

BULK DISTRIBUTOR

INTERNATIONAL NEWS • PEOPLE • PRODUCTS

May/June 2012

EC tells member states to apply Directive

The European Commission is telling seven member states that they must take appropriate measures to apply the Working Time Directive (WTD) to self-employed drivers.

If the states - Austria, Czech Republic, Finland, France, Poland, Portugal and Spain - fail to inform the Commission within two months about the measures taken to ensure compliance with EU law, the Commission could refer the cases to the European Court of Justice.

Directive 2002/15/EC sets minimum social protection standards for mobile workers in road transport. It aims at improving the health and safety of mobile workers in the sector. At the same time it aims at ensuring fair competition by setting equal minimum conditions for all

businesses active in road transport within the EU.

Self-employed drivers were excluded from the scope of the directive until 22 March 2009, after that date the respective rules fully apply to this

category of drivers as well. However, three years on the seven member states have failed to communicate to the Commission the measures taken to transpose the Directive and apply the

working time rules to self-employed drivers.

Failure to comply with the obligations set out by the WTD would allow self-employed drivers in some member states to ignore the Directive and in particular its weekly working time limits. This would result in a "non-harmonised framework" throughout the EU and distortion of competition against those member states which have properly transposed the Directive.

"The issue of whether or not the application of the rules to self-employed drivers is appropriate was extensively discussed between the Commission, Parliament and Council on the occasion of the expiry of the exemption for this category of drivers," said a European Commission statement. "While the Commission saw some practical difficulties when it comes to enforce the rules on the self-employed, the Parliament insisted that the exemption should not be continued."

The French road haulage federation (FNTR) claimed there were "practical difficulties" in applying the directive. "It's important to point out that the directive refers to working time and not driving time, where the same rules apply to all haulage firms," a spokesman added. "Regulating how many hours an owner-operator puts in away from the wheel appears nearly impossible."



IN THIS ISSUE

Supply Chain	2
Tank Containers	7
Components	12
Depot Services	14
Logistics	16
Loading & Bagging	18
Terminals & Storage	21

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

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

Advertisement Manager Ed Andrews
ed@bulk-distributor.com
Tel: +44 (0)208 530 8322

Circulation & Development: Danny Holmes
danny@bulk-distributor.com
Tel: +44 (0)1565 653283

© Ashley & Dumville Publishing Ltd

Bulk Distributor is published by
Ashley & Dumville Publishing Ltd
Caledonian House, Tatton Street, Knutsford,
Cheshire WA16 6AG, United Kingdom

www.bulk-distributor.com

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.

'Six to eight serious buyers' looking at De Rijke division

Potential acquirers are lining up to bid for the bulk liquid logistics operations of Dutch group De Rijke.

CEO Kees de Rijke told Dutch business newspaper *Het Financieele Dagblad* that some six to eight 'serious' parties have now shown interest in acquiring the division from an original list of 20 or so potential purchasers.

The transport group, based in Spijkenisse, is looking at selling the division comprising tank containers, tanks and fuel distribution, in order to concentrate on other chemical logistics activities, warehousing and packing.

Bulk liquid logistics directly employs 325 people within De Rijke and turns over about €80 million. In the HFD interview, Kees de Rijke said that while interest in the division has come from Dutch and foreign investors, including financial institutions, the family's preference would be to sell to a strategic partner "with whom we could work in the future".

• Bulk logistics proved a driving force behind Vos Logistics' net turnover of €254 million in 2011, an increase of nearly 5 percent on 2010. The company profited in the first three quarters from an increase in both national and international transport volumes. Cargo and bulk reported marked improvements in their turnover. At Logistic Services, the turnover was stable.

There was a strong recovery in operating profit to €7 million (2010: €0.4 million). Cash flow from operating activities increased from €1.3 million in 2010 to €11.5 million in 2011.

Net profit came to €1.5 million, versus a loss (including one-offs) of €3.9 million in 2010. The strong recovery in results was attributable mainly to "a more efficient, productive and customer-focused organisation. The company is more

resilient to unexpected fluctuations in the transport market, partly thanks to the flexible capacity structure based on a mix of group-owned transport capacity in combination with fixed and flexible charters."

Her Majesty's truck



UK logistics group Suttons specially liveried one of its brand new Volvo tractor units to celebrate the Queen's Diamond Jubilee. In 1977, Alf Sutton, the company's founder had the front of a truck painted with a Union Jack to mark the Queen's Silver Jubilee. Now 35 years later current MD Andrew Palmer is repeating the gesture saying: "This seemed like the perfect opportunity for us to bring back the Union Jack to mark such a momentous occasion. It was a feature of the whole fleet in the 1980s and proved a popular and distinctive sight on Britain's roads."

SPECIAL TANK CONTAINERS AND SWAP BODIES FROM UBH INTERNATIONAL

EXPERIENCE AND INNOVATION IN TANK DESIGN AND MANUFACTURE

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



UBH International Ltd



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

China's changing chemistry challenges the world

China, which until very recently had only a tiny chemical industry, has seen production increase ten-fold over the past decade. In addition it has now become a major consumption market in its own right. This spells major changes for chemical supply and logistics chains

AT Kearney China, a consultancy, says one of the most striking trends in China is the continued build-up of capacity even for those products for which capacity utilisation is already quite low.

PVC is a good example. In 2010, there were around 20 domestic projects leading to growth in PVC capacity. Given that domestic consumption increased by 17 percent from 2009 to 2010, and that China imported substantial amounts of PVC, this expansion seems to make sense at first glance. However, capacity utilisation in 2010 was only around 50 percent, severely limiting the prospects of the new capacity coming on-stream. The overall situation is similar for methanol while for other chemicals such as aniline, capacity utilisation is far below 50 percent.

Domestic overcapacity has led to severe price pressure for some products, such as polysilicone. AT Kearney believes this will lead to further reduction of investment in this area and has already led to government restrictions on the build-up of new capacity. For other chemicals, price pressure comes from cheap imported materials. Antidumping rulings are an indication of such price pressure. Though the number of antidumping cases has been slightly declining, it is still relevant for several important chemicals, such as methanol, chloroform, butandiol and phenol. However, China's anti-dumping tariffs on PVC from selected countries, for example, suggest that the domestic industry may simply not yet be sufficiently competitive.

But the most significant trend in the Chinese chemicals market is not to do with the type of chemical products being produced rather the quality. Indeed the quality of many basic chemicals, such as MDI, has now reached global standards, says AT Kearney, while in other areas such as speciality and high-end chemicals there still is room for improvement.

Indeed, the consultants reckon competition between domestic and multinational chemical companies will largely take place in the growing 'mid-level' segment of the chemicals market. This area is being targeted by domestic companies from below - through improving the quality of their products - and from the top by incumbent multinationals - through adapting global products to domestic cost structures.

The underlying reason for this shift towards higher quality is the much-vaunted growth of the Chinese middle class. According to a forecast by the Chinese Academy of Social Sciences, a government think tank, the middle class consumer population is currently estimated at 250 million and is expected to surpass 400 million by 2024. This will provide the impetus for growth in demand for food chemicals, bio-materials and speciality chemicals used in the production of consumer goods. Chemicals used in the production of small and large consumer goods, such as pigments for cosmetics or plastics for cars, will see higher growth rates than purely investment-driven chemicals.

So capacity aside China is looking to move up the value chain. In



Competition between domestic and multinational chemical companies will largely take place in the growing 'mid-level' segment of the market

titanium dioxide, for example, this means that local Chinese producers are shifting from low-end anatase varieties to higher-end rutile varieties. At the same time, China is also looking at technologies not fully established elsewhere and trying to gain technology leadership. The most prominent example of this is the rise in coal chemical projects.

Environmental protection is becoming increasingly important in the production of chemicals - particularly as the government has to cope with protests from the emerging middle class, which have occasionally been directed at chemical factories such as a planned PX plant in Xiamen.

Moving inland

This trend is particularly strong in the more developed regions in China's east, where more and more chemical production is shifting to dedicated chemical parks. At the same time, production capacity is also moving to Western and Central China. While the weaker environmental regulation in these poorer areas is one reason, another is the government promotion of more evenly spread nationwide development. Currently, Chongqing in central China is such a focal point of investment, with BASF and other multinationals setting up production there.

Another consultancy KPMG argues that China's traditional export-driven business model, with its emphasis on cost competitiveness, standardisation and middle-to-low technological content, is being eclipsed by new economic drivers and priorities. For the chemical industry, this is likely to mean increased technological competence and deeper local customisation.

The passing of the 12th Five Year Plan in March 2011 heralded this new phase of development, which is quickly being embraced by the leading players in China's chemical industry. The Five-Year Plan has targeted R&D to increase from the current 1.4 percent of GDP to 2.2 percent in 2015. This overall goal will have an impact on most sectors of the chemical industry.

According to the China Petrochemical and Chemical Industry Federation (CPCIF), the industry's output value for 2010 was RMB5.23 trillion, 32.6 percent above the previous year. Tellingly, for the first time this figure exceeded that of the United States (US\$734 billion, or approximately RMB4.7 trillion).

In addition, China approved its own version of REACH, the European Union guidelines on chemicals use and safety, in October 2010.

In general the increasing contribution of private domestic

spending to the economy will continue shaping demand for chemicals. KPMG surveyed chemical industry executives as to which macro-trends would affect the industry and how. Over 50 percent said that the pull from local derivative demand would consistently outgrow export demand in the coming five years. This may trigger product localisation and a reshuffle in supply chains, with food chemicals and packaging (PE, PP, LDPE, PET) standing to gain most.

Urbanisation (although down from the peaks of 2009) and infrastructure spending will continue. The Chinese government is focusing efforts on the less developed western regions of the country, currently growing at a faster pace than many coastal regions. In chemicals this could mean that sub-sectors, such as PVC, would be the most likely candidates for industrial relocation within China. Certain olefins projects at the coal-rich north west are another early indicator of this trend.

Supply chain implications

In terms of supply chains, China is already winning industry market share in hi-tech intensive industries, while traditional lower cost manufacturers continue their move towards more cost effective countries such as Vietnam. The change may negatively affect bulk polymer and resin manufacturers (eg, those catering to the garment industry) but will bring in opportunities for electronics and speciality materials manufacturers, as well as performance plastics and composites.

Over the next five years, KPMG expects to see the emergence of new local majors in the agrochemicals sphere. This is a stated goal of the government and probably the only feasible way to deal with the overcapacity and sustainability issues in some parts of the sector. Chinese majors will continue their international expansion; however, emphasis will shift from a focus on securing feedstock towards building global businesses.

Moreover, automotive companies could make forays into the chemical industry. In line with their efforts to explore zero emission technologies and alternative power sources, KPMG says Chinese auto makers will have a compelling reason to get involved in the management of the research process. BYD has led the way here with its entry into batteries, and competitors are sure to follow, the consultancy reckons.

Finally, Chinese subsidiaries of multinationals will also become more self-sufficient. Chinese nationals will no longer be a novelty on the boards of European and American chemical corporations.



Earth-Rite® RTR™ Static Grounding for Road Tankers

The Most Advanced Road Tanker
Static Grounding System for
hazardous area liquid and bulk
powder transfer operations.



NFPA 77 & CENELEC Compliant



**Newson
Gale®**

Tel: +44 (0) 115 940 7500
groundit@newson-gale.co.uk

www.newson-gale.com



The 10th Anniversary of CIMC TANK

CIMC TANK

Your Partner for modern liquid & gas transportation

What is our aim?

- Customer-oriented
- Innovation never ending
- Zero-defect for quality

What we can provide?

- Tailor made despite of quantity
- Quick response mechanism

What are our advantages?

- Well-developed & advanced manufacturing & R&D & quality insurance system
- Consistent R&D ability & investment
- Mass production & flexible production
- Value-added service for esteemed customers



Abundant Product Portfolio

- Standard beam & full frame tank container
- European standard & quality swap body tank container
- Specialized tank container (MMDI/Glycol heated/Baffled/T20/Wide body/Low height frame tank etc.)
- Lining tank container (such as rubber, APV and Chemline)
- Div 2.5 T50 gas tank container
- T75 Cryogenic tank container
- Flexibility on smaller series of special tank container



One-stop Service

- Repair
- Refurbishment
- Remanufacture
- Parts supply
- Depot service

CIMC ENRIC

CIMC ENRIC HOLDINGS LTD
 CIMC R&D Center, No.2 Gangwan Avenue, Shekou Industrial Zone, Shenzhen, P.R. China(518087)
 Tel:+86 755 2669 1130 / Fax:+86 755 2668 8171
<http://www.cimc.com> www.enricgroup.com
 Email:tanks@cimc.com

CIMC 南通

Factory: Nantong CIMC Tank Equipment Co.,Ltd.
 No.159 Chenggang Road, Nantong, P.R. China(212003)
 Tel:+86 513 8506 6888 / Fax:+86 513 8556 5155

CIMC Enric Tank Container Sales Europe B.V.("CETSE")
 Middenweg 6,4782 PM Moerdijk, P.O.Box 299,4760 AG Zevenbergen Moerdijk, The Netherlands

Tel:+31 (0)88 00 30 860 / Fax:+31 (0)88 00 30 882
 Email:TankEurope@cimc.com

BURG SERVICE

Depot: Burg Service B.V.
 Middenweg 6,4782 PM Moerdijk, P.O.Box 299,4760 AG Zevenbergen Moerdijk, The Netherlands
 Tel:+31 (0)88 00 30 800 / Fax:+31(0)88 00 30 882



The underlying reason for the shift towards higher quality is the growth of the Chinese middle class

Longer and more complex

All this of course has significant implications for the chemical logistics. China's rise to the position of a major chemicals production country is making chemicals supply chains longer and more complex. Before, global producers such as BASF and Dow Chemical successfully controlled logistics costs by operating highly integrated and centrally controlled organisations. Now even these

industry behemoths are re-engineering their supply chains to adapt to the new world order.

"Global chemical supply chains are becoming more complex, spanning greater geographic distances with longer lead times, greater uncertainty and increased risk," notes a report released by consultancy BearingPoint. "Next to manufacturing, transport costs are one of the biggest components of operational expenses.

Logistics costs, on average, consume approximately seven percent of revenue."

Another report, written by Thomas Cullen, of Transport Intelligence, estimates that from 2011 to 2015 growth in the chemical logistics market will be driven by emerging markets in general, and China in particular. Asia Pacific will experience the highest levels of growth, expanding by an average of 9 percent a year between 2011 and 2015. Europe and North America's market share will be gradually lost to Asia, as growth in these regions will remain just below 3 percent.

