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## Fourth railway package disappoints freight interests

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#### The European Commission's Fourth Railway Package, launched on 30 January, met with mixed reaction among trade bodies representing railfreight users and operators.

CLECAT, which groups European freight forwarders, welcomed the publication of the package but said it was disappointed with the fact that the Commission has "backtracked from its initial intention to impose separation of the infrastructure management (IM) and railway operations".

The new proposal allows incumbent operators to keep their holding structures, making separation 'optional', said Nicolette van der Jagt, director general of CLECAT. "The Commission has clearly considered the political ramifications of its proposals and settled for something which falls far shorter of what we were hoping for, namely, full unbundling in all cases."

Van der Jagt added that the separation of the infrastructure manager from railway undertakings would have represented "the quickest and most efficient way of revitalising the industry and creating a level playing field between rail operators". This is the model that also applies to other modes of transport where the provider of the services is totally independent from the public party that is in charge of the infrastructure.

However, CLECAT does "fully support" proposals to enhance powers for the European Railway Agency to establish a one-stop-shop approval process. Lengthy and costly procedures for approving railway rolling stock impedes the creation of a single European railway area and adds "unacceptable additional costs" for operators. A one-stop-shop type approval of rolling stock certified across the single railway area is needed, CLECAT insists.

"We will study the Commission's proposals in more detail, but, for us, making the railway sector more efficient through enhanced competition and quality is key," van der Jagt concluded.

The European Rail Freight Association (ERFA) talked of "frustration" when it compared the published proposal with a draft that was circulating barely a week before which provided for total unbundling of infrastructure management and operators, the latter chiefly meaning the state-owned incumbents like France's SNCF and Germany's Deutsche Bahn (DB).

The French government controversially declared in November that it was to regroup SNCF and rail infrastructure manager RFF within a single holding company. In the run-up to the publication of the fourth package, transport minister Frédéric Cuvillier said separation between the two was "not necessary" and that France would do everything to ensure the "impartial functioning of infrastructure management".

The strongest criticism came from Tony Berkeley, chairman of the UK Rail Freight Group (RFG). He

accused DB of effectively rewriting the Package.

"The package illustrates the extent to which the original and excellent draft setting up a fully liberalised and competitive railway structure compliant with the principles of the internal market has been turned in the space of less than a month by the intervention of German Chancellor Angela Merkel into a German Railway Package for Europe, a 'Europäische Weltreichsbahn'.

"Merkel's intervention, following the massive lobbying by Deutsche Bahn, forced the Commission to change its plans. This new package now allows the holding company model of the railway in Germany to be maintained; it permits hidden transfer of funds from the infrastructure manager via the holding company to the commercial activities of train operators, placing them in a competitive advantage over their competitors who do not benefit from such aid.

"It allows for subsidised DB companies to buy operators in other member states, unfairly competing with other companies; by a failure to provide full separation between infrastructure managers and railway undertakings, it will allow confidential IT and other information, as well as funding, to flow undetected between these

companies, again to the detriment of fair competition," he stated.

The new text gives member states, where a separated model exists, the right to refuse operators from a holding company onto their network. For Lord Berkeley, however, it however fails to explain how such a complex procedure would work in practice.

"In Germany, the Commission's infraction proceedings have already demonstrated wide ranging failures to comply even with existing law, particularly on the issue of hidden transfers of profits from IM to the holding company. In France, Germany's partner in this monopolistic exercise, SNCF, in spite of being fined over €60 million for anti-competitive behaviour, it and the French government are hurrying towards the same integrated structure which is already seen by the Commission as illegal in other member states.

"So here we have two of the largest member states already in breach of railway law, now having succeeded in getting the law changed so that they can carry on as they please."

Lord Berkeley fears that the legislation will end up reducing the growth that rail could offer, deter potential investors "who fear that their investments will be threatened by a national monopolist" and lead to a situation across Europe where everybody puts more cars and trucks on the road.

"It is now up to the European Parliament and the Council (of Ministers) to alter, improve and correct this package and achieve the objectives which business, customers and the industry know is necessary to create the internal market, investment and efficiency that the rail sector needs so badly," he concluded.



An Europäische Weltreichsbahn, claims RFG

In the next issue of Bulk Distributor –

- Annual IBC & Drums Review
- Annual Rail Tank Review

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# Lack of rail competition costs chemical shippers billions, says report

**I**t is not just in Europe that the current state of the rail freight market is causing concern among users. In the USA, the American Chemistry Council (ACC) issued new research in January documenting how a lack of freight rail competition is costing US chemical companies billions of dollars in excess shipping costs each year.

Showing shipping rates that often exceed 300 percent of the revenue-to-variable cost (RVC) ratio, the ACC study estimates that if the \$3.9 billion premium on chemical shipments were reduced, the chemical sector could create up to 25,000 additional jobs, with \$1.5 billion in new wages, and \$6.8 billion in new economic output.

Glenn English, chairman of Consumers United for Rail Equity (CURE), a coalition of rail dependent shippers that includes the ACC, commented: "This new research provides critical data about a problem

that is costing American companies billions of dollars and American workers tens of thousands of jobs. While these new findings focus on chemical and plastic shipments, the problem is just as dire for farmers, electric utilities, lumber and other manufacturers who depend on rail for shipping and who together make up a broad swath of the US economy.

"Congress can fix this problem. Acting to guarantee competitive rail service, giving freight rail shippers the same antitrust protections relied on by all other US industries to ensure competitive markets and ensuring the Surface Transportation Board (STB) has the tools to enforce the law would be enormous steps toward strengthening the US economy, enhancing the competitiveness of American companies and creating good jobs here at home.

"Armed with (this) research, freight rail shippers

will be working closely with members of Congress and the Obama Administration to enact these common sense reforms."

For the ACC, Escalation Consultants examined (STB) data and found that aside from the \$3.9 billion 'premium', between 2005 and 2010, the percentage of chemical shipments moving under higher rates increased dramatically.

Nearly three-quarters of inbound and two-thirds of outbound rail transportation is captive to a single major railroad, the ACC maintains. Many chemical shippers report that captivity and high rail rates have hindered their company from making domestic investments or meeting their customers' demands.

"Safe, reliable and affordable rail transportation of chemicals is essential to the business of chemistry. ACC and its members are committed to working with their transportation partners and lawmakers to promote the safe shipment of chemicals by rail," the ACC said releasing the findings. "Because nearly a quarter of US shipments of chemical products travel by rail, the nation depends on rail to deliver chemical products every day to generate energy, produce food and disinfect drinking water.

"To build on an already impressive safety record, ACC member companies and their transportation partners invest billions of dollars in rail safety improvements and continuously champion standards, technology and regulations. For example, ACC and member companies work with railroads and tank car builders to support research on rail car safety that may lead to new designs or standards for rail cars carrying hazardous chemicals. In addition, ACC helps first responders prepare for emergencies through programmes like Chemtrec and Transcaer.

"Most chemical facilities and their customers are



The ACC study claims chemical and other shippers paid \$3.9 billion in excess freight rates

served by a single railroad, leaving them without access to competitive rail service. To address this problem, ACC and a large coalition of shippers — CURE — have asked Congress and the STB to remove barriers to competition caused by outdated federal policies."

The ACC says America's rail policy must encourage regulators to work in partnership with the business of chemistry, other shippers and the railroad industry to ensure that essential chemicals can continue to be shipped by rail.

