

BULK DISTRIBUTOR

INTERNATIONAL NEWS • PEOPLE • PRODUCTS

November/December 2010

Chemical industry must adapt to 'global megatrends'

A new business model is required for chemical concerns in Europe and North America,

according to BASF board member Andreas Kreimeyer.

Speaking at the EPCA annual meeting in Budapest in October, Kreimeyer said the industry will be required to supply smaller volumes at shorter notice. "This is one of the global trends that can be foreseen".

Production of basic chemicals will shift towards Asia and the Middle East, he went on. Volatility will also increase and competitive pressures will grow, probably leading to a consolidation in the established industry, although at the same time

emerging countries could see new players coming onto the global stage.

Companies in North America and Europe that survive must focus on specialty chemicals and system solutions. But overcapacity in commodity chemicals still remains, and inevitably some uncompetitive plants will have to close.

The imperative for the chemical industry in Europe and other mature regions is to develop a "new business model" based on new value chains and new technologies, if it is to meet the challenge posed by long-term global megatrends. At the



Andreas Kreimeyer – Europe and North America will need to focus on specialty chemicals, rather than commodities

same time, the industry needs to adapt to "short-term discontinuities" caused by greater market volatility.

The issue, said Kreimeyer, is how to turn these megatrends into business growth. Citing the principal theme of this year's EPCA meeting "9 billion people by 2050" he said population growth is "the mother of all of the global megatrends", and chemical companies in mature economies should be able to develop new, innovative solutions to address this challenge.

BASF is adapting to the changed conditions by building capacity in Asia, and shifting its portfolio toward specialties through acquisitions such as Ciba Specialty Chemicals and most recently Cognis, as well as divestments. "R&D is also first on the list of what we do with our cash flow," Kreimeyer added. BASF's 'Verbund' integration structures will "be adjusted to accommodate more specialty product," he added.

Kreimeyer said that when he joined BASF in the mid-1980s, commodities accounted for 70 percent of the company's portfolio. Today specialties account for 70 percent of BASF's product offering, and that transformation of the business will continue. "We are working to sustain existing value chains and exploit new value chains," he concluded.

(For further reports on EPCA 2010, see p2.)

IN THIS ISSUE

EPCA report	2
Intermodal	3
Cleaning/Depots	8
Dry Bulk Logistics	10
Bagging	13
Dry Bulk Containers	17
Liners & Flexitanks	20
IBCs & Drums	22
Tank Construction	24
Terminals & Storage	25

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

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

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

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

© Ashley & Dumville Publishing Ltd

Bulk Distributor is published by
Ashley & Dumville Publishing Ltd, Regent House,
Bexton Lane, Knutsford, Cheshire, WA16 9AB,
United Kingdom

www.andpublishing.co.uk

Tel: +44 (0)1565 653283

Fax: +44 (0)1565 755607

Published 6 times a year.

Reproduction in whole or in part without written
permission is strictly prohibited.

Gothard Base – pass or impasse?



The drilling may be finished but there's still a lot to do

With drilling of the Gothard Base Tunnel effectively finished freight companies and industry associations are demanding immediate action to ensure the desired modal transfer from road to rail is achievable when the tunnel opens in 2017.

As *Bulk Distributor* went to press, a position paper was released by a consortium of transport operators and trade bodies, including Hupac, VAP, ERFA and UIRR, calling for necessary adaptations to the infrastructure. These include raising clearances along the entire Swiss north-south corridor to at least four metres. While the new Gothard Base and Ceneri tunnels meet the latest standards, there are still parts of the entire corridor that date from the nineteenth century and could thus hinder the transfer 4m semi-trailers to combined transport systems.

(A fuller report on the position paper will appear in the next issue of *Bulk Distributor*.)

Greiwing opens plastic granulate distribution facility

On 26 October leading bulk logistics operator Greiwing logistics for you GmbH inaugurated its new 3.5 million euro granulate pilot plant at Wesel, south-west of its Greven, Germany, headquarters. Apart from offering storage and packaging facilities, the plant provides a variety of value-added services including quality control, sorting, homogenising and drying of different polymer grades, with provision for individual treatment of single blends.

The company points out that whilst plastics manufacturers are mainly concerned with ensuring continuous efficiency of their production, by contrast processors of plastics have a

requirement for fluctuating volumes of specifically formulated granulate at different times. The new plant, which is believed to be the first of its type in Germany, aims to cater for the different requirements of the companies involved, while assisting them to become increasingly competitive.

Managing director Klaus Beckonert explains: "In cooperation with the granulate pilot plant, plastics manufacturers are able to organise their production independently from market fluctuations. Especially this opportunity provides them with an essential advantage on the international markets." He emphasised that

Continued on page 12

www.lcpackaging.com



HUNGARY • ROMANIA • SPAIN • FRANCE • GERMANY • HOLLAND • UNITED KINGDOM • AFRICA • IRELAND • BELGIUM

excellent in service!

big bax®

liquid bax®

container liners®

Intermodal dry bulk logistics for cement & minerals

Cost effective | Sustainable | Safe | Global coverage | Innovative SCM

www.InterBulkGroup.com



EPCA conference ponders challenge of 9bn people

Managing resources to cope with a global population of 9 billion people by 2050 was the principal theme of this year's EPCA annual meeting, held in the Hungarian capital Budapest on 2-6 October.

Speakers at the conference sessions addressed some the "mega-trends" that will impact the global economy over the next few decades and the role of the chemical industry in helping to address these challenges.

Jeremy Bentham, vice president Global Business Environment, Shell International, said that with growing population there will be a surge in demand for all types of energy. This will inevitably create environmental stresses on all resources, including water.

The period between 1985 and 2005 can be called the great moderation, he said. "We have had rapid surge in economic growth followed by deep slump and now fragile recovery. Now greater volatility will define business for the next few years. We are now moving from a period of relatively low cyclic volatility to one of relatively high cyclic volatility. Thus will engender a need for low capital cost solutions."

This will be compounded by regulatory uncertainties, particularly in areas such as environmental regulations, which could also create greater investment risk, he added. As an example, he pointed to the growth in unconventional gas in North America. This technology can be reproduced elsewhere; the question is whether people will have



Jeremy Bentham - greater volatility will define business for the next few years

the confidence to invest in it, if they are likely to be faced with changing environmental regulation.

Prof Asit K Biswas, founder of the Third World World Centre for Water Management, discussed the need to improve supply chains to cope with expanding population: "Supply chains will be critical rather than just focusing on sheer production," he said. As an example, in India 40 percent of food cereals never reach consumers, because of the country's inefficient supply chains and logistics infrastructure. Even in the OECD wastage can be as high as 30 percent, so making distribution more efficient is a key critical challenge.

However, he went on to say that things are changing, although largely due to the intervention of industry rather than governments. Once again, he pointed to India, where he said Wal-Mart is transforming India's agricultural supply chain by guaranteeing fixed prices to farmers for (as an example) tomatoes, if they grow them to a standard form and quality. And this despite the fact that the US retail giant doesn't yet have a licence to open retail stores in the country. Nestle is similarly transforming the global coffee supply chain.

An alternative view on mega-trends was given by Jeremy Rifkin, president of the Foundation on Economic Trends. He said the world economy could be thought of not so much in terms of globalisation, as "continentalisation", and this is a development that will play a vital role in addressing many of the fundamental issues posed by the increase in global population. In this respect the European Union is in some ways ahead of the game, having a viable regional economic and governance block. There are also growing signs that this trend is being understood in other regions, such as the Asian and African unions, in starting to look at the practicalities of continent-wide governance in certain areas.

Jeffrey Sachs, the noted economist and director of The Earth Institute, pointed to five fundamental drivers of global change:

- Demography – rising population;
- Convergence – poorer countries growing faster than rich ones thus closing the global income gap;
- Sustainability – a big challenge, globally there is still no agreement but it's a real and unsolved issue;



Jeffrey Sachs – denying that human-induced climate change is happening is arrogant, reckless and dangerous

- Instability – markets, trends becoming more unpredictable;
- Technology – shift in direction of technology towards helping sustainability.

"All of these involve the chemical industry," he said. "The industry is the source of some of the problems, and it is key to all of the solutions."

The challenge for the advanced countries is how they will adapt to dramatically changing demographic profiles. For example, in 1950 Europe had 22 percent of the world's population, by 2050 this will fall to just 8 percent, whereas the reverse is happening in Africa. It had 9 percent of the world's people in 1950, by 2050 this will grow to 22 percent.

Prof Sachs expressed great concern about the lack of political will in his own country the USA to tackle climate change. The denial that human-induced climate change is happening was "arrogant, reckless and dangerous," he said. There was a desperate need to move politics "from propaganda to problem solving". In this respect the world needs the petrochemical industry's help in the transition to a low-carbon economy.

In a panel debate on chemical supply chains Saleh Al-Shabnan, general manager-chemicals supply chain, for SABIC, said his company's awareness of environmental responsibility was now very high in its supply chain management. "Big supermarkets and retailers are all ultimately customers of the chemical industry and we can expect more persuasion from them to get greener," he said. He also pointed to the example of Wal-Mart which was drilling right down to the raw materials across its entire supply chain to become more environmentally-friendly.

Michael Behrendt, chairman of the executive board of container shipping line Hapag Lloyd, agreed that greening the supply chain was a vitally important strategy now for all companies.

Hapag Lloyd, he said, had made great strides to raise the container utilisation rates on non-dominant legs of its route network in order to minimise the number of containers and slots sailing empty.

"We also consciously try to avoid trucking containers on inland legs wherever possible," he said. "As a company we look hard at alternatives such as inland waterways or railways in order to reduce the carbon footprint of each container."

However, he added that this will be the next big challenge facing China as manufacturing industry moves further from the country's coast.

Next year, the EPCA annual meeting returns to Berlin, Germany, on 1-5 October 2011. Before then EPCA is also running an Interactive Supply Chain Workshop on 15-16 March, to be held in Brussels, Belgium.



Asit Biswas - supply chains will be more critical than just sheer production

Advertisement

TAL plan for continued Tank container demand in 2011

Recent increases in the markets' demand for tank containers will continue according to premier lessor TAL International. The Company recently confirmed orders for 1400 ISO standard 25,000 litre tanks for delivery in the first half of next year.

With various options to convert to 21,000 or 26,000 litre units, the orders are from Chinese manufacturers, Singamas and CIMC. The order represents an expansion of the TAL fleet to nearly 4,400 units following new builds of 1,300 in 2010. In announcing the fleet expansion, Mike Broadhurst of TAL said, "Our customers are experiencing growth in the trade of liquid bulk products moved in ISO tank containers at a time when shipping line carriers have employed slow steaming tactics to absorb additional ship capacity coming into the market. The combination of increased cargo volumes and longer transit times is creating additional demand for new tank containers."



For more information and to contact TAL International:

ASIA / PACIFIC

Mike Broadhurst, Vice President
78 Shenton Way
#15-01A
Singapore 79120
Tel: +65-9152-8057
Mike.broadhurst@talinternational.com

EUROPE / MIDDLE EAST

Alasdair Voisey, Director of Marketing
Gramayestraat 4/Bus 8
Antwerp 1, Belgium
Tel: +32-475-520281
Alasdair.voisey@talinternational.com

AMERICAS

John Walter, Director of Marketing
379 Diablo Rd, Suite #100
Danville, CA 94526, USA
Tel: +1-925-831-6100
John.walter@talinternational.com

Den Hartogh creates intermodal solutions for gas logistics

Last year Den Hartogh made a major step in the development of its intermodal gas activities. The company's 30 ft tanks play an important role in this. In the market these tanks are mainly used for the transport of propellants (for aerosols) over large distances. These odourless gases of high quality and purity are used in the cosmetics industry and those of lower quality in, for instance, spray cans with insecticides and paint. The large distances are caused by the fact that there are only a few producers in the European market, and these producers are located mainly in the Netherlands and Germany.

In the hectic and uncertain financial world market of today, the challenge for Den Hartogh Gas Logistics in this market with a limited number of service providers is to offer added value, on the basis of service and dependability but especially on the basis of creativity. By

now it has been able to offer a number of customers a quick and cost-effective alternative for their existing road business. For this reason Den Hartogh invested in further 10 new 30 ft gas tanks.

In the mean time the starting position, with the first intermodal routes to Spain, has been expanded through customer diversification and volume growth with existing customers. At the moment Den Hartogh is deploying its gas tanks by rail and short sea to countries such as Turkey, Ukraine, Italy and Israel. The existing Den Hartogh network and local presence in many areas has proved to be of great value in these operations.

Steps forward have also been made in the intermodal transport of air gases. For instance, the company has won the continental contract of one of the major players in the field of air gases to the UK. Den Hartogh loads and ships all

argon and oxygen for this customer on the European mainland to the UK. This is viewed as an important contract that offers scope for further expansion.

Den Hartogh also booked the first intermodal – or rather deepsea – success with a French customer in air gases and is about to undertake its first intercontinental transport. For this customer it will carry a test cargo to a Caribbean destination.

Obviously, the above has not just

fallen into the company's lap, and it should be mentioned that many people are working very hard for the development of Gas Logistics.

Dedicated people at fleet management, account management and planning are steering the many new developments and challenges in the right direction. Furthermore, the new routes with strange, heavy 30 ft tanks and non-standard products are sometimes a real puzzle for the quoting teams. All in all

a major challenge, but each time the Den Hartogh says its network has proved to be up to this task.

Therefore the company is positive about the developments and the targets for the coming year, and determined to expand this line of business. Next to the existing Road and Trucking business, Gas Intermodal will become one of the mainstays of Den Hartogh Gas Logistics.

www.denhartogh.com



BOC win for Suttons

Suttons has secured a contract with BOC, the largest provider of industrial, medical and special gases in the UK and Ireland. Suttons will use its depot network to provide a safe, efficient and cost effective service to deliver aerosol propellants in the UK for BOC.

Group managing director Andrew Palmer said: "This deal comes on the back of the distribution of pentanes and carbon dioxide work we currently do for BOC. It's the latest in a series of wins for Suttons and proves we are further enhancing our reputation for safety."

Ian Jackson, BOC national transport manager UK & Ireland, added: "We selected Suttons on the basis of capability and value. Throughout the selection process, BOC were focused on identifying a logistics partner for the future, one who could build on the existing high safety, health, environment, quality and service



standards but also assist in meeting BOC's strategic distribution objectives."

Suttons has also appointed a new managing director for its UK road tanker division. Tony Leighton joins the company from Hoyer UK, where he spent 15 years leading its food and

petroleum sector operations.

His appointment follows Suttons' £7 million investment in its UK tanker fleet to support existing contracts and new business including Grace Construction, Grosvenor Chemicals and BOC.

www.suttonsgroup.com

Tank containers

for the transport and storage of liquids and gases

Full frame super light T12 tank container
tara 3300 kg



WEW Westerwälder Eisenwerk GmbH
Ringstraße 65a
D-57586 Weitefeld Germany
Phone: +49 (0) 2743 9222-0
Fax: +49 (0) 2743 3411
E-Mail: wew@wew-tankcontainer.de

A COMPANY OF

Buhold
INDUSTRIES

Forward Motion

French waterways on the up

France's inland waterway sector is looking decidedly healthier. In the first nine months of the year, river freight in tonne-km was up 9.7 percent compared with the same period last year, reaching a volume of 45 million tonnes, according to the waterways authority Voies Navigables de France (VNF). Container traffic increased by 9.6 percent, notably along the French section of the river Rhine.

France's rivers and canals are undergoing a renaissance, with generally rising levels of traffic and significant investment in infrastructure and terminal facilities.

In September a new container terminal was opened in Evry (south east of Paris) by Port of Paris and Terminaux de Seine (TDS), a joint venture between Le Havre stevedore and forwarder SHGT and river shipping line SCAT.

The new terminal has a capacity of 10,000 TEU a year, and is situated close to the large logistics hubs to the east of Paris. Regular container lines call at Evry from Le Havre: SNTC with two calls a week and the new Logiyonne service

from Gron, to the south east of the capital.

Strasbourg is the second largest inland port in the country. Earlier this year the North Container Terminal took delivery of a new gantry crane to cope with the rising numbers of containers, and plans are still in place to develop a new container terminal at Lauterbourg, some 60km north of Strasbourg, close to the German industrial city of Karlsruhe. The new terminal will be the first of the port's container facilities to be run by a private stevedoring firm. Strasbourg has looked at the success of the privately-owned and run container facilities on the German side of the Rhine, such as in Duisburg and Gemersheim, and decided to follow suit. Bids from private operators should be invited sometime in 2011, although work on the infrastructure is still going ahead.

Not far from Strasbourg, the city and port of Metz is investigating a container shuttle service in conjunction with neighbouring Trier (Germany) to ply the river Moselle. This tributary of the Rhine

already carries a substantial amount of bulk traffic, particularly grains from Northern France's large agricultural

sector, but is hardly a player when it comes to containers.

At a conference in October, Jacques

Kopf, of the Moselle region Chamber of Commerce, which runs ports on the French section of the river, pointed out that a number of big shippers have operations in the region on either the French or German sides, such as Michelin, Dunlop, brewer Bitburger and mineral water company Gerolsteiner. An economic study commissioned by the regions reckoned that local industry alone could generate some 170,000 TEU of import and export containers.

The study believed that winning around 160,000 TEU a year would make a thrice-weekly service commercially viable, a prospect helped by the fact that work is almost finished on raising the height of the bridges along the river to enable containers on barges to be carried three-high. The cost per slot would be optimised using a self-propelled barge of 135m carrying 204 TEU.

Much of the infrastructure is already in place. Land is available in Port of Metz to develop a container handling terminal, and nearby Woippy has the largest railway sidings in France.



Port of Strasbourg has benefitted from good volume growth on the French section of the Rhine



Visit RAM at stand C60

Real Asset
Management

Software Solutions to improve the profitability of your tank fleet

Monitor4000 - For Operating

- Centralised Quotations and Orders
- Customer & Vendor Tariffs
- Sales & Purchase Invoices
- Inventory Control
- Performance Reporting
- Documentation

Rental4000 - For Leasing

- Work & Sales Orders
- Contract Management
- On-hire and Off-hire Processes
- Automated Billing
- Enquiries & Fleet Management
- Performance Reporting



By moving to Real Asset Management's intermodal management solutions, customers have reduced their IT costs by an average of 50% and are using the functionality to make ongoing cost savings. To request more information, please email solution@realassetmgt.com quoting BD001.

Real Asset Management Plc, Central Court, Knoll Rise, Orpington, Kent
BR6 0JA • Tel: +44 (0)1689 892 111

Real Asset Management International Inc, 580 California Street 5th Floor,
San Francisco, CA 94104 • Tel: 415 283 3275

www.realassetmgt.com

Lehnkering expands liquid bulk business

Lehnkering is taking over the liquid bulk business for rubber-lined equipment from Nijhof-Wassink in Hoerstel (North Rhine-Westphalia). This division of the Dutch company's German subsidiary is being integrated into Lehnkering Chemical Transport services, a part of the road logistics & services division.

Cees van Gent, CEO of Lehnkering GmbH, and Hans van den Bosch, managing director of Lehnkering Chemical Transport GmbH, signed an asset deal with Frans Schuitemaker, managing director of Nijhof-Wassink, on 27 October. As a result, Lehnkering is completely taking over Nijhof-Wassink's special business in liquid bulk, including equipment, employees and customer contracts.

The transport equipment, which has trucks and trailers with rubber linings specially designed to carry corrosive products, will remain in Hoerstel. Nijhof-Wassink will continue to work in their other bulk transport segments at this business location and will lease part of the facilities to Lehnkering.

Meanwhile, Lehnkering and Sachtleben Wasserchemie GmbH have signed an agreement to implement a "logistics provider concept", whereby Lehnkering acts as the leading logistics provider, handling the transport management, co-ordination, handling and process management involved in liquid bulk transport services for poly-aluminium chlorides for Sachtleben Wasserchemie from its production sites in Duisburg, Ibbenbueren and Schwarzeide. The goal of this co-operation is to further improve further the efficiency of the logistics processes at Sachtleben Wasserchemie.

