provinces. Apart from its own network the company has business tie ups with approximately 200 short-line operators and has marketing agreements with Canadian National Railway Company and Kansas City Southern Railway Company.

In the past 25 years, BNSF has cut employment from 500,000 to 175,000, while increasing freight by 60% and reducing track by 40%, and now accounts for 40% of the total goods moved in the country. BNSF is also said to be more progressive than its peers in developing new technology.

In 2014 the North American railroads sector is forecast to have a value in excess of \$100bn. Over the same period, BNSF is expected to grow earnings at an average annual rate of 10%.

Some US investment analysts point out that railway operations are reasonably priced, have reasonable earnings potential. "With the criteria usually cited by Buffet for his acquisitions, any one of



Prior to the current economic crisis BNSF had arguably the most profitable railway franchise in the US

the 'big four' US operators - BNSF, CSX, Norfolk Southern or Union Pacific - would qualify for purchase: all have limited competitive entry, all have pricing power and a strong brand recognition, and all will almost certainly grow in an expanding economy," said one analyst.

Prior to the current economic crisis, BNSF had arguably the most profitable railway franchise in the US. It had a commanding presence in the nation's most coveted coal field, it had the best land route between the main ports on the West Coast and the main distribution terminals in the Midwest, and it was not burdened with an abundance of single and small lot shippers whose traffic needed to be expensively gathered and delivered and sorted several times between origin and destination. Moreover, it did not require the same level of management talent to achieve profitable earnings as some of the other carriers did.

Since 2008, however, things have changed and the BNSF franchise looks a little thinner. "Its reliance on coal looks especially dangerous in view of the current political opinions on this commodity. While the country will need to burn coal for many years to supply power to fuel the economy, production may have already peaked as other sources of fuel are used to power the economy's growth in the future.

Electricity production was down 4.5% in 2009 while coal fired electricity was off 14.5%," the analyst continued.

BNSF's second most important traffic segment was intermodal, driven by containerised imports from Asia into the ports of Los Angeles and Long Beach. Those imports have collapsed in the past year and there are good questions if Americans can afford to go back to their profligate spending on imported manufactured goods for the foreseeable future. It may be many years until the volumes that were recorded in 2006 are exceeded.

All of this, of course, does not deter Buffet: "The railroads are tied to the future prosperity of this country," he said. "I can't think of a more sound premise that there will be more people in this country 10, 20, 30 years from now - and they'll be moving more and more goods back and forth to each other."

He went on to cite the environmentally friendly aspects to rail: "BNSF last year moved on average a ton of freight 470 miles on one gallon of diesel - that is far, far more efficient than what takes place over the highways. You have a situation where overall they use a third less fuel, and they put far fewer pollutants into the atmosphere than trucks will. One train will supplant 280 trucks or so on the road," he said.

# European rail needs more competition

The next European Commission Transport White Paper "must be much tougher", says the private sector lobby group House of Rail.

"The failure of the Commission and member states to introduce effective competition, transparency and level playing fields has prevented the rail freight sector from improving its sustainability and market share." This was the main theme of the House of Rail's (HoR) response to the European Commission's Transport Paper 'A sustainable future for transport: towards an integrated, technology-led and user friendly system.'

The House of Rail is a Europe-wide grouping of the rail freight private sector comprising customers, shippers, forwarders, logistics companies, independent train and terminal operators and wagon leasing companies. Its members responding to this consultation were ERFA, UIP, IBS and CRE.

In particular, HoR considers that:

- EC communication lacks a clear strategy to reduce the environmental effects of the transport sector. There should be more fiscal signals to encourage low carbon transport

modes. It is not obvious from the communication how the upward trend in transport emissions, especially in the mode with the highest emissions level



Full liberalisation is critical to the success of rail freight

(road) will be reversed.

- Significant challenges remain in ensuring that a free and open market for rail freight exists across Europe.
- Commission and member states have "failed to implement policies which are fair and consistent between the transport modes, including charging mechanisms which recognise the full costs of each mode".
- Contested topics of EU transport policy like 'Gigaliners' should not be avoided.
- Land use planning issues are a key constraint for rail freight. A European sidings/last miles approach should be developed taking into account availability and non-discriminatory access to the infrastructure of the last miles.
- Full liberalisation is critical to the success of rail freight. It should be kept in mind that the regulatory framework on the railways is only effective in very few member states and needs strengthening to a more consistent and comprehensive structure Europe-wide.
- The private sector will only invest in rail freight if it has confidence that it will be able to operate in a fair business environment.



# China – developing a wider role for tank containers

China is playing a more and more important role in both tank container operations and manufacturing. So far, due to problems in legislation, governance and lack of safety knowledge, there are several aspects of tank container operations that need to be improved urgently. Above all, safety issues remain the most critical topics concerning its development in China.

This year ITCO commissioned a major study into *Safe Handling of Tank Containers in China*, conducted by Professor Dr Bingliang Song, and selected students from the School of Economics & Management, Shanghai Maritime University. The goal of the study was to investigate the current situation and identify some key safety considerations and the understanding Chinese government departments have in this regard. Hopefully, the study can contribute to a better understanding of tank containers' safe handling to ITCO members and all the commercial communities concerned, the authors state. Therefore, a safer and more environmentally friendly transport mode in China can be encouraged to some extent.

Obviously, as the Chinese economy is rapidly developing, the demand for tank container services will increase. However, to realise its sustainable development, there are many obstacles in the way, such as lack of systematically consistent legislation and reinforcement concerning the operational safety of tank containers, insufficient safety consciousness towards life and environment, and too much consideration of regional or organisational interests. "So, to conduct safe handling of tank containers, all parties should make efforts to improve the administrative system (renew and integrate central/regional regulations, raise standards, and optimise procedures), build up nationwide networks for emergency response, and strengthen on-job safety training and education," says the report.

Ocean transport of tank containers loaded with hazardous chemicals is governed by international conventions and safety protocols. But consistency with international conventions declines more or less when the sector moves from ocean to river transport, and from international to domestic service.

Chinese railways seem to be the most restrictive industry for tank container operators. So far, shipper-owned tank containers with dangerous goods are rarely allowed onto the rail network. Carrier-owned rail tanks are still the busiest modes to transport hazardous liquids. The possible explanations are (1) to ensure the safety and availability of passenger transport as its top priority, leaving quite limited capacity for freight transport; (2) to maintain the railways' monopolistic position by creating entry barriers to shipper-owned containers; (3) not to be fully convinced by the advantages of using ISO tank containers. Actually, the third reason can be dropped because the Ministry of Chinese Railways has expressed its wishes to use more containers to transport dangerous goods in its circular entitled *"Administrative Rules of Dangerous Goods by Rail"* in 1995 to achieve a safer and more environmental friendly development.

The transport of tank containers by road is the main focus of the study. According to recent statistics, China had more than 8,300 enterprises specialising in road transport of hazardous cargoes at the end of 2008 and total annual transport volume was 400m tons. However, a great number



As the Chinese economy develops the demand for tank container services will increase

of firms transporting hazmats in China are "smaller in size, weaker in management and more vulnerable to the market fluctuations, compared with their foreign counterparts". More or less, the main modes of transporting liquid hazardous cargo remain road tankers and drums, rather than ISO tank containers.

The big obstacles for a wider utilisation of tank containers on the roads seem to be shippers' and governmental bodies' insufficient knowledge about the safety advantages of tank containers, and inconsistent regulations and governance concerning their safe handling. "Obviously, the importance of building a sound safety system for tank container operations should be stressed first and foremost for road transportation," says the report.

As an example, the maximum allowable gross weight of a vehicle loaded with a tank container varies, since Chinese highways also vary widely in terms of both technical condition and governance efficiency.

Tank containers carried on traditional dry box chassis is also an issue. The tank container chassis was specifically designed with a lower deck (typically 40ins) to hold these special containers. Tanks experience a greater risk of turnover caused by the shifting contents of bulk liquid. The drop frame of the tank chassis has a lower centre of gravity to offset this weakness.

However, container chassis and trucks are mainly for dry containers in China.

Although tank containers on low chassis are safer, the cost of switching is the main barrier for the industry. At the same time many operators think the running speed of trucks in China is not fast enough for companies and administrators to give priority to the stability of vehicles hauling tank containers.

On the contrary, a significant number of companies had experienced some turnover accidents of trucks before. In China, four corners of a chassis are lowered to some extent, so that side rails can touch chassis and protect it at the expense of tank containers. That's why they believe it is better to use skeletal trailers. Theoretically, the drop frame tank container chassis is the only safe and legal way to transport all hazardous and non-hazardous bulk liquid cargoes in tank containers. However, since the low chassis are rarely manufactured and used in China, it's very hard to predict the trend. Some governmental bodies, such as Shanghai Municipal Transport and Port Authority are not sure about the application of low chassis in China, and they have not even considered the issue.

Tractor and chassis are considered as a single unit and cannot legally be separated to allow different chassis to be used on an individual tractor unit. "This is very inefficient and may be a factor which inhibits the expansion of the use of tank containers," the report adds.

Until now, the ordinary system of public emergency response has been

functioning to deal with traffic accidents of tank containers. The numbers of "110", "119" and "120" can be dialled to call police, fire brigade and medical rescuers, respectively. Carriers are still awaiting the availability of nationwide networks of professional emergency response to minimise any loss or damage to cargoes, environment and human lives caused by traffic accidents of tank containers with hazardous liquids. Yet, it seems impossible to establish the

whole national network without close co-ordination among all parties concerned.

As China is becoming a major chemical producer and user in the world, more and more multinational and local private logistics operators will set up tank container depots in China, especially in the fast-developing east coastal region. With strong financial support, technical expertise, safety priorities and consciousness of environmental protection, multinational operators score better thanks to their heavily invested facilities and effective management. So far, Chinese government departments have not explicitly demonstrated a standard package procedure for new entrants to apply for depot licenses. Above all, the sites of tank container depots are required to be selected within designated industrial zones. Other conditions might fall into the several aspects including financial capability, corporate reputation, qualification of working staff and operations facilities.

Finally, the report calls for a permanent arrangement such as round-table talks between government departments and commercial associations because there are some bilateral misunderstandings to be cleared up in those aspects of commercial regulations and industrial policies critically related to safety issues.



## Gordon Steel: 1932 – 2009

Gordon Steel, who has died aged 77, was a leading manager in the tank container leasing business during the industry's growth of the 1980s and 1990s. During that time, he contributed articles to trade publications, including Bulk Distributor, and spoke at many industry conferences.