Cullen says the logistics market for chemicals has seen considerable change. "Like the rest of the world's economy, the chemical industry has experienced intense volatility over the past few years," he comments. "However, this has been accompanied by substantial secular change, which has in turn had an enormous effect on the logistics structures supporting the sector."

Although logistics related to the chemical industry is largely niche, with many of the market leaders achieving high margins, Cullen believes there is no room for complacency. "Many logistics companies are in danger of failing to adapt to the increasingly globalised nature of the industry and are struggling to gain access to the fastest growing and most profitable areas of inter-continental trade," he warns.

Internally, China will witness a reshaping of its logistics chains and chemical geography, with growth in the crowded east of the country slowing as more production gravitates towards the north and northwest regions.

For exports this could signal more opportunities for overland routes to Europe as production centres move further away from maritime ports on the east and south coasts. Some production could still move along the major inland waterways, notably the river Yangtze. But just as Europe's Rhine and Danube rivers found last year, even the mighty Yangtze cannot guarantee sufficient draft all year round to be navigable.

Swiss logistics operator Bertschi has been a pioneer of overland transport of tank containers to Europe. For the past three years, Bertschi has been running trials of an all-rail service for containerised bulk chemicals from Europe to China, with so far 300 containers shipped over the trans-Siberian landbridge, including tanks carrying Class 8 and Class 6 substances.

Bertschi says this offers significant potential as an alternative to sea transport, especially during times of tight shipping capacity. Integrating rail into efficient transport chains is one of the



Even the Yangtze cannot guarantee year-round navigation depth



Answering your bulk logistics distress call

We provide specialist services throughout Europe for:

- Chemical – Liquid Bulk (Haz / Non Haz) / Dry Bulk (Haz / Non Haz)
- Food Grade – Liquid Bulk / Dry Bulk
- Gas Tanks
- Flexi-tanks
- Short Sea / Deep Sea
- Shipping / Haulage / Cleaning

Call +44 (0)1394 45 89 77
Email tanks@wsl-procurus.com
www.procurus.co.uk

 **Procurus**



Suttons was one of the first foreign-owned logistics companies to open a representative office in Shanghai

strengths of Bertschi, as well as added value logistics services at its own terminals. Bertschi is convinced that its strong position in the hinterland will open up interesting opportunities for global tank container movements.

Pioneering Suttons

UK-based Suttons Group is another of the pioneers which spotted the potential of China as far back as 1997, when it became one of the first foreign-owned logistics companies to open a representative sales office in Shanghai. Successful initial trading led to the company to open a depot in Shanghai the following year. In 2009, a large depot facility was opened on the Shanghai Chemical Industry Park to provide tank cleaning, maintenance and storage.

During the past 15 years, Suttons has opened an additional five offices; in the north (Tianjin); on the east coast (Qingdao and Ningbo); on the south coast (Guangzhou) and an inland office (Nanjing). Sutton's success is attributable to our proactive approach to safety management and our innovative, high quality and cost effective services.

"Our expert team has tailored many complex supply chains to suit the needs of our customers, using our experience to drive down costs and improve efficiencies and utilisation," says Suttons.

Most recently in early 2012 Suttons were the proud recipients of the best logistics service provider award from a major global chemical manufacturer, an award the company also won in 2008.

"In its first fifteen years in China, Suttons has achieved many industry firsts in the region. In 1999, Suttons was the first ISO tank container company to provide outside technical support to our customers. Our technical team is available to offer advice or emergency response support over the phone or in person."

The list of 'firsts' continues. In 2006, Suttons was the first logistics company to establish a Wholly-Owned Foreign Enterprise for its Chinese business. It was also the first tank container company to use low-bedded trailers in China making the tank container much more stable in transit, and the first ISO operator to provide bulk domestic distribution in ISO tank containers.

And as Suttons' customers looked for new and innovative ways temporarily to store products, the Suttons technical team created a solution that used a number of interconnected tank containers creating a large temporary storage facility, a practice that is now widely used across the world.

Looking forward, Suttons says it will continue to be innovative and lead the development of the ISO tank container and bulk logistics services market in China.

InterBulk alliance

Last year, another highly significant move saw Chinese logistics giant Sinotrans take a major stake in InterBulk. The newly formed

Sinotrans-InterBulk Alliance had its first commercial launch in China in September 2011 and the event was attended by more than 80 representatives of the chemical industry, a delegation from the Chinese authorities and the Dutch consul of China.

InterBulk's strategy for growth identified China as an area of opportunity owing to its fast growing chemical production and consumption. Sinotrans and InterBulk have, over the past few years, worked together on a number of domestic Chinese chemical logistics projects. As a result of this developing relationship, discussions began between the two concerning Sinotrans investing in InterBulk and taking an equity stake. Both companies say they believe there are strong growth factors for bulk intermodal logistics solutions generally and that there are significant opportunities for expansion into the chemical market in China.

Sinotrans confirmed that its entire network and multiple businesses will be used to support InterBulk's development in China and in the rest of the world. This will entail expanding operations in the growth regions of China, the Middle East and Russia; increasing inter-regional and export liquid bulk activity in the Americas and South East Asia; establishing solutions for deepsea dry bulk and develop the company's network of terminals; and growing business in the food and minerals sectors.

"Chemical industry capacity has been added in China rather than displaced from Europe or North America, and this has been largely to meet the enormous local demand for chemical product," said chairman David Rolph announcing the alliance. "So while areas such as the Middle East are already an important market for InterBulk itself, for the time being the Sinotrans partnership will concentrate on China and the growth opportunities there."

A recent example of InterBulk's progress in China is that for the first time it has put in place its patented ISO-Silo as a flexible storage solution working in close co-operation with Bayer MaterialScience. This new storage and pneumatic transfer equipment has been installed at the Bayer Integrated Site Shanghai in Caojing, and is linked to a five year contract for logistic services.

The contract, which is for the receipt, storage, handling via the ISO-Silo and transport of polycarbonates in containers with an inner-liner, has an approximate value of USD\$1 million a year to InterBulk. The transport service element in China will be provided by the Sinotrans InterBulk Alliance.

Bayer MaterialScience is one of the world's largest producers of polymers and high-performance plastics. Its Polycarbonates Business Unit contributes more than a quarter of Bayer MaterialScience's total sales. The polycarbonate product Makrolon is one of the best-known brands from Bayer MaterialScience. Polycarbonates are used in, among others, the automotive and electrical/electronic industries. The Asia/Pacific region currently accounts for around 60 percent of the world's total polycarbonates

market, with the greatest demand coming from China.

The 'ISO-Silo' is a combined storage silo and controlled feed pneumatic transfer system housed in 40ft ISO container dimensions. It is designed for swift mobilisation/demobilisation without the requirement for major civil work. This offers a competitive pre-packaged mid-term storage unit combined with accurate conveying output. It can be used as an alternative solution to full pneumatic conveying systems, which require much greater fixed investment.

With the use of the ISO-Silo as part of the materials handling solution, InterBulk has been able to transform the logistics operations from bags to bulk. This allows Bayer MaterialScience to benefit from a number of economic savings, plus health and safety benefits. These include:

- The system allows the product to be transported in containerised bulk form instead of in bags and eliminates the cost of a packaging plant and removes the need for building expensive fixed infrastructures;
- It removes the cost for bags, palletising and consequential labour;
- Load cells on the ISO-Silo eliminate requirements for on-site weighbridges as quantities conveyed are visible throughout the operation;
- The system creates significant time saving for logistics on-site operations;
- The system eliminates the need for transfer of containers on to tipping platforms or requiring hydraulic tipping trailers; and
- There is no need to access the top of the unit during operation, improving employees' health and safety protection compared with many fixed silo designs.

Janet Yang, head of supply chain centre, Bayer MaterialScience, China commented: "We greatly value the innovative approach, service solution and cost efficiency along with the commitment to safety which InterBulk takes, while ensuring Bayer MaterialScience continues to provide a high level of service to its customers."

InterBulk CEO Koert van Wissen added: "The commitment and investments made by InterBulk to provide innovative supply chain solutions to the Bayer MaterialScience's polycarbonates business in China is an acknowledgement of the steady growth of demand for tailored bulk logistics in this high growth area. We are proud that we could share our extensive experience in the dry bulk logistics sector with Bayer MaterialScience."



Last year saw Chinese logistics giant Sinotrans take a major stake in InterBulk

	<p style="text-align: center;">Bulk Container Inspection Services</p> <ul style="list-style-type: none"> • Drawing review. • ITP management. • WPS review & verification. • Materials sampling & test. • Manufacturing surveillance. • Weld/ NDT certified surveyors. 	<p style="text-align: center;">Quality Technical Services (HK Registered & Insured)</p> <p style="text-align: center;">Lane 999, Chang Shou Road, Building 22, Room 24-B. Shanghai, PR China 200042</p> <p style="text-align: center;">Telephone: +86-21-3221-0140 Facsimile: +86-21-3221-0141 Website: www.qtsinspect.com</p>
--	--	---

Welcome to visit us at
Transport Logistic China 2012
Hall N2, ITCO-Pavilion – 382/460



We create the future out of the past

Outokumpu stainless steel is our contribution to the fight against waste and short-term solutions. Our stainless steel contains 90% recycled material, is created to last centuries and once the project has reached the end of its life, to be recycled and reborn. As the world's leading producer of sustainable stainless steel we continue to invest in developing new grades and services that change the way we fabricate to deliver greater long-term benefits both financial and environmental.

奥托昆普不锈钢显示了我们对抗全球性资源浪费以及短时解决方案的贡献。本公司的不锈钢含有90%的回收原料，经久耐用，能在服役期结束后回收再利用。此外，我们不断投资开发新的不锈钢产品和服务，精益求精，以达到长远的财务和环境效益。如需了解详情，请阅览

outokumpu.com
outokumpu.cn

**OUTO
KUMPU**

InterBulk moves into fleet management IT

InterBulk has launched a container fleet management solution, InterBulk XP-TFM. The intermodal logistics service provider says the move marks the expansion of its business beyond point to point transport into supply chain IT systems.

By handing over daily fleet management and operations to InterBulk, the company says its XP-TFM enables the customer to maintain focus on what it does best without losing a moment of visibility.

With Interbulk XP-TFM, customers will benefit from personalised reports accessible 24/7. Operational and maintenance aspects of a container fleet will be "detailed, visible and transparent to suit (the customer's) specific requirements," says InterBulk.

Customised services will be delivered

by InterBulk's support personnel, strategically located throughout the world.

Key Services provided include:

- Operational planning/equipment track and trace
 - Identifying and leveraging supply chain efficiencies
 - Management reporting via bespoke KPIs
 - Technical troubleshooting and co-ordination of (preventative) maintenance & repair
- InterBulk XP-TFM is a web-based application accessible from anywhere in the world. The company says it is an ideal solution for a variety of container fleets, operating globally and adaptable to customer's specific needs.

The system can help decrease supply chain spend by minimising fleet sizes

through higher utilisation reducing downtime, by adding technical know-how to manage all M&R/testing/inspection/off-hires, and by benefiting from InterBulk's global footprint and local expertise.

By providing a detailed view into the key processes throughout the supply chain, both the client and InterBulk can jointly: manage business performance with KPI reporting; manage demurrage costs as agreed with receivers; respond better to demands within the supply chain; follow consignments 24/7, knowing exactly where they are at every stage of the journey; have access to certificates of container approval and regulatory testing, shipping documents, etc; control maintenance and repair and expenditure

fleetmanagement@interbulkgroup.com



Stolt reports record year



Stolt Tank Containers had another record year, reporting an operating profit of US\$75.3 million, up from \$64.3 million in 2010. While shipments were flat, volumes increased in most markets worldwide, resulting in higher average utilisation for the year. Over the past two years, STC has taken delivery of more than 6,000 new tanks, pushing the size of our fleet to 28,800 units. STC says the larger fleet gives the company the assets needed to support its on-going penetration of new and emerging markets.

However, the company has exited the flexitank business. Five years ago, STC entered this sector, which at that time promised to be a lower-cost alternative to tank containers for non-hazardous cargoes. However, the company stated: "In our experience, flexitanks simply did not meet our expectations, despite our best efforts to control the quality and performance characteristics of the bags we deployed. In addition, the competitive threat that we anticipated from flexitanks did not materialise. We have begun to wind down our flexitank

operations and will be completely out of the business by mid-2012."

In 2011, STC reported record results for the sixth consecutive year in its tank container division.

While the number of shipments was essentially flat for the year, utilisation edged higher. STC also benefited from an easing of ocean and inland freight rates during the latter part of the year, as demand softened. Chemical shipments were down slightly for the year, but the decrease was more than offset by increases in food-grade shipments.

During the year, STC successfully integrated approximately 5,000 new tanks into its fleet, resulting in an increase of nearly 20 percent in the overall size of the fleet. In the food-grade business, STC substantially expanded its fleet with new tanks, while off hiring older, leased-in tanks. Having earned contracts with several of the world's largest spirits and beverage companies, STC says it is now recognised as one of the world's leading food-grade carriers.



WWW.TANKCONTAINER.COM

TELEPHONE	281-474-7968
AMERICAS	americas@silvercims.com
EUROPE	europe@silvercims.com
CHINA	china@silvercims.com
SINGAPORE	singapore@silvercims.com



- Now Offering New Construction Design Review and Certification in China via DNV
- Competent Authority Approval, IA-9101, for UN Portable Tanks and MEGC's
- Convention for Safe Containers (CSC) Delegation of Authority, Symbol SI
- 2-1/2 and 5 Year Periodic Testing, Globally via Det Norske Veritas (DNV)
- New Construction Production Inspection of UN Portable Tanks (Subject to DNV Type Approval)
- **Worldwide Staff and Permanent Personnel Using Common Global Quality System**
 - E-Test Approval & Scheduling
 - Global 24/7 Report Database Access
 - Cloud-Connected Reporting Devices
 - Automated E-mail Reports
 - On-Hire/Off-Hire Inspections
 - Estimate Verifications
 - Cleanliness Inspections
 - CSC Inspections

ITCO meeting showcases Turkey's potential

A record number of 172 participants attended the ITCO General Meeting in Istanbul on 19-20 March, surpassing the previous highest figure of 158 (Antwerp, October 2011).

The Meeting took place at the Ciragan Kempinski Hotel, overlooking the Bosphorus, and attracted ITCO members from Europe, Middle East, India, China and North America.