From the beginning 2011, and Lehnkering will take over the complete scheduling and route planning for the liquid products in close co-operation with its customer. The two contractual partners introduced a tendering process for tanker transportation services in September 2010 in order to guarantee the ideal distribution of all the Sachtleben Wasserchemie shipments, which total more than 70,000 tonnes annually.

The two companies have co-operated for decades, but are convinced that by pursuing this new course they will not only create advantages for shippers in the field of distribution, but also for all those involved and that these measures will lead to permanent increases in efficiency.

www.lehnkering.com



Change of president for ITCO

After seven years as President of the International Tank Container Organisation (ITCO), Reginald Lee has been asked to step down from the role by the board. At a meeting of the ITCO Board of Directors on Monday 8 November 2011, Willy van Loon, chairman of Antwerp-based depot service Group Van Loon, was elected to the position of ITCO President for a period of two years, commencing 1 January 2011.

Addressing ITCO's recent General Meeting in Nice, France, Lee noted that, during his presidency, ITCO had made great progress in raising the profile of the global tank container industry and undertaken many important initiatives which achieved common standards, as well as promoting the safe handling of tank containers worldwide.

In the past year, one major project has been a promotional campaign - aimed at establishing a stronger relationship with container shipping lines - involving the development of a tank container audit system. This is part of an overall strategy to co-operate with carriers, so

that they recognise the effectiveness and safety record of the tank container in international bulk liquid logistics.

"It is clear that before we started this campaign not many shipping lines were even aware of ITCO and who we represented," he said. "Now they are. We have spent a lot of time persuading them that the tank container is a safe, cost-effective and environmentally-friendly way of transporting product, and I hope that ITCO will continue to campaign on behalf of the industry and build a constructive dialogue with the carriers."

In addition, he was pleased to report that, during his time as President, membership of ITCO had grown by over 50 percent. In 2010 alone, membership will be increasing by 15 new members, to a total of 110 companies.

"What is particularly noteworthy," he commented, "is the growing membership and attendance at ITCO meetings from companies in Asia. This appears to be a direct result of ITCO's campaign over the past three years to

promote the safe handling of tank containers in emerging markets such as China. It can also be attributed to the study on 'Safe Handling' by Shanghai Maritime University that ITCO commissioned. This is a very encouraging sign, and representative of the fact that ITCO is truly an international organisation."

Lee then encouraged the membership to continue their involvement in helping to expand tank container markets in Asia.

During the General Meeting, many

ITCO members thanked Lee for all his hard work and commitment to the organisation, and asked him to remain involved for the benefit of the industry.

David Jenkins, chairman of Multistar Container Transport, paid tribute to Lee as being the driving force behind the organisation since its inception.

"It is true to say that ITCO is really Reg's brainchild," Jenkins stated. "He has done a fantastic job in taking ITCO from a practically unknown organisation to being a force with governmental and regulatory bodies,

carriers, shippers, and general industry. They are now all aware of what we stand for and how industry can benefit from using the tank container, and I would like to express my personal gratitude to him for representing our industry so well."

In conclusion, Lee wished continuing success to Willy van Loon and ITCO, and hoped that the organisation would continue to expand.

Further reports from the ITCO Annual Meeting will appear in the next issue of Bulk Distributor

Testing times at FV

Fort Vale has invested in a purpose-built test laboratory to enhance its new production facility in Lancashire, UK.

The laboratory houses various rigs to test different valve performance criteria, such as the type of tests required for accreditation to European Normes (EN). Arrangements are under way for the test laboratory to be Lloyd's Witness Tested and Certified.

A water rig designed to BSEN60534-2-3, BSEN1267 and ASME VIII Div 1 is included to perform liquid flow tests on discharge valves. A closed system incorporating a storage vessel, control valve and flow meter enables valves to be tested with a throughput of up to 2,500 l/min. For example, a primary closure valve (footvalve) may be tested at various working pressures to produce flow rate and pressure drop data.

A gas rig designed to BSEN4126 and ASME VIII Div1 is installed to produce flow performance data on the range of Fort Vale relief devices from the 1 ins Minnow IBC valve to the 2.5 ins Super Maxi relief valve. Two tank containers

have been installed to store 55,000 litres of compressed air at 34.5 Bar pressure. The air is filtered and has the moisture removed to ensure the most accurate and reliable test data. It then passes through control valves and an orifice flow meter to the vessel mounted with the test relief valve. Test data is then recorded from the safety of a remote console.

In the same facility are two simulation rigs which test the ability of the bottom discharge valve shear groove to sever cleanly, leaving the primary closure poppet liquid-tight to satisfy EN14433 criteria; one rig simulates the effects of a tank container being lowered onto an unstable surface; the second rig simulates the effect of side impact on the outlet pipework of the bottom discharge valve.

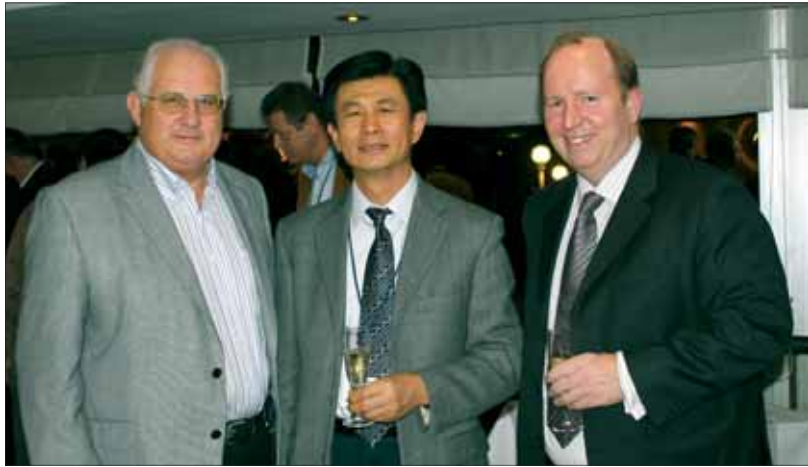
Fort Vale Highlift style footvalve was accredited to EN14433:2006 - Tank Equipment for the Transportation of Liquid Chemicals - back in 2008. In addition, the Univalve combined footvalve/butterfly discharge valve is also EN approved. The valve was

subject to extensive cycle-testing as well as stringent pressure and leak-tightness tests to 4 times the MAWP. Furthermore, the valve has been subjected to impact tests for shear-groove breakage as well as leak testing post-breakage. The improved rigidity of the valve flanges ensures that there is no deformation during bolting which in turn improves the efficiency of the loading on the gasket. Plans are in place to type test the Cleanflow valve to EN14433:2006.

www.fortvale.com



Fort Vale EN14433:2006 approved Univalve bottom discharge assembly



Left to right at the ITCO Meeting in Nice: Reginald Lee, ITCO president; Liu Chunfeng, general manager, Nantong CIMC Tank Equipment, who hosted the an evening cocktail reception; Patrick Hicks, ITCO secretariat



FLEXITANK

INC

The bulk liquid NVOCC specialist

Leader in providing safe, cost effective, reliable and well informed bulk liquid and compressible gas transportation services internationally with intermodal tanks for more than 25 years.



Better tank management for improved profits

A new solution to manage tank containers multiple element gas containers (MEGCs) launched by BDP International is claimed to deliver significant cost savings and increase productivity.

BDPSmart Tower addresses the long-standing problem of how to simplify and improve the management of tank containers," according to BDP regional director, business development, Asia Pacific, Hoo Ching Dew, speaking to Malaysian media. It is estimated that under-utilisation of these containers could be costing chemical and oil & gas companies more than US\$1.5 billion a year in unrealised revenue.

"Under-utilisation of tank assets occurs because no single source in the supply chain has been responsible for tracking and controlling the tanks, particularly during their destination dwell time and the return leg," he said. "As a result, these assets often sit idle for weeks if not months awaiting their next move. In one case, an ISO tank was discovered sitting at a customer's site for 14 years."

BDPSmart Tower is a complete management service that improves

visibility and optimises utilisation of tank assets. The service comprises end-to-end freight forwarding, including planning for the reverse logistics of empty tanks to ensure they are returned on schedule.

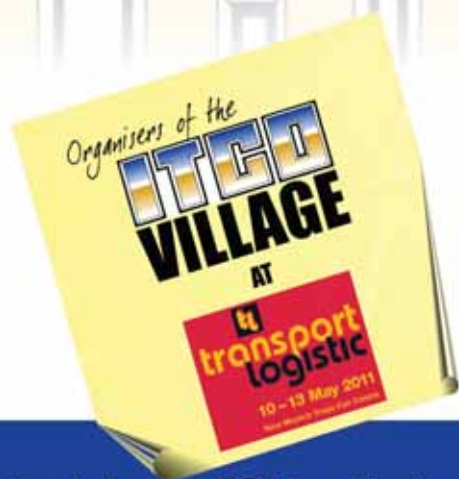
BDP International reckons that of the 250,000 tanks worldwide 100,000 are owned or leased by chemical, petrochemical and oil and gas companies. The profit on each tank's contents is conservatively estimated at about US\$15,000 per trip. So getting just one additional trip a year from each tank could earn the industry a projected US\$1.5 billion annually, the company claims.

"Until now, there has never been a comprehensive way to centralise the visibility of ISO tanks and other specialised container assets in the reverse logistics phase of the supply chain," added Hoo. "This lack of visibility, together with a lack of ownership of the reverse logistics process, has resulted in wasted time, inefficient use, added expense and unrealised profits for shippers."

www.bdpinternational.com

The International Trade Association for the TANK CONTAINER Industry

International Tank Container Organisation



ITCO's mission is for Tank Containers to be the preferred method for transporting bulk liquids, focusing on quality, safety and environmental issues.

ITCO is working to promote operational safety, harmonise national/international regulations and improve market education.

- 106 Member Companies from 20 Countries
- Representing over 70% of Global Tank Container Capacity
- Five Divisions: Manufacturing, Operating, Leasing, Service Providers and Inspection/Surveyors
- Promoting the Tank Container to Industry, the Public and to Regulatory Authorities

For further information visit www.itco.be or contact secretary@itco.be

Hamburg Sued uses IAS

Ocean carrier Hamburg Sued is adopting the EquipmentRepair system from International Asset Systems (IAS) to manage its global container M&R programme. The German-headquartered carrier will use the IAS web-based software and communications hub to co-ordinate worldwide repairs for its entire 390,000-strong container fleet.

"We identified that more global support and connectivity was needed between our repair and storage depot vendors, local Hamburg Sued offices and our headquarters in Hamburg," said Martin Schoeler, deputy director logistics and technology for the carrier.

The company selected the new IAS EquipmentRepair 3.0 as its global system, and is now in the process of deploying it to its network of over 300 depot vendors worldwide.

IAS EquipmentRepair is a software-as-a-service (SaaS) solution that facilitates the M&R approval process, allowing equipment owners to automate depot communications, track, control and reduce M&R costs. EquipmentRepair 3.0, with improved data accuracy and process management, was released this year as a major upgrade to the existing M&R application.

"With a global M&R solution in place, we will be better able to apply consistent repair standards for our container fleet across the world," noted Schoeler. "Having standard processes in place, combined with improved data transparency, will allow our local management teams to directly impact M&R costs and equipment turn times." EquipmentRepair allows users to check instantly the status of a repair, view past repairs, quickly identify any delays in the repair cycle, and even be alerted automatically to anomalies.

Schoeler said that the system's flexibility, allowing data to be exchanged either by EDI or web-based interface, was an important deciding factor for Hamburg Sued, given the varying conditions faced by its depots around the world. Automation of data transfer between the carrier's local offices and third-party depots will enable Hamburg Sued staff to reduce or eliminate time spent on data input and error correction, allowing increased proactive management of the repair process.

www.interasset.com

Flexitank, Inc offers worldwide coverage

Flexitank, Inc was created after years of experience in specifying and contracting bulk liquid transportation services of all types for related manufacturing activities. Its service offering ranges from IBCs to marine bulk terminals, with ISO tank containers its principal transportation method. Flexitank, Inc believes its user orientation and ability to operate on all routing and intermodal alternatives makes the company a unique player in the industry. Its particularly strength lies in bulk liquid and compressed gas transportation capacity with more than 2,000 containers available, managing the entire logistics process and catering to industries such as pharmaceuticals, chemicals, oil, waste, manufacturing and food.

The company has been active in Latin America and the Caribbean for 25 years, its understanding of the culture, business practices, language and geography together with its commitment to first class service are the main reasons for its success.

Being a user of its own services Flexitank, Inc is particularly sensitive to the exposure that can be created from improper safety or environmental practices, particularly when managing hazardous materials. In the era of responsible care, Flexitank, Inc says customers can entrust their stewardship responsibilities to the company.

The company has two regional offices in the USA; Miami and the headquarters in Puerto Rico. Every domestic customer is exclusively served by one of these offices. International traffic which does not involve the USA or Puerto Rico, is managed separately from its Central America, South America, Europe and Caribbean offices. In addition, a network of local and independently owned agencies covers every country in Latin America and the Caribbean.

Its international service coverage includes Argentina, Barbados, Belize, Brazil, Chile, China, Colombia, Costa Rica, Dominican Republic, Ecuador, El Salvador, Europe, Guatemala, Guyana, Haiti, Honduras, Jamaica, Korea, Mexico, Nicaragua, Panama, Paraguay, Peru, Puerto Rico, South Africa, Spain, St. Lucia, Trinidad/Grenada, Uruguay, Vietnam, Venezuela and all the Caribbean Islands.

The company's focus is on furthering growth by diversification of services and developing in countries with emerging economies.

Flexitank, Inc says that with its scope of services, international coverage, specialised equipment, experienced personnel, affordable rates, on time delivery log and internet tracking system – which allows clients to access latest information on their shipments updated daily – it offers a complete bulk transporter service for any particular need, worldwide. The company sums up the service in its own words: "Place Your Burden On Us."

www.flexitank.com

Intermodal liquid logistics for hazardous chemicals

Cost effective | Sustainable | Safe | Global coverage | Innovative SCM

www.InterBulkGroup.com



Pelican improves tank access safety

Pelican Worldwide's design team recently analysed and revamped two of the most dangerous parts of a tank container; the ladder and the walking surface in the upper frame of the tank container.

Workers currently use the steep 'monkey' ladder fitted in the frame of a tank and the often slippery metal catwalk on the upper deck. Because of inferior design, serious accidents have occurred when workers have slipped and fell.

As safety is the highest priority in and around chemical facilities, it was logical to extend these same safety precautions to the tank containers moving in and out of the facilities. Pelican's design team crafted a solution to the ineffective monkey ladder widely in use on tank containers. The new Pelican Smart Ladder fulfils ISO requirements

when the tank is in transport and also "dramatically improves safety for the operator when the ladder is being used to access the top of the tank".

Pelican's new ladder is compatible with almost every tank container frame, fits within the ISO measures when folded for transport, but most importantly, the ladder is safer for climbing. There is ample foot clearance, adequate hand clearance even to the top of the tank, non-slip steps, and the angled ladder makes it possible to access the tank top safely with a step-off motion instead of a climbover motion.

Apart from being slippery when wet, the metal catwalk is also prone to theft for its value as scrap metal. Pelican is now introducing Peligrade GRP floor panels, a lightweight, non-slip flooring

surface made of moulded fibreglass grating. This high tensile strength, low maintenance option can be custom manufactured and dimensions using a range of profiles. Preventing falls from the top of the tank is paramount to improving the work situation for employees and Pelican says the economic advantages of the Peligrade make it a sensible choice for deck replacements and new tank manufacturing.

Along with innovations in design for the Smart Ladder and the Peligrade, Pelican Worldwide is acquiring the most up to date safety products for sale and distribution, such as shoe covers, flame retardant suits, gloves, and other products in high demand by safety-conscious.

www.pelicanworldwide.com



Pelican's safety ladder and catwalk

Bulk tipping report outlines better safety measures

A recent report sponsored by the Health and Safety Executive (HSE) - *Safety in the design, construction and use of bulk tipping containers* - provides information on the loading, transport and unloading of bulk materials in tipping containers.

The report was compiled by bulk container specialist Roy Boneham's New Alchemy consultancy and the Health and Safety Laboratory (HSL).

In particular, it considers the safety aspects of the twist locks of road vehicles on which the containers sit for loading and unloading in the tipped position. The stimulus for the report was an accident in which a road vehicle driver died during the unloading of a bulk tipping container.

The report concludes that there is or are:

- a pattern of incidents and accidents in the use of bulk tipping containers, the majority of which have been caused or contributed to by driver failure to close and secure twist locks in corner castings,
- other incidents and accidents with these containers that have a wide variety of causes,
- often a lack of understanding within several sectors of industry of the static, torsional and dynamic forces at work when bulk tipping containers are loaded and unloaded in the tipped position,
- insufficient attention given to maintenance, use and information,
- design improvements and technological advances which can be used to reduce some of the risks inherent in the use of bulk tipping containers.

Individual employers, trade associations and professional bodies were consulted in the preparation of the report both in Great Britain and in parts of Europe. European employers have been consulted because of the international nature of many of the loading, transport and unloading operations with such equipment.

The report identifies a number of areas where positive management of the hazards associated with bulk tipping containers, design, transport and use are required. Information is presented in a series of Annexes to assist those involved with these operations to review their arrangements.

A second study by the HSL which models the forces at work in the use of bulk tipping containers and their carrying vehicles appears as Annex 2 to the report. Additionally, the report explores a number of design features and highlights some design issues for consideration by

component and equipment designers.

Contact Details:

New Alchemy
26 Hawkshead Street, Southport, Merseyside,
PR9 9HF, UK

Health and Safety Laboratory
Harpur Hill, Buxton, Derbyshire, SK17 9JN, UK

The full report is available for free downloading from the HSE web site

www.hse.gov.uk/research/rrpdf/rr822.pdf



SPECIAL TANKS for SPECIAL NEEDS

Tailor-made swap and ISO tank containers:

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



EbroTank

MANUFACTURING ALL TYPES OF TANK CONTAINERS SINCE 1980

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

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

info@ebrotank.com

www.ebrotank.com

Kanoo launches high-tech container depot

Kanoo Terminal Services (KTS) has launched a high-tech inland container depot at a strategic location close to King Abdul Aziz Port on Saturday, Dammam, Saudi Arabia.

Abdulla Ali Kanoo, chairman of Kanoo Group, inaugurated the facility in the presence of a large number of local and foreign dignitaries representing port management and shipping businesses and corporate houses. The facility is spread over 100,000 sqm.

KTS, which operates the leading inland container depot, is a joint venture company between Yusuf Bin Ahmed Kanoo and APM Terminals (APMT). It was formed in 1977 and has a leading presence in all of Saudi Arabia's major port cities, including Dammam, Jubail, Riyadh and Jeddah.

"KTS reflects the commitment we make to our customers. The new facility attempts to raise the standards of the industry with focus on the customer as the force which drives technology and service quality. We hope to attract the attention of industry leaders to avail themselves of the services offered by KTS," said Abdulla Ali Kanoo.

Kanoo Group deputy chairman Mubarak Kanoo added: "The industry is changing rapidly

and KTS has set new standards in the Eastern Province," while Charles Menkhorst, CEO of APM Terminals (Africa, Middle East & India), said: "APMT and the Kanoo Group have successfully been operating a suite of container services in Gulf Co-operation Council states, including an inland container depot at Dammam port. The opening of the new larger depot is a clear indication of our long-term commitment to the Kanoo Group as well as to the future potential that the Dammam port offers."

Speaking on the occasion, KTS general manager Krishna Kumar said: "KTS is a one-stop depot that offers a variety of services to the shipping industry ranging from container storage, cleaning, repairs, transport, reefer services and a whole range of services for tank containers including cleaning, repairs, inspection and statutory tests." KTS owns tank cleaning facilities in Saudi Arabia and has a vigorous plan for expansion. "We offer a variety of solutions by converting containers into workshops, offices, housing, etc," he said.

According to Krishna Kumar, the new facility is a milestone in the company's history. "We have placed safety, quality and environmental awareness as the backdrop for a range of

services that centres on innovation ...

Innovations include a rail-based container repair facility where trucks roll in and out without the drivers having to get off the vehicles ... all this is to ensure safety and reduce accidents."