Having spent the first part of his career in the chemical industry, Gordon left LaPorte in 1977 to join container lessor Sea Containers, where he worked until 1990, when the Sea Containers fleet was sold to Tiphook. He managed Tiphook's tank container fleet for several years, before subsequently moving to Cronos, where he established the company's tank container division. He retired in 1998.

## Quality sells Quala

Quality Distribution Inc has sold substantially all of the operating assets of its Quala Systems, Inc (QSI) tank wash subsidiary to QualaWash Holdings, LLC (QWH) for US\$13m, of which \$10m was paid in cash and the remaining \$3m in a subordinated note. In connection with the sale, QSI entered into various agreements with QWH, including long-term leases of real estate used in the tank wash business and various operating agreements.

QWH was formed by Mike Bauer and KLH Capital, LP, a Florida-based small business investment company. QWH is not affiliated with Quality Distribution. Mike Bauer has stepped down from his role as president of QSI and is now president of QWH.

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

## EuroBulkSystems

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

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For further information, please visit:

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

\* Safe Handling of Tank Containers in China. For further information see [www.itco.be](http://www.itco.be)



## HOYER operates first cleaning facilities in Bulgaria

Hoyer opened new tank cleaning facilities in the Bulgarian town of Razgrad during the summer – the first ever in Bulgaria. The plant consists of two cleaning bays with a total of six cleaning heads and is solely used for the cleaning of tank containers, road tanks and silo equipment after the transport of liquid foodstuffs.

Lachezar Anguelov, managing director of Hoyer Bulgaria, points out: "Thanks to the excellent strategic location 100 km south-east of Bucharest, close to the Bucharest-Russia-Istanbul axis, we cover a large area. That is the reason for the huge capacity of annually up



Hoyer operates a network of cleaning facilities all over Europe

to 9,000 tank cleanings." The target group includes all transport companies that unload liquid or silo foodstuffs in Bulgaria and/or the Bucharest area and need cleaning facilities prior to taking up return loads.

The contract was won in a tender. At the end of 2008 a major customer of Hoyer FoodLog signed the co-operation with the logistics company. On receipt of all legally required approvals construction work was started at the beginning of March 2009 and completed in June.

Hoyer operates a network of tank cleaning facilities and service stations for road tanks, tank containers and IBCs all over Europe. Already at the end of March the Razgrad cleaning crew was thoroughly trained according to Hoyer standards.

Organised into industry-related business units the company has methodically focused on the transport, storage and transshipment of liquid products and liquefied gases, as well as on tank cleaning, container maintenance and repairs. Hoyer is specialised in logistics solutions for the chemical, mineral oil, foodstuff and gas industry; and can draw on broad-based logistics know-how.

In 2008, the company generated a turnover of 987m with 5,428 employees worldwide. The Hoyer fleet consists of 20,095 tank containers, 3,120 road tanks, 16,400 IBC and 2,505 truck units. The Total Quality Management System is certified in accordance with the international standards of DIN EN ISO 9001 and SQAS audited.

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

## Tankcleaning and truckwash - a good partnership

DIBO, a high end specialist in truck and tank cleaning, is discovering that the market for these two separate divisions is becoming more and more combined.

For 30 years DIBO has supplied this market and the most recent deliveries are a combination of truck and tank cleaning in one large plant. One of the latest installations is the tank cleaning and truck wash plant in Antwerp, Belgium. The company produced a complete washing project with six lanes for tank cleaning (food, bulk, chemicals) and three lanes for truck wash (bulk truck wash, high pressure, standard truck wash) for the Van Mour Group NV.

In January of this year, DIBO finished its newest wash location with four lanes for tank cleaning (food and bulk) and a DiBO Rotomat PB-300 truck wash for the client Europe Lavage SAS in Erstein, France.

DIBO has 30 years of experience with the Rotomat brand specialised washing equipment. It not only supplies tank and truck wash equipment but also provides answers to regional wash questions and difficulties. The scope runs from advice on washing solutions to a total installation of a washing plant.

The systems are fully automatic and process controlled. Custom-building is the general feature as there are different needs in every project. DIBO specialises in finding solutions for every cleaning process: train, metro, tram, tanks, trucks, bushes, under-body, high-pressure and every possible combination of these cleaning processes.

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**Automated tank cleaning and oil recovery solutions**



DIBO is seeing recent orders are for combinations of truck and tank cleaning in one large plant

## Residue rule postponed

US Customs and Border Protection (CBP) has delayed implementation of its new rules for cargo tanks containing product residue. Enforcement was to begin 16 September but has now been delayed indefinitely.

The rule applies to all bulk shipments — liquid and dry — which enter the United States from a foreign country. The biggest impact would be on trade with Canada and Mexico. The rule is not limited to hazardous materials and includes products ranging from refined fuels and plastic pellets to edibles and beverages. All border crossing points into the US would be affected.

In the past, cargo tanks could be transported back into the United States marked as 'empty' despite some residual product remaining after the cargo was delivered. However, the CBP modification will require that these formerly 'empty' containers should now be classified, entered, and manifested in order to prevent security risks, eliminate the potential risk to the health and safety of CBP officers, and fulfil the CBP's revenue collection responsibilities, according to CBP officials.

As part of the ruling, the little bit of residue left in a tank truck or container after unloading will have to be measured, valued and treated like a good for CBP purposes. How an accurate measure of trace amounts of residue was to be determined, and by whom, is of great concern to the trade community and truckers, says the Canadian Trucking Alliance.

"Not only would such a requirement be costly and operationally difficult if not impossible, but discrepancies between the trucker, the importer or the CBP over the amount of residue could be time-consuming and ultimately lead to trucks being turned back at the border," the CTA states in a release. Also, the rule will impact negatively on a trucker's ability to use the border FAST lanes.

While CTA is relieved American Customs officials recognised there are many outstanding industry concerns, CEO David Bradley cautioned that industry is still scrambling to figure out how the owner of the residue will be determined, and ultimately, how enforceable these requirements will be, given the difficulty in accurately quantifying and assigning a value to residual cargo.

CBP announced that it will delay enforcement until further notice in order for the trade community to comply fully with these new requirements. The agency is encouraging importers and shippers to take steps to comply with the ruling at their earliest opportunity.

## Transmo expands

Transmo Tank Service BV, based in the industrial area Moerdijk, The Netherlands, is a member of the Transmo Group. The other companies belonging to the Transmo Group are Transmo Container Service BV (operating the depot and performing repairs of dry cargo and reefer equipment), Transmo Rotterdam BV (mobile repairs in the port of Rotterdam) and Transmo Special Products BV (producer/supplier of modular units).

TTS started activities in 2004 and has become a serious player in the tank container repair and maintenance market. This year Transmo has expanded its depot with another 20,000 sqm which results into a total storage area of 85,000 sqm. [www.transmo.nl](http://www.transmo.nl)



# Schuetz – meeting tomorrow's safety standards

Greater safety in the transport of hazardous goods is the subject of increasingly intensive debate. This applies in particular to the formation of explosive compounds in freight containers as a result of flammable liquids permeating through the walls of the plastic containers in which they are being transported. Stricter legal regulations are expected to be introduced very soon.

Schuetz GmbH & Co KGaA, of Selters, Germany, says it already meets tomorrow's safety standards with its IBCs equipped with an effective gas and permeation barrier (EVOH). It is already two years since the German Federal Institute for Materials Research and Testing (BAM) warned of the very real dangers revealed by a research project, which demonstrated that an explosive atmosphere can arise relatively quickly as a result of solvent permeation even when plastic containers (IBCs) are transported under normal conditions in ventilated containers. This even applies when there is full compliance with ADR/RID limit values.

In this connection, BAM recommends the future use of IBCs and other transport containers equipped with a permeation barrier. After all, tests carried out in real and simulated conditions showed that barriers such as SMP and EVOH or polyamide significantly reduce the potential risk. Permeation was not sufficient for the explosion threshold to be reached inside the freight containers.

#### Before it arises

The findings of the BAM study prompted a reaction from the UN Sub-Committee of Experts on the Transport of Dangerous Goods in Geneva. As the de facto international legislative body, it has included a clear recommendation for 2011 in the 16th revised edition of the UN Orange Books to the effect that volatile, flammable hazardous substances should in future only be transported in plastic containers that prevent permeation under normal transport conditions and therefore hinder the formation of explosive compounds.

This is precisely where the Schuetz idea for developing EVOH IBCs came from. The aim was to offer the market a transport container

that would tolerate no compromises where safety was concerned, while at the same time matching the properties of stainless steel containers and also uniting all the benefits of a composite IBC. A key aspect here is the far lower cost.

A comparison along the entire supply chain reveals that the cost of transporting hazardous goods in Schuetz's EVOH IBCs is 25% lower than in other forms of packaging.

The new development was based on Security Layer Technology, an extrusion blow-moulding process specially designed by Schuetz to plasticise up to six different functional materials simultaneously. Thanks to the new technology, the EVOH barrier, a copolymer of ethylene and vinyl alcohol, can be embedded in IBC walls.

The barrier effect of EVOH effectively prevents permeation through the container wall of toluenes, xylenes, MEK and benzene, as well as oils, greases, aromatic substances, flavourings and ambient gases (oxygen, nitrogen), and also any media requiring a nitrogen injection. So explosive or harmful compounds on the outside shell of the IBC are ruled out from the outset. With an optionally conductive (black) or antistatic (white) outer layer, the IBCs are suitable for use in ex zones 1 and 2.

#### Ventilation is no alternative

The approach to solving the problem by means of ventilation and cooling was hardly convincing. Air exchange rates measured under different conditions painted a clear picture. Even in a freight container with 32 vents carrying 16 toluene IBCs, it was not possible to prevent the formation of explosive compounds. Another drawback is the dependence of permeation behaviour on ambient temperature. The formula here is: the warmer it is, the greater the permeation.

During a climate-measuring trip on board a ship bound for Singapore, temperatures of as much as 48 degs Celsius were recorded. The filling goods themselves reached temperatures of up to 36 degs Celsius. All in all, Schuetz and BAM share the conviction that barrier IBCs in ventilated containers are the best way to eliminate the danger of explosive gas compounds arising. After all, the EVOH barrier always works – no matter



Schuetz IBCs with the EVOH permeation barrier eliminate the risk of explosive compounds arising.

how hot or cold it is, whether the freight container is full or almost empty.

As of 1 January 2011, ADR will require that IBCs also satisfy the requirements of a new vibration test as an element of prototype testing. At the same time, the vibration test constitutes a must-pass criterion for the continued existence of this type of packaging.