It opened with a specially organised technical seminar on Monday 19 March, providing an update on regional and local freight transport and tank container issues. Following the seminar, delegates were invited to a 'Welcome to Istanbul' cocktail reception, sponsored by TLS Forwarding.

Conference Sessions covered a range of topics relevant to the bulk transport market, including: developments in the Turkish economy; investment in Turkey's transport infrastructure; chemical industry growth and exports; business development in emerging tank container markets (Russia and Middle East); and the introduction of ADR into Turkey. The meeting concluded with an evening reception and gala dinner, which were sponsored by Girard Equipment.

The technical group reported that Turkey is currently implementing ADR regulations and the technical session of the conference was directed towards explaining the background of the regulatory process and the practical impact of the new requirements.

There followed a technical panel session that covered issues concerning transport in Turkey, shipping documents, ADR, depots and ACC. A presentation was also made to update members with

the work that the technical group had undertaken.

In addition to the presentation to the general meeting, technical secretary Colin Rubery made a report to the board of directors, summarising the TG's current activities and plans for 2012.

A Turkish language version of the Acceptable Container Condition (ACC) has been produced by Adem Arslan (Eurotainer) and is now available on the ITCO website. This document will be of benefit to the growing tank container market in Turkey. ITCO noted that Adem Arslan's work on this project is highly appreciated.

Alper Özel, vice chairman of the executive committee, International Transporters' Association for Turkey, gave a background presentation on *Putting the Regulations on the Transport of Dangerous Goods into Practice in Turkey*.

In essence, he reported that there are still numerous obstacles to be tackled. Following years of trial and experiment a new general directorate was founded under the name of 'General Directorate of Dangerous Goods and Combined Transport' as part of the restructuring of the Ministry of Transport, Maritime and Communications.

Mete Tirman, managing director of Hoyer Uluslararası Nakliyat, told delegates that ADR is still not fully functioning in Turkey. There are certification problems due to missing accredited organisations, and not enough capacity available in the construction of new tank trailers.

In general the transport system still relies on road traffic. New and

ADR-suitable units have to compete against old and ADR 'unacceptable' units. In addition, combined rail transport is mainly used in international traffic, as domestic railway transport remains unsatisfactory due to low speeds and a lack of inland container handling facilities.

On the other hand Turkey remains a fast-growing and substantial market for bulk transport. Cetin Nuhoglu, president of the Transport & Logistics Assembly of the Union of Turkish Chambers and Commodity Exchanges, pointed out that Turkey is currently the 10th largest economy in the world, with a population of 85 million, economic growth rate of 7 percent, and per capita GDP of US\$25,000. Turkey has a total road network of 70,000 km, of which more than half are dual carriageway, with motorway grade roads accounting for 7,527 km.

The Emerging Markets Index 2011 called Turkey a 'rising star' in logistics. In particular, the country's position along the revitalised Silk Road places Turkey at a strategic hub point. A state objective is to have a 26,000 km-long railway network by constructing more than 14,000 km of new rail lines by 2023, of which 10,000 km will be high speed.

By 2023, Turkey will become a key location for international rail transport, he said. At least one port will be among the 10 largest global maritime facilities. Turkey's share of sea transport will also increase to 10 percent (in tonne-km) and containerisation will rise by up to 15 percent (in TEU) to 2023.

The latest technical secretary's report noted meeting at the UK DOT in London to discuss the DOT's position in regard to papers submitted to the Joint RID/ADR WP.15 meeting to be held later in Bern.

Tank related subjects included: Irregularities of ADR 6.8 certificates - Spanish Authorities claim that some authorities have incorrectly issued approval to dual IMO4-ADR/RID tanks by incorrectly applying EN14025 in regard to the temperature requirements of the shell material. No evidence was supplied and the meeting asked for further information. Possibly, as a result of this paper, Spanish Authorities issued a notice requiring imported foreign manufactured tanks to undergo an appraisal.

With regard to the ADR-IMDG dual regulation tank operating and enforcement difficulties, IRUs claim that there is an operation problem of the filler when presented with a multi-regulation tank being unsure as to whether the transport is an ADR or IMDG journey. The meeting did not support this paper as there is a clear regulatory requirement for the filler to be informed. It would seem that this paper is in connection with IRU move towards restricting tank containers designed for multi-regulation use.

In addition the Spanish Authorities propose to seek harmonisation of ADR 7.1.4 with IMDG 7.4.6.4.2 but go on to suggest a new damage criteria that would remain out of step. ITCO supports harmonisation with the existing IMDG.

Also in regard to ADR 7.5.1.2 and inspections at container terminals, the Belgian Authority requires clarification of inspection requirements to containers passing through the terminals, ie, percentage to be inspected and extent of inspection. ITCO recommended that the ADR should be harmonised with IMDG (CSC 1/circ 138 p11) where a flow chart provides guidance.

The next ITCO General Meeting takes place in Hamburg on 22-23

October 2012. At a board meeting, applications from six new members were confirmed: Abicon (Tank Service Providers Division); Argon Isotank (Leasing Division); Changzhou No 2 Machinery (Manufacturers Division); Eesti Chem/Havila (Operators Division); Exodus Chemtank (Operators Division); Kanoo Freight (Operators Division).

Presentations given at the Istanbul meeting can be downloaded from the ITCO website in the Members Only section



ITCO president Willy van Loon



TAL continues to grow

Since adding over 3000 new tanks to their fleet in 2011, TAL International has continued to invest heavily, with over 1000 new-builds ordered year to date. At a time the market is strengthening they are poised to repeat it all over again in 2012.

Emphasizing TAL's confidence in a resurgent market, Mike Broadhurst, VP of the Tank Container Division, said "We are delighted to see the chemical industry performing well, particularly considering the financial turbulence in Europe these past months and we now see signs of sufficient demand to continue our customary 200-400 newbuilds per month through to the year end". He concluded, "I am confident that with market demand continuing to rise, we will match our 2011 building program."

TAL's Tank-Container fleet currently consists of a range of capacities from 21000l through to 35000l 'Swap Bodies', which are available for lease in all major worldwide markets.



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/b3
2000 Antwerp, Belgium
TEL: +32 475-520281
alasdair.voisey@talinternational.com

AMERICAS

Robert Spangle, Director of Marketing
1225 Nth Loop West, Suite 302
Houston TX 77008, USA
TEL: +1 713-907-5401
robert.spangle@talinternational.com



Technical Secretary Colin Rubery

Tank village ready to roll



Arrangements are now in place for the ITCO Tank Container Village, which is being organised as part of the Transport logistic China 2012 exhibition, which takes place at the Shanghai New International Expo Centre (SNIEC), Shanghai, 5-7 June 2012.

This will be the 3rd time that ITCO has participated in this important freight transport and logistics exhibition. The number of exhibitors who have taken space confirms that this will be the largest event that ITCO has organised in China.

As Bulk Distributor went to press the following companies had booked to exhibit in the Tank Container Village:

- Bertschi
- CIMC
- Cronos
- Den Hartogh
- Eltherm
- Eurotainer
- Fort Vale
- Germanischer Lloyd
- Girard
- Hoyer
- InterBulk
- Lloyd's Register
- NITank
- Outokumpu
- Perolo
- PerPlus Logistics
- Russian Maritime Register
- SeaCo
- Singamas
- Suttons
- Trifleet
- Unitas
- VOTG
- Railgarant/SpectransGarant
- Welfit Oddy.

In addition to the exhibition booths, this year's Village will also feature a bar, where exhibitors can purchase refreshments and snacks. There will also be a central meeting area.

On the middle day of the exhibition (Wednesday 6 June), ITCO is organising a Tank Container Seminar from 15:30 to 17:00, during which key issues relating to tank container developments in China will be discussed. Following the Seminar, there will be a reception for participants at the

Tank Container Village, commencing at 17:00. The Seminar and Reception are kindly sponsored by CIMC.

For further information, contact: hicks@itco.be
Event website: www.transportlogistic-china.com



Software Solutions to improve the profitability of your tank fleet





Real Asset Management

www.realassetmgt.com
solution@realassetmgt.com

Operating Software

Quotations • Orders • Customer & Vendor Tariffs • Sales Invoices • Purchase Invoices • Inventory Control • Documentation • Financial/Profit Control • EDI • Maintenance & Repairs • Enquiries & Reports

Leasing Software

Work & Sales Orders • Contract Management • On-hire & Off-hire • Billing • Maintenance & Repairs • Reporting • EDI • Investor Reporting • Depot & Vendor Cost Management • Enquiries & Fleet Management



Last year's ITCO Village in Munich was a great success, now it's the turn of Shanghai

Bertschi exhibits in Shanghai for first time

Bertschi AG, the Switzerland-based provider of bulk liquids and powders logistics, will be exhibiting for the first time at Transport Logistic China. Bertschi occupies a leading position in chemicals transportation in the European and Russian markets, operating a 16,000-strong fleet of containers with 1,200 road vehicles and using its own network of rail terminals and tank container cleaning stations, from Tarragona (Spain) in the West to Nizhny Novgorod (Russia) in the East. There are already 45 Bertschi subsidiaries operational across the region.

The Bertschi stand will be showcasing a new development for the company, which is the entry to the deepsea ISO tank operators market. This initiative recognises a need among its wide customer base, to provide high quality and safe services on a wider global coverage. To support this expansion, the China branch (Bertschi International Freight Forwarding Shanghai Co Ltd) and the USA branch (Bertschi North America Inc) have been established in the first half of 2012, both headed by seasoned industry practitioners with more than 10 years' deepsea management experience in their markets. In addition, Bertschi's newly established JV in Jubail will provide Middle East coverage.

Bertschi plans to expand its global ISO tank container fleet to 5,000 units by 2015 at the latest. The focus is on new-built owned tanks, some with features such as an optimised product heating capacity and safety handrail on top.

ISO Tank Container Equipment

GIRARD

WORLD CLASS PRODUCTS, WORLD WIDE SERVICE



United Kingdom
Contact: Barry Fiske
bfiske@girardequip.com
+44 (0) 1603 784999

Europe
Contact: Cor de Koning
ckoning@girardequip.com
+31 (0) 64705 3459



Girard Equipment, Inc.

EUROPE ■ CHINA ■ USA

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

@tco looks back on successful first year

Having passed its first year of operation @tco can look back on 2011 with a sense of achievement in raising awareness of the benefits of using tank containers across Asia.

Having passed its first year of operation @tco can look back on 2011 with a sense of achievement in raising awareness of the benefits of using tank containers across Asia.

Looking at the aims set out in the organisation's original mission statement, @tco is pleased to report progress on many fronts in terms of publicising and demonstrating the multimodal use of tank containers on long distance rail transport and by barge, taking advantage of the extensive river networks in Asia.

Since the November 2011 general meeting in Shanghai the organisation can now count 24 paid-up members with several other companies inquiring about membership.

Of course, one of the key objectives of the organisation in its first year has been to address a major obstacle to the use of tank containers in Asia, namely the relative lack of properly certificated cleaning and repair stations.

@tco's depot audit system is appreciated by chemical producers looking for assurance that their cargo is hauled in equipment that is properly fit for carriage. The first depot to be accredited was Kerry-ITS after its Singapore depot was the successfully audited under the scheme. Since then the number of accredited depots has continued to rise.

"Our @tco depot audit scheme has been well received by the Asian chemical industry and they have encouraged us to expand as quickly as

possible into all regions," says @tco president Reg Lee. "They believe this will assist and encourage the safe handling of tank containers for the benefit of all companies in the liquid supply chain."

@tco swiftly followed its first audit with three depots in Singapore, one in Thailand and one in Malaysia. And most recently the big breakthrough has come in China. The audit documentation was translated into Mandarin and @tco was able to complete its first depot audit and accreditation in China, that of Qingdao Ocean & Great Asia Logistics Co Ltd, based in the Economic and Technical Development Zone of Qingdao City. The depot is accredited to Levels 2 and 4 (chemical and food cleaning with medium repair facilities).

That has been followed by the successful audit and accreditation of Shanghai EJ Tank Container Services Co Ltd, in Shanghai.

In addition documentation has been received from other depots in China and a further depot in Singapore is requesting to be audited. All facilities are due to be audited within the coming weeks. "We will ensure that provided each depot achieves a successful audit, their details will be entered onto the @tco website and an @tco depot plaque will be presented to each company for display at the depot," says Lee.

Under the audit programme any depot wishing to be accredited is assessed by an independent inspector. Although the inspectors are appointed by @tco, they work on behalf of, and are paid by, the depot in question. Depots wishing to remain in the scheme will need to be reinspected every two years.

Applying for @tco accreditation requires meeting certain criteria. These include possession of all necessary government approvals; relevant third party and employee liability insurance; depot-specific health and safety procedures; required permits for handling hazardous materials, if applicable; and a perimeter fence/enclosing wall for the facility. The independent assessors check the extent to which these documents/requirements are up to date and bona fide and, through a physical inspection, verify the extent to which the depot working practices meet the standards laid down in the organisation's depot accreditation programme code of practice.

On completing the audit, the inspector forwards the report to Graham Wood, @tco's technical director, for review. If the depot is found to be compliant with the necessary standards, the facility's name is added to the list of approved tank depots on @tco's website. Depots are not graded as a result of the audit; the website simply provides the location, opening hours, contact details and services available at the individual depots judged to be compliant with the scheme's code of practice.

Another activity that @tco is undertaking is attending numerous industry conferences and events in order to widen the knowledge and benefits of using tank containers for the safe transport of bulk liquids. This is seen as an especially important activity as shippers in the wider Asian market, and in particular China, are often unaware of how using tank containers can help them achieve safer and more cost efficient logistics.

A representative from @tco attended the Yangtze

Business Network Meeting held in Shanghai on 22 March 2012, which included a paper on Shipping Dangerous Cargo Safely on Inland Waterways, by Chen Zhengcai, Director of Transportation and Safety with the Chinese Ministry of Transport.

Chen was responsible for drafting the state council degree 591, which took effect December 2011, and its implementation is set to have a significant impact on the future of the China's chemical industry.

As part of @tco's aim to promote the benefits of the tank container versus drummed product across Asia, the organisation has accepted an invitation to give a presentation at this year's Logichem Asia in Singapore (26-28 June 2012). "This event will attract many of the big chemical companies involved in the Asia market so we believe this is the right type of event to promote the benefits of tank containers," says Lee.

In addition, @tco will present at next meeting of the China Petroleum Chemical Industry Federation (CPCIF) due to take place either in October or November this year. Thus, @tco is also arranging its general meeting to coincide with CPCIF so members can benefit from attending both meetings and thus avoid extra travelling time.