He said the new facility represents the culmination of a dream. "Two visionaries, Abdulla Ali Kanoo and Abdul Aziz Kanoo had dreamt of this more than three decades ago. And finally they have realised this fantastic dream." Krishna Kumar, who played a key role in the company's current success, said it has grown from strength to strength. "We have built on that very dream by adding a variety of services including container storage, repair, cleaning, transport, reefer services, tank container cleaning and inspection and container conversion. It is for this reason that we call KTS a one-stop depot."

The Dammam port, he said, has been a key element in the growth of KTS business. "The port is growing in terms of volumes and the coming years will be very challenging ... It is heartening to note that the port has taken serious steps to rise to the challenge and provide excellent infrastructure."

www.kts.com.sa

Microwaving a wagon

Freight One has installed a microwave device to heat viscous oil residues in tank wagons at the Kombinatnaskaya Washing and Steaming Station on the Western Siberian Railway. It has passed the necessary tests and is expected to reduce energy consumption when preparing petroleum product tank wagons for filling.

The device was designed by Omsk engineer Vladimir Afanasyev, who holds several patents in rocket and space technology. "Our task is to increase the throughput of the station and find new ways to serve shippers better," said Freight One's branch director Yevgeni Dolzhenko. "The equipment triples both energy efficiency and throughput. As part of the reconstruction programme for the washing and steaming station, we are planning to mount two microwave devices on a trestle to treat cars with residues of viscous petroleum products."

'Wetlines rule coming in December'

Cynthia Douglas, chief safety officer of the Pipeline Hazardous Materials and Safety Administration (PHMSA), said recently that the agency will publish a Notice of Proposed Rulemaking (NPRM) on cargo tank wetlines in December. She made the announcement during the Commercial Vehicle Safety Alliance (CVSA) annual conference in September, in Anaheim CA.

In addition to announcing the expected date for the wetlines rule, Douglas also said PHMSA will publish a rulemaking dealing with loading and unloading of hazardous materials in January 2011. Since these are open rulemakings, Douglas could provide no details on either rule. The US trucking industry believes a rule prohibiting wetlines (ie, hazmat residues on truck piping) on tank trailers would have a very costly and profound impact on the tank truck industry, particularly petroleum haulers.

"National Tank Truck Carriers has been following the wetlines saga, and we knew that DOT would issue another rulemaking this year," John Conley, NTTC president told US media. "While there is absolutely no safety reason for PHMSA to revisit this issue which they last considered in 2006 when they withdrew a rulemaking, the agency has been under intense political pressure from the House Transportation and Infrastructure Committee and from the National Transportation Safety Board. At this point, it is easier for PHMSA to just publish a rule than to continue to take heat from the Hill and the influential NTSB.

"It is a real shame that PHMSA will have to use its limited resources on crafting and defending this unnecessary regulatory response to political pressure and that NTTC and our members will have to again fight whatever proposal is put forward. We do not know if there will be a ban on all wetlines or just on new equipment."

Coming up in...

BULK DISTRIBUTOR

The next issue of *Bulk Distributor* will focus on:

- Tank Containers
- FIBCs
- Flexitanks
- Tank & Intermodal Components
- Road Tankers
- Dry Bulk Transloading

With Bonus Distribution at the following industry events:

Multimodal, Birmingham, UK
FPS Expo, Harrogate, UK
CV Show, Birmingham, UK

To enquire about editorial and advertisement opportunities please contact:

Managing Editor
Neil Madden
neil@bulk-distributor.com

Dry Bulk Editor & Advertising
Richard Miller
richard@bulk-distributor.com

Advertising Director
Anne Williams
anne@bulk-distributor.com

*Product reliability supported
by technical expertise and
worldwide service*



Quality • Reliability • Service



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

FORT VALETM

www.fortvale.com

Netherlands U.S.A. Russia China Singapore Australia
T: +31 180 483333 T: +1 281 471 8100 T: +7 916 682 0947 T: +86 21 6442 1367 T: +65 6515 9950 T: +61 (03)5278 2186
© Fort Vale Engineering Ltd 2010

Fernco repairs fuel interceptor tanks

Fernco Environmental, a company that focuses on minimising the environmental impact within sewage and drainage industries, has completed phase one of a project for a leading aircraft manufacturer. Using its Ultracoat system, the company (part of coupling manufacturer Flexseal) has

rehabilitated three fuel interceptor tanks in the client's Bristol, UK operation.

Two of the fuel interceptor tanks, which are used as holding tanks for the spillage of diesel oil and water, required a preventative coating, while the third, which was suffering from ongoing

infiltration, needed a complete rehabilitation. Originally built in 1948, some remedial work had been carried out to the structures over the years; but whether it was due to failure of a GRP lining or leakage through smaller concrete repairs, the tanks had fallen into a cycle of disrepair.

The Ultracoat system is used for the

rehabilitation and structural reinforcement of a wide range of substrates, leaving an exceptionally hard wearing, smooth and waterproof coating, with chemical resistance - ideal for the aircraft manufacturer's fuel interceptor tanks.

Ed Fairfield, marketing manager at Fernco Environmental, commented:

"We are extremely pleased our Ultracoat system was chosen for a job of this nature. Whether it's for a small job like a manhole or a larger asset management project, Ultracoat has a proven track record of delivering the right result; and this project is another fine example."

www.ferncoenvironmental.com

QualaWash buys Manfredi

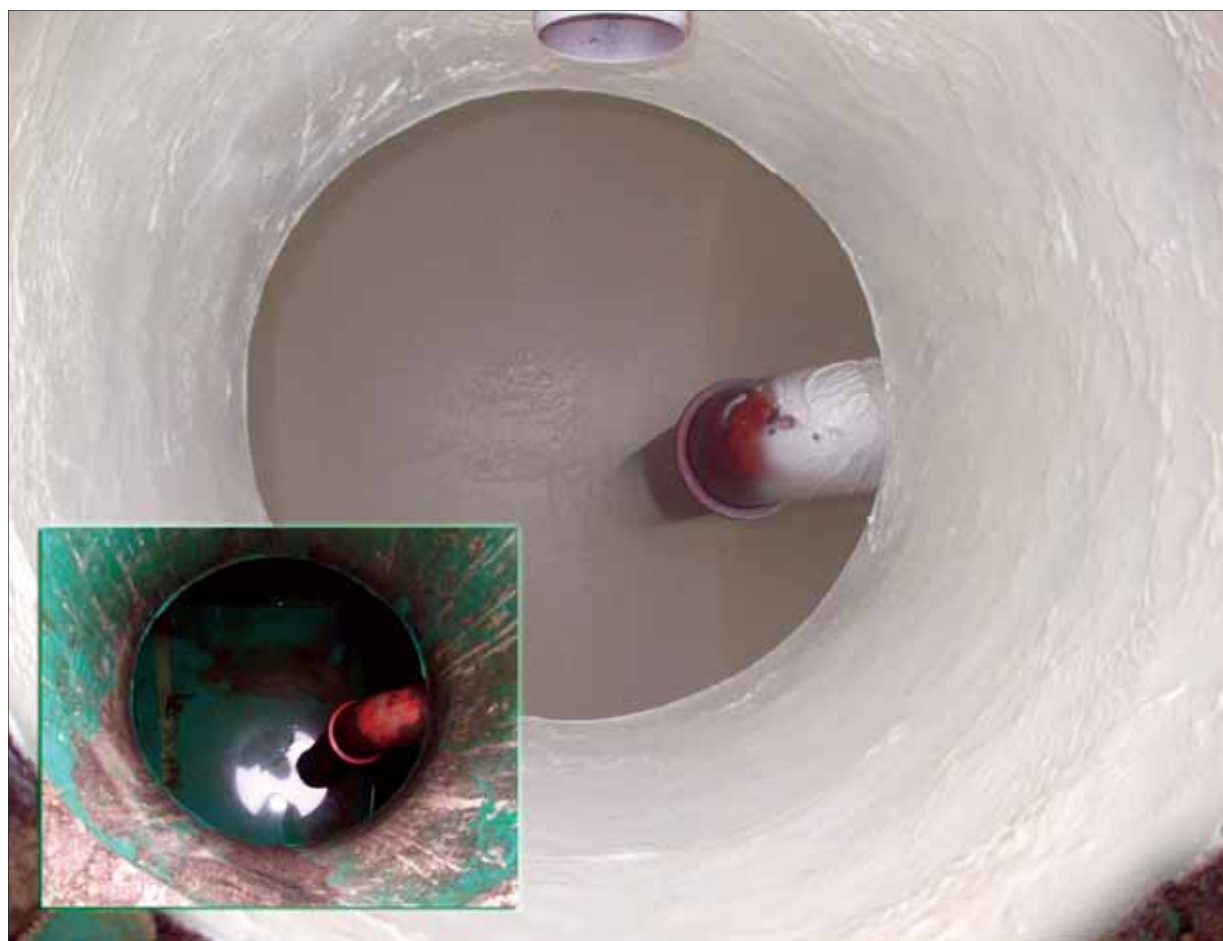
QualaWash Holdings LLC (QHL) has purchased Cleveland OH-based Manfredi Special Services (MSS), one of the largest IBC service and supply chain management providers in North America. MSS operations include tote cleaning, maintenance, fleet management, and leasing.

Operating as a QualaWash division, MSS will be part of a system that includes 30 tank cleaning sites nationwide. In short, MSS immediately becomes a nationwide provider of IBC services, that include the MSS Asset Retrieval Management System (ARMS) internet-based tracking/management system. With the integration into the QualaWash location footprint, MSS will now be in a position to offer companies that use and ship IBCs an expanded single-source supplier network.

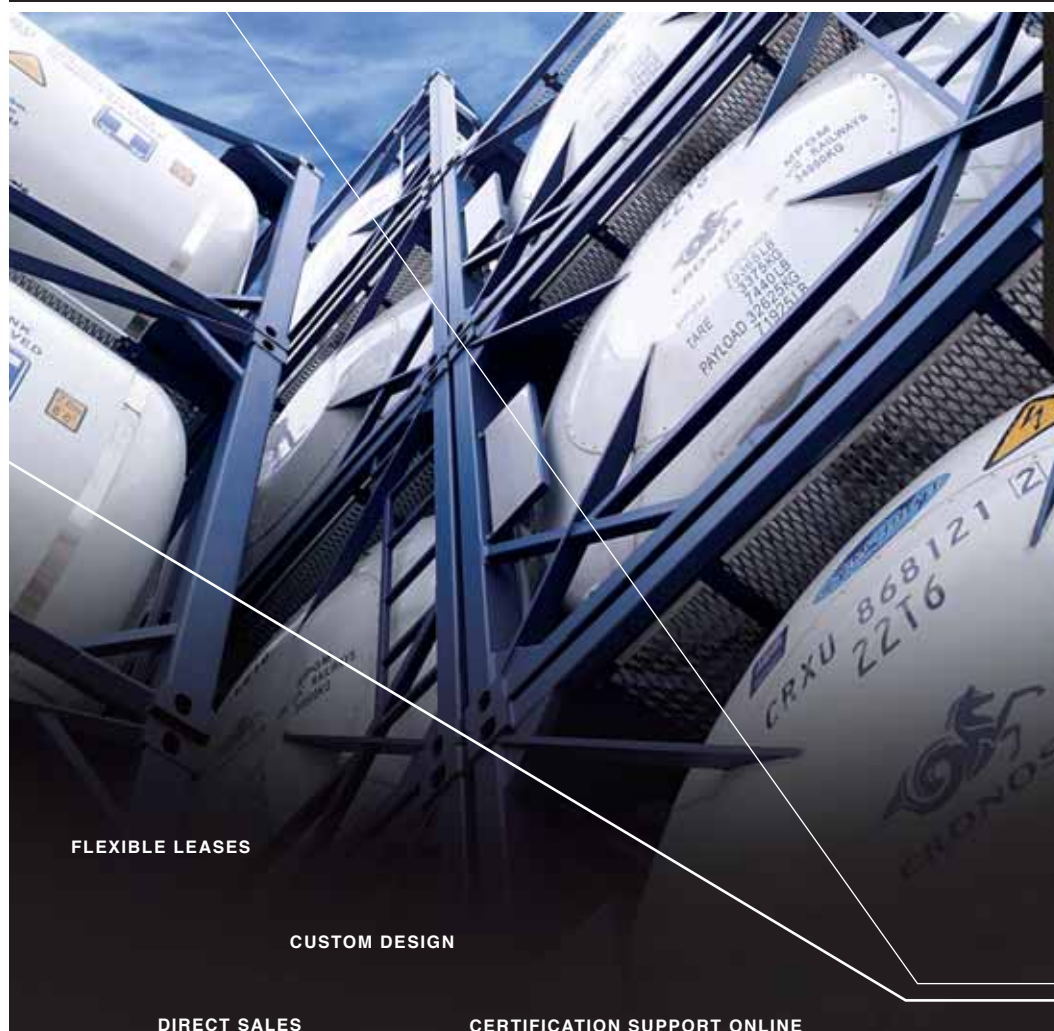
"We are really excited about the purchase of MSS," says Mike Bauer, QHL chief executive officer. "With the well-established QualaWash network system, adding MSS and their reputation into our family of businesses will strengthen our offerings. We look

forward to continuing to expand this market through MSS." Richard Manfredi, current managing member of MSS, will join the QHL organisation offering his 40-plus years experience. Eric Amstutz, current executive vice-president and chief operating officer of MSS, will serve as president of the MSS division.

"The merger of QualaWash and Manfredi Special Services allows us to offer shippers and manufacturers services that up until now were not available," Manfredi added, while Amstutz said: "Integration into the QualaWash location footprint will allow MSS to offer an expanded and unprecedented network backed by MSS's more than 23 years of experience and ISO certified processes. Combining the MSS business unit with the strength of the QualaWash network provides the opportunity to grow the MSS business through a number of unique value-added services for the full spectrum of stainless steel, carbon steel, aluminum, rotationally moulded, and limited-use IBCs."



Before and after the job



FLEXIBLE LEASES

CUSTOM DESIGN

DIRECT SALES

CERTIFICATION SUPPORT ONLINE

CRONOS TANKS

GLOBAL COVERAGE FROM YOUR LOCAL CRONOS OFFICE



www.cronos.com

TYPICAL SPECIFICATIONS

ISO TANK CONTAINER // SINGLE COMPARTMENT INSULATED AND STEAM-HEATED STAINLESS STEEL TANK CONTAINERS

CAPACITY	TARE WEIGHT	MAX GROSS WEIGHT
26,000 ltr	3,650 kg	36,000 kg
25,000 ltr	3,460 kg	36,000 kg
24,000 ltr	3,375 kg	36,000 kg
21,000 ltr	3,290 kg	36,000 kg

GENERAL SPECIFICATIONS

WORKING PRESSURE: 4 Bar // DESIGN TEMP: -40°C to 130°C

STANDARD FITTINGS

MANLID: 500 mm (20") diameter, 8 point fixing

AIRLINE: 1.5" with stainless steel ball valve and 1.5" BSP cap

RELIEF VALVE: 2.5" SRV set at 4.4 Bar - provision to fit a second

TOP OUTLET: Provisions for 3" butterfly valve and syphon tube

BOTTOM DISCHARGE: 3" stainless steel high lift foot-valve with butterfly valve and 3" BSP cap / Blind Flange

STEAM HEATING: 10.5 m² effective surface area external steam tubes.

1" inlet and 0.75" outlet

APPROVALS

UIC, CSC, TIR, IM101, UK (DOT), RID/ADR, AAR600, FRA, TC, UN PORTABLE TANK, IMDG, US (DOT)

ANTWERP CHENNAI GENOA GOTHENBURG HAMBURG HONG KONG LISBON LONDON NEW YORK RIO DE JANEIRO SAN FRANCISCO SEOUL SHANGHAI SINGAPORE SYDNEY TAIPEI TOKYO

DRYS REEFERS TANKS DRY FREIGHT SPECIALS: Bulklers / Opentops / Flatracks / Half Heights / Rolltrailers / Slimwall CPC®s / Car Racks EQUIPMENT SERVICES

Tea imports via Teesport

Earlier this autumn leading UK tea and coffee merchant Taylors of Harrogate awarded PD Ports a 10 year contract to handle 100% of its tea and coffee imports. This follows a successful 12 month trial handling 50% of Taylors' tea and coffee UK imports through PD Ports-owned Teesport on the UK's north-east coast.

The family business will now import all of its tea and coffee through Teesport, rather than southern UK ports involving further road transport to its production facility at Harrogate – thereby saving some 100,000 road miles annually. PD Ports has invested more than £350,000 in upgrading two warehouses to store the sensitive and perishable products, including installation of dehumidification and specialist handling equipment. From Teesport, tea and coffee consignments are transported on demand by PD Ports' logistics team the short distance to Taylors' Yorkshire production facility. David Robinson, PD Ports group CEO,

claims the new contract proves that the 'portcentric logistics' concept works for a wide range of companies and products. "With our range of services and highly experienced staff, we can offer a much more environmentally friendly and cost-effective logistics solution in many different markets", he said.

During the trial period PD Ports showed it could offer all the services which Taylors needed, from customs clearance and container de-stuffing to warehousing and just-in-time distribution to the production plant in Harrogate. The upgraded warehouses offer floor space totalling 60,000ft² and are designed to be able to handle more products as Taylors' business grows. PD Ports has taken delivery of new vehicles, in the livery of one of Taylors' best known products, Yorkshire Tea, which will be dedicated to transporting the products from the warehouses to Harrogate.

www.pdlogistics.com



PD Ports group CEO David Robinson (left) with Taylors of Harrogate MD Andy Brown on the occasion of the warehouse opening in October

Talke Junior Academy wins vocational training award



Talke Logistic Services executives (from the left) Alfred Talke, Marcus Michels, Joachim Fellsches, Andreas Jakob, Andreas Riem and Jürgen Krempel flanked between Laudator Prof Dr Dieter Wagner from the University of Potsdam on the left of the picture, and Christoph Opladen, president of the jury and head of HR Heraeus, standing on the right of the picture

At the end of September the Talke Junior Academy – a joint project between Alfred Talke GmbH & Co KG, selected schools in the Rhein-Erft district, and the local education authority – was awarded the *Initiativpreis Aus- und Weiterbildung* (basic and further training initiative award) from the Otto Wolff Foundation and the German Chamber of Industry and Commerce. The ceremony took place at the philharmonic hall in Essen.

The award is one of Germany's most prestigious accolades in the field of vocational training. It was bestowed for the 18th time in 2010 in recognition of exemplary basic and further training initiatives that contribute to improving the quality and appeal of vocational training. Talke and three other prize winners were selected from a field of 64 entrants, impressing the jury with the

overall concept and implementation to date of the Talke Junior Academy.

In recent years it has become increasingly difficult, particularly for providers of high-quality specialist services such as Talke, to find qualified candidates to take up training places for future skilled careers in commercial/technical management. In order to help redress the acknowledged shortage of skilled workers, Talke joined forces with its partners in the scheme to develop the concept of the Talke Junior Academy.

Over a period of six months, students from year nine take part in fortnightly workshops held at the Academy. As well as learning practical skills, they find out all about apprenticeships such as learning to be a professional driver or a warehouse logistics specialist. In a much more intensive way than during a

holiday work placement or a week's work experience, they are introduced to different career paths and to the workings of the specific businesses, enabling them to make the right decision when the time comes to choose their own careers. Close collaboration between the students, vocational trainers and teachers helps achieve maximum success for all those taking part.

From its beginnings in 1947 as a specialist in transport and storage of chemical products, the Talke Group has developed into an integrated service partner for advanced outsourcing and contract logistics solutions. The family-run company employs more than 1600 staff and subcontractors, operating a network of 24 sites in Europe, the Middle East and Asia.

www.talke.com

Fully automated road tanker loading and weighing system

Precia-Molen UK Ltd has just installed a fully automated loading and weighing system as a key component of RockTron's new eco-mineral processing plant at Fiddler's Ferry near Widnes, Cheshire, UK. The facility has been designed to process 800,000t/yr of both fresh and stockpiled fly ash,

providing a consistent supply of superior main constituents for cement and blended cements which can outperform ground granulated blast furnace slag (GGBS) on price.