The first models in Schuetz's ECOB ULK range have come through the tests. Against the background of its worldwide policy of product standardisation, the vibration test – also an element of US certification procedures – has already been a fixture of product development for many years. In fact, the company has even developed some of its own tests that on some points exceed legal demands.

Whereas the vibration test comes at the beginning of the tests in the US procedure, and breakage or leakage are generally rated as criteria, the new vibration test is chiefly about the connection between the pallet, the steel cage with its crossbars and the inner tank. Here neither leakage, breakage nor a flaw in the structural equipment are tolerated.

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

## Greif feels the pinch

Industrial packaging net sales at Greif, Inc decreased 30% (22% excluding the impact of foreign currency changes) to \$594.2m in the third quarter of 2009, down from \$852.4m in the third quarter of 2008 primarily due to lower sales volumes and lower selling prices.

Operating profit before special items decreased to \$69.3m in the third quarter from \$92.9m in the corresponding quarter of 2008. The \$23.6m decrease was due to lower net sales, partially offset by lower raw material costs. Labour, transportation and energy costs were also lower as compared to the same quarter last year.

Overall, Michael J Gasser, Greif chairman and CEO, said the third quarter results benefited from "significant permanent cost reduction actions and gradually improving volumes, especially during the final month of the quarter". He expected to achieve savings of at least \$150m in fiscal 2009 due to Greif Business System (GBS), accelerated initiatives and specific contingency actions. "We believe these factors will benefit our fourth quarter results and position us for a stronger performance in fiscal 2010," commented Gasser.

The industrial packaging segment continued to benefit from GBS and specific contingency initiatives. GAAP operating profit was \$58.5m, compared with \$88.1m in the third quarter 2008.

Gasser continued, "We continue to execute our disciplined growth strategy. During the third quarter, we increased the company's financial capacity and flexibility through the issuance of new 10-year senior notes. Two small tuck-in acquisitions were completed during the quarter and additional opportunities are being pursued to further strengthen Greif's product portfolio and global footprint."

Net sales for the group fell 31% (24%

excluding the impact of foreign currency impact) to \$717.6m in the third quarter compared to a record \$1.1bn in the third quarter of 2008. The \$316.5m decline was due to lower sales in industrial packaging (\$258.2m), paper packaging (\$57.4m) and timber (\$0.9m). The 24% constant-currency decrease was due to lower sales volumes and lower selling prices due to the pass-through of lower raw material costs.

Operating profit before special items was \$81.3m for the quarter compared to \$107.7m for the third quarter of 2008. The lower operating results for Industrial Packaging (\$23.6 million) and Paper Packaging (\$5.1 million), as compared to the same period last year, were due to lower sales volumes and lower prices, significantly offset by cost reductions achieved under the GBS.



Greif chairman Michael Gasser: "We believe (the GBS initiative) will benefit our fourth quarter results and position us for a stronger performance in fiscal 2010"

## Mobile overpack for standard drums



Drumtainer - a safe handling solution

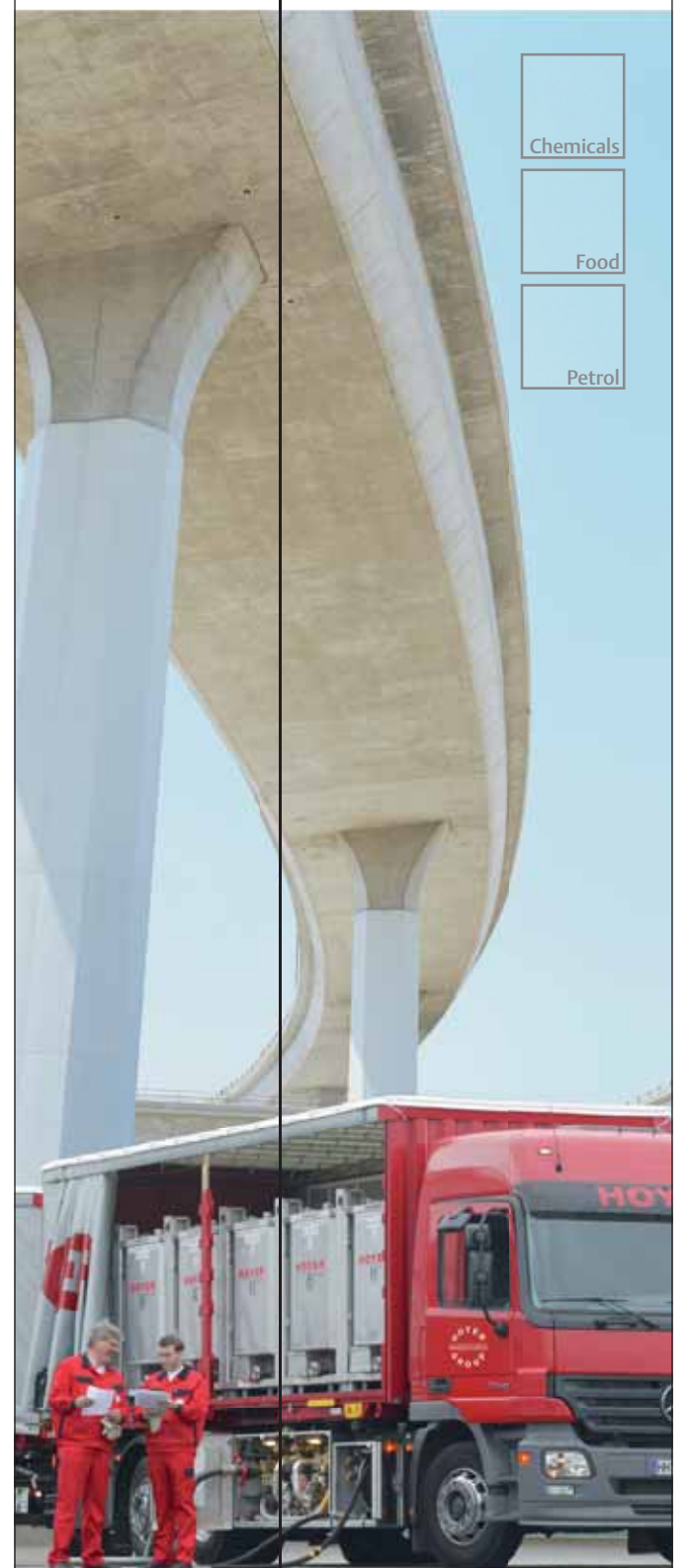
For many years drums have been on the market as packaging of a wide range of liquids. The main reason of the choice for drums will have been size in relation to its economic value. It is also true that drums are not the most efficient when it comes to handling, be it by forklift truck or manually in small areas. Especially when drums have to be transported through small corridors, doors or elevators the shape of a drum makes it difficult to handle. And lifting a drum onto a spill containment is a challenge on its own.

For that reason, Promens Materials Handling Products has developed the Drumtainer, a mobile overpack with integrated spill containment. The drum can be conveniently placed into the Drumtainer with the help of a drumlift. The Drumtainer is easy to handle manually, even in the smallest places like small corridors or into elevators. Fork lift trucks can also handle the Drumtainer. A special trailer version makes it possible to transport multiple drums behind a cart. The Drumtainer combines the existing advantages of drums with easy and safe handling in a wide range of industries, says Promens.

<http://mhp.promens.com>

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# Mauser IBCs pass the vibration test

Mauser Group says it is one of the first in the industry to comply with the new EU regulations for transport safety. In its test certificate of 13 August 2009, the Federal Institute for Materials Research and Testing (BAM) confirmed that all Mauser production sites in Europe had passed the required vibration test.

Since 1 July this year, BAM has been issuing limited IBC registrations, valid only until 31 December 2010. Unless suppliers provide the vibration tests by this deadline, their registration will expire. "To help our customers in their long-term purchase planning, Mauser has cleared the hurdle at this early stage," said Klaus Beckmann, SBU manager Europe, highlighting the company's decision to be one step ahead of the industry. The newly acquired BAM certificate covers the complete European IBC production of the Mauser Group, granting unlimited registration for hazardous goods.

Also included in the registration certificate are the company's reconditioning sites at St Armand (France), Oosterhout (Netherlands) and Erkelenz (Germany). Unlimited registration is vital for the reconditioning subsidiary NCG, as its future begins now: "Tube cages launched on the market today will enter the re-use cycle after the cut-off date of 31 December 2010," says Bernd Kolbe, managing director of NCG Europe. "Complying with the vibration requirements ahead of time means that Mauser customers of reconditioned IBCs can also rely on in-time delivery." Unlimited registration for all other European NCG sites is expected shortly.

International packaging producers are no strangers to the vibration test, since it has been a part of US registration for years. The novelty in the European procedure is the evaluation of the test.



The BAM certificate covers the complete European IBC production of the Mauser Group, granting unlimited registration for hazardous goods

While US regulations only ask for the integrity of the inner bottle, the EU legislation also demands the integrity of the outer casing, consisting of tube cage, palette and traverses. For IBC producers this means that the components of the outer casing need to be able to withstand high dynamic vibration without damage to the welding points. "MAUSER has developed a technology to improve the dynamic properties of the cage, and to increase its vibration resistance," says Dr Detlev Weyrauch, head of global product

management. "Predetermined bending points allow the cage to bulge, thus reducing the strain on the welding connection." The cages were further enhanced in terms of steel quality, and by optimising both profile production and the final welding process.

As a global player in industrial packaging, the Mauser strategy comprises the implementation of international standards to be able to offer reliable top quality to global customers. "In the past, our global sites complied with the higher US standards; now that the European standards are more sophisticated, we will implement EU legislation in our production facilities worldwide," said Klaus Beckmann. In practical terms this means, that Mauser will introduce European standards in its IBC production in the USA and Asia, going beyond the respective local legislations to be able to produce and sell identical IBC designs around the world.

Mauser is also entering the Russian Market with a state-of-the-art steel drum factory. In line with the corporate strategy to be active in all important growth markets, the group is extending its reach into Eastern Europe. A new steel drum factory will supply the oil and chemical industries in Russia with Mauser products and services. Construction works at the plant in Ryazan, near Moscow, are now almost completed and production start-up is scheduled for mid-October.

Located 180km south-east of Moscow, the new factory is close to important oil refineries and chemical businesses. "The choice of location is in line with our global approach to be based where the clients are," commented CEO Dr Clemens Willée. "The new subsidiary in the heart of the Russian central region provides Mauser with a strategic base to serve growth markets in Eastern Europe."