The most recent general meeting was held in Singapore on 9 May. Presentations included Niklas Meinstrup, Director, Business Services Group Asia Pacific & India, Dow Chemical, and Bjarne Foldager, Maersk Container Line Malaysia, who gave his company's views on the future of the market in the Asia region and the expanded use of the tank container.

www.atcoasia.com



Reg Lee – our depot audit scheme has been well received by the Asian chemical industry

Den Hartogh Global grows tank container fleet

Den Hartogh Global's tank container fleet has so far grown by more than 1,000 units this year, thanks to the company's investment programme for new units. Further fleet expansion is planned for 2013.

"We expect our tank container fleet to grow to more than 5,000 units before 2015," said Gerard van der Kroon, director of Den Hartogh Logistics' business unit Global.

"Despite the difficult market circumstances, business volumes were promising during the first months of 2012, and the company forecasts a further increase in business for the second half of this year," Van der Kroon added.

Den Hartogh Global, a business unit of Den Hartogh Logistics, was founded in spring 2011 to provide logistical equipment for the international chemical industry, principally for the global transport of liquid chemical bulk products and gas in ISO tank containers.

Offices in Houston, Singapore and Dubai were opened late last year, in addition to the company's European bases at Rozenburg in The Netherlands, and Le Havre and Marseille in France.



Forty-six people attended the organisation's launch meeting in Singapore

Professional Manufacturer of Tank Containers

Your best partner in logistics!

• Standard ISO Tank 10.9KL-35KL

• Customized special Tanks:

Single or multi-compartment Tanks

PTFE/PE/Chemline Lined Tanks

Reefer Tanks

Milk Tanks

Electric heated Tanks

AHF Tanks

Offshore chemical Tanks to

DNV2.7-1/EN12079

T50 Tanks

NTtank

[Http://www.nttank.com](http://www.nttank.com)



Head Office:

No.3888, Jintong Highway,

Xingren, Nantong,

Jiangsu,China

Tel: +86-513-81601166

Fax: +86-513-81601168

E-mail: info@nttank.com

Europe Office:

NTC Tankcontainer Services

Botlek B.V. Westgeulstraat 5

3197 LD Rotterdam

The Netherlands

Tel.: +31 108208470

Fax: +31 102160916

Contact: Mr Eric Van Halewijn

E-mail: Europe@nttank.com

Emco Wheaton loading arms 'redefine market position'

Konnect, a new range of value for money loading arms, especially developed to handle the safe transfer of petroleum products to and from road and rail tankers and offering rapid delivery times from order confirmation, has been launched worldwide by Emco Wheaton.

Included are top and bottom loading arms with all versions featuring advanced designs. Emco Wheaton has always been a major player in the supply of loading arms for road and rail tankers but is better known for its more technically advanced projects for refineries and marine industries.

The company says that perception is now set to change with Konnect, a range of products that "redefines Emco Wheaton's position in the market and its ability to provide engineering solutions at an affordable price".

Manufactured at the company's factories in Kirchhain, Germany and Houston, USA, Emco Wheaton has reduced costs by optimising and standardising designs for better economy of production. This has in turn helped to reduce assembly times dramatically.

"We have reduced our costs considerably, without compromising quality," said Walter Spitzner, manager for Distribution Loading Arms. "We have been able to pass these savings on to our customers, but more importantly we have been able to achieve much faster production targets resulting in shorter delivery times."

Each product in the Konnect range is designed to deliver the



Bottom loading arm

lowest possible 'whole life' cost to provide long term value for money. This has been achieved with added value engineering and the addition of the company's D2000 swivel joints which are able to take greater pressure and which Emco Wheaton says are considered more reliable than competitive products during the



Top loading variable reach

life time of the product.

To complete the package - each new product in the range incorporates a distinctive modern design.

www.emcowheaton.com

ChemLINE®

High Performance Coatings for Lining Tank Containers

- Chemical resistance to more than 5,000 chemicals including acids, alkalis, solvents, and also CPPs and edible oils.
- ChemLine® polymer coating is 97% solids with extremely low VOCs.
- ChemLine® offers flexibility to change cargoes after simple cleaning and decontamination, and assurance of cargo purity from beginning to end.

For more information, contact Martin Kilroe, APC Global Tank Container Manager, martin@kilroe.com, or visit our website at www.adv-polymer.com



Advanced Polymer Coatings
Avon, Ohio 44011 U.S.A.

**HÜNI
+ CO**

APC works in partnership with HÜNI GmbH + Co. KG, (Germany), a high performance coating applicator for corrosion protection with more than 45 years experience in the transport sector.

Free trial for Safeload



Fort Vale's Drytyt dry disconnect couplings

Fort Vale exhibited its Safeload API bottom loading couplers and range of Drytyt dry disconnect couplings for fuel and chemical transfer at ILTA 2012.

Visitors to the company's stand had the opportunity to take advantage of a free three month trial of the Safeload coupler. Product improvements and extensive endurance and impact testing have resulted in Fort Vale offering a three year warranty on all Safeload metal parts under standard environmental conditions. This demonstrates the company's confidence in the quality and integrity of its coupler design and its ability to offer a sound and far-reaching after-sales service.

The MK3 Safeload semi-automatic bottom loading coupler is the first and only coupler on the market to have an extended 'wrap around' trigger design that covers over 60 percent of the adaptor circumference.

This feature ensures maximum safety and security of connection between the adaptor and coupler, drastically reducing the risk of cargo leakage. Furthermore, the design reduces wear to the triggers and the adaptor which prolongs the serviceable life of both units. The Safeload coupler design ensures that there is only a minimal amount of residual fuel in the poppet void space on disconnection and protects against any ingress of foreign debris.

Since Fort Vale launched its improved range of Drytyt dry disconnect couplings in 2010, unit sales have increased by over 500 percent worldwide. Drytyt couplings have been chosen by major tank operators for new-build and retro-fit projects for both on- and offshore applications. The tank unit is fire-safe designed with the option of a fire-safe designed pressure-tight cap to safely release any pressure build-up. The cap seals metal to metal and has an integral gasket to ensure a liquid-tight and gas-tight seal. Tank and hose units are available with 'selective' connection for added safety and security.

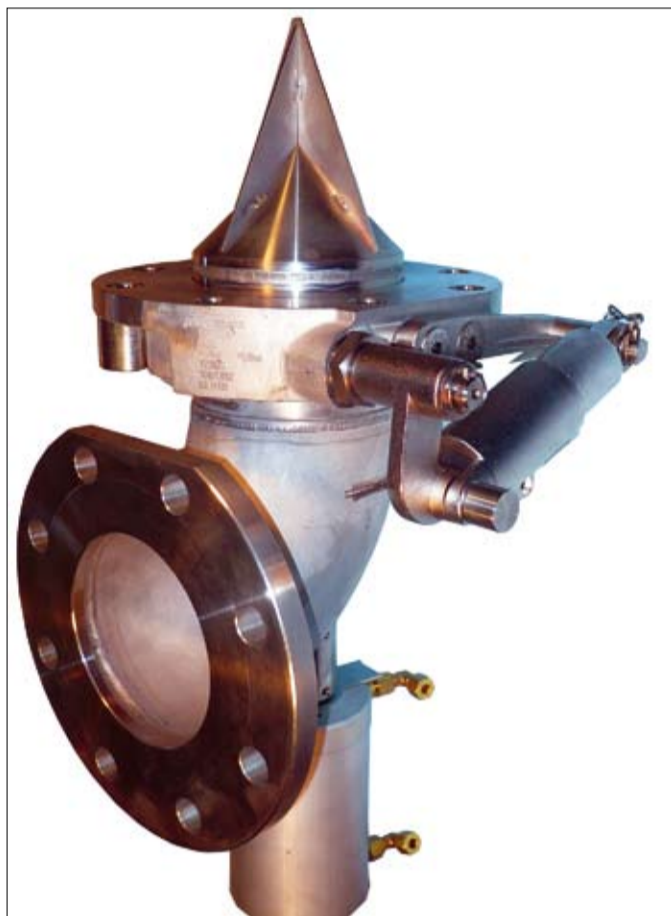
www.fortvale.com

+01 440-937-6218 Phone +01 440-937-5046 Fax www.adv-polymer.com

Perolo to display rail tank equipment

In partnership with its Chinese distributor Langfang BIP Valves Manufacturing, Perolo is exhibiting a number of products at the Transport Logistic China event in Shanghai.

Among those on display is the company's range of rail tank car equipment, an addition to the well-established product portfolio for tank containers and road tankers. Perolo now offers foot-valves, vapour return equipment, 4ins ball valves and all equipment dedicated to rail tank cars, whether stainless steel or carbon steel construction.



The Perolo foot-valve for bitumen discharge

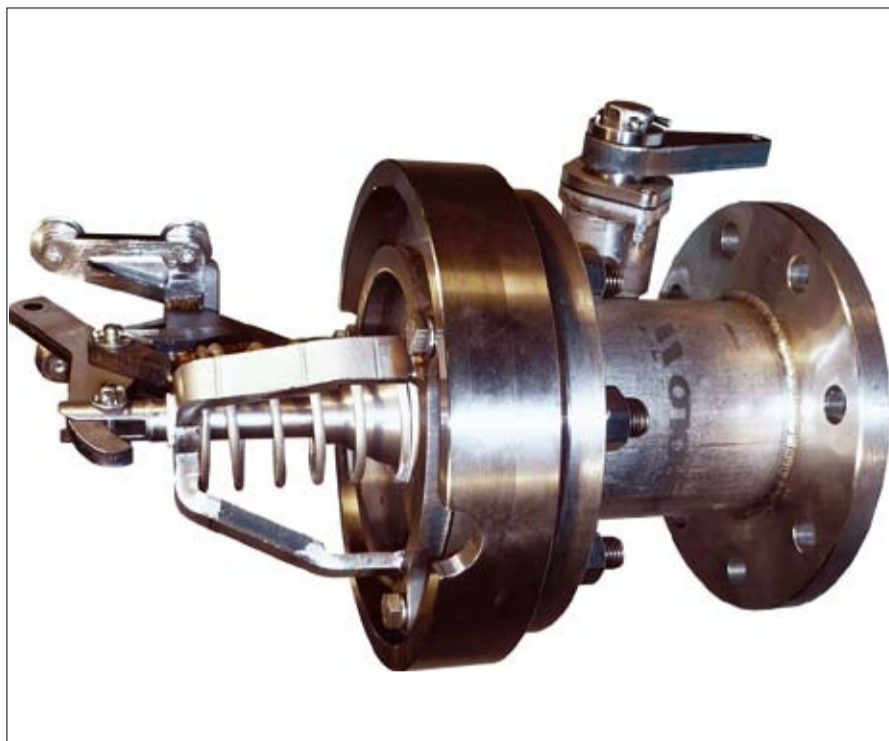
The new range is designed to demonstrate Perolo's ability to design, manufacture and deliver new products in just a few months, while fully complying with Regulations concerning the International Transport of Dangerous Goods by Rail (RID).

To achieve this Perolo says it had to develop a whole new way of design, assembly and testing which was necessary to produce equipment capable of resisting the intense levels of vibration affecting rail tank cars.

Also on display at Transport Logistic is the special 4ins 90 deg foot-valve for bitumen discharge. The valve features a conical poppet, bottom mounted air actuator, high temperature seals and 40mm opening stroke. Perolo also provides a pneumatic Mega-Superventix safety relief valve allowing venting of the tank and a special man-lid with SRV connection.

Headquartered near Bordeaux, France Perolo SA is part of the BIP GROUP, which also has subsidiaries in Belgium (Perolo Distribution BVBA), China (Langfang BIP Valves Manufacturing Co Ltd, UK (Alltec Solutions Ltd), and a network of representatives around the world.

www.perolo.com Perolo now offers a complete range of equipment dedicated to rail tank cars



Girard adds new foot valve

Girard Equipment has recently added a new Hydraulic Tankflo valve to its line of composite foot valves. The new valve features a hydraulic cylinder that actuates to full flow.



The Tankflo valve employs an integrated butterfly valve into a bottom outlet valve body. The 'slim-line' valve poppet opens up and away from the discharge area allowing an unrestricted 3ins flow path capable of fast unloading rates. The built-in cleaning position exposes both sides of the valve disc, allowing expeditious and easy cleaning.

The new hydraulically actuated model features the most popular connection style in North America: the cam and groove outlet. With seals and O-Rings made from PTFE, the valve is suitable for operating temperatures between -40degC and 200degC. Other sealing materials are available on request. The design promises to be durable as well as user-friendly.

www.girardequip.com

Blackmer's new sliding vane pump

Blackmer is adding the STX2A Transport Pump to its growing line of positive displacement sliding vane transport pumps. The STX2A is a 316 stainless-steel, 2ins pump designed for clean, non-abrasive, light-viscosity fluids and chemicals.

While similar in characteristics to its STX3 and STX1220A predecessors, the STX2A distinguishes itself with its lower flow rates, operating from 15-60 GPM (60-227 l/min) — a key consideration for end-users specialising in light-viscosity chemical handling.

Other key features of the STX2A Transport Pump include: push rods for slower pump speeds from 350-780 RPM; maximum viscosities of 4,600 SSU (970 cSt); PTFE elastomers; 90 degs porting; dimensional interchangeability with Blackmer TXD2, TXD1220 and STX1220A pump models; foot-mounting; standard duravanes; weld flanges; chrome oxide-coated stainless-steel heads; PTFE chemical mechanical seals; internal adjustable relief valve.

In addition, three drain ports allow draining in any mounting position.

www.blackmer.com

Product reliability supported by technical expertise and worldwide service



transport
logisticChina

visit our stand **382/460 Hall 02**



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



www.fortvale.com

Netherlands
T: +31 180 483333

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

Russia
T: +7 916 682 0947

China
T: +86 21 6442 1367

Singapore
T: +65 6515 9950

© Fort Vale Engineering Ltd 2012

New Van Loon site enables greater efficiency

Group Van Loon has now opened its new tank container depot. Based on the left bank of the Schelde river. The facility comprises some 40,000 sqm of which 20,000 sqm is currently utilised.

Equipped with a gas scrubber capable to reduce tank content to non-hazardous residues (among others, chlorides), there are tangible plans to expand the facilities with specialist cleaning facilities for odorous materials such as acrylates, and moreover an installation to treat tank containers still contaminated with flammable gases (aerosols) back to neutral. The new location also offers services for cryogenic tank containers.