The Precia-Molen system allows vehicles to collect the minerals from the plant without the need for any

intervention by plant operators. It incorporates the company's advanced GeneSYS™ technology which is fully integrated with the RockTron business management system, allowing unparalleled levels of reliability and control.

RockTron required four key criteria to be met for the weighing and driver self-loading systems:

- Minimal staffing levels for vehicle control, weighing and loading operation.
- Full integration with the existing RockTron sales order procedure.
- A robust system designed to ensure continuous operation.
- It had to replace the normal outloading procedures using a weighbridge.

To meet all of these requirements Precia-Molen designed an innovative bespoke GeneSYS3™ based, weighing and site management system. The three VS400 18m long surface-mounted weighbridges installed at the site allow vehicle arrivals 24 hours a day, receive despatch instructions, load, weigh and exit in an entirely automated operation. Precia-Molen also supplied a BT truck loading weigher, which is believed to be the first of its type installed in the UK, with full Board of Trade approval. This avoided the need



Precia Molen's GeneSYS technology offers unique security and network systems, providing previously unattainable levels of reliability and control

to install a very long weighbridge and still maintain full driver-operated control.

Precia-Molen provided a complete turnkey package incorporating all seven driver consoles, traffic barriers and traffic light control as well as the electronic arrivals message board. Additionally the company configured and installed all of the hardware and software for the system.

www.preciamolen.com

**We do it
in 20ft.**

siloadmax
www.siloadmaxx.com



The Precia-Molen automated loading and weighing system at RockTron's new Fiddler's Ferry eco-mineral processing plant

Load cells offer enhanced protection features plus predictive diagnostics

Mettler Toledo, Greifensee, Switzerland, has recently launched the Pinmount weigh module with double security for tank scales. Here all safety-related features are present in duplicate. The dual anti-lift protections are capable of withstanding large wind forces. Stabilisers protect weigh module safety against high lateral forces and twisting moments. In addition, several integrated safeguards provide security in cases of extreme overload. However, safety features provided by the Pinmount are not just limited to extreme situations. The weighing module has design features intended to

extend service life during day-to-day operation and to ensure accuracy in a variety of situations. The two optional stabilisers secure the tank and absorb torque forces from mixers while at the same time ensuring short stabilisation times. The rocker pin automatically introduces vertical load at a single point on the load cell and allows it to move inside the module so that high accuracy is achieved while temperature expansions are tolerated. The hermetically sealed stainless steel load cells meet IP68. The steel parts of the Pinmount weigh module are optionally available in stainless steel.

Each unit is supplied with OIML and ATEX approvals as standard. Earlier this year the UK division of Mettler Toledo announced the introduction of the revolutionary POWERCELL PDX, said to be the first digital load cell of its kind to feature a

network with absolutely no junction boxes. The device takes reliability to a new level by including predictive diagnostics to keep users continuously informed of their scale's performance. This includes automatic notification of weighing errors, overloading,

environmental conditions, network health, load cell voltages and enclosure integrity without the need for maintenance-prone external converter boxes. Each load cell system has its own built-in lightning protection. www.mt.com

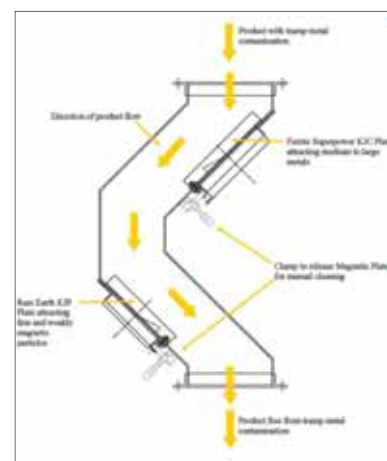


Mettler Toledo's Pinmount high-precision weigh module

Magnetic hump helps ensure purity of import/export cereals

Eriez Magnetics Europe, Caerphilly, UK, has supplied a magnetic hump separator to Granexport AD, a Serbia-based company specialising in import and export of cereals. The requirement was to remove any small ferrous contaminants (10mm and below) from a pipeline of continuously flowing corn with a moisture content of 14% and a freefall height of 1000mm. Eriez supplied a magnetic hump separator in which a plate magnet forces the flow of material to change direction while at the same time capturing ferrous particles. A second plate magnet is specially positioned within the dog-leg structure to catch the remaining metal contaminants. For this application magnets of two different strengths were employed, the top one being a Ferrite Superpower KJC plate designed to attract larger pieces of tramp metal and the lower one, a rare earth KJB

plate, removes fine iron and weakly magnetic particles. www.eriez.com



Eriez magnetic hump separator at Granexport showing (left) how it works



BULK DISTRIBUTOR SUBSCRIPTION FORM

To ensure that you receive every issue of **Bulk Distributor** you need to take out a subscription.

Payment Method

- Please find enclosed my cheque payable to A&D Publishing Ltd
- I wish to pay by Direct Bank Transfer - please send me an invoice
- I wish to pay by credit card - please telephone +44(0)1565 653283

EITHER: Full subscription: 6 printed issues a year of **Bulk Distributor** and a pdf file of every issue of the magazine emailed to you

OR: Online subscription: pdf file of **Bulk Distributor** emailed to you 6 times a year

Please circle (a) type of subscription and (b) number of issues/currency

Full subscription			
1 year (6 issues)	2 years (12 issues)		
£150	US\$265	€220	£275 US\$485 €400
Online subscription			
1 year (6 issues)	2 years (12 issues)		
£100	US\$176	€146	£180 US\$320 €266

For a subscription to **Bulk Distributor** please complete the details below:

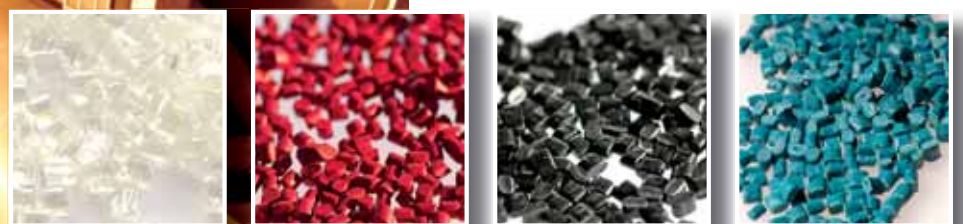
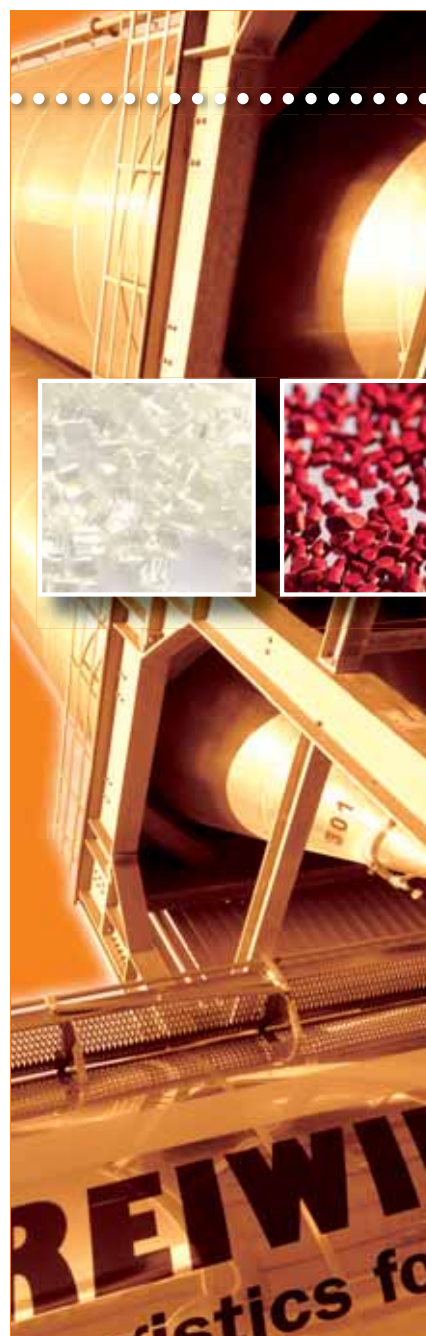
Name: _____
 Job Title: _____
 Company Name: _____
 Company Activity: _____
 Address: _____

 Post Code: _____ Email: _____
 Telephone: _____ Fax: _____



Caledonian House, Tatton Street, Knutsford, Cheshire, WA16 9AG, UK
 Fax: +44(0)1565 755607
 Telephone subscription credit card hotline:
 +44(0)1565 653283
 Email: jonathan@bulk-distributor.com

Quality granulate



Sieving, sorting, separating, drying, homogenising ...

... in our new extended Granulate Pilot Plant in Wesel



GREIWING logistics for you GmbH · Carl-Benz-Strasse 11-15 · D-48268 Greven
 Fon: +49 (0) 25 75/34-0 · Fax: +49 (0) 25 75/34-660 · www.greiwing.de

Continued from page 1

processing industries would also benefit from the new pilot plant. For example, automotive suppliers, the automotive industry as well as manufacturers of food packaging would be able to take advantage of the high availability of commodities, the consistently high quality of the granulate and the possibility of individual treatment of single blends by additives. Granulate consumers include companies such as VW, BMW, Audi and Bosch.

The new plant, located in the Wesel-Ost industrial area, consists of two main buildings with a combined floor space of 4500m² as well as various process engineering facilities for refining the plastic granules. Vertical storage is currently provided by 110 aluminium silos and there are approximately 1500 separate pallet slots, each one equipped with its own sprinkler system for fire protection, where packed blends are stored. Automatic packaging lines ensure accurate filling of 25kg sacks, bulk bags and octabins.

A belt thrower provides horizontal loading of ISO freight containers. This is designed to provide rear loading of bulk goods into 20ft and 30ft containers and can achieve filling rates of 25-40t/h, ensuring gentle handling of the product until a filling level of approximately 90% of the container volume is reached. The thrower is installed on a special frame mounted on a truck chassis, allowing it to be easily manoeuvred directly beneath the designated silo outlet.



Aerial view of Greiwing's new granulate pilot plant, showing the two main buildings and the silo battery



Discharge port of a blending silo which is equipped with a vertical screw designed to provide a high degree of product homogenisation

In addition to the main silo battery, individual storage silos in the 30-120m³ capacity range are available to clients for hire or hire purchase. They can be located either on the Wesel site or wherever they are required. Use of variable foundation plates not only allows for easy erection of silos of

to sort granulate within the 3-20mm particle size range according to colour, shape and elimination of foreign particles. The innovative ROC ColorControl system developed in association with ROC GmbH enables colours to be measured precisely and directly on the granulate during compounding. This eliminates the high costs associated with test platelets. When SPCs are used, the system corrects the colours online in a short period of time and the modified off-spec material is then directed back into current production. Colour measurement takes about three minutes instead of the half an hour to one hour normally required by the standard platelet system in the colour laboratory.

Measurements are performed fully automatically on up to six compounding lines, practically without any personnel costs, allowing cost savings to be made of between 100,000 and 500,000 euros per year on each production line. At the same time more efficient energy utilisation significantly reduces carbon dioxide emissions by up to 20%.

State-of-the-art facilities (Granu-Control) first identify and remove the tiniest foreign particles. In addition, the



Automatic bagging of food-grade materials under clean-room conditions

different diameters but also, depending on national legislation, circumvents the need for building permits and the costs associated with this process.

The new pilot plant has the capability

granulate is separated according to its dimensions by long stroke, tumbler and vibratory screening machines. A fractional sieving process is capable of separating granulate into various sizes,



Apart from the main silo battery, there are various individual storage silos some of which are exclusively available to customers on a hire basis; the vessel shown on the left is for individual small batches



Bulk containers can be loaded through the rear door by a truck-mounted belt thrower which is easily moved into position beneath the designated silo outlet

allowing two or more products to be sorted by size from a single batch. "The quality requirements of the processing industry are the competitive edge. Therefore we arrange everything in order to meet the demands of the processors", said Beckonert.

Blending and homogenising silos are also available on site to supplement Greiwing's range of services. In addition to granulates, powders can also be homogenised. The conical taper mixer is especially suitable for small batches that require precise addition of additives. By means of vertical mixing screws it is possible to achieve precisely homogenised blends. The process is not only extremely gentle on the product but also economical. Usually a single run is sufficient to achieve optimum quality.

Sensitive materials such as foodstuffs and pharmaceutical products can be

filled into sacks automatically under enclosed, clean-room conditions where filtered air eliminates risk of micro contamination. During this process, protective screens, magnetic separators and metal detectors are used to ensure absolute purity of the product.

A key factor in the successful running of the new facility is its personnel. Beckonert explains: "In Wesel approximately 40 technicians, chemists, warehouse and commercial members of staff guarantee a constantly high process and commodity quality." He is currently looking to expand the team by up to 10 additional staff and anticipates that in the near future the range of value-added services, as well as the variety of bulk products handled, will be extended. "If we can undertake further tasks for our customers, we will be pleased to do so", he said.

www.greiwing.de

Katoen Natie JV with Indian Oiltanking

In the second week of September IOT Infrastructure & Energy Services Ltd (IOT) and Katoen Natie formally entered into a joint venture to initiate new business in the field of storage, handling, packing and transport services for polymers and dry speciality chemicals in India. The new enterprise combines the bulk and semi-bulk logistics expertise of Katoen Natie, relating to high-grade chemical and petrochemical powders, granules and pellets, with IOT's in-depth knowledge of the Indian market.

With this joint venture Katoen Natie has implemented its long-term strategy to enter the Indian subcontinent. IOT on the other hand continues to diversify its terminalling business into the polymer and high end dry chemical sectors. Both companies are well known and established players within the petroleum and petrochemical services industry. The alliance is expected to offer widespread opportunities in supporting clients of both parties to establish world-class solids handling services in the Indian market. The new joint venture, in which Katoen Natie holds a 51% stake with the remaining 49% owned by IOT, will operate out of Mumbai.

IOT is itself a joint venture between

Indian Oil Corporation Ltd, India's largest petroleum refining and marketing company by sales and the highest ranking Indian company in the Global Fortune 500, and Oiltanking GmbH, the second largest independent tank storage provider for petroleum products, chemicals and gases worldwide. Offering an array of services to oil and gas industries, it operates a diverse portfolio of businesses including terminalling and has more recently become involved in the renewable energy sector.

Katoen Natie headquartered in Antwerp, Belgium, provides integrated and tailor-made logistics and engineering solutions to a wide range of industries and to clients all over the world. Founded in 1854 as a cooperative that handled and stored commodities such as cotton, coffee, cocoa and wool, today Katoen Natie is a company with 9300 employees in 28 countries. The group is a world leader in petrochemical logistics, but is also active in other areas such as consumer goods, speciality chemicals, projects and process engineering, and port operations as well as general cargo and commodities.

www.iotinfracenergy.com
www.oiltanking.com
www.katoennatie.com

BIG BAGS - no more!

siloadmax
www.siloadmaxx.com

Woven fabric meets FFS: a marriage of two winning concepts

In a landmark development announced jointly at the beginning of October by Starlinger & Co Ges mbH, Haver & Boecker OHG and Dow Europe GmbH, it has become possible for the first time to package powders, resins, flakes and other free flowing bulk products by FFS (form, fill, seal) technology using woven tape fabric instead of PE film. This means that woven fabric produced on Starlinger machinery using Dow resin can now be processed on Haver & Boecker FFS packaging lines. The revolutionary "woven*FFS" technology is expected to reduce energy and raw material consumption as well as significantly cutting packaging costs.

Woven tape fabric is very thin compared to currently used films for FFS applications, making it lightweight but durable and resulting in reduced material consumption. It is also more resistant to dropping and tearing, while being fully recyclable. The great advantage of the FFS method is that it uses a sealing process for closing the bags. These machines neither require



Filled "woven*FFS" bags in front of a Haver & Boecker FFS packaging machine

needles, which are prone to breaking, nor sewing thread which has to be constantly replenished. There is therefore no risk of the material being contaminated by thread ends and the bags are hermetically sealed because there are no stitching holes.

Advantages offered by "woven*FFS" bags include:

- Strong but lightweight packaging material
- Protection of the packaged product by an all-around closed, water-impermeable type of packaging
- Operator time is limited to just roll and format changes, since Haver & Boecker FFS machines are fully automated
- Optimised bags: bulk density is constantly monitored and the bag length adjusted accordingly
- Higher load security thanks to tight

bag shape and clean bag surfaces

- And less consumption of raw material, saving resources and money.

Woven tape fabric is a packaging material made from stretched and woven plastic tapes. Since its introduction as a packaging material, tape fabric has come a long way. Formerly, woven tapes were only used for industrial packaging such as FIBCs or AD*STAR® cement bags. However, nowadays coated tape fabric is the material of choice for high-gloss printed consumer packaging and carrier bags found in department stores and supermarkets throughout the world.

The "woven*FFS" packaging concept was unveiled at the K-Show, 27 October – 3 November in Düsseldorf.

www.starlinger.com;
www.haverboecker.com;
www.dow.com



Bags formed by the FFS system from woven tape fabric use less material and are completely watertight

Chemicals manufacturer orders three types of bagging system from same supplier

Windmüller & Hölscher, Lengerich, Germany, reports that a leading German chemicals producer has placed an order for all three of its range of FFS bagging systems, after it became clear that requirements could not be met by a single machine type. The spectrum of applications was just too diversified. The perfect solution proved to be a combination of W&H's three bagging

systems DIAMANT, TOPAS and OPAL, with their respective specific capabilities and strengths.

The DIAMANT is well suited for handling highly aggressive products, because its bag making section is separated from the filling section. The OPAL, which features an auger feed system designed to convey problematic products into the bag from the bottom

up thereby eliminating dust pollution, is ATEX-approved. The TOPAS, the third machine within the scope of supply, is designed for packaging hygroscopic polyamides. To protect the product against ingress of moisture even over long transport distances, the bags are made out of aluminium laminate, with air evacuation taking place after filling.

www.wuh-group.com



W&H's OPAL FFS machine can reliably bag even extremely dusty and non free flowing bulk products

Rotary sack packers for new Vietnamese cement plant

Haver & Boecker, Oelde, Germany, has won a contract to supply four of its new ROTOCCLASSIC® 8 RCC packing machines to Cong Thanh Cement for a production plant currently under construction at Thanh Hoa, Vietnam, situated about 200km from Hanoi. Included in the scope of supply are two cement and raw mix silos from Haver's subsidiary IBAU Hamburg. A special feature of this order is that all sheet metal parts, such as pipes and hoppers, will be fabricated locally by BTC Company in Ho Chi Minh City.

The compact ROTOCCLASSIC offers many advantages in terms of high performance and ease of maintenance. Thanks to its modular design each filling module is in itself practically a fully functional single spout machine and, for maintenance purposes, a single module can be removed while still allowing the remaining machine to continue packing.

www.haverboecker.com



ROTOCLASSIC rotary packer from Haver & Boecker

Flexible screw conveyor with integrated bag compactor and bag dump station



Hapman's Helix Hi/Lo with integral bag compactor and dust-protective bag dump station

Hapman, Kalamazoo, MI, has brought out a version of its Helix Hi/Lo mobile flexible screw conveyor with integral bag compactor and bag dump station plus dust collection hood to provide maximum dust containment. Filtration options down to one micron efficiency are available to capture and confine material within the unit. Filters are cleaned using a reverse pulse-jet system.

As a further measure to ensure that

there is no fugitive dust, the bag compactor allows the operator to dispose of bags via a pass-through port from the dump station. Dual pneumatic rams compress the pile of empty bags into an easy-to-manage bundle. The unit can convey to heights up to 3.65m and at rates up to 0.7m³/min. In Europe Hapman equipment is available from UK-based Braby and from distributors in several European countries.

www.hapman.com

10,000th sale of MEC III electronic weigher

Following its recent commemoration of 50 years since the launch of the successful ROTO-PACKER rotary bag filler, Haver & Boecker at the end of the summer celebrated the production of its 10,000th MEC III electronic weigher.