"To meet the nation's rail transportation needs for the next century, the federal government must promote affordable, reliable rail service by removing barriers to competition due to outdated policies. The nation depends on chemical producers every day to form the building blocks and processes necessary for safe drinking water, a plentiful food supply and life-saving medicines — access to safe, reliable and affordable rail service will help ensure the business of chemistry can meet the country's demands now and into the future," the ACC concluded.

## Evonik invests in Antwerp

**S**peciality chemical company Evonik Industries is building an additional butadiene plant in port of Antwerp with an annual production capacity of 100,000 tonnes. In the meantime the existing output of methyl-tert-butylether (MBTE) will be raised by more than 75,000 tonnes.

Butadiene is a precursor for rubber and is also used as a softener for plastics. It is used to make synthetic rubber for among other things elastic bands, shoe soles and carpet backing. MBTE for its part is used as an oxygenate to boost the octane rating of fuel, permitting more efficient combustion which in turn also

benefits the environment.

The new facilities should be operational by 2015, helping to meet the growing demand for these products while also creating 20 additional jobs. The location in the Antwerp port area offers added value for Evonik, as the products can be shipped quickly to customers all over the world. Evonik currently employs some 1,000 people in Antwerp.

Evonik's investment plans confirm the significance of Antwerp in the group's worldwide network. It also demonstrates that Antwerp remains important for the chemical industry, being home to the largest chemical cluster in Europe.

## Quo vadis Europe?



Germany remains the most robust chemicals market

**A** survey among 350 executives from international chemical companies regarding the impact of the Euro crisis found 40 percent of respondents worldwide fear that the crisis in southern Europe might spill over into northern Europe.

The survey "Quo vadis Europe?" conducted by the strategy and organisation consultancy Camelot Management Consultants found most of the globally operating chemical companies expect stagnating sales and profits in Europe. Some of them even plan a stronger focus on those Euro countries with a relatively robust economy such as Germany or France. Also, the chemical corporations intend to diversify their customer portfolio further.

On the other hand, the majority believe that the debt crisis in Europe will be resolved within the next three to five years. Especially, decision-makers in Germany have a positive outlook. Most of them plan investments in the coming 12 months. The reason for the extraordinary shape of the German chemical industry is in the measures that the companies took in the last economic crisis: more efficient processes, flexible workforce and a stronger focus on the global growth markets.

"In view of the European debt crisis, global chemical managers are mostly concerned about decline by slowdown in demand in this important market and about increasing raw material prices due to the weak Euro," said Dr Sven Mandewirth,

partner and head of the industry segment chemicals & petrochemicals at Camelot. "Forty percent of all respondents also fear that the crisis in the South of Europe might spill over into the other European countries. This is a scenario that especially concerns the executives from chemical companies in the Middle East. Sixty percent of respondents worry about a spread of the financial crisis in Europe."

However, a large percentage of the international chemical industry managers do not perceive the Euro debt crisis as a lasting structural phenomenon. Only about a third believes that the crisis will last longer than five years. A quarter of the surveyed chemical managers even believe that their sales in Europe will increase despite the financial crisis.

"Germany as a location for chemical production is becoming increasingly popular in the crisis. Planned investments are shifting from other European countries towards Germany," explained Mandewirth. "More than 60 percent of the German chemical industry managers believe that the Euro financial crisis will not have an impact on their sales in the coming 12 months. Germany's chemical industry is robust because after the last crisis the companies took important measures that are now benefitting the industry — optimised organisations, a more flexible workforce use, more process orientation and a stronger focus on global growth markets."



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# Roadmap to success

**While many carriers have encountered challenging business conditions for a few years now, one bulk road tanker operator has maintained an active posture, and plans to increase its bulk fleet capacity by 25 percent in 2013.**

Clugston Distribution is the logistics arm of the Clugston Group of Companies, which celebrated its 75th anniversary in 2012. Clugston Distribution has a long history of working as a specialist in the cement and bulk food sectors.

The company retains a large presence in these sectors today and currently has 38 tractor trailer combinations within its bulk distribution fleet representing just over half of its total fleet strength. Investment in 2012 included two new Spitzer Eurovac bulk powder tankers; a food grade 60 cbm tipping silo, which incorporates the latest in tipping chassis technology and safety systems; and a state-of-the-art 56 cbm 4 pot non-tipping tanker. The latter was specifically developed, in conjunction with Spitzer Eurovac, to cater to the needs of the flour industry – it was created to overcome the problem of flour holding up inside the tank, while the discharge system was designed for ease of cleaning.

Clugston's bulk fleet is currently sub divided into three divisions. Bulk food has 15 vehicles, including a silo evacuation tank, and is predominantly based in Driffield, East Yorkshire delivering flour, oats, rusk and gluten. Bulk industrial powders delivers cementitious products and pulverised fly ash using 16 vehicles. Finally, the intermodal powders division has seven vehicles working in partnership with InterBulk. The latter two divisions are controlled from Clugston's main operating centre in Scunthorpe.

The company has ambitious plans to add a further 10 vehicles to the bulk fleet in 2013, with the extra industrial powder and intermodal capacity being deployed on the Humber and Teesside. The food fleet expansion will see two further bulk food vehicles added to Clugston's new North West base in St Helens. "The expansion is focused on the North West as a large number of our clients' end customers are in this region," explained David Heath, general manager (pictured).

The bulk powder division will see a further four vehicles added with the new trailers being purchased with a 49 cbm capacity as opposed to the traditional Clugston specification of 36 cbm. "The increased capacity is being built into the new fleet to exploit new opportunities moving outputs from energy from waste plants with a specific focus on the ash derivatives," said Heath.

He explained that the ash outputs currently moved by Clugston from a customer's energy-from-waste site in Teesside are much lighter than the fly ash Clugston has traditionally moved from power stations, which has meant that obtaining optimal payloads has been restricted by the volumetric capacity of the older tankers on fleet.

"With Clugston's Construction Division being heavily involved in the construction of energy-from-waste plants with our process engineering partner CNIM, it is logical for our logistics operation to look at moving both the outputs from these sites and some of the inbound commodities such as lime," Heath added. Clugston Construction is currently involved in the construction of three energy-from-waste plants in Lincolnshire, Staffordshire and Oxfordshire.

The final fleet expansion of four vehicles will be linked to Clugston's growing strategic partnership with InterBulk which now sees seven vehicles deployed on a daily basis. During 2012 Clugston successfully deployed two new contracted 30 foot tipping frame trailers, built by Martans and designed to discharge bulk powders from 30 foot intermodal trailers. These vehicles, dressed in InterBulk livery and scheduled by InterBulk's operations team in Hull, work from the Humber, Tees and Thames ports. The Clugston drivers are trained by InterBulk's training and engineering specialist on product and customer specific requirements of the operation.

The four additional vehicles will focus on the Humber ports and concentrate on movements of polyethylene, polypropylene, alongside food products such as rice and food starch.

Heath says of the InterBulk partnership: "Our working arrangement is based on a long term commitment where both companies have a joint ethos of delivering quality through the supply chain."