Expanding the group's services to the left bank (Kallo) was due to many reasons. Logistically, concentrating all activities on the right bank was becoming very difficult. Its design capacity was for 1,500 containers at any one time, but business had grown to the extent where it was having to

handle as many as 2,500 units. Thus, containers were being stacked 4- or 5-high, and perhaps more problematic, 4-wide. So if a client's container was somewhere in the middle of the stack, retrieving it could prove very expensive, as clients only pay for moves on the basis of once-in, once-out, not how many times it is lifted within the depot.

"We also needed to resolve the issue of imbalances," says group chairman Willy Van Loon. "Our operator clients have different requirements from leasing companies. The former do not want their container spending time in the depot being cosmetically improved. Usually it is just a case of cleaning, perhaps adding new components, pressure testing, etc. However, the leasing company clients need more cosmetic exterior work in to be able to rehire the container."

So all leasing company containers are now dealt with at the left bank facility. However, if an

operator client receives its tank on the left bank, for example at one of the new container terminals on that side of the river, and wants the unit checked over, but not cleaned, they can deliver to the new facility. But, for the time being all cleaning is to be done at the original facility in Antwerp on the right bank as this depot has state-of-the-art cleaning technology. Indeed waste water from the left bank facility could be transported to the right bank as that depot has one of the most modern water purification systems in the industry.

Since September 2008, ATC has operated the largest water treatment facility in Belgium. It not only takes care of the company's own waste water, but also handles waste from other sectors, such as the food industry, chemicals, pharmaceuticals, and shipping. A growing sense of environmental responsibility in different industry sectors means that the

facility has seen an increasing market for its services enabling it to handle more than 60,000 tons of waste annually for third parties.

Group Van Loon comprises five divisions: Antwerp Tank Repair (ATR); Antwerp Tank Cleaning (ATC); Antwerp Tank & Special Logistics (ATSL - formerly ARP); Gas Equipment Testing & Services (GETS); and TVL, the group's short-and long-distance haulage operation, which still accounts for about half the total turnover. Today the company turns over about €25 million a year, and employs some 200 people.

With the current expansion, Group Van Loon aims to increase efficiency for its customers at the right bank depot and enlarges its range of services for leasing companies and 'specialised tank' owners.

Food grade knowledge

The general meeting of the European Federation of Tank Cleaning Organisations (EFTCO) was held in March, in Barcelona, Spain.

The Working Group on Food Grade Cleaning reported its activity. It said the food industry wants assessment methods which are clearly differentiated from the chemical industry. EFTCO is asking members to help with gathering knowledge about local requirements of food companies to move the process forward.

Rules for the protection and use of European Cleaning Document should be developed in a new working group consisting of Karl-Josef Schürmann, Erwig Selierts, Ladislav Spacek and Gyula Körtvélyessy. The working group should report well before the September meeting because the project is urgent.



All leasing company containers are now handled at the left bank facility



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 (Visa and Mastercard only)

Full subscription: 6 printed issues a year of **Bulk Distributor**

Please circle the number of issues/currency

1 year (6 issues)	2 years (12 issues)
£150 US\$265 €220	£275 US\$485 €400

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 6AG, UK
 Fax: +44(0)1565 755607
 Telephone subscription credit card hotline:
 +44(0)1565 653283
 Email: jonathan@bulk-distributor.com

Turkish cleaning catching up

Tank cleaning in Turkey still has a long way to go to match the facilities and standards found in other parts of Europe. However, one pioneering operation, Alisan Den Hartogh, has made significant progress and is now helping to raise standards across the entire country.

The story of the Alisan Den Hartogh tank cleaning station in Gebze was recounted by the station's manager Atilla Odabasi at the ITCO general meeting in Istanbul.

The depot was built in eight months by Den Hartogh Logistics in co-operation with Alisan (a major logistics company in Turkey). Prior to the establishment of the joint venture in July 2005 there were no full service depots in Turkey, although some basic cleaning stations existed. However, since the two partners paved the way the sector has made significant progress.

Shortly after the establishment of the JV company, a local trade body was founded, the Chemical Tank Cleaning Association (KTTD, in its Turkish acronym).

In 2009, KTTD and the Turkish Environment Ministry drafted and issued tank cleaning legislation for the country, from which sprang a licensing process regulated by the Ministry, and the

issuance of a Turkish Cleaning Document (TCD).

However, there is still some way to go. In 2011, KTTD began trying to collect reliable information on all suitable facilities in the country, but it is still some way from being "institutionalised". As a result, there is still only one full service depot and no more than five cleaning shops, with appropriate licences.

Alisan Den Hartogh tank cleaning station received early approval by EFTCO and serves the whole Marmara region. It is claimed to be the only depot in Turkey following full EFTCO cleaning procedures. The other cleaning shops follow an "inherited way of cleaning".

The Gebze station is fitted out with state-of-the-art equipment to meet the highest European standards for waste water treatment. Services offered include cleaning, heating, testing, repairs and handling & storage.

Now Alisan Den Hartogh is setting course on an industry-wide initiative to improve the structure of tank cleaning in Turkey, raising standards to meet EFTCO requirements, with overall higher quality service delivery from depots carrying properly qualified accreditations that have been carefully assessed by independent parties.



Indian depot for Kerry-ITS

Kerry-ITS, part of the Kerry Logistics group, has started operations at its new ISO tank container depot in Kandla, India, its fifth such facility in the Asia Pacific region.

Located 8 km from Kandla Port, in Gujarat, the 11,200 sqm Kerry-ITS Terminal (Kandla) Pvt Ltd depot will provide a broad range of ISO tank cleaning and repair services for tank lessors, operators and end-users.

The company plans to install the latest

Robogrid interior tank shell corrosion treatment technology, which is already used at its tank depot in Singapore, at the new facility.

"Demand is growing from our customers around the Asia Pacific region for a broad range of ISO tank maintenance services and this new facility demonstrates our commitment in meeting such demand," said Joab Ang, general manager, India, for Kerry-ITS.

Kerry-ITS says the new depot will be audited

later this year by the Asian Tank Container Association under @tco's depot audit scheme introduced last year. The company's Singapore and Laem Chabang (Thailand) depots have already successfully completed the @tco audit.

Kerry-ITS also operates tank depots in Shanghai, China, and Ho Chi Minh City, Vietnam, and plans to have 13 tank depots in service in the region by 2014.



Kerry-ITS operates depots in Singapore, Shanghai, Ho Chi Minh City and Laem Chabang

Chemical cleaning in La

A new chemical cleaning depot has opened in St Gabriel, Louisiana.

St Gabriel Tank Wash LLC can clean a range of chemical products, including isocyanates and P-listed chemicals. When fully operational, the wash rack should be able to clean 1,200-plus tank trailers a month, according to Galen Younger, co-owner of the depot.

Younger says the company spent more than two years planning the depot, and found during the research that there was a definite need for more chemical tank cleaning capacity in the area.

Four of the wash bays are inside the main 1,090 sqm building. Two outside wash bays are immediately adjacent to the main building and plans are to enclose those two bays as cleaning demand grows. One interior bay is designated for tractor pump and hose cleaning, and another bay will be reserved for pre-loading preparation of tank trailers. Nitrogen will be available for the pre-load prep process.

The vat-style wash system was designed in-house and built by a local fabricator. Two natural gas-fired Bryan 135-horsepower vertical boilers provide enough steam to steam out eight to 10 tank trailers at a time.

The wash rack has a caustic scrubber for capturing and treating vapours from the cleaning vats, sumps, spinners, and wastewater treatment system. The facility also has a 40 ft high flare that will be used for degassing MC331 trailers.

Initially, the wash rack will handle chemical tank trailers and tank containers on chassis. Customers have to send tank containers on a chassis, because currently there is no handling capability. In the future, it is planned to add cleaning capabilities for IBCs, roll-off boxes, and 'frac' tanks.

Prime turns to workers for new wash rack

US transport Prime Inc took an innovative route when designing its newest food grade cleaning depot. In essence, the depot was designed 'by wash workers, for wash workers', the company says. The Decatur Kleen depot, based in Decatur, Indiana, started operations in late 2011.

A brainstorming storming session by workers at Prime Inc's other food grade cleaning facility, in Savannah, Georgia, initiated the design and development for Decatur Kleen. The result is a worker-friendly state-of-the-art wash rack built for efficiency, safety, productivity, and environmental sustainability.

Prime Inc wanted something that could deliver at least a 50-year life and had plenty of growth potential. The company worked closely with its own experienced wash personnel, major customer Bunge North America, and Decatur city officials.

With this co-operation the project was up and running in a relatively short space of time. Prime went from a request for proposal from Bunge in mid-2010 to an operational wash rack by late 2011. Now the depot can clean up to 300 trailers a week.

Currently, Decatur Kleen is washing 20 to 22 tank trailers a day. A six-person cleaning crew keeps the rack running 20 hours a day six days a week and 10 hours on Saturday. The crew also includes a wastewater treatment operator and two loaders who shuttle Prime Inc tank trailers between the wash rack and the Bunge plant.

The wash rack is kosher-upgrade certified. This means the facility is qualified to upgrade to kosher status tank trailers that have handled non-kosher products.

Tank cleaning was just a part of the Bunge contract with Prime Inc. Under the long-term agreement, Prime Inc's food grade tank division was awarded most of the edible oil shipments from Bunge's Decatur and Morristown, Indiana, and Bellevue, Ohio, plants.

Basically, Prime Inc is managing edible oil

shipments for Bunge from all three local plants. Building the cleaning depot was part of the deal, but Bunge also wanted truck and trailer maintenance, a driver lounge, and parking. In addition to Prime's own trailers, the depot cleans some other tanks that are hauling loads for Bunge. However, the wash rack is not open for general commercial cleaning of food grade fleets.

Tank cleaning is done with Peacock single-pass, high-pressure, low-volume cleaning equipment, and initial planning called for a single wash unit. Single-pass washing minimises the risk of prior product cross contamination.

Water used in cleaning is managed throughout the process. In-bound city water goes to a 7,500 gallon holding tank and is warmed by a passive heat exchanger before being sent to the Peacock wash units. The heat comes from equalised wash water that is being sent through the waste treatment process. This is essentially free heat that helps lower energy costs for the wash rack. Wash water from the cleaning process is drained from tank trailers into a sump in the floor of the wash rack. Edible oil residues are removed, and the water is sent to an equalisation tank outside the wash rack.

Equalized wastewater flows back into the building into two agitation tanks, where pH is adjusted and coagulants are added to capture solids and any oil residue. The next step is a dissolved air flotation (DAF) unit, followed by biological treatment, which takes place in two sequential biological reactor tanks outside the building. Treated water is then sampled and released into the city sewer.

Prime Inc's food grade tank division runs 226 tractors and 310 tank trailers, and 40 tractors and 65 tanks are based in this regional operation. The fleet operates throughout 48 US states and Canada. Edible oils account for 95 percent of the liquid bulk shipments, but the fleet also handles some other food grade liquids.

WHAT WE DO
For over 25 years, Boasso America has led the U.S. market in providing innovative Depot & Transportation services to an ever-growing 20' ISO Tank Container industry. An American Chemistry Council "Partner Member", offering a full array of resources in all Terminal locations, we remain dedicated to providing the ultimate customer experience.

Combining devoted staff with the vast knowledge and experience gained since opening our doors in 1985 ... Boasso America delivers a world class service package which will add value to any chemical supply chain.

www.boassoamerica.com
A Quality Distribution, Inc. Company

TRANSPORTATION SERVICES
We offer local and long haul trucking within the 48 contiguous U.S. Our network operates around the clock to meet all your import & export needs—from production schedules to vessel departures. Our reputation for safety, late-model tractors, a large specialized chassis fleet, comprehensive driver training programs, stringent regulatory compliance, and premium insurance protection all combine to minimize your logistics risk.

Nationwide Coverage
Premium Insurance Protection
Driver Training Programs
Strict Regulatory Compliance
Chassis Rental
Brokerage Division dba **MTY Express**

DEPOT SERVICES
Our state-of-the-art Terminals are strategically spread throughout the U.S. in order to facilitate timely turn-around of the strictest ISO (International Organization for Standardization) Tank Container requirements.

Cleaning
Inspection
Empty Storage
Repair
Refurbishment

Heating
Loaded Storage
Testing
Modification

**CORPORATE OFFICE
NEW ORLEANS**
PH: 800.323.8487
FAX: 504.277.0113

CHICAGO
PH: 800.226.8265
FAX: 773.821.4126

JACKSONVILLE
PH: 888.475.0336
FAX: 904.475.0338

NEWARK
PH: 888.874.0028
FAX: 973.589.3043

CHARLESTON
PH: 877.534.2327
FAX: 843.534.2900

DETROIT
PH: 888.232.0933
FAX: 313.841.3102

HOUSTON
PH: 888.858.3251
FAX: 281.452.2050

SAVANNAH
PH: 866.292.4043
FAX: 912.966.1604

Abbey unveils 'half tanker, half trailer'

Abbey Logistics Group has unveiled the 'Abbey Twin Cargo Trailer' in an initiative backed by its biggest customer Cargill, Trafford Park (UK) and developed by West Lancashire-based Clayton Commercials.

The vehicle – half tanker, half trailer – will enable Abbey Logistics to transport liquid foodstuffs to customers across the country and carry palletised goods on the return journey.

The innovation has the potential to end the practice of tankers making return trips empty as both journeys are productive. It is predicted to reduce empty road miles by 90 percent, while the extra revenue earned from delivering the palletised goods will result in substantial cost savings.

The trailers enable 25 tonnes of liquid to be carried in the bottom half of the vehicle, with 25 tonnes of palletised goods being transported on top. Steve Granite, managing director of Abbey Logistics, said: "We are really excited about this development which will enable us to minimise empty mileage, lower carbon emissions and reduce costs to remain competitive. We are always looking at ways to reduce our impact on the environment and this will go a long way towards building our company sustainably."

The first two trailers built are for the sole use of Cargill, with more planned in the future. The

company, named 'Haulier of the Year' in the 2010 Motor Transport Awards, is headquartered in Brasenose Road, Bootle, with a base on the Knowsley Industrial Park.

It operates one of the largest privately owned tanker fleets in the UK, running 300 trailers and 200 trucks. It initially specialised in bulk liquid foodstuffs, but has since expanded into other complimentary logistics sectors including bulk powder transport, palletised transport and warehousing.

Abbey Logistics also announced a new contract win with Tereos Syral to transport bulk liquid food products from its plant in Aalst, Belgium to various delivery points in the UK.

The contract marks a significant step forward in Europe for Abbey since entering the European bulk liquids market in early 2010. The long term deal is worth more than €1 million a year to Abbey.