Developed in the packing machine manufacturer's own R & D department, the unit gained approval in 2003 and in 2007 became the first self-actuating weigher to receive a European design

approval. It fulfils a dual function, being both a weigher and a control system. Firstly it is responsible for recording the weight and controlling the weight-dependent material flow in the bag filling spouts. Secondly it also takes over control work such as valve bag closing and the discharge from the packing machine.

www.haverboecker.com

Latest UK orders highlight Chronos BTH versatility

The UK division of Chronos BTH, Eersel, the Netherlands, recently won an order to supply a fully automatic packing system to Border Aggregates. It will be supplied on a turnkey basis later this year to the company's Carnforth facility in north Lancashire. The system will be used for filling various products into pre-made PE bags at rates up to 800 bags/hour. Product will be fed into a VLFS filling system via a volumetric dosing belt which receives closed-loop feedback from an inline check weigher that is positioned after the sealing station. The system will be provided with in-built flexibility to allow the customer the option of retrofitting a tubular FFS (form-fill-seal) installation at some time in the future, providing upgraded packing outputs to 1200 bags/hour.

In the UK Chronos BTH has also recently completed the installation and commissioning of a new turnkey packing system at the Wrexham plant of R A & C E Platt, a leading supplier of wood shavings and sawdust used as animal bedding for horses, cattle and other livestock. A tubular FFS bagging machine, with a peak capacity of 400 bags/h, receives products from a volumetric feeder. The filled bags are fed via a conveying system into a high-level palletiser and the loaded pallets are wrapped with a Rainbow stretch-hooder. An additional conveying system was supplied that allows bags and bales from other packing systems to be fed into the same stretch-hooder.

www.chronosbth.com

Beumer completes two-stage upgrade for LyondellBasell down under...

Several years ago Beumer Australia, a subsidiary of the German parent company, was contracted to modernise the packaging system at the Clyde, NSW, plant of LyondellBasell which produces large volumes of polypropylene pellets. The remit was to increase throughput, upgrading output from 800 to 1800 bags/hour, combined with an improvement in packaging quality. The Clyde plant also required improved reliability, enhanced

operational safety and adherence to environmental noise regulations.

The retrofit was performed in two stages. In 2006 Beumer Australia installed a new bagging machine, type FFS Delta, manufactured by Haver & Boecker. This high-speed machine fills the PP pellets into bags in accordance with the form-fill-seal method. A powerful Beumer palletpac with the latest S7 control system then palletises the sacks at rates up to 1800 per hour.

Once the palletisation systems had been successfully upgraded, LyondellBasell concentrated on selecting a new end-of-line wrapping machine for the Clyde plant. Beumer was able to demonstrate the effectiveness of its stretch-hood packaging system which can achieve a capacity of 100 pallets/hour. This system was integrated into the existing layout of the plant and connected to the existing control platform. After the

stretch hood has been applied the stack of sacks is fully packaged and can be transported to the loading area. The stacks are very stable because the film is kept under continuous tension both horizontally and vertically and the elasticity of the film is such that tension is maintained even if the pellet material in the sacks settles, causing the sack volume to contract.

... and continues to develop its robotpac® palletising and de-palletising system

Beumer's robotpac can trace its pedigree back to the 1970s when the company first started building palletising robots. During the intervening years it has acquired extensive expertise relating to the design of grippers and control



At the LyondellBasell Australia polypropylene pellet plant, a Beumer stretch-hooder applies a film hood to palletised bag stacks, which effectively protects them against the weather as well as against dust and moisture

technology for fully automatic palletising of cardboard boxes, crates, canisters and trays as well as bagged goods.

Beumer's fork gripper has been designed for palletising bagged products and cardboard boxes. It picks up the bags from a roller conveyor and secures them using a holding-down device during transport. Once the target position on the pallet has been reached, the gripper opens with a horizontal movement and the push-off plate removes the bag from the fork. Key features of the fork gripper are gentle handling and precise placement.

The double fork gripper was also designed for palletising bagged materials and cardboard boxes, being capable of picking up two bags simultaneously and positioning them in sequence on the pallet. The finger gripper, a version of which is also available for double bag handling, has been designed to achieve high outputs with dimensionally stable bags with contents that are not prone to shifting or settling.

Suction grippers can be used with bags and virtually any other unit load having a surface capable of sustaining a vacuum seal.

www.beumer.com



Efficient palletising of bagged good with Beumer's robotpac

Building industry keeps Payper busy

Bagging systems manufacturer Payper of Lleida, Spain, reports that the building industry in certain parts of the world remains very active despite the recent world crisis. Thanks to its worldwide network of customers, the company has been awarded many orders in recent months to supply bagging machines for new plants producing dry mortars and construction chemicals. Recent customers have included Sika, BASF, Parex and Weber Saint Gobain who have ordered new machines for their projects in the Middle East, South Asia and Latin America. New regional suppliers such as Karbeton in Turkey and BCIC in

Saudi Arabia are also expanding production of building materials and are among other recent buyers of Payper bagging systems.

Payper is also regularly supplying bagging machines to international companies that specialise in turnkey engineering of dry mortar plants, such as M-Tec of Germany and Lahti of Finland.

All these companies have ordered Payper's Model PFG10 air packer, which has now become a world reference when specifying systems for filling powders into paper bags. Company spokesperson Xavier Vilimelis said that the PFG10 offers a perfect combination

of weight accuracy and output capacity. By combining several of these air packers in line it is easy to achieve dry mortar filling rates well in excess of 2000 x 25kg bags per hour.

Last year Payper achieved a major breakthrough into the Indian petrochemical sector with several notable installations of its CSA 100 automatic bagging lines which offer advantages of light weight, compactness, low power consumption and the capability of bagging a wide range of granular materials. Important customers included Gail (India) Ltd and HMEL (HPCL-Mittal Energy Ltd).

www.payper.com



CSA 105 automatic bagging line from Payper

Form-fill-seal for range of stone products

Recently Haver & Boecker carried out a pilot project in Kaisheim, Bavaria, at Gandl Natursteine GmbH which trades in natural stones. The range of stones this company processes includes granite, porphyry, quartzite, quartz sandstone, marble, slate, dolomite, basalt and limestone. These are now being successfully packed by a Haver FFS Alpha, the first time one of the company's FFS systems has been applied to bagging of natural stone.

Material infeed is performed by a heavy-duty conveyor, followed by washing of the stone. At the end of the line there is a robotic palletising unit with film packaging, which includes online printing and a separate pallet gathering lane. The challenge that had to be met by this system was to achieve

a concept and a functionality that allowed the fully automatic filling and packing of fine sand, pea-stone, fine gravel and coarse stone (up to 60mm) via selectable short adjustment. With it comes comprehensive film and bag size selection that allows the filling of various premium quality products into transparent film packaging.

Under the lead management of Haver & Boecker and project manager Sebastian Sudhoff, the Oelde-based machine builder together with Beumer (see above) and film manufacturer RKW developed a packaging concept that fulfils the highest demands for this new market sector. Customer requirements for greater flexibility, ease of operation and optimum packaging quality were fully met.



At Gandl Natursteine GmbH many different categories and sizes of stone are automatically filled and packed into film packaging by a Haver FFS Alpha machine



BagPal iT

Pallets just for Bulk Bags



- ~ Keeps Bags Off the Ground.
- ~ Resists Mildew and Pests.
- ~ Reusable and Recyclable.
- ~ Made from Recycled Materials.
- ~ Bags Fit Snug and Securely.
- ~ Stackable, Light and Easy to Use.
- ~ Ship More Product and Less Package.



Drader Manufacturing
Edmonton Canada

Tel: +1 780 440 2231
Fax: +1 780 440 2244

www.bagpal.com
bagpal@drader.com

Seeds packed in FIBCs

The Nottingham-based UK arm of Chronos BTH, Eersel, the Netherlands, has recently installed a combined mixing/FIBC packing system at the Long Sutton, Lincolnshire, plant of seed and pulses merchant Dunns (Long Sutton) Ltd. Chronos supplied an automatic bagging and palletising system to the same customer in 2007. For the latest contract Dunns procured some pre-used processing and bagging equipment and Chronos BTH was given the task of installing it into the existing

packing hall. Two different sized CHRONO-WEIGH E55 weighers are utilised to make alternate weightments of pulses into a common discharge chute to which an FIBC is fitted. Control for the alternate discharges is provided by a SpeedAC NXT weighing controller, which allows mixed pulse blends to be achieved in ratios up to 8:1 variations. A second FIBC filling system utilises a single CHRONO-WEIGH E55 weigher operating in a high-speed mode.

www.chronosbth.com

Compact bulk bag filler with high-efficiency dust removal

Pelletroneurope, Vogt/Allgäu, Germany, has supplied a mobile 18t/h capacity DeDuster/loading station to the Schkopau, Germany, plant of RP Compounds for filling plastic pellets into bulk bags. The loading station was built by Delaere, Deerlijk, Belgium. The mobile unit is positioned by forklift beneath the selected bin discharge cone of a silo battery, connection being achieved by telescopic pipes. After pellets pass through the DeDuster, the dust content in the cleaned product was measured by the customer multiple times. It was found that residual dust levels were constantly below 30 parts per million. If angel hair is present, this is removed as well.

The excellent cleaning results are achieved through a combination of the air flow (patented wash air principle) and the patented magnetic field technology which interrupts the electrostatic charges between pellet surface and dust. When

changing between different product batches the DeDuster can be cleaned easily with compressed air or water. Pelletroneurope is a subsidiary of Pelletron Corp, Lancaster, PA.

www.pelletroneurope.com;
www.delaere.com



Delaere bulk bag filling station with integrated Pelletron DeDuster

Production machinery advances from India

Lohia Starlinger, New Delhi, India, the leading global supplier of machines employed by the plastic woven fabric industry, has recently introduced several innovations directly relevant to the FIBC manufacturing sector.

Specifically in the field of tape extrusion, these include the LOHIA duotec which has been designed with dual stretching zones whereby the tapes undergo a prestretch treatment before entering a hot-air-oven for final stretching. This ensures the tapes have better tenacity and elongation with added processing stability.

Another recent breakthrough with regard to tape winders is the LOHIA autoroto which offers automatic bobbin change with equal length of tapes in all bobbins. When the programmed length set on the control panel is reached, the entire winding station rotates to bring a new empty tube into the working position. The tape is automatically stretch broken from the full bobbin and transferred to the waiting tube to start a fresh package in one smooth movement. Among the advantages of having equal-length bobbins in both circular and flat weaving are increased productivity in extrusion and weaving, reduction in wastage (zero defect fabric) and reduced labour costs.

Lohia Starlinger is well established as



New LOHIA autoroto from Lohia Starlinger

an advanced technology provider for the global bulk bag manufacturing industry with customers in Turkey, Brazil, Poland and other East European countries, Vietnam, Thailand, Indonesia and of course India. The company states that there are now more than 50 well established Indian FIBC manufacturers which together in the past year produced some 60 million bags (equivalent to about 150,000t), making it the third largest FIBC-producing nation after China and Turkey.

Worldwide the company has to date installed more than 600 tape extrusion lines and 25,000 circular weaving looms processing more than a million tonnes of polymer annually into plastic woven fabrics in more than 60 countries. In India it enjoys 70% of market share in this sector.

www.lohiagroup.com

The January/February 2011 Bulk Distributor will include a feature on latest developments in FIBC production machinery.

Do you know how your competition does it?

siloadmax
www.siloadmaxx.com

Dacro Container Liners. Your Solution in Container Bulk Packaging.



Dacro B.V. The Container Liner Company
Sydneystraat 11 - 3047 BP Rotterdam, The Netherlands

Tel.: +31-10-2383880 Fax: +31-10-2383888 e-mail: dacro@dacro.nl web: www.dacro.nl

Balancing safety with higher performance

Loading bulk products to and from lined freight containers continues to become faster and more efficient, but a recent accident provides a salutary reminder that certain aspects of the new technology still require further refinement

LinerTech, headquartered in the UK, has developed a single bar liner system which is designed to reduce packaging and logistics costs without in any way compromising on safety. The single bar and multi-trip reusable bulkhead ensures low total cost and customers are offered the opportunity to lease bulkhead and bars 'per trip' along with the liner purchase. The single bar concept saves up to five bars per trip, with significant savings in both deadweight as well as return freight costs.

The new liner system includes LinerTech's Safety Liner features, first introduced in 2003, to allow sampling and venting from ground level during discharge. This avoids the need for the operator to work at height. The Safety Liner also allows the discharge hatch of the container to be safely resealed in the event that delivery cannot be completed. A restraining flap allows the hatch to be safely closed, while securely retaining the filled liner's discharge sleeve and allowing the fishtail of the discharge conveying system to be safely docked on to the container before the flap is opened.

Unloading accident

Earlier this year an accident occurred in Europe during discharge of polymers from a lined container which almost certainly would have been avoided if a safety-type liner had been used. What happened is that the vehicle driver wanted to adjust the unloading equipment on the letterbox (unloading vent) prior to commencement of discharge. He removed the transport safety device (two plastic safety plates which retain the inner liner). Suddenly the material inside the liner began to move outwards through the letterbox, while the driver was still trying to position the fishtail. Weighing some 18kg, it slipped out of the holder hitting the driver on his knee and causing serious injury. He had attempted to push the material back with one hand, because the liner had begun to bulge out, while trying to position the fishtail with the other hand.

Subsequent tests showed that the liner had malfunctioned twice, despite being correctly installed. Initial conclusions were that the liner design concept was questionable because equipment keeping it in position had to be removed before the fishtail could be positioned on the back of the container.

Plastics loaded by belt thrower

UK-based Redler reports that it has recently supplied



New single bar liner from LinerTech



This Redler MFF type FulFiller supplied earlier this year to an Italian plastics producer is capable of loading 19t of polymer pellets in just eight minutes with minimal product attrition.

two of its FulFiller container loading systems to two separate Italian plastics producers. In both cases the machines are being used for high-speed loading of polymer granules into lined 20ft containers. The FulFillers load at rates up to 250m³/h, which means that loading times can be as short as eight minutes for a 19t load of plastic pellets.

The FulFiller operates on a high-speed belt thrower principle which, thanks to careful design of the inlet, provides gentle handling of materials even at high loading rates, while at the same time ensuring maximum use of the container volume. Power consumption is low and maintenance is simple, making this a very cost-effective loading method.

The FulFiller is available in various standard and customised configurations and the MFF design shown in the pictures is available on short delivery, typically no more than one to two weeks. Because each unit comes fully self-contained, all that is required to start loading is a silo to load from and a local power supply. Further information can be obtained from Andrew Gunn (agunn@redler.com).



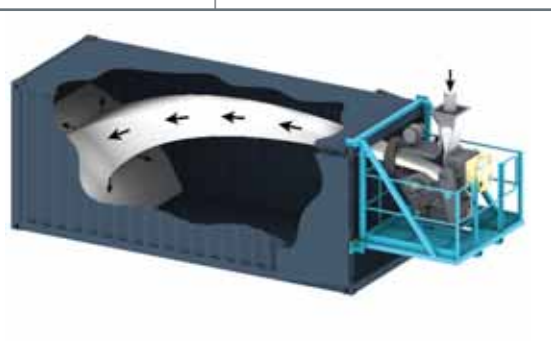
Another MFF FulFiller delivered to Italy this year; units can be supplied fully self-contained with a lead time of less than two weeks.

LinerTech www.linertech.com
Redler www.redler.com

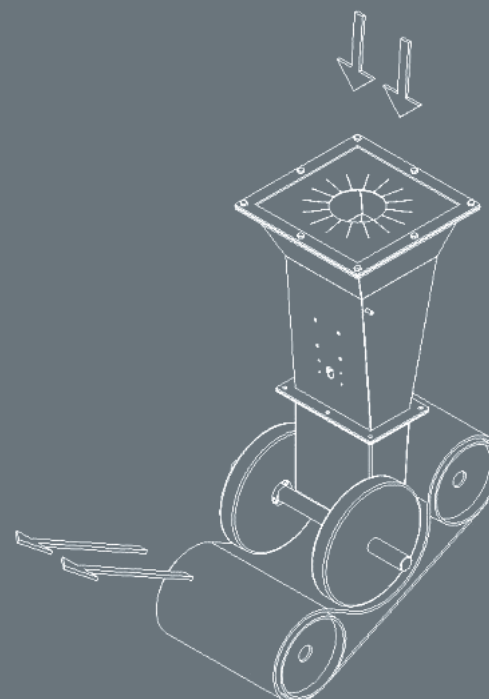
redler 
schenckprocess group

FulFiller® Container Loader System

Filling the space with reliable performance...



- ◆ High Speed Filling of Containers
- ◆ Fast Vehicle Turn Around Time
- ◆ Maximises Container Load
- ◆ Ex-Stock Delivery of Standard Units
- ◆ Cost Effective Lease Options Available



Stock Redler Limited
Redler House, Dudbridge, Stroud,
Gloucestershire GL5 3EY England
Tel: +44 (0) 1453 763611
Fax: +44 (0) 1453 762602 / 763682
email: sales@redler.com
Website: www.redler.com

we make processes work

Container loading to the max

One advantage of the novel siloadmaxx® pneumatic bulk container loading system is that it is capable of utilising more or less the full cubic capacity of the container, but gentle product handling is sacrificed in the interest fast filling. Christian Hanses, CEO of Siloadmaxx AG, Hilgert, Germany, reveals further details to *Bulk Distributor's* dry bulk editor Richard Miller

RM: What is your background in materials handling? Where did you work before setting up Siloadmaxx AG?

CH: My background is not so much in materials handling, but rather in the logistics field itself. I started off specialising in key accounts selling trucks for MAN. When I needed a change, I at some point was faced with a challenge to find an efficient solution to handle bulk materials within a certain budget. Together with my partners and my team at the time, we laid the foundation for the system which today is known as the Siloadmaxx system. Everything went from there. Two years of intensive research, development and testing and another year of structuring the company Siloadmaxx AG to what it is today.

I understand the siloadmaxx system is protected by a number of worldwide patents. Could you please describe briefly the technical features of your system covered by these patents?

Our patent covers the overall procedure of filling sea containers and other storage vessels with dry bulk material. It achieves this in a virtually spillage-free

manner when dusty material is loaded into the containers. The air is filtered and dust particles from the material are transferred back into the container.

How suitable is the siloadmaxx system for handling 'difficult' bulk products such as cohesive powders?

The siloadmaxx® system is very well suited to handle particularly difficult bulk products. Especially when loading extremely dusty or cohesive materials the system is at its best. The technique of using a pneumatic conveying system to load the container in combination with vibrating mechanisms does solve many problems that beset competitive systems. But Siloadmaxx not only has solutions for loading, but also for unloading all bulk material which can normally be conveyed pneumatically, excluding, of course, nails, large stones and the like!

Dry bulk products have different physical characteristics (with regard to particle size, moisture content, abrasiveness, etc) and for this reason a pneumatic conveying system is normally specially modified to suit the product being handled. Does the siloadmaxx system need to be similarly modified to suit the physical



The telescopic filling pipe is a key feature which ensures complete filling of the container

World-Leading Liner Bag Systems **CARETEX**

We focus on ...

SUBSTANTIAL SAVINGS ON YOUR LOGISTICS

CARETEX introduce...
the new innovation for
hard-to-flow products.

Jet-Flow™



Jet-Flow™ Aeration

Caretex **Jet-Flow™** Liner can effectively and instantly cut the receivers handling and unloading costs without compromising the safety factor during unloading.

characteristics of a specific bulk cargo? For example, could the same siloadmaxx system load a container with coffee beans and afterwards load another container with titanium dioxide powder without need to modify the equipment?

In general the machine could switch from coffee beans to titanium dioxide without a problem. The machine would simply have to undergo adjustment to its filter system, as there are different filter modules to suit various sorts of material.

Apart from that and a quick cleaning run, the system could be used again right away.

The siloadmaxx® system has a modular set up that allows for quick adjustment of its various mechanisms. Such a change-over between materials takes approximately 30 minutes.

Of course there are strict regulations when handling foodstuffs or animal feeds that have to be considered. The easy handling and mobility of the system certainly would allow for using a second machine dedicated just to foods. The business model charges for running machines and not for the number of machines located at the client's site. As such, placing two machines at one site would not cost the client any more and would be entirely feasible if the loading volumes were very high.

Assuming it is possible for the same siloadmaxx system to load different products, how simple is it to clean the system when changing between products?