All 10 of the new tractors going on the road in 2013 will be Renault Premiums and will have specialist discharge equipment



Investment also included two new Spitzer Eurovac bulk powder tankers; a food grade 60 cbm tipping silo and here a 56 cbm 4 pot non-tipping tanker

fitted by Hydraulic Discharge Equipment Limited. The Castelford-based supplier has been the long term partner of Clugston for all the company's tractor mounted specialist discharge kits. Unlike many other bulk operators Clugston has always elected to truck-mount compressor systems as opposed to mounting the equipment on the trailer fleet, which gives customers a payload advantage.

#### Fuelling expansion

Making the critical business decision to enter a new market often requires a distinct leap of faith since no-one can reliably predict if a venture will ultimately succeed or fail until it is actually presented to the market. That leap is less precipitous, however, if the business has a history in the market to reflect back on, as well as a number of key market-based relationships already in place and when the leader of the operation has a track record of working in this sector.

Last year, Clugston Distribution announced its expansion into the fuels distribution market. The £1 million investment formed an integral part of the company's strategic growth plan.

Operating from its Scunthorpe base, which is well-located for access to the Humber refineries, Clugston initially put four new 44 tonne tanker combinations on the road. Recent further fleet orders will lead to a fleet strength of 12 bulk fuel delivery vehicles by June 2013.

Commenting on that investment, Heath, who has 12 years' experience in fuel logistics, said: "Growth into the fuels market had

been part of Clugston Distribution's strategic vision to diversify operational services into new market sectors for some time. There was an opportunity in the Humber fuels logistics market for an operation that could provide a flexible resourcing solution for customers, and we were ideally placed to fill the need. It is an area in which we intend to grow our presence year on year."

2013 will see the first fuels vehicles based in the North East to operate from the Teesside storage terminals from Clugston's new Billingham operating centre. Heath added that growth in the North East is a major strategic aim of Clugston in 2013 with all of its bulk markets having customers in the region. The company expects to have 12 vehicles operating from bases in the region by the summer of 2013 across its business sectors.

#### Sustainable growth

In line with its expansion plans, Clugston Distribution has also made a significant investment in a 'green' strategy, which reinforces the company's commitment to its ISO 14001 accreditation.

As well as developing a viable low-carbon sustainability action plan with consultants CO2Sense, the company's fleet is fitted with Safer Driving Assistants, supplied by CMS SupaTrak. Developed in conjunction with logistics and haulage companies, the Safer Driving Assistant aims to promote fuel and carbon efficient driving by

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# Tanker market soldiers on despite downturn

Although trading conditions have been tough, particularly across Europe, many tanker manufacturers, operators and traction providers say they have still witnessed resilient business performance.

On this and the following pages, Bulk Distributor asked a number of key players in the tanker market about the current climate, their expectations for the next few years and recent, significant developments.

## Feldbinder's special new product

In Germany, Feldbinder has added yet another product to its already extensive range. Working in close co-operation with one of its major customers, Franz Fischer Spedition, Feldbinder has just unveiled a new twin-compartment pressure/vacuum tanker complete with an internal ejection system. The TSA 27.3-2 ADR S + D is constructed entirely of stainless steel with a total volume of 27,000 litres. It has been designed for the transport of liquid or viscous dangerous goods in Classes 3, 4.1, 5.1, 6.1, 6.2, 8, 9.

Franz Fischer required a bespoke unit that would meet its requirement for transporting heavy oil products with solid content. Unlike conventional equipped trailers with just one chamber, the new unit has a dividing bulkhead that can be moved by piston to adjust the size of each chamber relative to the other.

A special feature of the TSA is that the piston is provided with two self-operating seals which reduce the risk of tilting. Another advantage is that in the event of a seal failure, the piston continues to operate and the discharge is not interrupted.

The versatile trailer has a 1,500 litre fresh water chamber attached to a high-pressure cleaner, hose reel and a CVS VACUSTAR 1300 vacuum compressor with water separator and silencer.

Optional extras include a material pump, remote data monitoring, a suction line and various couplings. Special attention was placed during the concept stage to ensure that this very technical piece of equipment remained user-friendly for the operator. Robust controls in structured functional areas, combined with laser-etched stainless steel information panels and digital tank pressure display, allow for clear and ergonomic operation of the vehicle. This is underlined by a digital monitoring of the temperature of the vacuum compressor and the material feed pump.

During complex loading and unloading, intuitive and monitored control processes also ensure a high degree of user-friendliness, says Feldbinder. Operating errors are avoided by a programmable logic controller.



Feldbinder worked in close co-operation with Franz Fischer to develop the new twin-compartment pressure/vacuum tanker



RTN/Lakeland enjoyed multi semi-trailer tank orders from major oil companies and supermarkets in 2012

## Crossland expands

Since its beginnings in 1998, Crossland Tankers, based in Burnley, Lancashire and Swatragh, Northern Ireland, continues to serve an ever expanding customer base in the UK and Europe.

As one of the UK's leading road tanker manufacturer, the company produces rigid and trailer tankers for the collection and transportation of all types of bulk liquids.

The current product range includes ADR chemical, heavy fuel oil, bitumen, foodstuffs, milk, potable water, vacuum waste, jet/vac combination/recycler and fire service tankers.

Tankers are manufactured to fully comply with ADR regulations, PED regulations and ISO accredited quality management standards.

As required since 29 October 2012 all trailer tankers are supplied with European Whole Vehicle Type Approval, along with the necessary documentation, ensuring that there are no issues when it comes to registering new equipment before entering service.

The company continually invests in new product research and development, and in order to keep pace with demand, has recently completed an expansion of the Northern Ireland site providing an additional 30,000 sq ft of production capacity.

Crossland Tankers pride itself on delivering a bespoke product to customers' specification, on time, every time and is always happy to discuss specific tanker requirements.

"Crossland is firmly established in the tanker market, and we are here to stay, with continued development plans for the future," says Bryn Ives, business development manager

## RTN/Lakeland optimistic

RTN/Lakeland saw a reduction of new rigid AD tanker orders throughout 2012 due to the mild winter and economic climate. However, success in other areas has enabled the company to maintain its leading position in the market, and approach 2013 with optimism.

Orders for new tank trailers, waste/environmental, LPG and second-hand vehicles have increased substantially in a very demanding market. In addition, a new service, repair and tank testing team, along with a mobile tank test unit dedicated to visiting customer premises, are proving popular.

The company has enjoyed multi semi-trailer tank orders from the major oil companies and supermarkets in 2012, and aluminium tank trailer production recently passed 500. Rigid tanker and trailer hire has also continued to grow steadily, with short-term rates particularly useful while repairs or refurbishments are being made.

Following the acquisition of Vallely Tankers in 2007, the demand

for waste tankers has exceeded expectations, including a recent order for 85 vacuum tankers.

Sales manager, Brian Edwards, said: "RTN's aim is to ensure the highest product quality, while reducing manufacturing costs to help continue to strengthen the business and remain profitable in a very competitive market. The introduction of Euro 6 will have a huge impact for distributors registering vehicles after 1 January 2014, with a significant cost and weight increase due to complex exhaust systems. We would like to thank all customers for their continued support, and to guarantee them quality with a competitive edge."

A selection of new and used tankers can always be found in stock for immediate delivery, along with a range of stock tanks and chassis that can be built to customer specifications on short lead times.