Abbey commercial director Dave Coulson said: "We are delighted to win another significant contract with a well-known company such as Tereos Syral. In addition to our existing European volumes with other major European bulk liquid manufacturers we are now starting to build a high profile customer base on the continent from which we are able to build a solid and reliable infrastructure."



Abbey's half tanker, half trailer

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.

- 116 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

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

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

Ahlers repacking operational

Belgian group Ahlers has successfully started up its first repacking operations at its new platform in Antwerp. The platform is set up to extend Ahlers' logistics service portfolio for the speciality chemicals industry.

In the first stage solid chemicals are handled, ie, repacking operations from small or big bags into silo truck, big bags or small bags. To achieve this, Ahlers invested in state of the art repacking equipment (ATEX, dust extraction systems, hoists for big bag handling). In a second stage liquid chemicals will be handled (eg, drum filling). The site in Antwerp is meant for multi-client and multi-product purposes.

In a separate move Ahlers added 8,000 sqm to its warehouse infrastructure in Evergem (Ghent) to optimise its warehousing activities for hazardous and non-hazardous products. The new facility has been operational since the beginning of 2012 and is compared to the EDC - which is an upper tier Seveso complex of 25,000 sqm - not Seveso. In the new warehouse non-hazardous chemicals and feed additives are handled.



In the first stage solid chemicals are handled

SNCF Geodis and Hupac sign strategic co-operation

Swiss intermodal operator Hupac and French group SNCF Geodis have joined forces to expand their combined transport networks on the east-west Europe route via France and Belgium.

As of April, HUPAC and SNCF Geodis have started combining their networks via the Antwerp-Dourges line, run by SNCF Geodis. The route links Hupac's European network with the French domestic combined rail transport (CRT) routes operated by SNCF Geodis. Customers have access to a CRT network linking the Iberian Peninsula to the far east with daily or weekly connections to eastern Germany (Schwarzheide), eastern Europe (Poland and Russia) and China.

For example, the operators are offering daily departures between Warsaw (Poland) and Lyon (France) taking five days. In Hupac's shuttle network, Antwerp and Ludwigshafen are the platforms for intermodal links with Eastern Europe, Poland and Russia and as far as China. The new products are being marketed jointly by the two partners.

SNCF Geodis already runs daily trains operated by Hupac between Ludwigshafen and Schwarzheide. SNCF Geodis will soon operate rail haulage activities on this same corridor.

Globalising Hoyer makes strategic integration

Hoyer is more closely integrating its intercontinental transport (deep sea) and chemicals logistics (Chemilog) business units. Sales teams will be working more closely together in future to develop synergies between the two business divisions. Frans Christian Tutuhaturnewa (46) is taking on the new function of global procurement manager at subsidiary Hoyer Global Transport with immediate effect. He will be responsible for strategic development of overseas chemicals transport.

In his new assignment, Tutuhaturnewa will concentrate his efforts particularly on developing and making use of joint networks for international chemicals transport. He has many years of experience in ocean freight business behind him, having acted as controller and procurement manager for P&O Nedlloyd and Maersk shipping

lines. He gained experience in forwarding at Kühne + Nagel and at logistics services company Damco.

In recent years, the chemicals business of the Hamburg logistics service provider has become much more international. Demand for European chemicals transport has risen, as well as for overseas freight, Hoyer says.

The group's tank container fleet is the second largest in operation world-wide. For clients, the continuing expansion of international freight linked with chemicals logistics offers the benefit of additional know-how wrapped up in a single package.

An important factor to our customers is the cost of transportation, explains Tutuhaturnewa: "An integrated approach to our procurement with regards to transport activities should strengthen our purchasing position in the market and

ultimately lead to cost advantages to our customer".

The new global procurement manager will be operating out of Rotterdam at subsidiary Hoyer Global Transport.

Meanwhile, Hoyer's attention to safety was marked once again by its Driver of the Year event held in co-operation with the German employers' liability insurance association for transport. Sixteen drivers from 13 European countries took part in the event, which focused on safety issues.

Professional drivers demonstrated their skills in various disciplines on the Hoyer works site in Dormagen. In addition to showing their driving competence, the drivers had to master an obstacle course, answer questions on road law and rest period regulations, and display an optimally economical and eco-friendly driving style. Another exercise was to couple and decouple a trailer. A safety harness and roll simulator also helped to convince visitors and drivers at the event of the importance of seat belts.

During a gala event the winner of the competition was announced by Ortwin Nast, chairman of the managing board of Hoyer. With its regular 'Driver of the Year' driver event, Hoyer says it encourages greater awareness of safety and other qualities on the road among its drivers.

This way Hoyer hopes to make an important contribution to general safety on the road – well over and above statutory regulations.



Tutuhaturnewa - an integrated approach to procurement should strengthen Hoyer's transport purchasing position



In addition to showing their driving competence drivers had to master an obstacle course

Sun opens in Europe

India-based Sundersons Logistics has opened a European subsidiary - Sun Liquibulk Europe GmbH - to cater for customers based in the region.

Located in Hamburg, the subsidiary office serves as the European headquarters of Sun India. Sun Liquibulk Europe is headed by general manager Andre Duerre, who has considerable experience in handling flexitanks. The addition of this new facility allows Sun to provide products and services to a growing customer base, including fitting & loading, container selection, and cross-stuffing services. The European office will also be able to provide Sun's existing customers importing from India.

Sun is the first Indian flexitank company to have gained acceptance as per the COA guidelines. Sun flexitanks are approved for all combinations of load and discharge types.

The company currently operates from its own offices in India, Middle East and Europe along with strategic partnerships in the Far East, South Africa and South America, North America and Australia, with plans to open own offices at strategic locations. A global assistance network is in place to provide services to customers that ship cargo with Sun Flexitanks.



Whether your cargo is coming IN or going OUT, we can speed up its progress to and from international markets with a complete suite of services for containerised cargo. Warehousing / Licensed Container Depots / Container Sales and Leasing / Road and Rail Transport National Call Centre: +27 31 452 7600.



Reliability in restricted areas

Six years after a Flexicon bulk bag discharger and screw conveyor operation went live at The Plastics Group's production facility in Woonsocket, Rhode Island, USA, the company has reinvested in a second Flexicon system that feeds additives to a new twin-screw compounding line in the manufacture of thermoplastics.

Flexicon's bulk handling systems have enabled the company to keep all its processing lines on a single floor level, "avoiding the multi-level platforms of most twin-screw lines, which hold feeders and other auxiliary systems," says Duane T Delaney, technical manager of the Plastics Group. "These can rise to 9m, making it difficult and dangerous to clean and maintain equipment as well as adding upwards of US\$200,000 to the cost of a compounding line for platforms, railings and steps."

One of the constraints affecting installation was the plant headroom of just 5m maximum. However with careful planning the original single

screw compounder was replaced by a twin, 70mm diameter screw compounder, the use of a Flexicon bulk bag discharger and conveyor enabling the company to fit everything on one level of its 5,600 sqm building. This configuration worked so well that when the Plastics Group set about to increase productivity with the introduction of a new high-speed twin screw line it ordered another bulk bag discharger and flexible screw conveyor from Flexicon Europe.

The company supplies filled and reinforced polypropylene, along with recycled-content polyolefin, high-impact polystyrene and ABS, for automotive, recreation, packaging, construction, appliances, toys, household durables and other applications.

During the process additives fillers and reinforcements, from talc, mica, calcium carbonate and barium sulphate to glass fibres and beads, are fed to four resin hoppers on the twin-screw extruder by pneumatic lines from silos.

Transporting these powdered additives and fillers to a feeder by a pneumatic or mechanical system would mean a relatively high cost for the conveyor and installation, as well as increased maintenance. Also conveying glass fibres longer distances could result in potential damage to the material and thus affect compound properties.

It was decided that a bulk bag discharging system paired with a lower cost, lower maintenance flexible screw conveyor installed near the compounding line would prove the ideal solution, providing rapid transfer of additives. The discharger would empty bulk bags into a hopper at its base and the flexible screw conveyor would convey additives through an inclined tube to a feeder on the compounding line. This plant configuration would prove to be more efficient, and safer, than having workers manually open and empty 25kg bags of additives into the feeder hopper from a platform, a process that could introduce bag scraps and other contaminants into the compounding operation, take up floor space for bag storage and create a costly waste-disposal problem with the empty bags.

Additives arrive at the plant in bags weighing in the main 450-1,130kg, but some are shipped at

1,360kg. Therefore Flexicon ensures that the BFC bulk bag discharger frames had a safety load rating of 1,800kg. Each bag is attached to a four-cornered low-profile lifting cradle with Z-Clip bag-strap holders and raised into position by an electric trolley hoist mounted on a cantilevered I-beam. A pneumatic Power-Cincher flow-control valve regulates flow through the bag spout, this prevents material leakage and permits the spout to be closed and retied if a bag is partially unloaded.

The design also includes a Spout-Lock clamp ring that attaches the bulk bag spout to a Tele-Tube telescoping tube, this maintains downward tension on the clamp ring, keeping the spout taut and preventing material from bulging out or falling in during discharge and creating flow restrictions.

Due to the diversity of additives used and their inherent properties, the dischargers were also equipped with pneumatic Flow-Flexer agitation plates, these raise and lower the bottom of a bag to maintain positive flow and achieve full discharge.

The original 150mm diameter flexible screw conveyor is installed at a 35 degs angle and transports material 5.2m to the feeder hopper. As the flexible screw turns, it self-centres within the polymer outer tube, providing efficient delivery of material to the feeders without damage to the glass fibres and other reinforcements. The second flexible screw conveyor is 115mm diameter and runs 8.4m at a shallow angle to empty material into the twin-screw extruder's additive feeder.

Each screw conveyor can handle between 20-900kg an hour, dependant on the material being compounded with a loss-in-weight system controlling flow as the feeder hopper reaches its preset weight levels.

With a material change one or two times a day on average, and a typical run lasting 18hrs, each line is capable of compounding 32,000kg an hour. A less reliable discharger and flexible screw conveyor system could create major production problems since there is no backup, Flexicon says.

A new Dual Bulk Bag Filling System from Flexicon integrates two Swing-Down bulk bag fillers with a Flexicon pallet dispenser and powered roller conveyors, allowing safe, high capacity filling of bulk bags of all popular sizes. Programmable controls allow the fillers to operate separately or simultaneously, filling bags of the same size or two different sizes.

When a filling cycle is initiated by push button or contact closure, pallet dispenser forks lower the stack of pallets onto the roller conveyor, withdraw from the bottom pallet and raise the remaining pallets. This allows the roller conveyor equipped with photoelectric sensors to move the dispensed pallet into position below the filling station.

The bag connection frame of the Swing-Down fill heads lower and then pivot to a vertical position, allowing an operator at floor level to safely and quickly attach bag straps to automated latches, slide the bag spout over an inflatable spout seal, and press a spout seal inflation button. The system then automatically pivots the bag connection frame back to horizontal, raises the entire fill head, inflates the bag to remove creases, fills the bag at a high rate, finishes filling accurately at dribble feed rate, deflates the spout seal, releases the bag loops, raises the fill head to disengage the spout, rolls the bag out of the filling area, and rolls a new pallet into place to begin another cycle.

To maintain a clean safer working environment an annular gap inside of the fill head spout directs displaced air and dust during the filling operation to a single point connection.



The Mobile Half-Frame Bulk Bag Unloader

All system components are available constructed to industrial, food, dairy and pharmaceutical standards. The system is also available with a Flexicon mechanical or pneumatic material delivery system ready for integration with the user's upstream process equipment or other material source.

The company also manufactures bulk bag unloaders, bulk bag conditioners, bag dump stations, drum/box/container dumpers, weigh batching and blending systems, and engineered plant-wide bulk handling systems with automated controls.

Meanwhile, out of Flexicon's US operations comes a Mobile Half-Frame Bulk Bag Unloader with multi-purpose hopper. This allows material to be discharged from bulk bags, manually dumped from sacks, and conveyed to downstream processes and storage vessels dust free.

For in-plant mobility, the system minimises weight and achieves a low centre of gravity by eliminating upper frame components, relying instead on the user's forklift or plant hoist to suspend the bag above the unit during operation.

The bulk-bag-to-hopper interface consists of a Spout-Lock clamp ring positioned atop a pneumatically actuated telescoping tube, allowing dust-tight connections and unrestricted flow between the bag spout and hopper, as well as automatic tensioning of the bag as it empties to promote flow and evacuation. The telescoping tube raises the clamp ring assembly that seals the clean side of the bag spout to the clean side of the telescoping tube, and then lowers until the bag spout is pulled taut. Once the spout is untied, the telescoping assembly exerts continual downward tension on the spout, elongating the bag as it empties.

The high-integrity seal between bag spout and clamp ring allows full-open discharge from bag spouts of all popular diameters.

An integral Bag-Vac dust collector creates negative pressure within the dust-tight system to collapse empty bags prior to retying and disconnection, eliminating dust emitted during manual flattening of empty bags.

Flow-Flexer bag activators raise and lower opposite bottom edges of the bag at timed intervals, loosening compacted materials and promoting material flow into the bag discharge spout. As the bag lightens, the stroke of the bag activators increases, raising the bag into a steep 'V' shape for evacuation of material.

www.flexicon.co.uk



Flexibility of conveyor line routing allowed The Plastics Group to position two Flexicon bulk bag dischargers in restricted spaces, eliminating the need for a costly network of pneumatic lines.

Cimbria Bulk Equipment

- Bulk handling equipment for efficient and reliable transportation and loading of dry bulk material
- Clean environment and working safety in one product



Moduflex loading chutes for dust-free outloading into trucks, waggons, ships and for stockpiling - with and without integrated filter

Contec screw conveyors for transporting a wide range of industrial bulk materials and grain products



Cimbria Bulk Equipment A/S
Drejervej 10
DK-7451 Sunds
Denmark

Tel: +45 72 42 24 00
Fax: +45 72 42 24 99

E-mail: cbe@cimbria.com

www.cimbria.com



Flexicon Europe's new automated bulk bag filling system is suited to applications in many sectors where there is a need to transfer powders, flakes or granules

Starlinger displays decontamination dryer at Plast 2012

Starlinger presented its range of technology solutions for the production of flexible woven plastic packaging and plastics recycling and refining at Plast 2012 in Milan.