As of mid-October, the 8,500 sqm site in Ryazan will produce 216-litre tight-head and open-top steel drums. Production start-up of the drum lining is scheduled for 2010. The plant will be equipped with a decoiling line, lines for the production of tops, bottoms & shells, a seamer, and a welding machine. The facility also includes a painting booth and a curing oven to give the steel drums the look that customers require. Even sophisticated demands on drum aesthetics can be accommodated.

With this investment, Mauser claims to offer the Russian market an attractive alternative in industrial packaging. Yuri Kovachinsky, general director of Mauser Russia, is looking forward to revitalising the market by launching the group's portfolio: "With the Russian market still developing, the country offers attractive opportunities for growth. Being involved in a market at such an early stage, means that Mauser is in pole position to establish itself as an important player."

Contact details are:

MAUSER Packaging LLC, Burakova St 16/2, 105118 Moscow, Russia

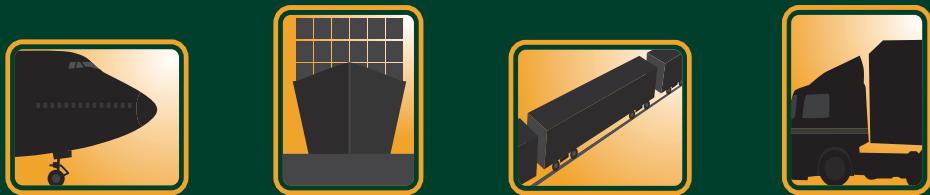
Tel: +7 (495) 730-3573

Effective 1 January 2010, Winfried Klar joins the management team of Mauser Holding GmbH as chief financial officer. In his position as CFO, he will be responsible for the global finance function of the group worldwide.

Winfried Klar has long-standing experience as CFO, working for several companies in this function. Most recently, he was CFO of the international plastics producer Vestolit GmbH & Co KG.

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

## MULTIMODAL 2010



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With over 3,000 attendees, Multimodal 2009 attracted key industry players from the UK and Europe with companies represented including Panasonic, Argos, Homebase, Samsung Electronics, Toyota, Unilever, Jaguar Land Rover, Motorola, Whirlpool UK Ltd, Kraft Foods UK, BMW, ASDA/Wal-Mart, Ford Motor Company and Rolls Royce. See the website [www.multimodal.org.uk](http://www.multimodal.org.uk) for the full list of current exhibitors and past attendees.

#### Hear what past exhibitors had to say:

"The show was tremendous, it's the first time we exhibited and we found it hugely busy and we have been talking to the sort of customers and prospects we need to speak to. In general terms Multimodal was a great exhibition for us"

Keith Batterson, Director, Cosco Logistics UK

"We were busy from the very beginning - with our last customers leaving just before the end of the third day. As usual, the Multimodal team made exhibiting easy, superb organisation - it was a great show for Wincanton."

Sarah Stanley, Marketing Manager, Wincanton plc.

"Multimodal gave everyone a lift! To have such a successful show in these difficult times, with attendance actually 66% up on last year and a lot of serious enquiries for our range of logistics services was fantastic. We hope that with some improvement in the economic climate by early 2010, the Multimodal show will come at just the right time to help us identify new business opportunities and justify our continued investment in client services."

Stuart Taylor, Marketing Director, The Potter Group

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## One size fits all

Holland, Michigan-based National Bulk Equipment, Inc has introduced a single-station, variable container filling system for bulk filling of drums, cartons, totes, gaylords, bulk bags and other bulk container types. The NBE variable container filling system is claimed to go beyond conventional rotating fillhead designs to provide container-specific filling, densification, and NTEP-certified weighing.

The NBE variable container filling system has a proprietary densification design integrating two densifying methods. This design enables varied container types to be processed through the same fill station. "The NBE design ensures precise fill volume and weigh accuracy, optimal line speed, reduced material waste, and eliminates material contamination resulting from operator hand levelling of material," the company says.

When in the multiple container mode, the filling system uses an automated, vibratory densifier pad to densify individually each drum on a pallet. The densifier arm and pad automatically extends from the unit to densify one drum at a time. When a drum fill/densification cycle is complete the pallet deck rotates to repeat the cycle with each drum on the pallet. This one-by-one densification eliminates the problems common with rotating fillhead designs that vibrate the entire base of the unit; these problems include drums bouncing out of the unit, and operators reaching into equipment during densification to stabilize drums.

When in the single container mode, it uses a deck-only vibratory densifier for large, single containers such as gaylords, totes, and bulk bags. The NBE design isolates 3G of vibration force to the deck of the system rather than vibrating the entire base of the unit. This isolated vibration concentrates the vibratory effect to the container enabling precise material fill volume and weigh accuracy. The isolated vibration also eliminates the damaging and annoying transfer of vibration to surrounding equipment and work areas common with conventional densifiers.

The system is designed with a completely integrated, NTEP-certified weigh system. A single, UL listed, menu-driven controller, designed and built by NBE, meters material feed rates based on container type, material type, densification cycles, and finished package weight. The NBE variable container filling system can weigh containers with capacities from 250 to 4,000 lbs to an accuracy of +/- 0.01%. The NTEP-certified weigh system eliminates material waste common with manual designs. Operator interaction is limited to controller operation and container loading and unloading.

[www.nbe-inc.com](http://www.nbe-inc.com)

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## Road tanker loader fully evaluated prior to purchase

Vollers Belgium has purchased a Dino DR300 SilverLine mobile loader manufactured by Van Beek of the Netherlands for transferring plastic granulate from bulk bags into road tankers as part



Dino SilverLine from Van Beek

of its Antwerp-based third-party storage, blending and transloading operations. Before signing the order the company had rented the machine from Van Beek for a period of six months to allow extensive testing to be carried out. The unit, which is available from stock, has a basic capacity of 40m<sup>3</sup>/h (or alternatively 80m<sup>3</sup>/h). It fully meets CE standards and health & safety legislation, including labour protection regulations.

A spokesman from Vollers explained: "Vollers Belgium is a separate division for general cargo. We have three terminals available in the Port of Antwerp, in total 200,000 square metres for the storage of coffee, cocoa beans and plastic granulate. Together with our client we were looking for a solution for loading plastic chips. We wanted to test the machine first before making our purchase. That was quickly arranged, even for a short rental period. We are highly delighted by the simplicity of the machine. An added advantage for us is that the Dino is mobile and easy to move. Our staff found the tests were successful and our client is satisfied, so we then proceeded to purchase a Dino SilverLine."

[www.dino.nl/silverline.php](http://www.dino.nl/silverline.php)

## ATEX-compliant rotary valve rotor monitoring device

Rotary valves are widely employed as the key element in pneumatic discharge systems for unloading powders and granulates from bulk containers and road powder tankers. If the revolving rotor becomes misaligned and touches the valve housing, or if the housing becomes distorted as a result of damage, metal-to-metal

contact can occur and there is a risk that metal particles could contaminate the product being handled. There is also an explosion risk if the operation is being carried out in a volatile or dust-laden atmosphere.

Rota Val, Chippenham, UK, has just developed the RotaSafe RM2 system which is designed to stop a rotary valve instantly if it detects rotor-to-housing contact, thus avoiding valve damage and consequent product contamination. Its detection circuit is intrinsically safe and therefore suitable for all ATEX zones. Thanks to innovative control electronics, the patent-pending system can effectively filter unwanted electrical noise from sources that produce false signals. It thus avoids false tripping, a problem often encountered with this type of equipment.

Rota Val's managing director Ian Blackmore commented: "This is a major advance in providing a reliable detection systems to deal with common problems formerly associated with sensors on rotary valves. By avoiding nuisance tripping, operators can cut unnecessary production stoppages and benefit through enhanced protection from costly product contamination. Our unique RotaSafe RM2 has already proven effective in trial applications, and patent protection has been applied for."

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



RotaSafe RM2 from Rota Val

## New generation of static-grounding systems

Newson Gale of Colwick, Nottingham, UK, has introduced its next generation of ATEX and IECEx certified Earth-Rite hazardous area static grounding systems. They feature a cluster of bright pulsing green LEDs which provide very clear indication to personnel that a positive ground condition is established for the duration of a potentially hazardous transfer process, such as loading or unloading flammable products.

The upgraded features of the new Earth-Rite RTR and Earth-Rite PLUS models represent the first wave of a major advancement in static grounding technology designed to provide the user with multiple benefits in operation, safety and maintenance.

Both systems are certified to IECEx and ATEX standards for installation and use in all common hazardous areas, including the very highest gas group approvals.

[www.newson-gale.com](http://www.newson-gale.com)



Newson Gale's latest Earth-Rite static grounding system

## Bulk railcars discharged with greater efficiency and less noise



VIBCO's new Rail Boss

Field tests show that typical railcar vibrators can lose up to 60% of their vibration transfer force and generate noise levels up to 110dB due to rattling. VIBCO of Wyoming, RI, has introduced the Rail Boss SVRWS-6500AW pneumatic railcar vibrator which has been designed largely to overcome these problems. Thanks to its patent-pending Pressure Lock System, the unit is securely clamped into the railcar pocket to ensure 100% vibration transfer. It is also easy to remove after use.

Full vibration transfer also results in more efficient use of compressed air as well as faster, more complete railcar discharge. The Rail Boss can

also be used during loading to condense the cargo so that the full capacity of the car is utilised.

VIBCO's president Karl Wadensten commented: "We've developed some good vibrators over the years, but unique wear patterns and variability in pocket designs were tough problems that kept bringing us back to the drawing board. I'm really excited about this revolutionary new design."

In Europe the device, which retails for the equivalent of about \$1400, is available from various distributors including H & H Process of the UK.

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

## Solids handling hoses for ultra-high temperatures

Norres Schlauchtechnik, Gelsenkirchen, Germany, has extended its range of clamp profile hoses with the introduction of two new highly flexible high-temperature products. The CP HiTex models 485 and 486 can be used at temperatures of up to 500° and 656°C, respectively. They are also robust, compressible, multi-layered and can accommodate slight overpressure. They are suitable as suction and blast hoses for transporting aggressive dusts, powders and fibres and harsh gaseous media such as vapours and smoke.