## Stokota

With a production of 350 vehicles a year Stokota focuses on three market segments: The first covers a wide range of tankers and trailers for the transport and distribution of fuels, for the supply of petrol stations to supply aircraft and for the transport of LPG and bitumen. A second, more high technology, segment is industrial cleaning vehicles to perform all kinds of drainage cleaning, cleaning of tanks, vessels, piping, etc, in various sectors. High technology is also included in the filtration system for reuse of recycled water filtering to 0.02 microns so that harmful bacteria are removed.

The third segment falls under the heading of 'special vehicles'. These

## Continued from page 3



New Renault Premium tractor units were purchased in 2012

providing drivers with real time in cab alerts about their driving style. The alerts are taken from the EcoTrak fuel saving technology, installed in the vehicle, which records and reports information including real time MPG, speed, RPM, engine load, idling time and time spent in cruise control.

EcoTrak fuel saving technology has been verified by Complete Integrated Certification Services (CICS), which has approved the methodology used to monitor and report fuel and carbon savings achieved through the implementation of EcoTrak fuel saving technology.

It is estimated that installation of the new systems will lead to savings of as much £50 a week, per vehicle, and a significant reduction in CO<sub>2</sub> emissions. Reducing CO<sub>2</sub> emissions is high on the agenda. The company also signed an agreement with CO<sub>2</sub>Sense, a collaboration aimed at finding ways to make the company as resource efficient as possible in water, energy and waste, and identifying ways in which the company can generate its own energy.

"While continuing to develop and grow the business we recognise our responsibilities as far as developing and enhancing our environmental credentials are concerned," said Heath. "As such we have, over the past year, struck the collaboration agreement with CO<sub>2</sub>Sense and invested heavily in leading edge carbon reducing technology such as solar pv and energy efficient external yard lighting."

## Safety first

Clugston also prides itself on its commitment to food hygiene and safety. "At Clugston we are committed to the highest safety standards," said Mr Heath. "The health, safety and welfare of all employees, and those affected by our undertakings, is an integral part of our business performance, and compliance with legal requirements is regarded as the minimum standard to be achieved at all times." The company ensures that its food fleet always delivers food grades and never carries non-food grade products even though this can be permitted with the correct wash out regime. "We err on the side of caution and will continue to ensure our bulk food tankers are a closed loop in the food-only supply chain," added Heath.

"Over the next 12 months we intend to grow the fleet in support of new and existing customers. We have the capabilities, facilities and expertise to meet the specific needs of the bulk food market sector and hope to capitalise on the many opportunities within the industry," he concluded.

## LAKELAND TANKERS

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are able to carry greater loads in size or weight. Furthermore, there is the self-discharging type with 'moving floor'. This is suitable for transportation and unloading operations just like a bulk semi-trailer, but without the need to tip. This technology was acquired after acquisition of the company Serrus. "This acquisition is an example of the consolidation for the sector today," said CEO Mario Hertegonne. "Companies that do not have the financial capacity and/or too much focus on one activity will be merged into a larger whole."

Stokota is a part of the Vergalle Group, which comprises a number of industrial companies as Inalco (large tanks), Vergalle (cutting steel) and Avasco (general steel processing). The group has a turnover of approximately €170 million with around 500 employees.

**GRW looks after spares**

The GRW brand is now a widely established product on the UK's roads. The company's aftermarket parts division has been greatly strengthened by success in previous years. GRW UK now centrally purchases components for its South African parent company, a move that is important for the UK tanker parts market, as it enables better supply and competitive pricing.

Jeff Morris, parts supply manager, who has already made significant headway in this market, is excited about prospects for 2013. "We will shortly be publishing our own tanker parts catalogue for operators and repairers in the petroleum, bitumen, chemical and food markets."

Although 2013 looks set to be another challenging year for trailer sales, GRW UK remains optimistic. Current economics and the introduction of Euro 6 requirements could mean that this year is more about truck sales for some operators rather than trailer replacement."



Industrial cleaning is an important market segment for Stokota

**Tasca's timely diversification**

2012 proved to be a very challenging year for Tasca Tankers; while many existing customers continued with annual tanker replacement programmes, others took a more cautious approach.

Increased sales efforts did, however, result in new clients, while diversification into previously untried areas helped offset the overall decline for new build fuel oil tankers. Diversification included expansion from barrel manufacture for the aviation industry into fully built aircraft refuelling units together with onsite maintenance contracts for aviation equipment. Tasca now has accreditation to provide in-house tank testing, either from its factory or onsite.

The acquisition of Maidment 2012 both strengthened the company's standing as a UK manufacturer, and provided southern-based customers with a more accessible range of services and support.

Sales manager, Graham Hardcastle, explained: "These additions substantially boosted our reduced tanker business last year, which augurs well for the future, when demand will hopefully increase."

**Cobo's growing reputation**

At Cobo UK turnover increased with repeat business from a number of 'clearly satisfied customers'. Several new business partnerships, including ones with Clugston Distribution and a major supermarket, were also established.

"Margins are still tight and there's no room for complacency," said Terry Morgan, sales director. "Prices must be competitive and sales and service first rate."

Cobo UK's new SA-FE range of very low height, ellipse profile tankers offer the lowest centre of gravity position for maximum safety and stability. An aerodynamic fairing is fitted as standard to the front of the valance, which when coupled with a very low tare weight, offers fuel savings close to 3 percent over conventional tankers.

"This range demonstrates a commitment to producing high quality, innovative and technically advanced tankers for the oil industry."

**Morrow in tune**

Building 16 tankers in 2012, Morrow Tanker Services enjoyed its busiest year to date. Now in bigger premises and expanding into the Republic of Ireland, director Jonny Morrow is hoping that 2013 will deliver more success. "With more enquiries received, the aim is to surpass last year's total and build up to 25 new tankers."

"When meeting distributors for the first time, they like the fact that we operate our own fleet and know what drivers and distributors look for in a tanker. To reduce cost, many are opting to remount some or all of their own equipment onto new or newer vehicles. We've recently developed a new remote control system that offers reduced spill risk which is proving popular."

**Bioethanol contract for Lewis**

Tanker operators have seen some notable business wins recently.



Thanks to ISO 14001 Chemical Express is improving steadily its own environmental management system

Yorkshire, UK, based operator Lewis Tankers has won a three year contract from Vivergo Fuels to handle UK distribution of bioethanol from the company's new £350 million biorefinery at Saltend, near Hull.

The plant, which is scheduled to become fully operational in the first quarter of 2013, will eventually produce 420 million litres a year, making Vivergo Fuels the UK's single biggest bioethanol producer.

Lewis Tankers will use a fleet of dedicated road tanks to distribute the bioethanol to the refineries of the UK's major fuel suppliers, where it will be blended with gasoline to meet the UK government's targets under the Renewable Transport Fuel Obligation.

Stewart MacDonald, Lewis Tankers' managing director, said: "This is an important contract win for us. We will be responsible for all Vivergo Fuel's UK distribution, which, when production reaches full capacity, means we will have a fleet of 20 plus dedicated road tanks delivering over 3.5 million litres of bioethanol every week."

Rob Murray, Logistics Manager at Vivergo, said: "We're delighted to have awarded this contract to a local supplier and look forward to working closely with Lewis Tankers in the road based distribution of our bioethanol."

Initially Lewis Tankers will route and plan all movements from its head office in Hensall but this will be reviewed as volumes increase to a level where planning support may be moved on-site at the biorefinery at Saltend.