As already mentioned, our system is specially designed to be capable of handling different materials without long and very time consuming adjustments. Modular construction is the key to that solution. Almost all material contact parts of the machine can be switched within a short time.

A disadvantage of traditional pneumatic conveying/loading systems is that bulk products tend to be treated roughly, sometimes causing degradation/breakage of fragile granules or pellets. Is the siloadmaxx system capable of handling these types of delicate materials gently?

Pneumatic conveying of materials simply isn't gentle. The siloadmaxx® system is capable up to a point of adjusting to the requirements of fragile materials, but certainly has its limits as well.

A balance has to be reached as to what is more important for the client:

efficiency on time taken for loading, or handling the material more slowly with no degradation.

The clients of siloadmaxx® are mainly interested in the efficiency with which the system is able to load bulk materials and fully use the entire volume of the loading space, i.e. a container. This is such a plus factor for so many materials and clients that degradation concerns tend to assume secondary importance

There have been previous examples of pneumatic systems loading bulk materials into freight containers. For example the German manufacturer Motan Materials Handling (now part of Zeppelin Systems) was offering such a system more than 10 years ago. How does the siloadmaxx system differ?

Our patented system is the only way that allows for loading of bulk products with the help of pneumatics. All other systems would violate our patent.

The system you mentioned does many things differently and works in a very different environment. It operates according to a vacuum-based system and seems to be used for plastics only.

I understand that siloadmaxx is capable of loading 25t of product into a container in 25 minutes. However, how long does it take to dock the siloadmaxx unit to the end of the container? Presumably the container and the siloadmaxx unit need to be aligned accurately both longitudinally and vertically – how long does this take?

When we started developing the siloadmaxx® system saving time was one of our key motivations. As such we have designed it in such a way, that the docking of new containers to be loaded can be done quickly. An adjustable filling pipe is one key to this success. Because of this design feature we are able to completely handle containers at a rate of one per hour – including all docking procedures.

The siloadmaxx unit is delivered to site on a truck. Does it need to be unloaded from the truck, or can it be operated while remaining on the truck?

Again, our design is all about flexibility, mobility and efficiency – of course it can remain on the truck and operate to full capacity.

One drawback of the siloadmaxx system appears to be that it occupies a lot of space. Restrictions



The siloadmaxx loading unit is itself in a container and therefore easily relocatable

at certain loading sites may not allow sufficient room for the siloadmaxx unit and the container to be docked end-to-end. Is there a way round this problem?

What you have described is not a problem we have yet come across. All the loading sites we have seen offer much more space than we require. However, if the need arises, we are able to carry out the entire loading procedures off site at a more convenient location. This is where the mobility and the flexibility come into play again.

Can the siloadmaxx system be used to load 30ft and 40ft containers as well as 20ft containers? Presumably a longer telescopic pipe system is required for larger sizes of container, or possibly the same siloadmaxx could be used to load all three standard sizes of container?

Yes, both 30ft and 40ft containers can be loaded with the siloadmaxx® system as well. The pipe can be extended. It certainly depends on the type of material to some extent, but both of the larger sizes of container were loaded with our system successfully even with very light materials.

Could you please describe how the telescopic pipe system works? Is

there just a single pipe, or several? How does the system ensure that a container is fully loaded right up to the top corners?

Well, there is one telescopic pipe that is adjustable in height and length. This is one big key to the success of loading containers fully. But I prefer not to go into details too much at this point.

How many people are needed to operate the siloadmaxx system and how much specialist training do they need?

To operate the siloadmaxx® system only one trained mechanic is needed. In this respect we offer a quick training session for all drivers or operators at the client's site. This is also part of the system's success: it must be straightforward and easy to use.

It seems that the siloadmaxx system may be very cost efficient for applications where there is a need to load a large number of containers regularly – but far less so where a small number of containers need to be loaded only intermittently?

Of course, the longer our machine runs, the more efficient it gets. But our system is mobile and can easily transfer from one place to another. Therefore if a system is not constantly used it can

be shifted to another location easily.

The siloadmaxx® system always proves to be effective, because the cost and time savings that are possible almost always make sense to our clients and to us.

I believe that as part of the total siloadmaxx 'package' you normally supply the container liner as well. Does this need to be a special design of liner or are most types of film or woven liner suitable?

The liners of the quality we use are of special design, because they are especially durable and protective. We supply the client with a sufficient quantity of our liners to ensure that no loading delays occur. This is part of our overall service.

Are any siloadmaxx systems yet in commercial operation?

There are several systems already working. At this point we have 12 systems working in Germany, and we are constantly building new units. Due to our licensing model key accounts can earn the rights to produce systems themselves or with the help of certified siloadmaxx® production partners of our company.

We look to have about 250 machines running either by us or our licensing partners worldwide very soon.

www.siloamaxx.com



The filling pipe protrudes into the specially designed liner to ensure virtually contamination-free transfer of the bulk cargo

NOW AVAILABLE
NEW CONDUCTIVE LINER FOR DUST PRODUCTS:
 - Transparent PE FILM
 - Certified for food contact

ECEPLAST LINER AND FLEXITANK MANUFACTURER SINCE 1995

**QUALITY
 COMPETENCE
 SERVICE
 RELIABILITY**

EESE plast

ECEPLAST S.r.l.
 s.s. 546 15.050 - 71029 Troia (FG) - Italy
 tel. +39 0881 978080; fax +39 0881 979100
 info@eceplast.it; www.eceplast.it

COMPANY WITH QUALITY SYSTEM CERTIFIED BY DNV ISO 9001:2000
 CERTIFIED ENVIRONMENTAL MANAGEMENT SYSTEM ISO 14001:2004

UNIONE DI GESTIONE PER LA SICUREZZA ALIMENTARE
 UNI EN ISO 22000:2005
 DNV

The best solution for bulk sugar in container!

COA Flexitank Meeting

The Container Owners Association is staging a free to attend meeting on Flexitanks at the Intermodal Europe Conference & Exhibition on Wednesday 1 December from 10:00-12:00. The provisional agenda will consist of the following key topics:

- Welcome and introduction
- Status report on the COA Recommended Code of Practice
- Status of Rail Impact Testing and Reporting Procedures

- Feedback from shipping lines on the trends in the carriage of flexitanks
 - Proposed check-list for flexitank materials
 - 'Big Bag Theory' - Studying the potential for increased payload and reduced container damage
 - Questions and answers
- The Meeting, which will take place in one of the Conference Halls located inside the Intermodal Europe 2010 exhibition is open to all interested parties.

When you need exceptional people

talk to the experts

Specialist search and selection in:

- Bulk Cargo Distribution
- Storage and Terminals
- Shipping

Since 1998 we have been successfully placing high calibre candidates in Sales, H&S, Operational and Technical Management roles.

For more information contact John Surtees

+44 (0)1565 626755
john@oilrecruitment.co.uk
www.oilrecruitment.co.uk



Eceplast committed to food safety

Container liners have contributed to significant reductions in the logistics costs of bulk products. Now this packaging solution, which has long been adopted in the chemical industry for the transportation of raw materials, is making headway in food packaging.

In the food sector it is necessary to pay particular attention to aspects of hygiene and safety of packed foods to avoid contamination – whether physical, chemical or microbiological. Eceplast, a major producer of container liners, has seen its commitment to food safety result in ISO 22000 certification, released by DNV (Det Norske Veritas).

The ISO 22000 is the reference standard for the management of hygiene and sanitary safety in the food sector and allows all companies involved in the supply chain, directly or indirectly, to identify precisely the risks they could face and manage them effectively, optimising controls and applying necessary prevention measures. The certificate system allows for the improvement of communication on the risks within the sector and encourages respect for the rules of food safety.

"The certification is an important tool of differentiation that offers us greater

visibility and the key to step into the food market for our packaging solutions. Thanks to the verification by a third party, such as DNV, we can, in fact, prove that the processes throughout the whole production chain are monitored and controlled carefully to guarantee a constant improvement from the point of view of hygiene and safety," declared Nicola Altobelli, sales manager of Eceplast.

The choice of ISO 22000 certification is part of the company policy that has always been focused on innovation and based on values such as quality, respect for the environment, security, assuming full responsibility for the client and final consumer. Eceplast already boasts certification issued by DNV Quality Management System ISO 9001 and ISO 14000 Environmental Management System.

"We are the only manufacturer that is still producing all its liners in Europe at our plant in Italy. We believe, in fact, that it is still possible to carry out manufacturing activities in the 'old continent', focusing on quality and continuously innovating processes and products. In this sense, for us the food safety certification is not reduced to a simple race for the 'brand', but the

result of real attention to market needs and we will always continue in this way as we believe it is the only one possible to stay competitive," added Altobelli.

In the food sector, the container liner still has large opportunities for growth: if it is true that it is already in use for transporting coffee, rice and sugar, other foods with similar characteristics could be handled also as bulk products by this type of packaging. This would allow shippers to reduce logistics costs and to safeguard the integrity and the purity of the product. However, to profit from all these advantages it is necessary to keep in mind the specific safety requirements to be met in food processing.

"The producers of any type of packaging for foods must acquire a true culture of safety by undertaking to prevent risks to the health of the final consumer. The ISO 22000 standard helps packaging companies to create a virtuous system, provided by management tools, capable of monitoring in real time the whole production and logistics chain, all to benefit of competitiveness in the market," commented Alessio Lelario, from DNV.

www.eceplast.it

Hillebrand acquires distributors in Sweden, Australia

JF Hillebrand has strengthened its capability to provide dedicated wine and beverage logistics with the two more acquisitions. In Sweden it has bought Stockholm-based Lagena Distribution AB, the leading distributor of alcoholic beverages in Sweden, while in Australia it has acquired specialist forwarder John Crack Freight Services (JCFS).

Since its formation in 1994, Lagena Distribution AB has been a wholly owned subsidiary of Systembolaget AB, the Swedish Alcohol Retail Monopoly. In April 2010, Systembolaget's Board took the decision to sell Lagena Distribution, as part of an effort to increase the focus on core operations.

"Lagena is an important strategic acquisition for our expansion in the Nordic countries," said Gérard Desbois, CEO JF Hillebrand Group. "The sales process has taken just under six months and attracted the attention of numerous potential purchasers, so naturally we are

delighted to have reached an agreement."

"We believe that JF Hillebrand is the ideal future owner of Lagena Distribution," said Anders Soederlund, vice president of Systembolaget AB. "It is a very exciting development thanks to JF Hillebrand's long-term plans for operations, combined with their extensive expertise in integrated beverage logistics."

Lagena Distribution will keep its current brand and management team and will continue to focus on warehousing and distribution in Sweden. JF Hillebrand Sverige AB will focus on the existing freight forwarding business in Sweden.

Located at the port of Adelaide, JCFS has been in business for 18 years, providing forwarding services to a number of wineries throughout Australia. The company also operates an 8,000 sqm warehousing and container packing depot.

After the acquisition, JCFS will retain its own identity and existing structure,

and all customer contacts will remain unchanged. However, JCFS will be able to draw on the synergies and global networking opportunities provided by the Hillebrand Group.

"Since 1993, JCFS has gained a reputation for supply chain efficiency and personal service," said John Crack, managing director of JCFS. "Becoming part of the Hillebrand Group will provide business development opportunities and enable us to better serve our customers' future requirements. Our clients will enjoy a wider selection of route options and improved access to space and equipment, supported by JF Hillebrand's global network and information management systems."

JF Hillebrand also won two recent industry awards. It was voted "Best Logistics Company" in the 2010 Drinks Business Awards, and "Customer Care" Award at the 2010 IFW Freight Industry Awards.

www.jfhillebrand.com

Quality Assured with Food Grade approvals

New for 2010: 2" and 3" SAFI Monoblock Flexitank Valves

- **ROBUST** monoblock one piece design
- Lockable handle & sealing cap for **SAFETY**
- **COMPACT** size less than 110mm long
- All valves **100% TESTED**
- UK manufactured with **QUALITY** assurance
- **UNIQUE** offset disc for **FAST** loading/discharge times



* FDA §177 of the CFR21:
Code of Federal Regulations Part 177
Indirect Food Additives: Polymers.



SAFI Limited • 35 Holton Road • Holton Heath Trading Park
Poole • Dorset • BH16 6LT • UK
Tel. +44 (0)1202 624 618 • FAX +44 (0) 1202 628 500
flexitankvalves@safi-limited.com • www.safi-valves.com

Trans Ocean completes integration into Hillebrand

Trans Ocean has completed the process of integration into the Hillebrand Group, which the company says will mean customers will benefit from enhanced services and a wider global network.

In 2007, Trans Ocean was acquired by the Hillebrand Group, which operates a global portfolio of specialist logistics companies across a range of industry sectors. The acquisition immediately gave Trans Ocean, which previously operated 6 offices worldwide, access to a global network of over 45 offices, opening up new markets for the company's innovative bulk solutions.

Following the takeover, Trans Ocean's bulk wine operations were integrated into the Hillebrand business, under the leadership of Richard Royans, group bulk wine manager. "The beverage bulk business was the natural place to begin the integration process, because of the synergies with JF Hillebrand's existing wine logistics business model," said Richard Royans.

Once the beverage business had been incorporated, the process began of fully integrating the core Trans Ocean bulk operations into the Hillebrand Group network, a process managed by Mike Williams, of Trans Ocean Southampton, which finalised this year. In many cases this involved opening new Trans Ocean offices, rapidly expanding the network into

new geographic areas.

"Trans Ocean now has operations in over 45 countries," said Mike Williams, now in a new role as Trans Ocean corporate account manager. "Integrating our bulk services into the existing Hillebrand Group office network has given us access to a far wider range of markets, allowing us to offer our industry-leading bulk services to more customers around the world."

"We are extremely enthusiastic about future development opportunities," said Pierre Bonel, global sales & marketing director of the Hillebrand Group. "Traditionally Trans Ocean offered a high quality, cost-effective, innovative transport solution and we will continue to do so. In addition to this we now also help our customers worldwide to improve their customer service and achieve control of the global logistics process. We're introducing a higher logistics service level in the bulk business. We are in fact the only flexitank operators with a fully owned office network large enough to be truly able to offer a global freight management solution for our customers, including state-of-the IT tools and supply chain services. We now have the network in place to push on and further expand our bulk services – while also underpinning our market leading position in bulk transportation."

www.transoceanbulk.com



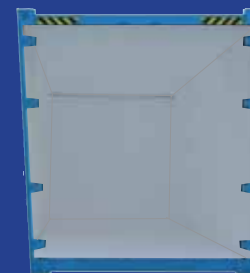
Trans Ocean customers benefit from Hillebrand Group's wider global network



EUROPE & ASIA'S PREMIER FLEXITANK MANUFACTURER



Wall Safety Lining Bag



Insulation Products

Other Barriers Internal & External

- Aluminium Foil Barriers
- Single Ply
- Multi Ply variations



Heater Pads



Various Valves / Hoses / Airvents

- ISO 9001 : 2008 QA Assured at both plants
- Only Flexitank to have withstood the COA TÜV SÜD Rail Impact Test at 14km/h without leaking
- Full Insurance coverage
- Unique tailored designs
- State of the art manufacturing techniques
- Agents strategically located

- 100% FDA Food Grade contamination free
- Fully Recyclable
- Stocks of Pilton Flexitanks located in various regions of the world
- Reduce handling/packaging costs
- Designs and materials fully tested on computer controlled simulation rigs



Pilton Polythene Converters
Innovation in Isoliners

Tel: +44(0) 1268 696331
email: sales@pilton.co.uk
www.pilton.co.uk

New HDPE grades from SABIC

SABIC has introduced two new High Density Polyethylene (HDPE) grades for industrial container applications - HDPE ICP4907S and HDPE ICP5602. Both grades meet the latest market challenges offering a balance of properties, improved processing behaviour and the potential to reduce system costs. The structure of the two SABIC grades open up new opportunities for energy and material savings and cycle time reductions - which support converters to improve their cost-efficiency as well as their sustainability performance.

The two newcomers belong both to SABIC's HDPE line for blow moulding applications in industrial containers. HDPE ICP4907S is designed to meet the typical property requirements for IBCs and tanks, up to 1,000 litres. This new IBC grade is ultraviolet (UV) stabilised. The HDPE ICP5602 is developed for applications in tight head drums varying from 25 to 220 litres.

Both grades are claimed to have an outstanding stiffness/impact-balance, environmental stress crack resistance and chemical resistance, providing good protection for storage of hazardous substances and valuable liquids. What's more, both grades meet the strict requirements for food packaging. All products of the SABIC HDPE ICP line are able to meet the stringent recommendations of the UN and can therefore, subject to regular government approvals and registrations, be used for the production of UN-approved containers. The new grades can benefit

manufacturers' drive for greater cost-efficiency, claims SABIC. Their granular form - which is exceptional for low melt flow-grades within this segment - improves the handling and offers significant opportunities to reduce system costs. The usage of granules prevents material waste, improves machine efficiency and supports safer product handling. Moreover, the relatively high melt flow of the HDPE ICP4907S and ICP5602 enables converters to exploit the potential to improve processing and reduce systems costs without compromising on excellent performance. "The bottom line is that the two new products result in potential carbon dioxide emission reductions and cost savings," said SABIC.

"SABIC is proud to anticipate the latest developments within industrial container applications," explained Ron Reijntjens, project manager HDPE Industrial Containers. "It was only one year ago that we launched the first grades of the SABIC HDPE ICP range. And now we are already taking it to the next level."

"SABIC developed these grades in response to the increasing market need for high performing grades that can meet stringent UN regulations," commented Mario Scholle, business manager HDPE. "The availability of these grades from a major polyolefins supplier such as SABIC enables customers to secure their supply and reduce complex, time consuming approval procedures and processes."

www.sabic.com

Schuetz reports big interest at Fachpack

Schuetz reports that the recent Fachpack 2010 event provided an ideal platform for the presentation of products and services. With nearly 1,500 exhibitors and some 30,000 visitors from the European packaging community, Fachpack 2010 in Nuremberg provided Schuetz with an ideal opportunity to communicate with customers and markets alike.

The group's stand display included drums but focused chiefly on IBCs and a diverse range of services. These reflected the interests of the visitors to the trade fair, where over 500 exhibitors from the packaging, packaging material, packaging aids and packaging recycling segments were the main attraction.

Since the modular IBC system is highly complex thanks to the many different variants it comprises, the best way to explain it to existing and potential customers is in a personal dialogue, the company said. On balance, the company was pleased with the results.

Some special IBC models, such as the Ecobulk LX with its plastic composite pallet, aroused particular interest at the fair. The new base structure makes a distinct improvement to the standard model of the successful container series. Better handling properties, greater stability and sturdiness, a clear reduction in tare weight fluctuations and active contamination caused by wear and splintering, greater weather resistance are some of the main improvements.

The new plastic composite pallet with its high recycled polymer and low timber content also improves the IBC's lifecycle analysis and makes it even



At Fachpack Schuetz offered visitors an insight into its complete drum and IBC portfolio

more suitable for use on conveyor belts, and for stacking, high-bay storage and transport in ISO containers.

The six-layer MX-EV FDA, an IBC specially developed for shipping and storing liquid foodstuffs, attracted a lot of attention at the fair in Nuremberg. Its built-in EVOH barrier guarantees freshness. Thanks to the virtually zero transmission of oxygen, carbon dioxide and nitrogen, for example, the shelf life of the filling goods is considerably extended; oxidation, vitamin loss and microbial infestation are prevented, and aromas and flavourings are preserved. The material can also be provided with efficient light and UV protection. For this, the outer PE layer of the inner bottle can be mixed with a

batch of either white or black dye. This reduces permeability of visible light to below 1 percent and of UV light to less than 0.3 percent.

The IBC satisfies all FDA and EU food transport regulations.

Schuetz has now combined the expertise and experience it has accumulated over the decades relating product application and come up with an efficient service package, in which the company is there for its customers at every point in the supply chain. The offering ranges from selecting the optimum packaging for filling goods and purpose, filling the packaging, full chemical and logistical management to a convenient and efficient system of retrieval and reconditioning.

www.schuetz.net

IF YOU'RE IN
BULK
WE'RE IN
BUSINESS



When shipping liquids in bulk, companies around the world rely on the logistics solutions of Trans Ocean.