CP HiTex 486 hose from Norres

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

## New generation of static-grounding systems

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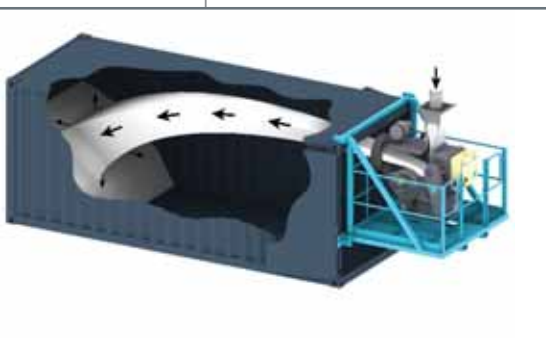
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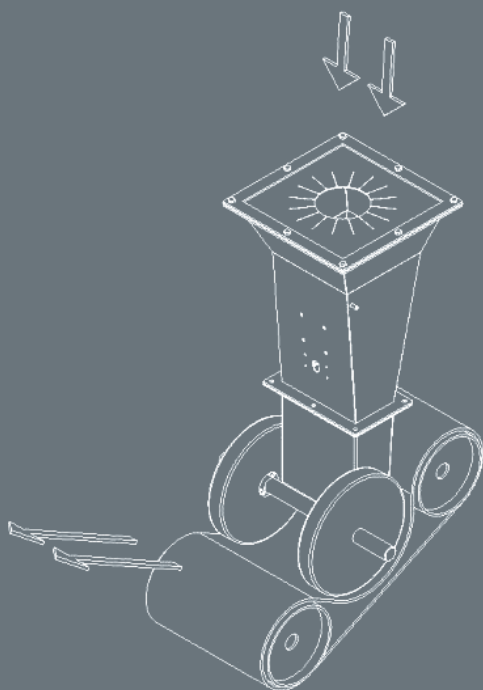


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# Top management change at Starlinger

With effect from 1 November Sven Wolf, 43, has been appointed managing director of Starlinger & Co GmbH, Austria, the world market leader in the field of machinery and complete lines for woven plastic bag production as well as PET recycling and refinement (see facing page). He assumes responsibility for the technical management of the company, taking over from Richard Müssler who after five years in the post has decided to resign for personal reasons.

Wolf was previously managing director at Stratics GmbH and he gained a graduate engineering degree in plastics technology from Austria's Montanuniversität Leoben. During the course of his career he has held senior management positions with Rosendahl Maschinen GmbH, Theysohn Extrusionstechnik and Technoplast where he was managing director. Together with his management team he aims to expand Starlinger's already strong market advantage by planned introduction of strategic product initiatives. He emphasised: "Nowadays technical products have to provide obvious added value for the customer in order

to succeed in international competition. That is why it is very important to me to bring sales and technology together in a way that makes maximum use of their synergy."

Commenting on the outgoing managing director, the company's managing partner Angelika Huemer, said: "Richard Müssler laid an excellent foundation during these years for Starlinger's future growth and the achievement of our global aims. We are grateful for his contribution, but we have to accept his decision." He will remain with the company until end of the year to ensure a smooth transition in technical management. Starlinger regularly achieves an export quota of more than 99.5%.



Sven Wolf, Starlinger's new MD

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

# Payper wins Indian petchem business

Payper, the leading Spanish manufacturer of bagging technology, is poised to achieve a major breakthrough into the Indian petrochemical sector. It has been awarded contracts to deliver a total of five of its latest automatic bagging lines to the companies Gail (India) Ltd and to HMEI (HPCL-Mittal Energy Ltd), a joint venture between Hindustan Petroleum Corp and Mittal Energy Investment Pte Ltd, Singapore.

Several similar automatic bagging lines have already been installed on the subcontinent and Payper states that these differentiate the company from its main competitors by introducing significant technological improvements, providing enhanced performance benefits while maintaining competitive pricing. Meanwhile the company is currently working on other major projects in order to consolidate its presence and after-sales service in India.

The machinery to be installed at both Gail and HMEI is the high-performance CSA100, which offers advantages of compactness, light weight, low power consumption and the capability of bagging a wide range of granular materials such as sugar, rice, salt, feed, grain, fertilisers, etc. The CSA100 series incorporates latest technical innovations which help maximise both capacity and cost effectiveness. For example, features include compatibility with PP woven bags, paper or PE bags both flat and gusseted, without affecting the output capacity. In addition, empty bags storage has been designed to ensure high capacities, by avoiding unnecessary downtime.

Payper's scope of supply includes high-precision auxiliary equipment such as the MCB+ weight controller featuring touch screen controls and the



Payper CSA 105 bagging line

capability to weigh gram by gram and the PN-90/CGS high-speed net scale offering capacities up to 2200 bags/h.

Payper reports that it is among the first European companies to have achieved MID (Measuring Instruments Directive) approval in 2007 and 2008 for all its automatic weighing instruments, which include bagging machines, gravimetric filling systems and checkweighers. MID, a European directive adopted in March 2004, covers a number of different measuring instrument types and is used especially for trade purposes and quality assurance. Payper considers it to be 'the standard of the future', helping to create a single market in measuring instruments to the benefit of both manufacturers and users across European countries.

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

# Integra bag filling technology now in North America

Haver Filling Systems, Inc., the US subsidiary of Germany-based Haver & Boecker, is building a facility at its Conyers, GA, plant which will allow local manufacture and assembly of the company's recently launched Integra fully enclosed bag filling system. This extension to the production plant is expected to be fully operational by end of January. The Integra concept ensures that the main bagging components including filling machine, valve closing system, bag applicator, control system, operating terminal and discharge conveyor are housed within a dustproof enclosure. Haver Filling Systems plans to offer further new Haver & Boecker machine types from its production facilities as demand increases.



[www.haverboecker.com](http://www.haverboecker.com) Haver & Boecker engineers successfully assemble the first US Integra packaging system

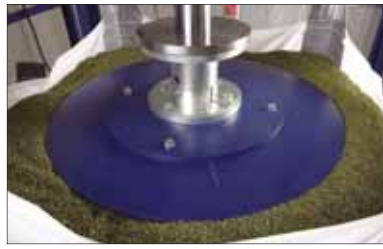


# Starlinger provides open house welcome to EFIBCA delegates

In mid-October the European Flexible Intermediate Bulk Container Association (EFIBCA) held a one-day open meeting in Vienna, Austria, attended by 65 delegates from across Europe. The event was sponsored by Starlinger, the leading manufacturer of machinery employed in FIBC production, which is a member of EFIBCA and has its headquarters in Vienna.

On the following day over half of the delegates attended an open day at Starlinger's factory at Weissenbach which is located south of the Austrian capital. Here the visitors had the opportunity to observe working models of the company's entire product range. These included:

- The starEX extrusion tape line which was shown producing tapes for FIBC fabric. The model 800ES, for example, can achieve production speeds up to 500m/min. Capable of producing PP or HDPE/LLDPE tapes, it provides an effective working width of 800mm and a melting capacity up to 450kg/h.
- This was followed by a demonstration of the alpha 88 circular loom weaving fabric for filling and discharge spouts as well as FIBC covers. Featuring



The stacoTEST's pressure plate has a diameter which is strictly determined by recognised international test standards.

worldwide-proven alpha technology, it is designed for producing lightweight circular or flat fabric in widths up to 2.25m double flat, or 4.5m laid flat.

- Further down the production line, the stacoTEC coating line was shown applying coating to heavy fabric.
- Running in line with the coating process was Starlinger's special qualiTEC sensor unit which monitors the quality of the coated material. It helps to reduce waste while increasing overall capacity.
- Also demonstrated was a stacoTEST testing unit (manufactured under licence from LABORDATA International Materials Testing Institute) where a finished bulk bag manufactured on Starlinger production equipment was submitted to compression tests, only failing after a load in excess of 8t had been applied.
- At the end of their service life FIBCs can be recycled and a demonstration was given of the recoSTAR universal recycling line processing FIBCs. This versatile line can process all thermoplastics including PE, PP, PS and PA, being especially suitable for hard-to-grind materials and products. Material is fed without pre-cutting to the single-shaft cutter. A hydraulically driven pusher presses the material against the rotor, where it is cut between the rotary and stationary knives. The cut material is then fed continuously to the extruder. The recoSTAR universal series comprises four machine sizes which between them cover an output range of 150-

800kg/h. Each machine can be equipped with degassing, high vacuum, backflushing filter and a choice of three different pelletising systems.

The day's proceedings ended with a discussion of the future of FIBCs and their ongoing development. Here Starlinger engineers explained that significant cost savings could be achieved in FIBC production if bag specifications and dimensions could be more uniform. However, leading FIBC manufacturers and suppliers explained that this was never likely to happen and that the concept of a one-size-fits-all bulk bag that could be sold 'off the shelf' was impractical, partly because buyers were accustomed to getting a bespoke service and were unlikely to



stacoTEC 1500 coating line with integrated qualiTEC sensor

change in this respect, and more importantly because each type of bulk material required a different design of bag (dimensions, diameter of discharge spout, etc) determined by the bulk

density, particle size and flow characteristics of the product being transported inside the bag.

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

## Bulk bag weigh batch system copes effectively with compacted contents

UK-based Flexicon (Europe) has introduced a compact combined system designed to loosen material which has become solidified in bulk bags as a result of shipment or prolonged storage, discharging it by weight and blending it into a liquid stream. The unit comprises two bulk bag unloading frames, each with their own hydraulically powered conditioner. Material is discharged into two surge hoppers equipped with Flexicon flexible screw conveyors. Where required, these can gravimetrically feed the unloaded product into a central solid-liquid eductor which blends it into a liquid stream in variable ratios set by the user.

Loosening of material inside the bags is achieved by a hydraulic pump and two rams with contoured end plates that press opposing sides of the bulk bags. The unloaders' cantilevered hoists and motorised trolleys allow conditioning of the bags to take place at various heights, as well as loading and unloading of the bags without the need for a forklift. Safety interlocks prevent operation of the conditioner when the unloaders' doors are open.

Integral configuration of the conditioner eliminates the time, labour and auxiliary equipment needed for separate loading of bulk bags into a stand-alone conditioner, while



With this novel Flexicon arrangement, dual bulk bag unloaders are each equipped with integral conditioners to ensure steady and complete discharge even when material has become compacted.

occupying significantly less floor space than two separate pieces of equipment and reducing capital cost. The unloaders also feature a Spout-Lock clamp ring that forms a high-integrity seal between the clean side of the discharge spout and the clean side of

the equipment, while a telescoping tube maintains constant downward pressure on the clamp ring and discharge spout, elongating the bag as it empties to promote complete discharge.

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



stacoTEST 300 accurately measures the safe working load of FIBCs by testing to destruction



alpha 88 circular loom

## Portable bulk bag filler

European Machine Trading of 't Zand, the Netherlands, has introduced a new portable bulk bag filling machine. Called the Triple Big Bag Line, the machine can be disassembled and moved by a conventional forklift. It consists of three freight containers placed one on top of the other. The top

container is used for product storage, the middle one houses all electronics and the weighing system, while inside the bottom container bulk bags are filled and removed by belt conveyor. The machine can fill 70t/h with a weighing capacity of 200-1200kg per FIBC.