Vivergo Fuels is a joint venture set up by AB Sugar, BP and Dupont five years ago. Its bio-refinery will turn 1.1 million tonnes of feed-grade wheat into bioethanol every year with by-products converted into 500,000 tonnes of animal feed meaning nothing goes to waste. The company estimates that running vehicles on the bioethanol it



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This third semi-trailer will enable Vos to expand its activities in ADR liquid transport



The lightweight MAN tractors enable H&S to carry more cargo

produces will be the equivalent of removing 180,000 cars from the road while the animal feed will support 20 per cent of the UK's dairy herd.

Lewis Tankers currently operates a fleet of over 120 tankers from 9 operating bases within the UK. Lewis Tankers serves a number of leading customers in the oils, chemicals and gases sectors, including Petrolneos, Kuwait, Scottish Fuels, Gulf Aviation, Brenntag, Univar, Stepan, Sasol, Scotia Gas Networks, and World Fuel Services.

#### Chimical helps the environment

In recent years environmental concerns and safety have become more and more important for chemicals producers and the focus on these issues has a big impact on their suppliers and partners, as well.

Italian bulk liquid logistics operator Chemical Express is aware of its responsibility, when transporting materials that potentially have such a big impact on the environment and safety. The company decided to invest significant resources to achieve two ambitious goals, during 2012: obtaining ISO 14001 certification, and joining the Responsible Care project. Both goals were reached.

Thanks to ISO 14001, Chemical Express is improving steadily its own environmental management system. Responsible Care began just for chemicals producers, but since 2009 has been extended to chemicals logistic operators. With the aid of the programme Chemical Express aims to improve further its environmental, health and safety performance, reduce the environmental impact, use resources and fuel efficiently and minimise waste.

"These plans are absolutely voluntary and joining them testifies that Chemical Express wants to achieve higher standards among European logistic operators," the company stated.

In addition, Chemical Express has decided to renew its fleet. In advance of new European rules on CO<sub>2</sub> emissions, the company will invest during 2013 in Euro 6 trucks.

In terms of safety, Chemical Express is buying new road tankers, equipped with the most modern safety devices, such as driver assistance technology. Such systems increase vehicle safety, for example, during reversing, by detecting small, large, static and moving objects and then braking automatically.

With these developments Chemical Express wants to guarantee to its customers transport service with lower environmental impact while maintain the highest safety standards.

#### Tractor trades

For traction providers, too, bulk logistics operators have provided important business lately, despite the economic downturn. Euro 6, the most stringent European emission standard to date, becomes

mandatory for all new heavy trucks from 1 January 2014.

Compared with previous standard, Euro 6 mainly targets two types of emissions: nitrogen oxides (NO<sub>x</sub>) and particulate matter (PM). The limits are extremely strict:

- NO<sub>x</sub> is reduced by 80 percent – to 0.40 g/kWh (steady-state cycle)
- NO<sub>x</sub> is reduced by 77 percent – to 0.46 g/kWh (transient cycle)
- PM is reduced by 50 percent – to 0.01 g/kWh

The latter is actually even tougher, since not only the weight, but also the number of particulates count. To fulfil this demand, a diesel particulate filter (DPF) is needed, to capture also the smallest particulates.

Global truck manufacturer Volvo argues, not surprisingly, that now is time to invest in Euro 6, if a company has not yet done so.

Incentives are available from most suppliers and Volvo also argues that an operator can also gain an edge on the competition, as more customers let environmental factors be a deciding factor when choosing a supplier.

#### LNG for Vervaeke

In a separate move Belgian operator Transport Vervaeke is the first operator in the country to deploy a Volvo FM combined LNG-diesel tractor. The truck should reduce CO<sub>2</sub> emissions by 15 percent relative to a conventional diesel vehicle.

Transport Vervaeke specialises in the European transport of ADR products in bulk. Invest in dual fuel technology is one of the concrete steps it is taking to realise its vision of sustainable development, and this investment is seen as a logical continuation of the systematic installation of I-Roll on all new FH tractors bought by the company since spring 2012.

The FM 460 LNG-Diesel will be put into service between Belgium and the Netherlands, where a dozen LNG gas stations are already available. In Belgium, initiatives are underway to commercialise LNG as a fuel by latest 2014. It goes without saying that the cost of fuel is essential to this project.

The Volvo FM is also equipped with reliable security systems such as adaptive cruise control, lane change support and electronic stability software.

The tractor is equipped with a 13 litre engine generating 460hp and torque of 2300Nm. This technology offers a higher yield compared to single fuel engines. Volvo says that while LNG-diesel achieves the same performance as a diesel-only engine, fuel costs are significantly lower. Dual fuel technology has reached a level of development at Volvo whereby fuel mixture reaches 75 percent LNG. In the case of Vervaeke, Volvo Truck Center Brussels will be

responsible for maintenance of the LNG part, while the rest will be done at the operator's own workshop. Drivers will receive specific training by Volvo Trucks. Emphasis will be placed on getting the most effective results from using LNG and information on the fuel's availability.

#### Specialist tanker for Vos

Vos Logistics Uithoorn, of the Netherlands, recently took a new Van Hool jumbo road tanker into operation. This ADR-compliant semi-trailer was specially designed to carry liquids at higher temperatures.

Vos Logistics Uithoorn is a specialist in transporting pitch, crude tar, bitumen, naphthalene, creosote and similar liquids. This third semi-trailer will enable the company to expand its activities in ADR liquid transport.

The ADR semi-trailer has a capacity of 55 cbm and is divided into three compartments. To reduce its tare weight, plastic plating and lighter components have been used, such as aluminium landing legs and rims. The tanker can also be heated in part by steam and in part by electricity.

The jumbo tanker was developed in close co-operation between Vos Logistics and its customer, Koppers, a market leader in tar distillation. It will be used for the combined transportation of Koppers' naphthalene and crude tar to Germany. Once the naphthalene has been discharged, the truck will continue its journey to a supplier of crude tar, before carrying tar to one of Koppers' factories, where it will be discharged and naphthalene will be loaded again.

John van Diemen, business unit manager at Vos Logistics, said: "This solution meets the growing customer demand for more sustainable transport. By using this jumbo semi-trailer we will cut CO<sub>2</sub> emissions by 63,100 kg a year."

Kirsten Povlsen, logistics manager at Koppers, added: "Koppers is continuously looking for greener and more efficient solutions. Vos Logistics understands our vision and has been helping us achieve it for more than 20 years. The jumbo semi-trailer is a perfect match for our business philosophy. We will use it on combined naphthalene/tar transports to and from our locations in Denmark and the Netherlands."

#### New MAN at H&S

H & S Transportation is expanding considerably its fleet of MAN trucks next year. Recently, the company placed an order for a further 40 MAN TGX 18.400 EfficientLine tractors, in addition to the 32 that were purchased in 2012. The low fuel consumption and low weight of the tractor proved decisive for H&S Transport. With this new order MAN will end 2013 with more than 100 tractors used by H&S Transport.

"It's just a fact that MAN tractors add up to lower weight, and their performance has no equal in the market for us," said managing director Ubbo Hempenius. "A lightweight tractor means we can carry more cargo. In the transport of liquid food, which is what we specialise in, that is essential. This gives us an important cost advantage and therefore a better return per kilometre."