This year, a deCON 50 decontamination dryer for post-consumer recycled PET flakes was on display. Developed by Starlinger viscotec, technology provider for IV increase and decontamination of PET PCR flakes and pellets, the deCON 50 can be used as a stand-alone or inline unit that both dries and decontaminates crystallised PCR flakes or skeleton waste according to EFSA and FDA standards prior to the extrusion process. The first-in, first-out principle guarantees the same treatment time at the same temperature for each single flake, resulting in good decontamination without peak levels.

Starlinger viscotec also supplies solid staging and decontamination equipment for the production of food grade HDPE flakes. The newest machine development is the turnkey PET sheet line viscoSHEET for the production of 100 percent food grade rPET sheet. It can process up to 100 percent of undried material with no or minimal IV decrease.

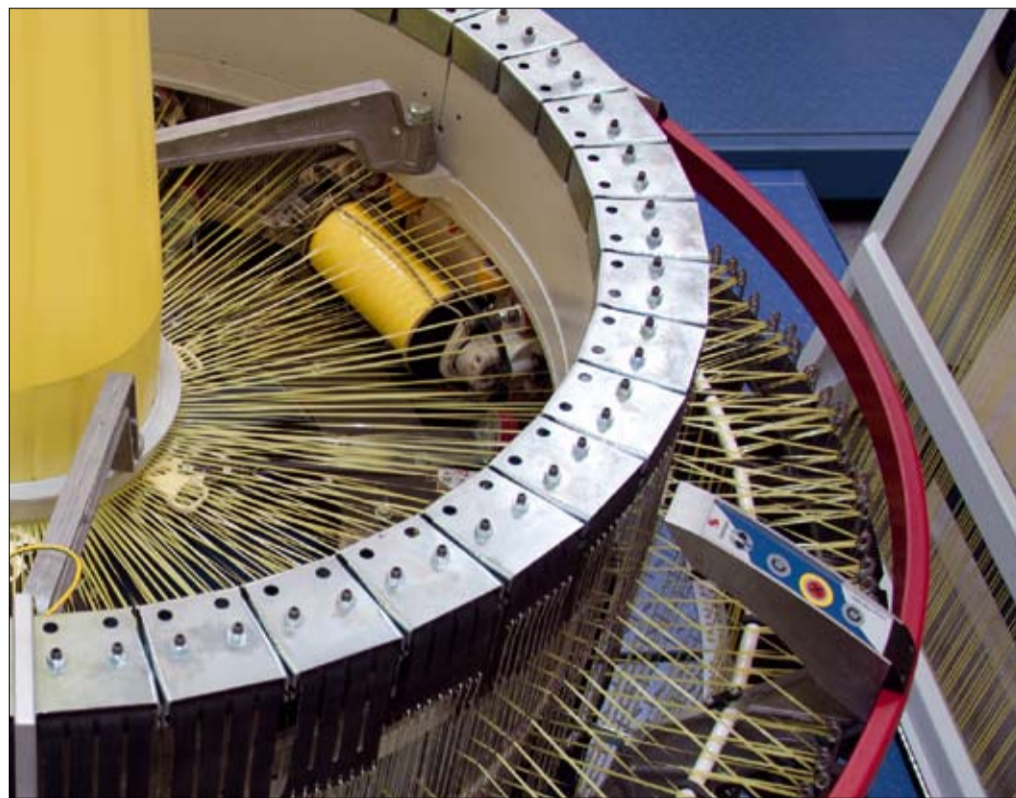
Starlinger recycling technology is reckoned to be one of the leading providers for food grade PET recycling systems. The recycling process on Starlinger equipment has been approved for food applications by many brand owners as well as various national and international authorities, eg, with letters of non-objection from the US Food & Drug Administration (FDA). The machine range comprises solutions for the recycling and refining of a wide scope of plastics such as PE,

PP, PA, PS, and BOPP. Recycling lines for special applications such as film, fibre and non-wovens complete the machine portfolio; they are developed in close co-operation with customers to achieve tailor-made solutions for individual requirements.

As a turnkey supplier, Starlinger provides all machines needed for the production of packaging products made of woven tape fabric: tape extrusion lines, tape winders, circular looms, coating, printing and conversion lines as well as laboratory and testing equipment. The special characteristics of woven tape fabric also make it a valuable base material for new packaging products. Starlinger has pioneered the flexible woven packaging market with innovative product developments such as the worldwide patented AD*Star block bottom valve sack for cement and bulk goods, as well as the PP*Star pinch bottom sack and the CB*Star carrier bag for end consumer applications. Together with partners Starlinger has developed its newest product, the woven*FFS sack, which combines the FFS (form, fill & seal) filling method with the high strength and resistance of woven tape fabric.

At another industry event – ITM, in Istanbul - Starlinger showed the new FX 6.0 circular loom, which it says creates a new level of circular tape weaving technology.

The FX 6.0 is claimed to be more efficient and achieve higher quality standards in woven tape fabric production. High production speeds and fewer machine stops make it possible "to achieve an efficiency of 90 percent and more". With a top machine speed of 1,150 picks per



The FX 6.0 circular loom – 'a new level of circular tape weaving technology'

minute, the loom reaches a production output of up to 185m (depending on design) of tape fabric per hour. The graphical touchscreen display makes it easy to handle, and the clearly laid out machine overview allows uncomplicated parameter setting and monitoring of the individual machine parts.

An optimised shuttle geometry and reed design account for the high production speed. The use of long-living ceramic elements in the warp compensation, heddle wires and weft insertion

fingers, as well as the reduction of friction parts contribute significantly to cut down service and maintenance costs. Electronic tension control and warp and weft tape monitoring help to reduce production waste and the number of machine stops, thereby ensuring high efficiency and constant fabric quality. The FX 6.0 is designed for lightweight and heavy fabrics in the weight range of 50 g/sqm to 130 g/sqm.

www.starlinger.com



Starlinger presented the deCON 50 decontamination dryer at Plast 2012 in Milan

Cimbria's 'bean' and done it

Bean Growers Australia's new processing plant was designed, supplied and commissioned by Cimbria Australia specifically to suit the customer's requirements in terms of the existing building, capacity and quality of the finished product.

Bean Growers' head office and plant is located in Kingaroy, Queensland, some 220 km northwest of Brisbane. The company is Australia's largest bean processor and has been supplying Australian and overseas customers with beans since 1964. The group prides itself on handling quality pulse/bean crops, soybeans, adzuki beans, navy beans, mungbeans and chickpeas. It is also a major supplier of popcorn.

The plant incorporates the first Cimbria HMD 'Z' elevators installed in Australia. There are a total of seven PBE20s and two PBE10s installed, combined with a Delta type 107 Super Performance, a TS-360

Dry Stoner and a GA-310 Gravity Separator. Two Cimbria Jog conveyors were also used for gentle handling and hygiene, as well as several SP18 vibratory feeders. The complete new plant was plumbed with Cimbria 'Q' pipes and a number of Cimbria Australia special 'Q' connections.

Over the past few months the plant has been thoroughly tested on product that has been subjected to some of Australia's local environmental extremes due to abnormal rainfall during planting and harvesting. This has proved the plant's capabilities and provides a justification for installing the best equipment available.

During the plant installation it was not possible to drive to the site for several weeks from either Brisbane or southern Australia due to the flooding south of Kingaroy.

www.cimbria.com

30 Years of Engineering Excellence
CONCEPT > COMMISSIONING > SUPPORT

Get Your FIBC Right

With Our Experience, R&D and Continuous Innovation



Global Presence
60
Countries

750 Tapelines • 32,000 Looms

30 years of excellence

With over three decades of experience and as a leading global supplier of machinery for plastic woven fabric, Lohia delivers reliable and competitive products to its customers. These products, in turn help our customers reduce the cost of quality.

www.lohiagroup.com



LOHIA
STARLINGER LIMITED

TAPE EXTRUSION LINE • TAPE WINDER • CIRCULAR LOOM • EXTRUSION COATING MACHINE
PRINTING MACHINE • BAG CONVERSION SYSTEM • MULTIFILAMENT SPIN-DRAW-WIND LINE

D-3/A, PANKI INDUSTRIAL ESTATE, KANPUR 208022, INDIA
T: +91 512 3045100 | F: +91 512 3045299 | E: ls@lohiagroup.com

Creating Advantages

Chronos's milky challenge

Chronos BTH recently installed and commissioned a new high accuracy bagging and palletising system for Emmi Milch AG in Dagmersellen, Switzerland; one of its long-standing customers in the milk powder sector.

The bagging system features a strictly hygienic design, accurate operation and an ability to change products quickly, which is vital given the large number of powders to be packed. It was also necessary for Chronos BTH to overcome limited space challenges on the production site.

The Emmi factory produces a diverse range of milk powder derivatives - such as whey powders and permeate powders - all of which are hygroscopic, dusty, and sticky, and so challenging to handle. Gerold Schatt, head of the Dagmersellen factory, commented: "We opted for Chronos BTH due to the ground clearance of the filling line as well as the filling and closing concept."

An OMLH-1030 BF hygienic bagging system is the key piece of equipment for this particular project. Its design automatically picks up and places the open-mouth bags, which are multi-ply cross bottom bags with polyethylene liners onto the filling spout. A specially designed integral vertical dosing screw ensures that dust emissions are kept to a minimum during both main and fine feed filling cycles.

Filled bags are removed via an indexing conveyor; during this bag transportation phase before it is presented for de-aeration the bag top remains closed. A combination of de-aeration probes and

agitators on the conveyor optimise removal of excess air from each bag.

At the next part of the process the bag mouth is stretched and prepared for sealing, while top air is carefully pressed out of each bag. Bag closure is completed through a combination of impulse heat sealing and the innovative Chronos BTH double fold over tapping system, which complement each other to minimise potential moisture ingress into the filled bags. For additional security sealed bags pass through integral metal detection and check weighing systems; with any rejected bags being removed before they enter the gripper head of the specially configured palletiser via an inclined conveyor.

The palletiser is rated at 600 bags per hour and a series of palletising programmes ensure that all of the Emmi bagged products are palletised to suit their individual requirements. An automatic wrapper completes the automation of the bagging process and it can also offer six different wrapping programmes.

Currently, the packing system is operating on a two shift system and is rated at 200 bags per hour; packing products with individual filling weights of 10-50kg.

All of the equipment is EHEDG (European Hygienic Engineering & Design Group) compliant and all of the processing modules are designed to provide Emmi with optimum filling accuracy hygienically and cost-effectively.

www.chronosbth.com



The Chronos BTH Palletiser at EMMI Milch

Award for bag filler

Netherlands-based European Machine Trading (EMT) received the prize for innovation at the Victam trade fair in Cologne, Germany, for its Triple Portable Container demountable bulk bag filling machine.

Working on the principle that the machine comes to the product that needs to be bagged, rather than vice versa, the system is claimed to provide significant savings in transport and handling costs, while the risk of damage to the product being handled is vastly reduced.

The EMT Triple Portable Container offers filling rates of around 70 tph, handling around 140 FIBCs of 500-600 kg capacity, or 70 FIBCs of 1,000-1,500 kg capacity per hour.

The entire filling line is integrated into just three 10ft containers and the system can be operated by one person. It can be quickly set up and relocated by a forklift truck, which is also used to remove the filled bags.

The system comprises one weighing scale in the middle container, to weigh the product. The weighing slide discharges the product directly into the FIBC. Then the bags are removed by a chain conveyor unit. The container's body is made of mild steel, while the storage hopper, weigh scale and filling pipe are all constructed from 304L stainless steel.

The machine operates with a Penko weigh indicator. The complete bag fill operation can be done by a single operator, filling and closing the bags. One forklift moves the bags away. The complete line is portable and can be moved by ship or truck, fitting into a trailer.

The total system is compact and has a height of 6.25m. The chain conveyor and the three containers are installed by a forklift truck. The three containers have three door openings to bring the bags out and to have the possibility of bringing empty bags into the container and have access to the middle container.

Based in 't Zand, EMT supplies blending, bagging and handling equipment to fertiliser suppliers throughout the world. In addition to its own products, EMT supplies equipment made by Doyle, offering the Shamrock, Vertical, Smithbuilt, Kraus and Tyler Blender lines. To date, EMT has supplied over 400 machines to more than 40 countries, all of which have been tailored to meet customers' requirements. EMT provides a comprehensive back-up service, via a sales and servicing network of representatives in other European countries.

Another EMT innovation has been the Weighcont. This is a fully automatic weighing continuous blending system, based on weight information, which can be supplied with an unlimited number of hoppers. The Weighcont offers a capacity ranging from 20 tph up to 250 tph. The range is supplemented by the Industrial and Volcont models.

www.europeanmachinetradings.com

EVENTS

transport logistic China

5-7 June 2012

SNIEC, Shanghai (Pudong), China

5th International Exhibition for Logistics, Telematics and Transport

visitor@transportlogistic-china.com

Tel: +86 21 20205517

Fax: +86 21 20205655 / 20205666

guo.xiaoying@mmi-shanghai.com

www.transportlogistic-china.com/en

EPCA Annual Meeting

6-10 October 2012

Budapest, Hungary

Meeting Administration

EPCA

Avenue de Tervueren 270

BE - 1150 BRUSSELS

T + 32 2 741 86 60

F +32 2 741 86 80

meetings@epca.eu

7th European Conference on Inland Terminals

15-16 November 2012

Palais des Congrès, Strasbourg, France

T +32 3 231 93 65

paul@confor.be

www.inlandterminals.com

Intermodal Europe 2012

27-29 November 2012

RAI, Amsterdam, Netherlands

T +44 207 017 75112

sophie.ahmed@informa.com

www.intermodal-events.com

isbir means "BigBag" in all languages...

QUICK RESPONSE
LOCAL SUPPORT
HIGH QUALITY

isbir UK
Isbir Bulk Bag UK Ltd.

The World's local supplier of Fibcs and Industrial Fabrics

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

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

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

member of **isbir** Holding

CLH invests in Bilbao

Spain's Corporacion Logistica de Hidrocarburos (CLH) is spending €15 million to increase capacity at its tank terminal in Punta Sollana, Bilbao.



The project at CLH Santurce, Bilbao, along with a second one at CLH Barcelona, are part of this year's expansion plans, the company's president Jose Luis Lopez de Sinales told a press conference in April.

The decision to expand storage capacity at these two terminals was taken because both ports – Bilbao and Barcelona – recently increased their drafts to 16m, which will allow them not only to receive larger vessels but also distribute more petroleum products to other ports.

During 2012, CLH will invest €98 million in storage and pipelines. For the strategic plan 2007-2011, the Spanish company spent €700 million, compared with €400 million planned for the 2012-2016 period. Lopez Sinales explained that this is due to the existing dimension of CLH's infrastructure.