[www.e-m-t.nl](http://www.e-m-t.nl)



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# Choosing the right type of liner material

Various criteria including strength, moisture protection, hygiene, ease of handling, dust impermeability, antistatic protection – and of course price – determine the choice between different categories dry bulk liner. Four leading suppliers offer guidance, as well as a brief insight into some of their latest developments

**CorrPakBPS** headquartered in Monroe, LA, has been involved in the dry packaging market for over 30 years. The company offers all the main categories of container liner. Marketing manager Will Mintz explains that woven PE and PP coated liners have become popular in commodity markets because they are competitively priced, provide adequate moisture protection and are easy to handle. PE film liners are more expensive but necessary for products that are sensitive to moisture or contamination. Corrpak also offers aluminium foil liners for speciality resins and chemicals that are used in the medical and food industries.

It can also provide liners for hard-to-flow products such as white concrete, activated carbon and soda ash; woven liners with sift-proof seams for fine powders; and static-dissipative film liners for products susceptible to potential static electricity hazards.

**Caretex** of Denmark, which concentrates on manufacture of film liners, states that this design is much cleaner on the inside than woven liners. Because of its manufacturing process,

blown film is inherently clean. The inside of the liner is the inside of the extruded "bubble" which can only be produced if the raw material is 100% pure and free of contaminants. The inside of this tubular film remains clean during the liner manufacturing process.

On the other hand the company points out that woven liner fabric goes through several manufacturing processes (extrusion, slitting, weaving and coating), all of which are possible sources for contamination. Woven liners are assembled by sewing several pieces together and all surfaces of the woven material are exposed to possible contaminants such as loose threads or foreign materials from the manufacturing environment. By contrast film liners are assembled using heat sealing which does not introduce any sources of contamination.

With regard to strength, film liners do not have any longitudinal seams and all attachments to a film liner bulkhead (air bags, hanging straps, etc) are separate from the liner body itself. Therefore premature failure of any of these components will not affect the

integrity of the film liner. However, woven PP liners are extremely rugged and unlikely to tear.

Other key film liner advantages are that they provide better moisture protection and, because all seams are heat sealed, they prevent leaks from dusty products. Caretex employs a quality of film which provides resistance to abrasion that might occur during loading. During unloading there is reduced risk of the liner sliding when the container is tipped because the company employs a film grade which has been engineered to have a coefficient of friction of 0.4 in accordance with ISO 868.

The latest film liner development from **Eceplast**, Italy, has been designed for use with dusty products where there is an explosion risk. The company states that in the past competitive liner manufacturers have been able to offer this type of product, but Eceplast believes it is the first to offer a transparent, conductive film which has been approved for use with food

products. This new liner will initially be mainly employed for carrying sugar but in the near future it will also be used with other products which present a static electricity risk.

Eceplast aims to become more closely involved with the European food industry, while at the same time continuing to be a major player in the chemical sector. For this reason the company is in the final stages of obtaining ISO 22000 certification. However, sales manager Nicola Altobelli stresses that the company continues to maintain a strong connection with the chemical industry, for which several new liner designs have recently been launched. Here too standard liners have in several instances undergone the complex process of re-engineering in order to better serve the needs of Eceplast customers.

The company's anti-bulging system, patented in 2006, remains an industry point of reference while more recently it has developed a liner system offering

drivers enhanced handling and installation features. This latest product also has the environmental advantage of being capable of reuse for several trips.

Despite the global economic crisis, the company has experienced growth during the past 12 months and it is confident that it has made the right decision by continuing to manufacture 100% of its liners in Europe. It aims to counterbalance higher labour costs through closer attention to innovation and customer satisfaction. Earlier this year it started several innovative projects working in close cooperation with its customers who increasingly play the role of strategic partners oriented to long-term results. Eceplast has also recently become more involved in the flexitank market for chemical as well as food-grade liquids.

**BT Pack** of France offers all four main categories of dry bulk liner: PE, woven PE, woven PP and most recently totally sealed aluminium with its vastly superior barrier properties. General manager Mehmet Yildiz explains that the nature of the bulk product being transported and its specific requirements determine the choice of liner.

This company has just developed a very special liner made from potato fabric for rare applications where contact with a petrochemical-based material might have an adverse effect on the dry bulk cargo.

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The four main dry bulk liner categories (clockwise from top left): polyethylene film; woven polypropylene; woven polyethylene; and aluminium foil (pictures courtesy of BT Pack)

#### BT Pack

[www.bt-pack.com](http://www.bt-pack.com)

#### Caretex

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

#### CorrPakBPS

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

#### Eceplast

[www.eceplast.it](http://www.eceplast.it)

## Bulk loading of ISO containers

Filling bulk material horizontally into a traditional rear-door type freight container poses a major challenge if maximum use is to be made of the available cubic capacity. One solution, which has proved to be highly effective with a wide range of granular or pelleted products, is to employ a high-speed belt thrower such as the FulFiller developed by Stock Redler of the UK. Stephen Trinder\* discusses the various loading options available and describes the specific advantages offered by the belt thrower technique

#### Container loading methods

Unloading of bulk material from a container is simple to organise depending on the requirement of the customer's process. Generally tipping into a hopper or connecting to a pneumatic transfer system is preferred, but in either case, unloading times can be matched to the customer's requirements. Loading the container is more problematic as the majority of

containers are rear door type (and because most are this design, these are the cheapest type to use). When unloading, opening the rear doors and tipping the container using the tipper trailer allows for easy unloading but loading requires an alternative approach in order to maximise the internal volume of the container.

There are a number of methods used to load rear door containers, each with

advantages and disadvantages.

**Belt conveyors.** These can be used as either mobile or fixed installations but in either case do not offer particularly high overall loading rates because the container must be moved during loading so that the full length of the container is filled. It is possible to have a fixed installation with a conveyor that moves automatically in response to a high level probe – this increases overall loading rates – but usually such an arrangement is used with a screw conveyor.

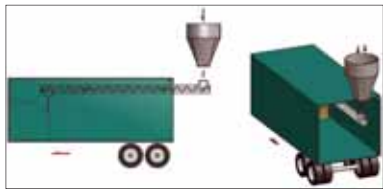
\*Stephen Trinder is marketing & communications manager of Stock Redler Ltd, part of the Schenck Process Group (S.Trinder@redler.com – tel: +44(0)1453 761 749)





Loading by belt conveyor

**Screw conveyors.** These are used in the same manner as belt conveyors but typically offer higher loading rates and also provide a sealed system which is useful if loading a dusty product. Small-diameter augers can be used as mobile loaders, but in this case loading rates are very low. Therefore most screws are used as fixed installations under specific silos. Capital investment can be high for fixed installations if the silo was not specifically designed for such a system.



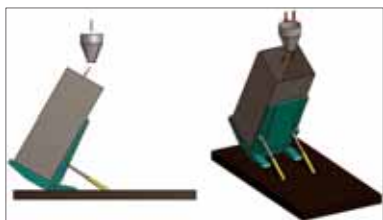
Loading by screw conveyor

**Pneumatic transfer.** These systems are generally fixed to the outload silo. They can offer reasonably high loading rates for difficult to handle materials but in order to do so require specific design to take account of the material characteristics. Power consumption is relatively high and a method of venting the conveying air must also be provided.



Loading by pneumatic transfer

**Gravity.** Gravity systems involve tipping of the container to a steep angle and allowing material to flow in under gravity. Instantaneous rates are high but set up times can be long and the system is expensive to install – especially as the loading silo must be elevated so that the outlet is at least 8m above the ground to allow loading of 20ft containers. As with all fixed installations, there is no flexibility if the usual loading silo is not available.



Loading by gravity

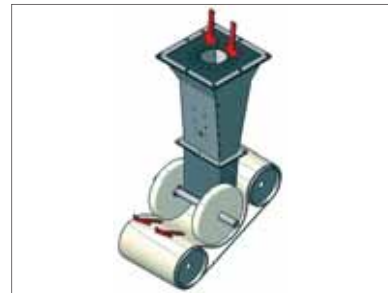
All the systems above require either significant investment in dedicated installations or suffer from low overall loading rates, high power usage and significant manual intervention. The larger fixed installations offer good instantaneous loading rates and can be

configured to automate much of the operation – but at high cost and with the elimination of any operational flexibility. However, with varying degrees of success, they can be used to load all types of dry bulk solids, including powdery or dusty materials.

If the product to be loaded is granular or a pellet, however, an alternative method can be employed that offers high loading rates, good use of the available volume, simplicity and flexibility in operation and low capital and running costs.

**Belt thrower technique**

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



Thrower system for the Schenck Process FulFiller

The material being loaded enters the top of the thrower assembly and is funnelled on to the belt which is rotating around two specifically designed roller pulleys at high speed. The path that the belt – and therefore the material – follows is carefully set by the relative position of the pulleys and the idler discs (shown in white in the diagram). This ensures that there is no abrupt change in direction so impact damage to the material is not a concern.

The FulFiller will successfully load a wide range of materials – the determining factor being a combination of particle size and specific density. Typical examples are all types of grain, refined sugar, plastic pellets, wood chips, soya beans, china clay pellets and animal feed pellets. Very light or dusty materials will tend not to be thrown successfully to the back of the container and we would not recommend using this technology for these products.

Within this range of materials, the loading capacity of the machine is determined by the volumetric rate which is a function of the material depth on the belt and, to some extent, the speed of the belt. For simplicity and to reflect typical operation, the volumetric capacity is set to approximately 220 m<sup>3</sup>/h by running the belt at single speed. This volumetric rate translates into a range of loading rates in terms of weight – between 80t/h for lighter materials such as wood chips, and up to 200t/h for denser

products such as sugar. It is important to remember that this instantaneous rate is a maximum – the actual rate will be limited by how quickly material comes out of the feeding silo or hopper. Typically a silo outlet of 250 – 350mm is required, depending on the bulk density of the material, to make use of the capacity of the FulFiller.

The maximum load in a 20ft container is determined by the volume when loading materials with bulk densities less than 850kg/m<sup>3</sup> and the FulFiller is typically able to load to 85% of the internal capacity. For 30ft and 40ft containers and when loading more dense products, the maximum weight limitations in force in Europe limit loading to around 25t.

**Operation**

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

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



Support structure for fixed installation loading

It is a similar procedure when using the mobile version except that the unit is moved under the required silo, power connected to a local three-phase electrical supply and a flexible chute from the silo located in the top of the FulFiller unit.