The newly ordered MANs are type TGX 18.400 4x2 BLS XLX cab, equipped with the EfficientLine package. This means that the cars are equipped with an automatic switch-off air compressor, low-friction dynamo and driveline. Improved aerodynamics contribute further to the lower weight. The air tanks, fuel tanks and wheels are of lightweight aluminium, additionally contributing to lower fuel consumption and higher payload.

"With these tractors we can achieve saving of three litres of fuel per 100km," added Hempenius. "This saving is crucial for us because fuel is the largest cost after driver's wages."

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# How many tanks are actually out there?

@tco founder and President Reginald Lee has compiled statistics on the estimated number of 20ft ISO tank containers manufactured worldwide in 2012.

With the help of tank manufacturers, Lee has added individual company figures to produce a global picture.

Lee also attempted to establish how many tanks were scrapped in the past year, which obviously is a much harder figure to obtain. However, he points out that, perhaps surprisingly, scrapping of tanks is carried out mostly by leasing companies, and very few, if any, are scrapped by tank container operators as they tend to have them re-manufactured.

At year end of 2011, Lee estimates the world fleet of 20ft tank containers to have been between 310,000 and 350,000, allows for a 10 percent error factor. In 2012 he estimates a net addition (ie, minus an estimated 1,000 tanks scrapped) of 31,100 units. Thus, the estimated world fleet at the end of 2012 is reckoned to be 340,000-380,000 tanks (see table).

Of course, Lee recognises that many old tanks are sold each year for static storage or used for in plant distribution by chemical companies. As there is no way of obtaining this information he has kept these tanks included in the total worldwide fleet count.

Lee says he had expected to see a reduction of 20-30 percent in tank production for 2012. However this does not appear to have transpired. Most likely, this was due to manufacturers holding forward tank container orders on their books.

In addition, he has not tried to break down the global fleet by ownership – leasing companies or operators – as he believes there is too much double counting when leased in tanks are added to operators' fleets, so detracting from the value of the figures.

"I believe it is more important to demonstrate that the tank container section of the liquid supply chain is still growing strongly and produces double figure growth year on year," Lee said. "It is also very clear that the biggest increase in the use of tank containers continues to be the Asia region and I expect this trend to continue in 2013 and beyond."

#### Tank containers manufactured by region in 2012

China	24,500
<i>(Singamas Foshan factory closed in Oct 2012)</i>	
South Africa	5,900
Europe	1,200
Rest of World	500
<b>Total</b>	<b>32,100</b>
Scrapped	-1,000
<b>Net additions</b>	<b>31,100</b>



Estimates suggest a net 31,000 tanks were added to the world fleet in 2012

## Suttons' Palmer to retire CEO role

Andrew Palmer intends to retire from his full-time executive role as group managing director of Suttons Group on 30 April 2013.

Michael Sutton, chairman of Thomas Cradley Holdings, which owns Suttons, stated: "After eight very successful years as group managing director and member of the Thomas Cradley Holdings Limited Board, Andrew Palmer has indicated his intention to retire from his full-time executive role.

"The Board and the shareholders would like to express considerable thanks to Andrew for the way in which he has transformed the fortunes of the company making it a highly profitable and substantial global provider of bulk logistics services with an outstanding reputation for safe, high quality services.

"While Andrew will be stepping down as group managing director, I am pleased to tell you that he will, with effect from 1 May 2013 join the TCH Board as a non-executive Director. We are delighted that the group will continue to benefit from his knowledge and experience."

Palmer's successor as group MD will be John Sutton, who currently manages the group's international division. "John will work with Andrew from now until the end of April 2013 to facilitate a smooth and efficient hand-over," added Michael Sutton. "Then with effect from 1 May 2013 John will become the group managing director and will also join the TCH Board."

A separate announcement will be made about the succession in the international division.



L-r: John Sutton and Andrew Palmer

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## TML adds 40ft LNG tanks to leasing fleet

In addition to its wide range of more standard tanks - chemicals, foodstuffs, acids and liquefied gases - TML has been steadily building up its fleet of cryogenic tanks for the past 15 years. Indeed, TML has now grown into the largest international lessor of this niche-market equipment offering 20ft tanks for the more usual air-gases + ethylene and similar, as well as for CO<sub>2</sub> and 10ft tanks for the off-shore oil industry.

Late 2012 saw TML add to its range with 40ft tanks specifically aimed at the burgeoning LNG market. The tanks have been certified for use in USA as well as elsewhere in the world, and have an indicated holding time of 85 days at 82 percent fill.

Interest from China has already been significant, as the 40ft tanks are seen not only as perfect for inland distribution of LNG from the river and sea-port terminals, but also for intermediate storage in some of the more remote regions. The Gasworld specialist conference in Miami in early December also served to give the US and South American delegates a chance to

consider how to enter the market without taking significant risk or utilisation of valuable capex.

TML believes it is the only lessor having these 40ft LNG tanks to offer on the leasing market.



## Hoyer takes over De Rijke bulk liquid business

After several months of speculation Hamburg-headquartered Hoyer has confirmed the takeover of the bulk liquid division of Dutch logistics company De Rijke. The acquisition is a clear move forward in Hoyer's market position in European chemical logistics.

"De Rijke's portfolio is an ideal match for Hoyer's growth strategy," said Günter-Friedrich Maas, head of the Chemilog business unit at Hoyer, explaining the takeover. "We will be gaining market share, particularly in our relations to and from Great Britain, Scandinavia and Italy." One particular advantage is De Rijke's pronounced intermodal focus: more than 75 percent of sales of De Rijke's bulk liquid unit are generated by intermodal transport. "Development of these services is an important component in Hoyer's strategy," Maas continued. "For the Hoyer Chemilog business unit, the acquisition adds up to an increase of 40 percent in intermodal business alone." The prospects of integrating De Rijke business into existing Hoyer activities also look good, the German logistics company added.

Hoyer is taking on all 240 employees of De Rijke

at its five European offices: Göteborg, Sweden; Preston Brook, UK; Moerdijk, Netherlands; Le Havre, France; and Piacenza, Italy. The deal also brings with it 1,500 tanker containers, 130 tractors and 300 tanker trailers and chassis.



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## Flat eurozone hits Interbulk results



InterBulk Group posted pre-tax profits of £5.2 million, essentially the same level as in 2011.

Chairman David Rolph said that after achieving two years of strong revenue growth, the weak external business environment, largely due to the Eurozone crisis, hit activity levels in its main market, the European chemical sector. As a consequence, revenue declined by 7 percent to £280 million. Despite these industry-wide pressures, the impact on profit was offset by the improvement in margins achieved by the strengthened management team in its dry bulk division and lower interest costs flowing from the deleverage achieved in 2011. These factors ensured the profit before tax (before exceptional items and amortisation) remained similar to the previous year.

A recovery was achieved in the second quarter following the adverse impact of the initial wave of the Euro crisis seen in the first quarter. "We had hoped that this recovery might continue into the second half, but renewed Euro concerns drove the European economy back into recession with weak business confidence evident throughout," added Rolph. The liquid bulk division's performance was impacted by a combination of the weak economy and industry-wide overcapacity due to the addition of new tank containers which were built mainly in 2011. Economic uncertainty has led to global volatility in the supply chains and this provides daily operational and fleet balance challenges. Dry bulk has also seen reduced activity in the European chemical sector but has compensated for the margin impact with growth in the food sector plus intermediate and on-site storage solutions.