Since 1984 we have been providing our customers with the most reliable and cost effective services in non-hazardous bulk liquid transportation. Combining market-leading expertise in the design and use of flexitanks with world-class systems and service standards; we deliver a variety of supply chain solutions to meet the diverse and evolving requirements of our customers.

You'll find Trans Ocean in over 80 countries, and in every major market worldwide.

Please visit our website for contact details.

www.transoceanbulk.com



TransOcean
bulk logistics solutions

Linpac chooses stockist



Goplasticpallets.com is now UK partner stockist for Linpac Allibert products, including the sump pallet and Retenkit floor tile

UK plastic pallets and box supplier Goplasticpallets.com has been appointed by Linpac Allibert as UK partner stockist for its range of spill containment products.

Jim Hardisty, managing director of Goplasticpallets.com, commented: "Leaks and spills can cost companies tens of thousands. Wasted product, employee illness, injury compensation and environmental damage are all contributing factors. Liquid retention products, however, can help companies protect the environment, their premises and their staff."

The spill control range has been designed to contain leaks and spillages of potentially dangerous liquids. It provides safer storage, handling and distribution of hazardous substances for a diverse range of industries including pharmaceutical, automotive, marine, chemical, electronics, waste management, food and beverage.

Manufactured from durable corrosion-resistant plastic, the spill containment products do not

absorb moisture and are unaffected by most chemicals. The products are lightweight and have been ergonomically designed with smooth rounded edges to prevent injury to operatives.

The spill control range includes Retenkit floor tiles that protect floor and feet from acids, alkalis and sea water; sump pallets that offer four-way entry for easy access and nest to save space when not in use; and drum top bund pallets with circular recesses that provide safe storage and containment of drums and their contents. The products are particularly useful for safely handling car batteries, 200-litre drums, frozen foods, kegs, pails and buckets.

All products in the spill control range comply with the latest UK legislation including The Control of Pollution (Oil Storage) (England) Regulations 2011, HASAWA (Health & Safety at Work Act 1974) and COSHH (Control of Substances Hazardous to Health).

www.goplasticpallets.com

Innovative intermodal supply chain management

Cost effective | Sustainable | Safe | Global coverage

www.InterBulkGroup.com



Elemica offers Cloud option with bid optimisation

Elemica is offering Cloud-based logistics sourcing with bid optimisation. The B2B service supplier claims it will help companies prepare for predicted capacity constraints in their logistics, while the transportation bid optimisation could drive transport costs down by as much as 20 percent over competing solutions.

"There is increased awareness of the cost and service impact of transport because of market volatility and instability in capacity and fuel costs," said Mike McGuigan, CEO of Elemica. "We can help companies stay ahead of this rapidly changing market by partnering with companies to run more frequent transportation bidding events, encompassing all transport modes."

Elemica's Logistics Sourcing services support high volume, multi-currency transport sourcing for an unlimited number of bid lanes and carrier bids. It includes the ability to solicit and contract rates, capacity, and lanes for regional or global ocean, road, and heavy air freight, eliminating the need to use Excel-based manual processes. Event and bid history are tracked and stored indefinitely to meet auditing and compliance requirements. "Elemica's Logistics Sourcing cuts sourcing event time by 50-70 percent, while aggregating and standardising logistic routing guides and the carrier base," the supplier said.

According to Adrian Gonzalez of ARC, by 4th quarter 2010, the imbalance of capacity supply and demand will begin to correct and transport rates will rise. Thus established relationships with carriers and automated sourcing processes will become more strategic through the entire transport lifecycle, securing capacity at competitive rates.

Elemica's services incorporate dynamic bid optimisation allowing customers to evaluate hundreds of thousands of carrier bids against a custom-defined sourcing allocation strategy: "With transport procurement becoming an on-going process as opposed to an annual event, dynamic bid optimisation manipulates large data sets that manual processes can't handle, reduces errors by 50-70 percent, and cuts analysis time from weeks to minutes." It also analyses complex strategies to understand the true cost of all potential sourcing decisions. Customers can create and analyse multiple transport strategies where alternatives for mode, equipment size, transit time, and volume committed to single or multiple carriers are balanced to find the best possible solution. Manual optimisation calculations are eliminated, reducing analysis time and allowing for complex collaborative 'what-if' analysis in real-time.

Elemica, which was founded in 2000, today connects more than 2,500 companies across multiple industries, processing over US\$60 billion in annual transactions. Clients include BASF, Continental, Dow, DuPont, Goodyear, LANXESS, Rhodia and Shell.

www.elemica.com



LANXESS is one of 2,500 companies connected by Elemica's network

CAPS moves to the Cloud

Container and Pooling Solutions (CAPS) has announced the recent move of its proprietary container tracking software, CAPS-TRAC, to the Cloud. The Cloud (also referred to as Cloud Computing) is an internet-based hosting environment that shares information, resources and software with computers.

The new environment offers more flexible capabilities, allowing CAPS to customise and optimise its tracking software to individual customer requirements.

CAPS recently selected Joyent as its Cloud expert, and is currently working with its smart computing solution. With the transition of CAPS-TRAC to the Cloud, CAPS can now manage an unlimited amount of customer data while still maintaining superior performance, the company claims. The enhanced ability to process a high-volume of detailed, complex information ultimately allows CAPS to identify bottlenecks and handle increased peak times.

"We are extremely pleased with the increased performance we're experiencing with our recent move to the Cloud," explained Keith Schall, CAPS director of business systems and technology. "No longer are we limited by the volume of data or the time it takes to process that information. By removing these limitations, we are able

to provide unique, customisable container rental solutions to meet our customers' needs."

Since the initial development of CAPS-TRAC in 1998, the company has been consistently enhancing its container tracking software using the most advanced technology. This latest advance comes on the heels of the company launching CAPS-TRAC 3.0, and announcing its CAPS-aTrac aggregate container tracking solution and CAPS-iTrac individual container tracking solution.

"Over the past 18 months, we've continued to invest in technology enhancements to our CAPS-TRAC container tracking software in order to provide a robust, cutting edge solution that is reliable, flexible and scalable," said CAPS CEO Robert Wiedmaier.

"Transitioning to the Cloud substantially increases our performance capabilities, taking CAPS-TRAC to the next level." In addition to its CAPS-TRAC container management solutions, CAPS also rents, repairs and cleans liquid and dry plastic reusable shipping containers.

CAPS (Container and Pooling Solutions) 315-gallon liquid bulk containers are collapsible and reusable, are designed to sustain strenuous transportation conditions, and they either meet or exceed industry testing requirements for impact, vibration, hot/cold storage, and high pressure fills.

The bottom discharge outlet with internal sump ensures low residual. Air-assist liner options are available for high viscosity products. The interlocking design enables superior stacking, and their tamper-evident features ensure maximum security. FDA and Food Contact Approved. Easy to set up and fill, the containers are reusable, they save money by reducing waste and return transport costs, minimising the need for storage space, claims the manufacturer.

www.useaps.com

Mauser adjusts IBC Prices

Mauser Group has adapted its prices by 5-10 per IBC. The price adjustment reflects the increased production cost. All existing contractual obligations will be honoured, the company stated.

www.mausergroup.com

Greif secures new funding

Greif has closed on \$1bn worth of senior secured credit facilities co-arranged by Banc of America Securities, JP Morgan Securities, KeyBank National Association, Citizens Bank of Pennsylvania and Deutsche Bank Securities. The new facilities replace an existing \$700m senior secured credit facility that was scheduled to expire in February 2012.

The agreement provides for a \$750 million revolving credit facility and a \$250 million term loan, both expiring

29 October 2015. Borrowings under these new credit facilities are subject to a pricing grid, initially priced all-in at LIBOR plus 200 basis points, and are subject to certain covenants.

"These new facilities reduce our borrowing costs, enhance financial flexibility and increase access to capital. We are well-positioned to continue executing our disciplined, long-term growth strategy," said Greif executive vice-president and CFO Donald S Huml.

www.greif.com

New duplex stainless steel 'ideal' for tanks

Duplex stainless steel is fast becoming the material of choice for a wide range of stainless steel applications from architectural landmarks to a host of industrial processes. This trend is gaining further impetus with the launch by Finnish steel maker Outokumpu of a new duplex stainless steel grade featuring a higher mechanical strength than the major duplex grades on the market.

Duplex stainless steel grades are commonly grouped into lean duplex, standard duplex and super duplex grades depending on their alloy content and corrosion resistance. The newest addition to this continuum, Outokumpu LDX 2404, shares the properties of lean duplex grades but differs from all other duplex grades in that it offers higher mechanical strength.

As such, the new grade is positioned over the standard austenitic grade 316L and other duplex grades wherever the new grade's high strength can be utilised, for example, in bulk liquid storage tanks, road and rail tankers, pulp and paper machinery and water treatment facilities.

The LDX 2404 is also significantly

more corrosion resistant than 316 due to a higher PRE value (higher Cr and N). This makes it suited to the salty atmospheric conditions of buildings located close to the sea, for example, which can otherwise be prone to discolouration and pitting. The grade's higher mechanical strength, which often allows thinner gauges to be used, offers additional benefits.

Chemical tankers today transport various types of loads, but in general, they all have strict requirements regarding pitting corrosion. The combination of corrosion resistance and higher strength of LDX 2404 makes it a highly cost-effective solution for such applications, says the company.

What makes duplex stainless steel special is that for the corrosion resistance offered by any specific traditional austenitic grade, there is nearly always a duplex counterpart that offers the same or better corrosion resistance, but also twice the strength. This, combined with the fact that these properties have been achieved with a lower overall alloy content than similar-performing austenitic grades, effectively ensures that the material can be used

Composition of LDX 2404®

Cr%	Ni%	Mo%	Mn%	N%
24	3.6	1.6	3.0	0.27

Chemical composition values of duplex and standard austenitic grades.

Outokumpu	EN/W.nr	ASTM/UNS	Cr	Ni	Mo	N	Mn
LDX 2101®	1.4162	S32101	21.5	1.5	0.3	0.22	5
LDX 2404®	1.4662	S82441	24	3.6	1.6	0.27	3
2304	1.4362	S32304	23	4.8	0.3	0.10	-
2205	1.4462	S32205	22	5.7	3.1	0.17	-
4307	1.4307	304	18.1	8.1	-	-	-
4404	1.4404	316	17.1	10.1	2.1	-	-
904L	1.4539	N08904	20	25	4.3	-	-

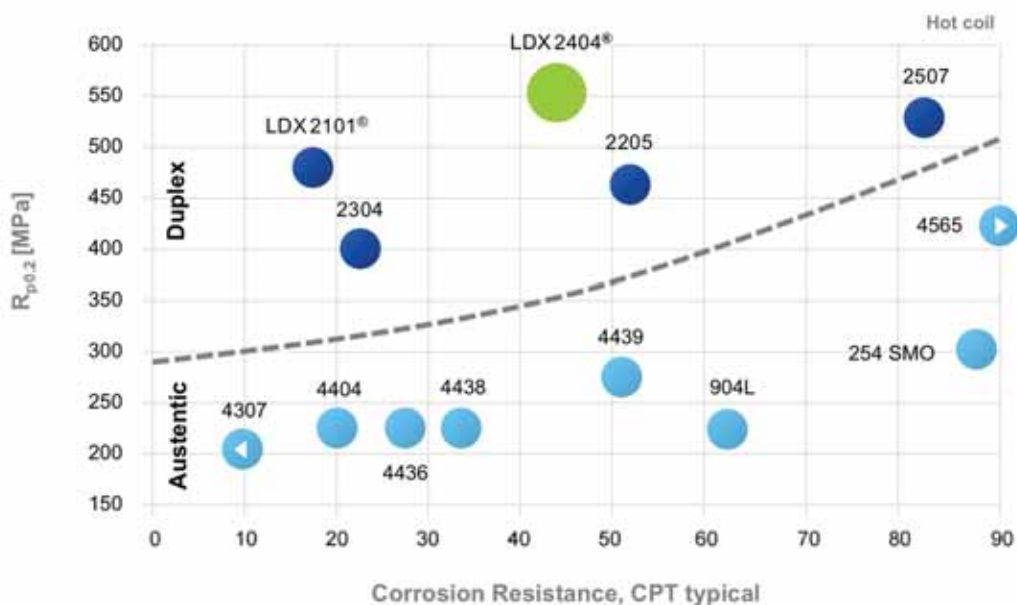
1 | October 18, 2010 |

LDX 2404™



Positioning of Duplex grades

An excellent combination of high strength and corrosion resistance



3 | October 18, 2010 |

LDX 2404®



to achieve major thickness reductions and cost savings in a host of applications.

Storage tanks are an excellent example. The choice of duplex over austenitic grades offering similar corrosion resistance in the construction of tanks for the storage of liquid foods and chemicals has provided up to 50% material savings in some tank sections.

Commercial manager Jan Engfeldt from Outokumpu explains: "As an example, the shell of a certain industrial storage tank would weigh 117 tonnes if built in standard stainless 4404 (316L). If built in LDX 2404 the shell weighs only 72 tonnes. This is a 35 tonne saving in just one tank. Calculating the costs over a large project the savings can be quite significant."

Other characteristic benefits of duplex stainless steels are low nickel content for price stability, as well as good fabrication properties and excellent resistance to pitting, crevice corrosion and stress corrosion cracking – translating into less maintenance, longer service life and minimised lifecycle cost.

Future proof, environmentally sound

It is often too little appreciated that

stainless steel is 100 percent recyclable. Today, the recycled content of Outokumpu stainless steel is approximately 85 percent and higher than the global industry average of 60 percent (according to the International Stainless Steel Forum ISSF).

Furthermore, stainless steel releases a very low level of metal ions to the environment and requires no hazardous coatings. Thanks to the high strength of duplex stainless steel, it is possible to reduce the weight of structures and lower energy consumption in transport and construction.

A new landmark is nearing completion in downtown Stockholm, the Stockholm Waterfront project incorporating a major congress centre. The ambitions of the project include bringing exciting contemporary architecture to one of the most defining sections of the Swedish capital and implementing a green building concept focusing on energy consumption and sustainable materials. Here, lifecycle was an important criterion in the materials selection. After consultation with Outokumpu about stainless grades, corrosion resistance and strength, the architects became convinced that duplex stainless steel would be the correct choice.

www.outokumpu.com



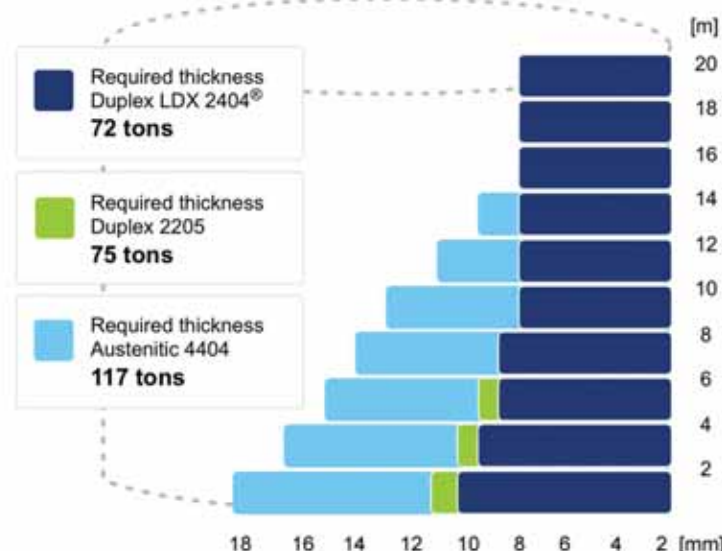
Case: LDX 2404® in Storage Tanks

Tank Specification:

- Height = 20 m
- Diameter = 22 m
- Content density = 1,0 kg/dm³
- Temperature = 20°C
- Design code = API 650
- Joint efficiency = 0,85
- Allowable design stress:
 - 4404 (316L) = 145 MPa
 - 2205 (S32205) = 262 MPa
 - LDX 2404® = 296* MPa

* Not yet included in API 650 Appendix X. The design stress shall be 0,4R_m.

Potential weight saving as a substitute for 4404 :
~40%



4 | October 18, 2010 |

LDX 2404®



Our knowledgeable team provide expertise and support

Cost effective | Sustainable | Safe | Global coverage | Innovative SCM

www.InterBulkGroup.com



SABIC, Oiltanking shake hands on deal

At the annual meeting of EPCA in Budapest, SABIC signed a long-term contract with Oiltanking Stolthaven Antwerp NV for storage services. The agreement, which will go into effect in 2013, will ensure an uninterrupted supply of feedstocks to SABIC's two major naphtha cracking facilities in Geleen, Netherlands.

Oiltanking Stolthaven Antwerp, based in Belgium, will provide storage with zero-emission tanks helping SABIC to ensure a sustainable supply chain. Next to that, a new jetty will be constructed facilitating insuring a reliable service. SABIC says this long-term partnership underscores its commitment to its worldwide customers and service providers as well as to its production facilities at the Geleen site in the southern part of the Netherlands.

"This strategic agreement is an important aspect of SABIC's new initiative to streamline the logistics of our global supply chain, thus enabling us to respond more quickly to changing customer needs," said Yousef Al-Zamel, executive vice-president chemicals, SABIC. "At the same time, we are pursuing investments and partnerships, such as the one with Oiltanking Stolthaven, which increase the sustainability of our supply chain. New vapour-recovery storage tanks in Antwerp, high-efficiency, large-capacity tankers and a pipeline with the latest safety features result in an end-to-end supply system that ranks among the most efficient and environmentally responsible in the world."

Oiltanking Stolthaven Antwerp is a joint venture between Oiltanking

GmbH and Stolthaven Terminals BV operating an independent terminal in Antwerp handling petroleum products, chemicals and gases.

"We look forward to the start of a long-term relationship with SABIC and making an important contribution to the company's strategic goals of enhanced customer service and sustainable practices," added Luc Jorissen, managing director at Oiltanking Stolthaven Antwerp. "Our infrastructure and skilled and experienced personnel will ensure a reliable supply of critical components for SABIC's Geleen site. Moreover this new business will further on strengthen our position as the main chemical hub in Antwerp, being well integrated with the surrounding petrochemical industry."



From left to right: Frank Claus, director supply chain chemicals Europe; Saleh Al-Shabnan, general manager SCM Chemicals, signing on behalf of the SABIC's Chemicals Business; Walter Wattenbergh, Stolthaven terminals; Daan Vos, Oiltanking ARA/Europe South.

SEA-Tank opens Antwerp terminal

Ghent based Sea-Invest and Swiss trading group Glencore are jointly investing 250 million in the construction of a 28 ha tank farm for storing petroleum products. The new terminal will be sited on quay 510 where Sea-Invest currently stores zinc ore and lead for Nyrstar. It will enter service in mid-2013 and have a storage capacity of 900,000 cbm, employing 75 people.

The terminal will be operated by joint venture between Glencore (49%) and Sea-Invest (51%). Nyrstar activities will be moved to the Antwerp's Leopold quay, where Sea-Invest will invest in a new 40 million "ecological terminal".

Van de Vyvere sees the deal with the Glencore as a very important step in the internationalisation of company's tank storage subsidiary Sea-Tank. In 20 years, Sea-Invest has become the largest European market player in handling of coal, ores, fertilisers and vegetables (via Belgian New Fruit Wharf). Six years ago it entered the market for transshipment and storage of bulk liquid cargo through the

acquisition of Locachim in Ghent. After renaming the entity Sea-Tank, the company also established terminals in Bordeaux, Rouen and Antwerp.

The news was announced by Sea-Invest CEO Philippe Van de Vyvere at the opening of the Total Euro Hub in the 6th Haven dock, which was officially inaugurated by Flemish minister-president Kris Peeters. The Total Euro Hub is a facility for storing various oil products on behalf of the Trading & Shipping division of the Total group. Sea-Tank Terminal, a subsidiary of Sea-Invest, has built 515,000 cbm of storage capacity here, comprising 30 tanks with capacities ranging from 1,000 to 48,000 cbm. The investment amounted to 150 million.

There is also the potential to expand the surface area a further 80,000 cbm. The terminal will have a total throughput of 7 million tonnes a year.

Once both terminals are operational they should result in an additional 30 million tonnes of freight annually for Port of Antwerp.