Meanwhile, CLH is nearing completion of a new storage facility in Castellanos de Moriscos, Salamanca. Building work started in January 2010 and works for the new facility are at an advanced stage, the company says.

The pipeline connecting the facility with the main Valladolid-Salamanca pipeline has been completed, as has the construction of the storage tanks, bunds and roads.

Office buildings and electrical back-up systems and instrumentation, along with other auxiliary and safety and security systems are still under construction. According to company, testing of the equipment will begin in July.

The new facility involves a total investment of €24.1 million. The project provides for the building of nine new tanks, with a total capacity of 76,215 cbm, the construction of an 8ins diameter pipeline with a length of 0.2 km, as well as a tank truck loading area with four loading racks and other auxiliary and safety systems.

- ▶ **TANKCONTAINER STORAGE** 500 teu space ● loaded ● empty ● ADR ● bonded
- ▶ **TANKCONTAINER TRUCKING** compressor ● (gas)pump ● nitrogen-discharge
- ▶ **TANKCONTAINER HEATING** steam ● warm-water ● electrically
- ▶ **TANKCONTAINER SERVICES** customs service ● on site weighbridge ● transshipments ● splitting bulkloads
- ▶ **LOCATED BETWEEN ROTTERDAM AND ANTWERPEN**
Excellent barge/road connection to both ports

Middenweg 8, NL - 4782 PM Moerdijk
P.O. Box 6058, NL - 4780 LL Moerdijk
Tel. +31(0)168 387070 / Fax +31(0)168 387077

SEE FOR MORE INFORMATION:
WWW.FRANSDewIT.NL

Room for expansion in Marseilles

Logistics facilities at the southern French port of Marseilles Fos are set for further expansion with a new 200,000 cbm multimodal park from specialist property developer IDEC/LIFE Group.

Due to be fully operational within five years, the park is being built on a 40 ha former chemicals site in the Feuillane area of the Fos industrial zone. The site was occupied by Basell Fos until last July and will now be converted as a base for high quality environmentally-accredited warehouses.

The 200 ha Feuillane site has capacity for 800,000 cbm of warehousing and is less than 15 km from the Fos container terminals. Current occupants include IKEA and Maisons du Monde. The port's other logistics zone, Distriport, is alongside the Fos box hub on a 143ha site with room for 600,000 sqm of warehouses.

More than 200,000 sqm of warehousing was added to the sites in 2011. The port authority said shippers and logistics providers had been attracted by last year's implementation of national port reforms, while the Fos 2XL container terminals - which came fully on stream in April - now provide additional handling capacity.

Newcomers announced for Distriport in 2011 included Maisons du Monde, Mattel and Geodis, which join established users such as Schenker, SDV and Volvic-Evian. In addition, the port authority launched a tender in January for a 50-70,000cbm cold store in Feuillane dedicated to foodstuffs.

Meanwhile, Marseilles has announced the 11th partner for the Medlink waterways initiative.

The Medlink Ports partnership, formed four years ago linking Marseilles Fos and nine trimodal ports on the 550 km Rhone-Saone inland waterways network, has been joined by the port of Sete.

Marseilles Fos port authority said the move was an opportunity to strengthen co-operation in promoting waterway transport for containers, dry and liquid bulks and outsized cargo in a hinterland of 14 million inhabitants. It stressed that the waterways option provided a key differentiator for the French Mediterranean ports compared with rivals in the southern Europe range.

Medlink Ports was launched with the support of inland waterways authority Voies Navigables de France. The inland platforms, include Pagny, Chalon, Macon, Villefranche-sur-Saone, Lyons, Vienne-Sud/Salaise-Sablons, Valence, Avignon-Le Pontet and Arles. Traffic growth on the network was marked last year by a 12 percent increase in container volumes to 70,000 TEU.

The multi-purpose port of Sete is ranked tenth in France with annual throughput of more than 3.6 million tonnes. Volumes grew

by 6 percent last year following several years of upgrading equipment. The port says that by joining Medlink it is now ready to take advantage of the modernisation of the adjoining Canal du Rhone.



The Fos 2XL container terminals came on stream in April providing additional handling capacity

Advertisers Index

APC	12
Boasso.....	15
CIMC	FC & 3
Cimbria	18
Cronos	Back Cover
Fort Vale	13
Frans de Wit	21
Girard.....	10
Grindrod.....	17
Isbir.....	20
ITCO	16
Lohia Starlinger	19
NTtank	11
Newson Gale	2
Outokumpu	6
Perolo Langfang	IBC
Procurus	4
QTS	5
RAM.....	9
Silver CIMS.....	7
TAL	8
TWS.....	22
UBH	Front Cover

Shamrock opens in Latvia

Cyprus-based Shamrock Shipping and Trading has put into operation two additional storage tanks in Latvia. The chemical storage facility, consisting of mild-steel tanks of 400-3,000 cbm, can tranship, store and repack base oils, finished lubricants, petroleum and chemical products, with total capacity of 19,000 cbm or about 160,000 barrels.

Shamrock has invested in the terminal to upgrade and equip tanks with heating and insulation to maintain temperature of the stored product up to 100deg C, complete dedicated pumps for loading road trucks and flexitanks, as the company is increasing its throughput of container loadings. A draft of 8.4m allows the loading of vessels up to 15,000dwt. Foodgrade chemicals can also be stored on request.

Shamrock says the storage capacity is the most technologically advanced chemical terminal in the Baltic region allowing reloading

of any type of liquid cargo, including oils, fats and oleochemicals. It is used for transshipping cargoes to and from European markets as well as other continents. Spot capacities will be offered to third parties for transit into FSU countries as storage or redelivery from vessel to rail tanks, trucks, flexitanks or smaller packaging, such as drums or IBCs.

The company operates facilities in three locations in Europe - Latvia, Belgium and the UK - with total capacity of 25,000 tonnes. All storage is accessed by sea, railway and road.

Shamrock is a supplier and distributor of international base oils, lubricants and petrochemicals with a product portfolio of Group I, II and III base oils, pale oils, advanced additives, finished lubricants, petroleum and chemical products, also offering storage and blending assets, worldwide transport and logistics.

Ethanol train facility for GA

Eco-Energy Holdings is developing an ethanol unit train and storage facility to serve the Atlanta, GA, region.

The terminal will be capable of distributing over 400,000 barrels (16.8 million gallons) a month through the use of an automated loading system and will offer 24/7 product access to terminal customers. The facility will be equipped to receive up to 96 rail car unit trains via the CSX railroad and will have approximately 200,000 barrels (8.4 million gallons) of ethanol tank storage. Operations at the site are expected to commence in the second quarter of 2013.

"We are excited about this addition to our ethanol unit train offering. Atlanta is a growing market and this project reflects our continued investment in delivering optimal low-cost supply chain solutions to bio-fuel producers and end users. We also intend to develop the site to service other industrial related businesses seeking longer-term supply chain

solutions," said Gwaine Ton, Eco-Energy's CFO/COO.

The project is being developed in conjunction with the Cartersville-Bartow County, Georgia Department of Economic Development.

"Cartersville's access to the Atlanta market, transportation and other advantages are a great match for Eco-Energy. We are pleased to work with Eco-Energy, CSX Economic Development, several City Departments and H&H Realty during the development of this facility and beyond," added Melinda Lemmon, executive director, Cartersville-Bartow County Department of Economic Development.

Eco-Energy is a midstream alternative energy company focused on marketing, trading, transport, and distribution of biofuels. It is also one of the largest full-service marketing companies in North America with over \$3.2 billion in sales and handling nearly 10 percent of the biofuels market.



TEPSA adds to Valencia site

Spanish group TEPSA has extended its storage capacity of 114,000 cbm in Valencia. The extension consists of two new plants 53,000 cbm and 61,000 cbm for petroleum products and biofuels.

The facility for biofuels and non-flammable products became operational in mid-2011 and in November started the second facility, designed to petroleum products.

After passing all technical and safety tests, the two new plants are now operating as expected. In total, Valencia

increases its capacity with 17 tanks ranging from 1,000 cbm to 17,500 cbm. The new area has four loading bays for petroleum products, and a mixed bay for charging and discharging gasoils and methyl esters.

Valencia is a major port for bunkering, and TEPSA says it is contributing to this business with tanks adapted to fuel supply as it has relevant customers in the area. The company has invested around €17 million in this expansion, tripling its Valencia capacity to a total of 161,000 cbm.



Rotterdam to develop new Brazilian port

Port of Rotterdam Authority, the state of Espirito Santo, the municipality of Presidente Kennedy and project developer Terminal Presidente Kennedy (TPK) signed an agreement in Vitoria, Brazil for the development of Porto Central, a 'greenfield port' located in the extreme south of Espirito Santo state, to the north of Sao Paulo and Rio de Janeiro. It will be an industrial deepsea port for handling oil, gas, offshore services, dry bulk, oil products and general cargo. The intention is that the first ship will sail into the new port in a few years' time.

This year and 2013 will be used for approaching the market and obtaining the necessary permits. In the first phase, a start will be made on the construction of a 1,000 ha industrial port.

For the development of Porto Central, Rotterdam Port Authority is entering into a co-operation agreement with TPK, a group of Brazilian businesses with experience in mining and offshore industries. The port authority's main contribution will be its expertise and knowledge in the field of port management. This co-operation agreement will be converted into a joint venture once a number of essential conditions (such as permits and initial contracts with clients) have been met. Porto Central will be operated in accordance with Rotterdam's tried and tested landlord principle. The owner will develop the infrastructure and lease the

land to the terminal operators and other port users, who will in turn invest in their own business-specific superstructure.

Rotterdam's foreign policy is geared towards strategic joint ventures and new international participations, such as that realised in recent years in the port of Sohar, Oman. In 2010, the Port Authority was asked by the Brazilian

government to review a comprehensive strategic study into remodelling the Brazilian port sector, which consists of 34 public ports along the 8,000 km coastline. At the beginning of this year, the port authority opened a new office in Sao Paulo. Together with the head office in Rotterdam, it will work intensively on the further development of Porto Central.



In 2010 Rotterdam Port Authority was asked by the Brazilian government to review a strategic study into remodelling the country's port sector

TWS

RENT-A-TAINER

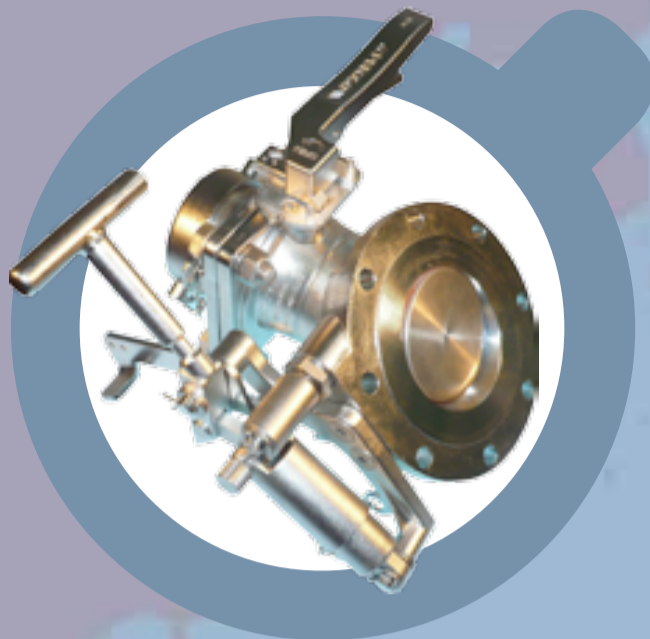
Join the competence!

Since more than 20 years your partner for tank container leasing

TWS Tankcontainer-Leasing GmbH & Co. KG • www.tws-gmbh.de



tank valves and fittings



PEROLO:

Producing,
selling and
shipping
all over
Australasia
and Asia

our philosophy:
quick reply, quick supply.
whatever you want, wherever you are.

PEROLO
FLOWING FROM EXPERIENCE

PEROLO SA 69, rue des Maçons 33390 Blaye FRANCE
Tel: + 335 5742 6700 Fax: +33 5 5742 6702 perolo@perolo.com

DISTRIBUTOR NETWORK

China

LANGFANG BIP VALVE
MANUFACTURING CO
600 Chuangye Road
Langfang Economical Development zone
Langfang 065001, Heibei Province
Tel: + 86 139 11 651 729
y.francioli@bip-sas.com.cn

Japan

PACIFIC SCIENCE CO.,LTD
Nankai Tokyo Building,
5-15-1, Ginza, Chuo-Ku,
104-0061 TOKYO
Tel: + +81 335468080
k.yanase@pacific-science.co.jp

Korea

ISOTANK SERVICE
Tel : +84 (31) 3741183
isotank@isotank.co.kr

Vietnam

GAVAN PRODUCTS PTE LTD
Tel: +84 (31) 3741183

Philippines

GAVAN PRODUCTS PTE LTD
Tel: +63 (2) 521 9617

Thailand

GAVAN PRODUCTS (THAILAND) LTD
Bangkok
Tel: +66 (2) 399-1451
mitrth@gavanproducts.co.th

Singapore

GAVAN PRODUCTS (SINGAPORE) PTE LTD
Tel: +65 6369 3515
teokb@gavanproducts.com.sg

Malaysia

GAVAN PRODUCTS (MALAYSIA) SDN BHD
Tel: +60 (3) 33445446
vanitha@gavanproducts.com.my

Indonesia

GAVAN PRODUCTS (INDONESIA) SDN BHD
Tel: +62 (021) 5696 4140

Australia, Victoria

GAVAN AUSTRALIA PTY LTD
Tel: +61 (07) 3217-9175
benfitzgerald@secureaload.com.au

New Zealand, Auckland

GAVAN / SECURELOAD
Tel: +64 (09) 2555 935
greggrant@secureaload.co.nz

Taiwan, Taipei

SCH Equipments
alumin-leu@mail.sch.com.tw

CUSTOM DESIGN

FLEXIBLE LEASES

DIRECT SALES

CERTIFICATION SUPPORT ONLINE

CRONOS TANKS

GLOBAL COVERAGE FROM YOUR LOCAL CRONOS OFFICE

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: 4.0 Bar

DESIGN TEMP: -40°C to 130°C

APPROVALS

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

STANDARD FITTINGS

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

AIR LINE: 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: Provision 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



WWW.CRONOS.COM

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

DRYS REEFERS TANKS EQUIPMENT SERVICES

DRY FREIGHT SPECIALS: Bulklers / Opentops / Flatracks / Half Heights / Rolltrailers / Slimwall CPC®s / Car Racks