The most flexible solution is the simple forklift frame mounted unit shown in the top right photograph. This is moved by forklift and hooked on to the rear of the container to be loaded. It is then secure enough for the container to be positioned under the silo and power and product feeds to be made. Once loading is complete the



FulFiller hooked on to the rear of the container to be loaded

unit is disconnected from the feed and power and then lifted off the back of the container. This solution has the advantage that it can be used to load from any silo with enough headroom and a power supply.

Because the loader is attached to the container, it can be connected when not physically under the silo – meaning another unit can be loading at the same time. In this way if two FulFillers are employed, very high overall loading rates can be achieved – up to five 20ft containers per hour. This would allow 40 containers to be loaded in a single 8 hour shift from a single silo. When using a single machine, connection and disconnection time still compare favourably with the other solutions with up to three container loads an hour being possible.

Also to be considered is the fact that the forklift frame unit allows simplified traffic management on site – as no reversing into position is required, all vehicle movements can be kept "one way".

**Other considerations**

When comparing overall loading times,

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

The mobile units require no preparatory works except to ensure that a power socket is available and the fixed unit requires only a simple plinth for installation. No other work is required to use this type of loading from existing silos. This keeps the capital cost low and because the units themselves are available within two to three weeks of order, the systems can be implemented at short notice to suit customers' requirements.

If loading powders, then alternative solutions must be considered, but for granular materials, the belt thrower method provided by the Schenck Process FulFiller offers significant cost and operational advantages over traditional loading methods.

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



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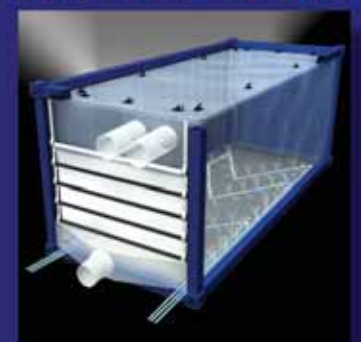
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## TOPS floats again

Plans for the \$1.8bn Texas Offshore Port System (TOPS) will now move forward following the settlement of a lawsuit among former partners in the project.

Oiltanking Holding Americas reached a deal with Houston-based Enterprise Products Partners and Teppco Partners in the lawsuit Oiltanking filed earlier this year when the other two companies pulled out of the project.

Despite losing two of its three founding partners, TOPS will continue with permit applications in the works and a search for new investors, said Carlin Conner, chairman of the venture's management committee and president, and CEO of Oiltanking's North American subsidiaries.

Exxon Mobil Corp. and Motiva, a joint venture of Royal Dutch Shell and Saudi Arabia's Aramco, are still signed up as customers.

The project, announced in August 2008, would locate a platform 36 miles off Freeport to unload crude oil from two supertankers at a time, providing up to 1.8m barrels a day. The oil would travel via undersea pipeline to shore and then to a new storage facility in Hitchcock, where it would feed into the many refineries along the Texas coast.

It is designed to reduce the dependence on lightering by allowing VLCCs to discharge offshore with pipelines feeding refineries in Houston, Texas City and Port Arthur. Currently the only alternative to lightering is discharging at the Louisiana Offshore Oil Port (LOOP).

In April this year, Enterprise and Teppco, said they were backing out of the project but did not give a reason. Oiltanking sued, and until the settlement, the trial had been scheduled for 2010.

Terms of the settlement were not disclosed, but Enterprise and Teppco said in filings with the Securities and Exchange Commission they will each record a \$33.5m expense during the

third quarter in connection with the settlement. That is slightly less than the \$34.2m the two said they expected to pay when they announced their departure from the project earlier this year.

Oiltanking Finance BV, the group's financing subsidiary, has successfully completed another transaction on the US private placement market. The debt capital need of Oiltanking is thus secured for years to come.

The offering that was initially designed for a volume of \$100m, was heavily oversubscribed with offers totalling more than \$640m on closing of the order book. In the end, Oiltanking Finance BV decided to take up debt capital totalling \$240m and 100m with favourable interest conditions. All loans provide for bullet-repayments at the end of their tenures and feature terms between eight and 20 years.

All in all, 18 institutional investors participated in the transaction; for 14 it was the first Oiltanking investment. It is also noteworthy that the group of investors also included investors, who had previously not been involved in the private placement market or only just returned to the market after a longer absence. Deutsche Bank and Royal Bank of Scotland were the advisers.

Claus-Georg Nette, CFO of the holding company Marquard & Bahls AG, was pleased with the result: "This transaction puts Oiltanking in a comfortable position. It can thus continue to pursue controlled growth within the bounds of its conservative financial policy. Especially now that procuring liquidity has become very hard for companies, this is an excellent starting position for further business development. Oiltanking has proved once more that it is an attractive company for debt capital investors. This is mainly due to the long-term nature of its business model, the stable cash flows and the good future development prospects."

## Gothenburg goes underground

Working together with Scandinavian Tank Storage, Port of Gothenburg is aiming to offer crude oil storage in one of the underground caverns at Tor Harbour. Previously used for contingency stockpiling of oil products, the cavern has been out of use for a long time.

"It is very satisfying that we will soon be able to offer this service to our customers. There are few ports that offer crude oil transit, which makes such an investment even more interesting," said Magnus Karestedt, CEO at Port of Gothenburg.

Oil transit would mean, among other things, that vessels carrying crude oil, particularly from Russia, berth at one of the two quays at Tor Harbour. The oil would then be discharged across the quay and stored temporarily in the cavern before being transported later, using larger vessels, to markets such as Asia and the USA. The Port of Gothenburg is one of the few ports in Scandinavia with the capacity to offer a deepwater harbour for crude oil and interim storage for transshipment to larger tonnage.

At present, approximately 9m tonnes of crude are handled each year at Tor Harbour. The new facility will be ready for use within 24 months and then the harbour could see this increase by 20-60%.

"Storage of crude oil in an underground cavern and the opportunity for transshipment to larger tonnage at the Tor quayside is a secure and environmentally better alternative to lightering at sea. When handling crude oil, the resulting gases will be recycled in a new, modern and effective gas recycling facility," stated Claes Jacobsson, CEO of Scandinavian Tank



Gothenburg's cavern – "a secure and environmentally better alternative to lightering at sea"

Storage.

To create storage capacity, the port is developing modern loading and discharge equipment for use at Tor Harbour. The equipment that will be installed in the cavern will include new pumps, pipelines, electricity supply and equipment to deal with gases. The environmental aspects are of vital importance and adaptations are being made to ensure handling is as environmentally friendly as possible.

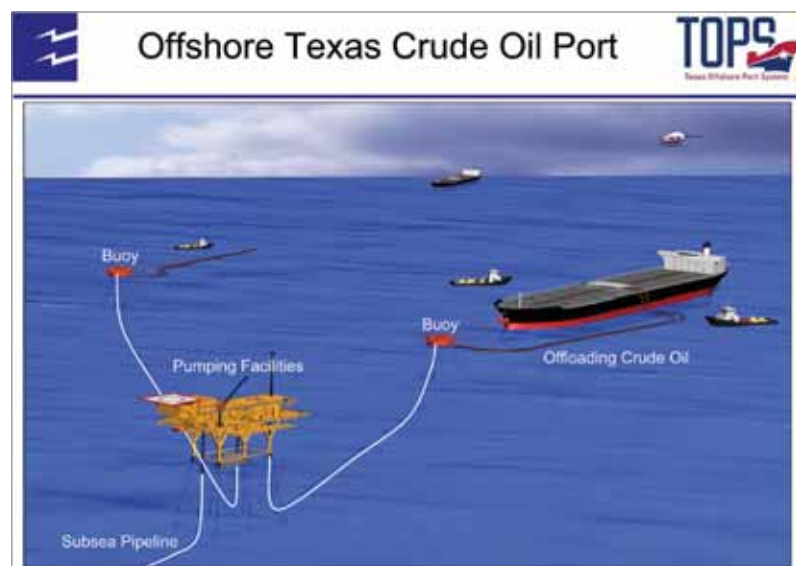
Also at Gothenburg, Vopak Sweden is expanding and refurbishing its Skarvik 2 terminal at the Oil Harbour. The investment involves a modern, environmentally adjusted, automated blending facility for heated products with a capacity of 140,000 cbm.

"There has been strong demand from our customers for this capacity in

Gothenburg and I'm very pleased that we have gone ahead," said Jarmo Stoopman, president of Vopak Sweden.

With this new facility Vopak Sweden will be able to reduce up to 90% of the emissions from all volatile organic compounds (VOC) as well as the odour. "It is a very positive investment and it will help to strengthen Gothenburg as the regional hub for these products," added Stoopman.

"This will increase the flows of oil products by somewhere between half and one million tonnes per year and Port of Gothenburg is planning to complement the pipe capacity to match the increase," commented Jill Soderwall, vice president at the Oil harbour. The project begins in October this year and will be completed during the first quarter of 2011.



The project would locate a platform 36 miles off Freeport to unload crude oil from two supertankers at a time, providing up to 1.8m barrels a day

## Vopak, Gasunie study carbon capture

Gas infrastructure company Gasunie and bulk liquid storage provider Royal Vopak (Vopak) will jointly investigate the feasibility of a distribution hub for the handling and temporary storage of CO<sub>2</sub> in the Netherlands. Gasunie and Vopak are currently conducting the joint construction of Gate terminal in Rotterdam, the first Dutch LNG import terminal.

The companies want to explore the possibilities for creating a CO<sub>2</sub> distribution hub in The Netherlands, where gaseous and/or liquefied CO<sub>2</sub> can be received from CO<sub>2</sub> emitters and where these volumes subsequently can be discharged in large seagoing vessels or transferred to pipeline networks for transportation to the numerous depleted offshore gas fields.

John Paul Broeders, chairman of the executive board of Vopak and Marcel Kramer, chairman of the executive board of Gasunie, jointly commented: "The shared vision of Gasunie and Vopak to investigate the possibilities could lead to the development of new solutions for CO<sub>2</sub> capture and temporary storage in The Netherlands, in either gaseous or liquefied form.



Gasunie and Vopak are jointly constructing the Gate terminal in Rotterdam, and the companies want to explore the possibilities for creating a CO<sub>2</sub> distribution hub

This could mean an important contribution to Dutch sustainability objectives."

As part of its climate change mitigation policies, the Dutch government expects a substantial reduction of CO<sub>2</sub> emissions from power generators and other industrial activities. Energy efficiency and renewables alone will not be sufficient

to meet the policy targets for CO<sub>2</sub> reduction. For this reason plans are being developed to capture CO<sub>2</sub> and for the transshipment and permanent storage of CO<sub>2</sub> in depleted gas fields in the North Sea. A potential CO<sub>2</sub> distribution hub in the Rotterdam area could benefit from Gate terminal's presence with regard to the available cold energy.