Hoekstra to take top job at Vopak

Royal Vopak shareholders have approved the previously proposed appointment of Eelco Hoekstra as chief executive with effect from 1 January 2011.

Hoekstra will replace John Paul Broeders, who is leaving Vopak to become CEO of investment company SHV Holdings NV. Hoekstra, who joined

Vopak in 2003, has been responsible so far for Vopak's Asian business. Previously, he had headed the company's activities in the UAE and Latin America.

Vopak said a drive to diversify into biofuel and vegetable oils, which make up 12.5 percent of operating profit, hurt third-quarter earnings as biofuel investors sought to keep their positions low in an uncertain market.

Group operating profit rose by 9 percent in the third quarter to €113.8 million (Q3 2009 €104.3 million). Excluding exceptional items, group operating profit rose by 10 percent to €114.8 million (Q3 2009 €104.2 million), mainly as result of a positive currency exchange effect of 9.7 million.

In a 12 month period worldwide capacity increased by 0.7 million cbm 28.7 million cbm at the end of September 2010. Capacity added during and after the third quarter of 2009 will have a positive contribution when comparing the results of the third quarter of 2010 to results of the third quarter of 2009.

Year to date the group operating profit was €336.7 million, an increase of 17% compared with same period of 2009 (€288.6 million), including a positive currency effect of €17.5 million. Excluding exceptional items, group operating profit year to date 2010, increased by 17% to €337.8 million (YTD 2009 288.4 million). Besides the currency translation effect, the improved results were driven by new capacity coming on stream and higher revenue per cbm, partly offset by a slower take up of new capacity at certain terminals.

Petroplus mulls storage option for Reichstett

Switzerland-based Petroplus Holdings is considering closing refining operations at Reichstett, near Strasbourg, France, and converting the site into a storage terminal.

Petroplus had tried to sell the site but without any success, and the company has determined that in the "current challenging refining market and capital-constrained environment", it cannot justify further sizeable capital investments in the plant. As a consequence, Petroplus has informed the Works Council at Reichstett that it intends to commence a formal information and consultation process to propose terms to cease refining and convert the site to a terminal.

The change of operations could mean the loss of some 250 jobs. Petroplus bought the refinery from Shell in 2008, but in 2009 the site alone lost \$111 million dollars," Jean-Paul Vettier, Petroplus's CEO, told local media.

"Petroplus is committed to help impacted employees and has proposed a job protection plan intended to mitigate the effects on them through measures such as assistance in securing new jobs, severance packages, and early retirements," a company statement read.

The company currently owns and operates six refineries across Europe: Coryton Refinery (Thames Estuary, UK); Belgium Refining Corporation Refinery (Antwerp, Belgium); Petit Couronne (France); Ingolstadt (Germany); Reichstett; and Cressier (Neuchatel, Switzerland). The refineries have a combined throughput capacity of approximately 752,000 barrels per day.

Petroplus reported an estimated clean net loss of US\$70 million, or \$0.74 per share for the three months ended September 30, 2010. This compared with an equivalent net loss of \$160 million, or \$2.14 per share, for the

corresponding period of 2009.

Jean-Paul Vettier, Petroplus's CEO, said: "Third quarter results were disappointing mainly due to weak market conditions, particularly in July and August. European refining margins declined to below \$2 per bbl during that period as increased industry production coming out of second quarter maintenance overwhelmed demand, especially for gasoline. Operationally, Petroplus refineries were able to increase throughput after second quarter maintenance. We continue to focus on improving the operating performance of all of Petroplus' facilities. While we are not totally satisfied with overall reliability in the third quarter, we are making good progress in many operating areas, including cost reductions, energy efficiency, crude optimisation, and our response time to changing market conditions. These efforts are enabling

the Company to capture more of what the market may offer us."

For the year-to-date, Petroplus has earned approximately \$425 million in clean R&M EBITDA, up from approximately \$240 million in the first nine months of 2009.

CFO Joseph D Watson noted that liquidity improved during the third quarter due to careful management of working capital as well as lower capital spending after the maintenance-heavy second quarter. "We ended the quarter with \$189 million in cash, up from \$175 million at the end of June; no borrowings under our revolving credit facility; and approximately \$675 million in additional liquidity under the RCF, up from around \$600 million at the end of June."

Petroplus expects 2011 "to remain challenging" but to improve over 2010 as worldwide GDP and demand for oil products continue to strengthen.

NuStar inks shale pipeline deal

Koch Pipeline Company NuStar Logistics has agreed on a pipeline connection and capacity lease agreement that will give the company future additional capacity to transport Eagle Ford Shale crude oil to Corpus Christi, Texas.

The project involves reactivation of NuStar's previously idled Pettus South Pipeline, which runs 60 miles from Pettus, Texas to Corpus Christi. NuStar will operate the pipeline; Koch Pipeline will lease the capacity and combine it with its existing gathering systems to move growing crude oil production from South Texas Eagle Ford Shale fields to Corpus Christi refineries and terminals.

"This agreement with NuStar is another step in our strategy to expand our pipeline capabilities in South Texas," said Kim Penner, president of Koch Pipeline. "We expect to tie this line into our system within the next six to eight months, adding at least 30,000 bpd of new capacity. As Eagle Ford production grows, the line's capacity can be increased to about 50,000 bpd."

"In addition, we are working on several more opportunities to increase pipeline capacity to the Corpus Christi refining centre and Ingleside waterborne terminal," Penner said.

"This is an exciting opportunity because NuStar and Koch Pipeline have pipeline and gathering systems that are

uniquely located to develop jointly a quick and economical solution to get the Eagle Ford crude oil into Corpus Christi to supply local refineries and other customers," added NuStar president and CEO Curt Anastasio. "It is a win for the producers because they will soon have an effective means to transport their crude production; a win for the refiners because they will have access to another crude oil supply source; and of course a win for Koch Pipeline and NuStar based on the increased throughput in our systems."

"NuStar's existing pipeline and terminal infrastructure in South Texas also provides the foundation to pursue and develop other logistics opportunities in the Eagle Ford Shale region," Anastasio commented.

Koch Pipeline and NuStar expect the project to be completed and in service in the second quarter of 2011.

Expanded activity in the Eagle Ford production formation has allowed Koch Pipeline's subsidiary Flint Hills Resources to receive more domestically produced crude at its Corpus Christi refinery. In May, Koch Pipeline completed projects that allowed it to increase its crude oil and gas condensates transportation capacity by about 25,000 bpd.

Koch is building a line to expand delivery capability to Flint Hills' Ingleside waterborne terminal. In addition, the company is further increasing



Expanded Eagle Ford production has allowed Koch subsidiary Flint Hills Resources to receive more domestically produced crude at its Corpus Christi refinery

transportation capacity by 40,000 bpd from its existing system in the northern Eagle Ford counties. This increase will be final during the first half of 2011.

In September, in conjunction with Arrowhead Pipeline, Koch Pipeline

announced an agreement and joint tariff to add 50,000 bpd of crude and condensate capacity during 2011 from the western counties of the Eagle Ford.

Koch Pipeline is the largest transporter of South Texas crude and operates

about 540 miles of active transportation lines in Texas. The company also has ongoing relations with other crude distribution systems that further its ability to provide services in this growing production area.

MULTIMODAL 2011



THE UK AND IRELAND'S LEADING TRANSPORT AND LOGISTICS EVENT

NEC BIRMINGHAM • 5-7 APRIL 2011



Multimodal is the UK and Ireland's only event dedicated to more efficient freight transport & logistics and supply chain management.

DB Schenker exhibited at Multimodal 2010 both with increased commitment and increased success. Multimodal is an integral part of our UK marketing strategy; put simply, it delivers customers to our stand and real value to our bottom line. We have further increased our presence for 2011 – and look forward to working with the organisers to develop the show and build on its undoubted success.

David Harrison, Commercial Director, DB Schenker

Exhibiting was a completely new experience for us at the inaugural Multimodal in 2008. Capitalising on our success at the show, we have returned each year with a larger stand. Every year the experience just gets better and continues to reap massive rewards for us.

Helen Ryan, Marketing Manager, The Malcolm Group

We have been avid supporters of Multimodal from the start. We have found the exhibiting experience extremely worthwhile and have benefited enormously in broadening our client database with the new contacts we have made at the show. The networking opportunities that Multimodal provides are invaluable and we're looking forward to another successful show in 2011.

David Brooks, Commercial Manager, Mann & Son (London) Ltd

Multimodal 2011 is already 85% sold out and there are only a limited number of stands available. To enquire about sponsorship and exhibiting opportunities contact Jenny Moore today and see how you can benefit from meeting and doing business with the leading shippers in the UK.

+44 (0) 20 7370 8957 @ jenny.moore@clarionevents.com

Lead sponsors include



Freight • Transport • Logistics • Supply Chain Management

5-7 April 2011, NEC Birmingham, UK

www.multimodal.org.uk



Fujairah financing in place

GPSCemoil has announced that the financing of the construction of phase four of its storage terminal at Fujairah, United Arab Emirates, has been successfully arranged.

GPSCemoil, a joint venture between Gulf Petrol Supplies LLC (a subsidiary of the Fujairah National Group) and Cemoil, finalised the financing of a US\$90 million loan from a consortium of banks in Abu Dhabi, Dubai and Singapore. The multi-currency loan was structured through a combination of Islamic and conventional loan tranches, with HSBC Bank Middle East Limited acting as the lead arranger.

The storage terminal will increase capacity in Fujairah from its existing 95,000 cbm to approximately 675,000 cbm. Phase four of the facility is expected to cost US\$130 million when completed in 2012. It will be one of the largest bunker terminals in the Middle East and will also be Cemoil's largest storage facility in its global footprint, exceeding the current 482,000 cbm storage capacity at its flagship Helios Terminal in Singapore.

Managing director of Cemoil Asia & Global Logistics and GPSCemoil director Sanjay Anand said: "The GPSCemoil terminal, which is part of our extensive global supply infrastructure, will substantially increase our strategic presence in the Middle East. It will ensure our shipping customers highly reliable supply, speedy service and competitive pricing."

"The Fujairah facility will also significantly expand our worldwide fuel terminal business, helping to provide stable recurrent income amid current market volatility."

The construction of the terminal is part of Cemoil's strategy to expand its global integrated marine fuel supply chain, further developing capabilities and services enabling customers to benefit from Cemoil's position as one of the largest physical marine fuel suppliers worldwide.

Saif Al Salami, managing director of Fujairah National Group and

GPSCemoil Director, added: "Gulf Petrol Supplies' ongoing investments in Fujairah, including GPSCemoil storage terminal expansion, are reflective of our confidence and commitment to the Emirate's growth and strategic importance to the region."

Cemoil's expansion will take the total storage capacity in Fujairah, the world's second-largest bunkering port, to around 6.7 million cbm in the next few years, from 3 million cbm currently.

Azerbaijan's Socar Trading has also announced plans to build a 640,000 cbm storage terminal, for both dirty and clean fuels, in a joint-venture with Swiss trading house Aurora Progress by late 2011, which it plans to lease out. Other players expanding capacities in Fujairah include Gulf Petroleum, which plans to double its capacity to 710,000 cbm and the Oil Marketing & Trading group to 300,000 cbm.

Royal Vopak is now the largest capacity holder in Fujairah, with 1.5 million cbm of dirty and clean capacity. "There's a lot of construction going on in Fujairah by way of new oil terminals and most of the plans were made before the crisis," a Middle East-based fuel oil trader said. "But now, with the downturn hitting Dubai quite hard and Fujairah losing some bunker volumes to regional ports, I'm not quite sure if the same pre-crisis growth can be expected."

Fujairah is also losing its status as the world's second-largest port as volumes are drawn away to other ports in the Middle East, industry sources said. Estimates by some traders showed that its volumes have fallen by as much as 40 percent in the past year, down from its 2008 total of 1 million tonnes a month.

Cemoil is a major supplier of marine fuels in Asia and the US West Coast and has a 482,000 cbm storage terminal in Singapore. Glencore, the world's largest independent commodities trader, recently took a controlling 51 percent stake in Cemoil.

New Single Bar Liner provides ultimate deep-sea, dry bulk efficiency

Reduced packaging & logistics costs | Sustainable | Flexible | Reliable

www.LinerTech.com



Ghent gets Brazilian investment

Ghent Port Company has signed an agreement with Brazil's Companhia Brasileira de Logística (CBL) for a 70 million bulk liquid storage terminal.

The terminal will be situated at the Kluizendok on a site more than 8ha. It will have a 350m quay for a planned annual throughput of 875,000 tonnes. The investment would initially create 30-35 jobs. Construction is scheduled to start in autumn 2011 and will take two years to complete.

CBL is the twelfth company to invest in Kluizendok. The terminal is on the north side of the dock and is used for storage of liquid diesel, gasoline, ethanol, biodiesel, vegetable oils and pharmaceuticals. On the site there will be a total 35 tanks from 5,000 to 10,000 cbm, with total storage capacity of approximately 294,000 cbm. The terminal will also include a wastewater treatment plant and offices, a

laboratory and fire protection system by including water tanks.

The first contacts between Ghent Port Authority and CBL were made during the Royal mission to Brazil in May 2010, in collaboration with Flanders Investment and Trade Brazil. Barely six months later, both signed the agreement to invest in Ghent.

This investment is also in line with the port's strategic plan for 2010-2020 which aims to attract new companies to Ghent, investing in the Kluizendok and expanding operations in the chemical industry.

CBL is part of the Interalli Group with headquarters in Curitiba in the state of Parana. The group is active in marine storage, logistics and solid agricultural products. It has a cargo throughput of 3 million tonnes a year and has a dedicated terminal at Port of Paranagua.



CBL's terminal will be situated at the Kluizendok on a 8ha site

ITC bans rope gaskets

Intercontinental Terminals Company LLC (ITC), based in Deer Park (TX), is to prohibit the use of rope gaskets around man-ways or dome lids on tank trucks.

In a letter to customers, ITC said it was making the move to ensure no vapour release.

Department of Transportation regulations prohibit the release of any hazardous material package into transportation with leakage of hazardous liquid or vapour. "There can be absolutely no endangerment to the public or community due to the release of hazardous chemicals and or their vapours," reads the letter. "Tank trucks leaving our facility carrying hazardous cargo must be vapour tight."

ITC reviewed the process of using rope gaskets around man-ways or

dome lids by tank truck carriers and determined that this gasket material "does not provide a sufficient vapour barrier".

"We have incurred numerous non-conformances due to vapour leakage around these sealing surfaces. Many trucks have been turned away during ITC truck loading inspection due to this leakage. These incidents of leakage equal costly time delays and expense in terms of loading detention charges to ITC and our customers and/or their customers," said the company.

Therefore, carriers and customers should note that the use of rope gaskets as a seal for tank truck trailer man-ways or dome lids will be prohibited at by ITC as of 1 January 2011.

KM expands in NJ

Kinder Morgan is set to bring on-stream three new oil products and ethanol storage tanks at its Carteret, NJ, facility next summer.

Another four new tanks will be commissioned by the end of 2011. The seven new tanks will add a total of 1.035 million bbl to the existing 7.833 million bbl of capacity at Carteret.

The \$60 million expansion project was announced by Kinder Morgan in July 2009. Kinder Morgan said that it had entered into an agreement with a major oil company to lease the new

tanks. OPIS reported last year that the major oil company was BP. The new tanks would allow BP to import and trade larger volumes in Port of New York in the future.

BP is currently an existing tenant at the Carteret terminal, which is shared with GE Warren.

The redevelopment project at Carteret calls for the addition of a new gasoline/ethanol blending storage facility. Seven new blending tanks will allow for about 1.035 million bbl of storage, making Carteret Kinder Morgan's second-

largest liquids terminal after Pasadena/Galena Park, in Texas.

Carteret currently has a total capacity of 7.8 million bbl in 280 tanks. The terminal has four barge docks, and also has access to CSX and Norfolk Southern railway services, the New Jersey Turnpike, Routes 1 and 9.

For pipelines, it could receive fuel from the Sunoco, Colonial, Harbor pipeline systems, and it could deliver into the Colonial and Buckeye systems. The terminal could also accommodate deep-draft ocean-going tankers.

'Clockwork' construction at Maasvlakte 2



Pic courtesy of Aeroview

Since work started on the construction of Rotterdam's giant Maasvlakte 2 two years ago, 170 million cbm of sand has been brought in. At the height of the 'sand operations', some 10 trailing hopper suction dredgers were at work simultaneously. Now, that number has been reduced to about three. Contractor PUMA (a joint venture between Boskalis and Van Oord) has shifted the accent in construction to the 'stone operations', the construction of 3.5 km of hard sea defences on the northwest side, and the construction of the quay wall for the first container terminal. Both are currently in full swing. This means that the project is on schedule. In three years, the first container ship will be able to moor in the new port area.

Important milestones in 2011 are the start of construction work on the quay

wall for the APMT container terminal (January), the delivery of the site to container stevedoring company RWG so that it can set up its terminal (Spring) and the construction of the infrastructure bundle (road, rail, cables and pipelines) to connect Maasvlakte 2 to the existing port infrastructure. This infrastructure bundle will be situated between the Slufter and Distripark Maasvlakte.

On the southwest side, Maasvlakte 2 will have a soft sea defence of dunes and beach. On the northwest side, the waves can be stronger, however, and there is less room, due to the nearby navigation channel, to create a gradual slope. For this reason, it was decided to create a hard sea defence stretching 3.5 km made up of 'stony dune' with a block dam in front of it to form a breakwater.

GIRARD

Intermediate Bulk Container Pressure & Vacuum Relief

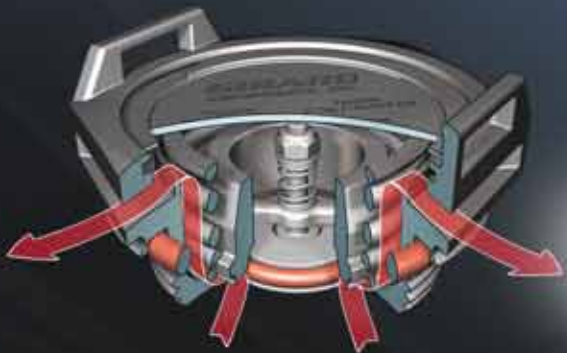
A single GS10005 sMart Vent™ protects intermediate bulk containers (IBCs) against excessive pressure and vacuum. Threading into a standard 2" port, the design features a cast stainless guard to protect the rain cover against impact damage. Engineered for low maintenance and easy cleaning, this vent offers superior protection for metal IBCs.



**SMART
VENT™**

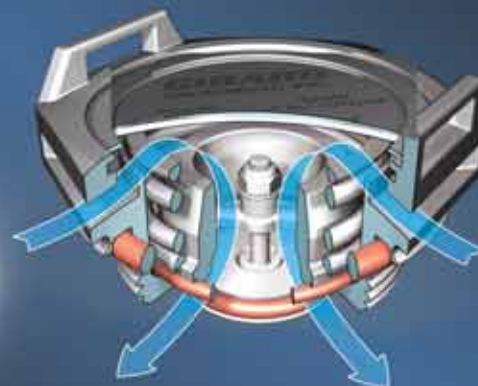
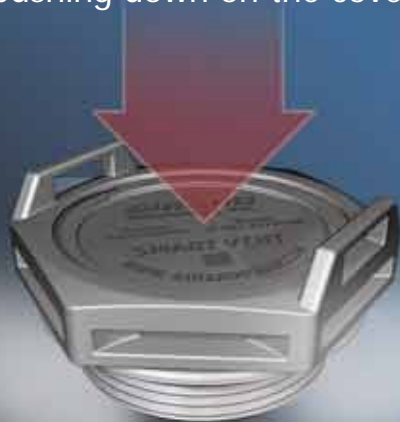
Manual Venting

sMart Vent™ manually relieves pressure by pushing down on the cover



Pressure Venting

sMart Vent™ relieves tank pressures exceeding 5 psi



Vacuum Venting

sMart Vent™ relieves tank vacuums exceeding 2" Hg



Girard Equipment, Inc.

+1-908-862-6300 • www.girardequip.com • gsales@girardequip.com

EUROPE ■ CHINA ■ USA