"In early October 2012, we announced the successful completion of the refinancing programme. The new debt package in place since the beginning of the new financial year provides a sound platform for the next four years and reduces the group's cost of debt by approximately £1.5 million a year. We believe the success of this programme and the support of the bank is testimony to the substantial deleveraging achieved in recent years, the robustness of our business model and the strength of our market position," said Rolph.

Meanwhile, Alişan Logistics and Interbulk Group have announced a further business partnership. Alişan is InterBulk's local chain representative and business partner in Turkey.

The two have been working together on several successful projects for the Turkish chemical industry for years. With the new business partnership the partners say they will be able to offer even more value to clients as a one-stop-shop. Services include: international transport, domestic distribution, intermodal transport, supply chain management, warehousing and value added logistics, terminal logistics, and on-site logistics.





*A quick word with...*

**Koert Van Wissen, CEO, InterBulk**

**Since becoming CEO of InterBulk in 2006 which achievement are you most proud of?**

I became CEO of InterBulk Group PLC after the acquisition of UTT (United Transport Tank Containers). I had already joined in 1980.

Highlights in the past six years after the formation of the InterBulk Group were the acquisition of UBC, that took place in 2007 and the fact that, with the support of a very committed and engaged management team, we managed to successfully integrate both businesses and get recognition of the InterBulk brand as a high quality business, like we did.

I believe the team improved the internal and external business performance in such a way that we gained more customer appreciation and confidence that gave us the opportunity to lead the company through turbulent times.

A major achievement I like to mention is the development of InterBulk in China and the fact that

Sinotrans, as a government owned company, became an important shareholder in the company.

**InterBulk serves both the liquid and dry bulk commodity sectors. What similarities and differences are there between the two sectors?**

A similarity is the fact that both commodities have to be carried from loading point to destination and we do that by the same principles and being very focused on: intermodal, container in bulk and on time. However, the logistics solutions we offer can differ quite a lot between the two sectors as the specifics require a different approach.

The dry bulk business might be more commoditised and requires specific knowledge on the inner liner technology, the product flow characteristics and discharge methods, while the liquid bulk business requires expertise on hazardous cargo handling, transport regulations, etc.

**What do you think is the most challenging link in the bulk supply chain?**

This might be the fact that in emerging countries the transition from traditional ways of packaging, such as drums for liquids and bags for dry goods, can take some time because of existing behaviours and structures (even if the intermodal bulk option is more economic and environment-friendly). We see it as our task to support the customer by offering innovative solutions to make this transition.

**Today, InterBulk seems to be going from strength to strength, what in your opinion has been**

**the reason for this success?**

We believe in having a very clear strategy, knowing what our ambition is and having the implementation power and determination to achieve this.

Key success assets as I see it are: 1) our people and their expertise to ensure a high quality service offering; 2) our IT systems to not only allow tracking & tracing and B2B, but also to ensure we are easy to work with for our customers and partners; 3) having the network and fleet with the critical size to ensure equipment availability on a global scale.

**What are the prime benefits of InterBulk's global network?**

We are working for a customer base that has a global orientation and we recognised this globalisation many years ago. We offer a business on truly global scale with domesticated customer service and local operations. Since the early 1980s we have built our European network and through the years opened offices in many countries around the world. We currently have 20 offices and a global network of partners that suits the business requirement.

**What benefits has the alliance with Sinotrans created for the group?**

Having an important investor and alliance partner in China is of great strategic value. It gave us access to a complete logistics network in China with a large trucking fleet, operational local knowledge and a platform for further development of our two main business sectors. It also created access for Sinotrans to our international network and long term expertise as an intermodal operator.

**Which markets – geographical or sectoral – do you see as the most promising in the next few years?**

Although the Western European market for dry and liquid bulk transportation can be seen as a displacement market, it remains very important for us. As we all know new chemicals manufacturing capacity has been moved outside of Europe, but as consumption in Europe will moderately grow, products will still need to be transported to Europe from other regions, and within the European region.

We still have the opportunity to mirror our dry bulk business model for other territories in the world, we have successfully started these businesses and we believe we can expand them even further. We can go where our customers require logistics solutions. In that respect China, India and South America, Middle East and Russia are important geographies for international but also domestic expansion.

In order to deal with the customer's desire to have total supply chain solutions with a minimum of occupied working capital within that supply chain, I also believe that our containers for dry and liquid bulk are a good medium for intermediate storage of commodities as they can offer a variable cost storage solution instead of static storage tanks and silos. Loaded containers can be placed at our terminals and/or at locations close to the markets and discharged on demand, so that storage cost and occupied working capital can be brought back to minimum. We have a terminal in Duisburg that is set up especially for this purpose.

**Sustainability in all industries is becoming more important. What is InterBulk doing in terms of environmental responsibility?**

We saw the sustainability issue within in the traditional road transport model many years ago and that's why we made the choice for development of our intermodal business model. I believe that intermodal transport deals for a part with the burden of the road congestion and reduction of emissions by using rail, ship and barge transportation wherever we can. InterBulk is a Responsible Care company and is preaching sustainability to all its stakeholders. This comes into play by our choice of operational partners, choice of trucks, approved cleaning stations we use and recycling of the liners we use for the dry bulk business.

**Where do you see the group in, say, 5-10 years?**

Our growth opportunities for dry and liquid bulk intermodal solutions provide a positive environment for future development of our network in our strategic geographic development areas. We stay loyal to our business model with a focus on intermodal and bulk transport both international and domestic and have positioned the business well. I believe the business will not only grow with the growth of the chemical industry, but also because of substitution of packed cargo to bulk and the change from traditional way of transportation in to intermodal solutions especially in emerging geographies.



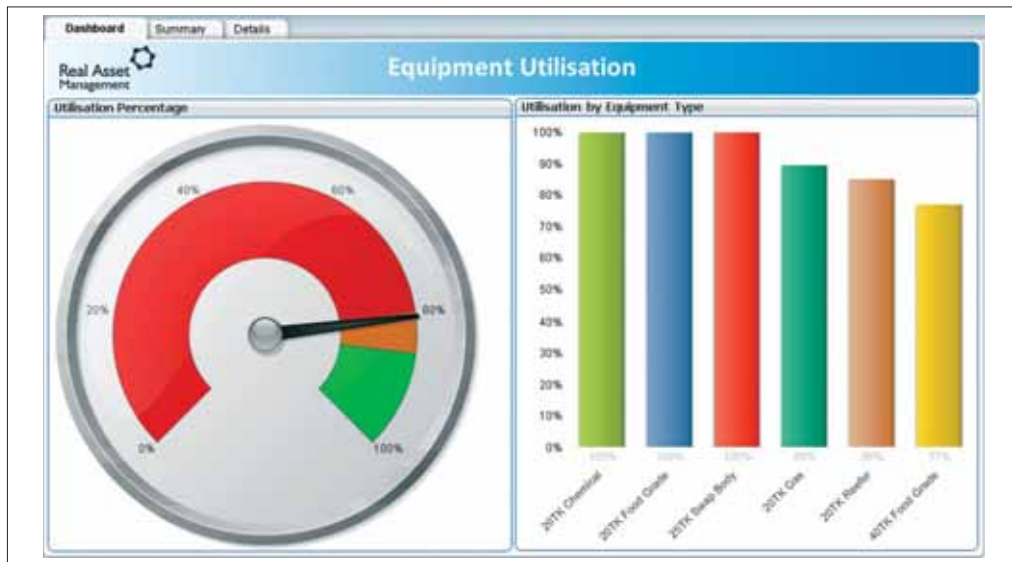
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# Discover your business



A feature of Business Discovery is that data is visualised to show current corporate statistics against any number of KPIs

All tank operators and lessors will have some type of IT system, whether it is a basic spreadsheet, software designed in-house or a specialist intermodal solution.