## Cameron dedicated

Sempra Energy's new Cameron LNG terminal, near Lake Charles, LA, was dedicated a month ago. The \$900m terminal is capable of processing up to 1.5bn cf/d of natural gas.

"Cameron LNG represents the most visible of our recent Gulf Coast natural gas infrastructure investments, which also include pipelines, natural gas storage facilities and a natural gas utility," said Donald E. Felsing, chairman and chief executive of Sempra Energy. "With this new terminal, and our existing Energia Costa Azul terminal on the West Coast, we are the only company able to provide access to the North American market from both the Pacific and Atlantic basins.

"This project would not have been possible without the help of many businesses, elected leaders, regulators and local residents," Felsing added. "We look forward to working with the state of Louisiana on future energy

projects that address the state's energy needs and those of our nation."

Cameron LNG's first cargoes of imported natural gas arrived in June and the project began commercial operations on 30 July. About 65% of the combined 2.5bn cf/d capacity of the Energia Costa Azul and Cameron LNG terminals is contracted. Cameron LNG has a 20-year contract with Eni SpA., the Italian energy company, and a flexible agreement with RasGas to purchase up to 50 LNG cargoes through 31 December 2010. Energia Costa Azul's capacity is contracted under agreements with Shell, Gazprom and Sempra LNG Marketing. Sempra LNG Marketing's capacity agreement is supported by a long-term supply agreement with BP Tangguh Partners' liquefaction project in Indonesia.

The natural gas processed at Cameron will be used in the Gulf Coast, East Coast and Southeastern United States.

## Opening doors in Western Cape

Petrosa has thrown is opening its storage facilities at Saldanha Bay and Milnerton, South Africa, to other users. Many potential customers have reportedly shown interest in using spare capacity at the tank farm at Milnerton in Cape Town.

The Milnerton site includes 39 crude storage tanks, with between five and eleven in use. This leaves the possibility of contracting out up to 28 of these

tanks to either a local or overseas customer.

The hiring out of storage facilities is a highly lucrative business. The Strategic Fuel Fund has shown annual profits in excess of R150m for the past three years, and this has mainly been due to its letting contracts for the oil storage tanks at Saldanha Bay.

The Saldanha tank farm consists of six huge concrete containers, which

hold 7.5m barrels of oil each. Built partly underground it has a total capacity of 45m barrels of oil, which makes it the biggest oil storage facility in Africa, and one of the biggest in the world.

South Africa's strategic fuel supply of some 10m barrels is stored at Saldanha. One tank is allocated to Chevron and the additional capacity is used by foreign oil merchants.



## Lukoil's new farm

Russian energy giant Lukoil has commissioned a new petroleum tank farm in Yekaterinburg. Vagit Alekperov, president of OAO Lukoil, and Eduard Rossel, governor of Sverdlovsk region, participated in the ceremony to commissioning the project.

The new tank farm will enable Lukoil-Permnefteprodukt to market gasolines and Ekto-brand diesel fuel with improved environmental and performance characteristics in the Sverdlovsk region. The products will be delivered to the tank farm from Lukoil-Permnefteorgsintez via railroad.

The annual turnover of the farm is 500,000 tonnes of light and dark petroleum products a year (oils and petroleum bitumen in containers). The total tank capacity comes to 12,800 cbm. The tank farm is equipped with facilities for simultaneous storage of 2,000 cbm of AI-80 gasoline, 4,000

cbm of AI-92 gasoline, 3,000 cbm of AI-95 gasoline, 800 cbm of AI-98 gasoline, as well as 3,000 cbm of diesel fuel.

The farm has a rail overpass for unloading and loading of light petroleum products in six rail tanks, as well as a loading point for simultaneous loading from 10 stand pipes which are equipped with a gasoline vapour withdrawal system.

The facility is fully automated, equipped with necessary communication facilities, including a high-speed data link, security alarm system and full set of fire-fighting means.

The tank farm equipment is connected to the emergency protection system. In case of emergency, the system works automatically.



The annual turnover of the farm is 500,000 tonnes of light and dark petroleum products a year

## Green light for Teesport development

PD Ports, in north-east England, has received Environmental Impact Assessment (EIA) consent from the Marine and Fisheries Agency (MFA) in relation to the QEII berth redevelopment at Teesport.

This formal consent together with its associated licences enables PD Ports to proceed with the construction of the new 260m long berth, which is an integral part of MGT Power's Tees Renewable Energy Plant development at the Port. The new berth will accommodate vessels up to 240m long and 38m wide, accommodating the world's largest modern woodchip carrier vessels and providing MGT Power with considerable freight flexibility. The berth will bring the 2.4m tonnes of woodchip each year, required to fuel the new power station.

The 295MW wood fuelled power station is to be built on the South Dock area of Teesport. One of the world's largest biomass plants set to be built in the UK, the £500m investment will produce enough carbon neutral, sustainable electricity to power 600,000 homes across the North East.

Jerry Hopkinson, PD Ports' managing director, bulks, ports and logistics, said: "This is another very significant step forward on the project and we are pleased to have received consent in a very short timeframe. The confirmation of the EIA consent has been a joint effort between PD Ports and MGT Power, working closely with the regulators and we very much look forward to seeing this major environmentally friendly power project begin construction."

Chris Moore, director at MGT Power,



The new berth will accommodate vessels up to 240m long and 38m wide

added: "This news continues to give strong supportive messages about our plans to build the Tees Renewable Energy Plant at Teesport and maintains our great progress towards a world class facility. We are delighted to hear that environmental consent has now been granted. We have received tremendous interest from third parties wanting to get involved in the

construction of the power station. We aim to start work on the site in the first quarter of 2010, subject to finance."

In October, MGT Power announced that Tesco is furthering its commitment to cutting its carbon footprint by entering into an agreement with the Tees Renewable Energy Plant to supply 100% of its power requirement for Tesco's Teesport import warehouse.

## Vitol acquires Antwerp facilities

Vitol Tank Terminals BV and its wholly owned subsidiary Eurotank Belgium BV, part of the Vitol Group of companies, have entered into a share purchase agreement with Universal Holding BV and Petroplus International BV, subsidiaries of Petroplus Holding AG to acquire a 100% interest in Petroplus Refining Antwerp NV and Petroplus Refining Antwerp Bitumen NV.

The facilities are located in Port of Antwerp and are connected to an extensive pipeline network and harbour infrastructure providing flexibility for hydrocarbon feedstocks, intermediates and finished products. The facilities have one of the largest bitumen processing plants in the Benelux region

with a capacity of approximately 875,000 tonnes a year, a gasoil hydrotreating plant with capacity of 22,300 bpd and a tank storage facility with a potential capacity of approximately 450,000 cbm after additional investment.

The cash consideration payable under the terms of the agreement is US\$25m excluding the cost of inventory. The closing of the transaction is expected in the fourth quarter of 2009 and is subject to, amongst other things, certain regulatory approvals.

Commenting on the acquisition, Ian Taylor, president and CEO of Vitol, said: "We are delighted to be adding the Antwerp Facilities to our existing asset base. This processing and storage

facility is well placed in the major refining and trading hub in North West Europe. It will add significant storage capacity to our existing terminal business and obvious synergies with our global operations."

Jean-Paul Vettier, CEO of Petroplus, added: "This sale will further allow the company to focus on our core refining business and results in a reduction in Petroplus's sustaining capital expenditure of \$55m over the next four years. During the transition process, the company will continue to safely operate the facility and we are committed to a smooth transition with consideration for the welfare of all employees and with our strategic partners on the site."

## Boskalis for Gorgon



Gorgon plans to produce 15m tonnes of gas a year when it starts production in 2014

Boskalis Australia has been commissioned to construct a port for the Gorgon LNG project off the coast of Western Australia.

According to Boskalis Australia, the contract value is about \$8m and was awarded by Chevron Australia in co-operation with Kellogg Joint Venture. Boskalis says the Gorgon project includes the design and construction of a port including a material offloading facility at Barrow Island and dredging and marine contracting activities.

The company has also been assigned logistical and programme management

responsibilities for part of the basic infrastructure. Gorgon LNG is set to commence early 2010 and is due to be completed by the end of 2011.

Recently, given final clearance for development, the project plans to produce 15m tonnes of gas a year when it starts production in 2014. The liquefaction plant, to be built on Barrow Island, will tap into the Jansz and Gorgon gas fields, 140km and 70km away, respectively. It will use three plants to create LNG for export, mostly to China, Japan and South Korea, as well as Australian domestic demand.

## Sunoco 'Impact'

Sunoco Logistics Partners has selected the Syntex IMPACT ERM Suite as its company-wide quality, health, safety & environment (QHSE) management solution. Syntex Management Systems will implement its the software solution providing Sunoco Logistics with a single platform for incident tracking, action item management and trends analysis to identify proactive QHSE performance improvements.

Syntex IMPACT ERM Suite offers a roadmap for continuously measuring

and executing improvements to the two key factors - culture and process - that drive risk reduction performance. The software solution will help Sunoco establish and maintain an automated work flow process, improve performance and ease-of-use by providing real-time reporting. In addition, Sunoco has configured the software to include management of change (MoC), pipeline integrity and pipeline change.

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

## CSB investigates Carib explosion



The US Chemical Safety Board (CSB) is conducting a full investigation of the 23 October 2009 explosion and fire at Caribbean Petroleum Refining. CSB investigators continue to examine the events and circumstances surrounding the catastrophic tank explosion and fire.

At 12:23 am on 23 October, a large vapour cloud ignited at the Caribbean Petroleum facility near San Juan, Puerto Rico. The blast damaged homes and businesses over a mile from the facility. Investigators from the US Chemical Safety Board arrived in Puerto Rico that evening. Over the past few weeks the five-person investigation team has

conducted numerous interviews, requested hundreds of pages of documents and catalogued key pieces of evidence.

CSB Board Member William Wright said: "The CSB will conduct a thorough and comprehensive investigation of this accident: our team will uncover exactly what events led to an explosion of this magnitude. Our goal is to determine not only what happened, but why it happened."

Caribbean Petroleum is a significant petroleum products supplier for Puerto Rico. The facility includes a tank farm and refinery that was shutdown in 2000.



# BIG RED ENGINEERING

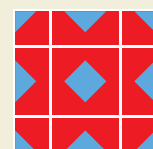


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