Not only is it essential to have software to manage daily business operations but in the present climate it is more important than ever for companies to use it to provide them with the 'big picture'. IT systems are needed to monitor and improve profit margins, increase market share and give businesses a competitive edge.

Tank companies derive system information by producing reports from the masses of data they handle so as to identify both areas that are failing and those that have the potential for profit improvement. Reports will either be designed and created by the user or, more likely, by a specialist IT consultant. This process often involves exporting information across to applications, such as Excel so that it can be manipulated first. Unfortunately, most reports present a static view of the data and ask predefined or 'old' questions – like 'What?' and not 'Why?'

'Business Discovery' takes data analysis one step further. It is user-driven business intelligence (BI) that allows data to be explored, rather than

simply reported on. A major feature is that data is visualised using graphs, charts and tables to show current corporate statistics against any number of Key Performance Indicators. Business Discovery can make searches across information from multiple systems and databases, empowering people to ask and answer their own questions.

What happens when you see these visualisations? They stimulate questions about the business that haven't previously been considered, allowing you to make creative and profitable changes that you might never have thought of had you not asked those questions.

Nicola Byers, marketing manager at Real Asset Management (RAM), has listed some of the BI reports that may be useful to tank operators and lessors and explains how the continual click-through process can prompt employees to ask more and more new questions that can drive better business performance. This will result in more actions being taken to improve sales, reduce costs and increase profitability.

Examples:

#### Reports for tank operating

- **Quoted/Actual Costs:** Jobs that incurred higher costs than the quote can be quickly identified and investigated to identify the possible cause. Information about what products were carried, which regions were involved, journey time comparisons, vendors and sales people can be presented, helping with early procedural changes to prevent re-occurrence.

- **Deals Won/Lost:** Revenues can be boosted by improving the conversion rate of quotations to sales - achieved by clicking through to show regions where take up has been low. You could then ask which countries, sales offices, products and currencies were involved, spotting trends and taking action to reverse them.

#### Reports for tank leasing

- **Sales By Region:** Optimising tank on-hire time will maximise profitability. Business Discovery enables multiple analyses of demand for each tank type by region, depot and time of year, facilitating planning decisions concerning tank purchase and depot recruitment.

- **Lease Rates Performance:** A key performance indicator may be the daily lease rate per tank type that is needed to hit profit targets. Drilling down through a visual report that identifies contracts below the KPI will highlight possible common factors such as regions, customers and contract managers, enabling fast action to be taken and profits enhanced.

"As a provider of software to the tank industry, RAM has seen demand for business intelligence tools increase dramatically over the past few months," explained Byers. "Managers are looking for access to intelligent reports to review KPIs and the important information they need to run the business profitably. BI tools enable them continually to click through from report to report, asking question after question and building up the knowledge needed to make business changing decisions.

"In addition, many of these tools can now be loaded onto remote devices such as iPads, iPhones and via internet connections, providing anytime, anywhere access. Managers have access to information that will give them that all important business advantage."

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## Talke in Bahrain

Following the announcement of its new sites in China, Talke Group has strengthened its foothold in the Gulf region with a local office in Bahrain.

The new office is located in Bahrain International Investment Park. It will co-ordinate Talke's projects in the region and represent the steadily growing organisation in this important market.

"Increasingly, the petrochemical companies in the region are processing specialty chemicals out of the raw materials produced here," commented Richard Heath, director Middle East & Asia. "We support our customers as they expand their range of products by providing safe, high-quality logistic services. The new regional office provides the organisational framework required to keep up with this development over the long term."

The Kingdom of Bahrain is the fourth state in the Middle East in which Talke has set up office. Over 800 employees already work for the specialised German logistics service provider at sites in Saudi Arabia, Oman and Qatar. The company has been active in the Middle East for about a decade now, and has experienced strong growth. Each year, the logistics specialist handles around 4.5 million tons of polymer granules in the region. Since 2012, Talke has also supported chemicals manufacturers in the Middle East with its services for liquid chemicals, the group's core competence.

# TWS Rent-a-trainer on the rise with varied fleet

For more than 25 years the core business of TWS has been the rental of tank containers for liquid products used in the chemical industry, but also for liquid foodstuffs.

In 2011 the company turned over almost €16 million. The fleet of 5,000 units consists of 20ft standard tank containers with a volume of 14.5-26 cbm, as well as swapbodies with volumes between 29.5-35 cbm.

All tank containers are standardly equipped with

steam heaters, walkways and ladders, foldable handrails, man lids and spout cabinets. If required, electric heating can be retrofitted. Some of the 30 and 35 cbm containers are fitted with baffles.

Different units are available with superior linings, such as Saekaphen, Proko-Email black, ChemLINE, and Asplit LC, as well as rubber lining, specifically for corrosive or ultra-pure products.

Special reefer tank containers for the foodstuff industry allow products in 24-25 cbm containers to be cooled to minus 20degC and heated to plus

50-80 degF, depending on type (electrical or diesel). Some tank containers are equipped with an agitator or zip-units.

The portfolio is rounded off by tank containers satisfying special requirements, such as UN T22 with baffles or US certification, as well as special super-insulated units.

When renting out tank containers, spill troughs of different sizes measuring 20ft, 30ft and 40ft are offered as a special service. These spill troughs

are special constructions which can be used either in the event of a spill, as intermediate storage facilities or to decant products from the container into another bin or canister.

State-of-the-art mobile heating systems maintain product temperatures of up to 90degC. Weighing only 270kg, the heating units can easily be transported wherever they are needed. One unit can heat up to four tank containers at the same time.



The TWS mobile heating system



Special reefer tanks for the foodstuff industry allow products to be chilled to minus 20degC

## Hoover acquires offshore business

Hoover Container Solutions has bought Consult Supply AS, an offshore container provider based in Stavanger, Norway. The expansion into the Norwegian market will add to Hoover's existing locations in Australia, Malaysia, Brazil, Abu Dhabi and the United States.

The acquisition provides Hoover an additional channel to offer its range of IBCs, offshore containers, cargo carrying units, container workshops and ISO tank containers. Consult Supply, established in 1989, currently serves the European and Asian offshore markets with chemical tanks, CCUs, baskets, mudskips and custom container workshops.

Jan Sekse, general manager of Consult Supply, said: "Consult is proud to have built a strong company over the past 23 years and we believe joining the Hoover Group of companies will allow Consult to become part of a global team. The additional products, services, design and manufacturing capabilities that Hoover

brings will only serve to provide a stronger offering for our customers in Norway." Jan Sekse and his team in Stavanger will continue to manage the Norwegian operations.

The combination of the two companies creates an international energy and industrial equipment and service company which designs, manufactures, sells and rents a full range of containers. To support this product range, Hoover provides a range of services including cleaning, recertification, reconditioning, transportation, GPS asset tracking and remote tank liquid level monitoring.

"We are very pleased to welcome Consult Supply to the Hoover team," commented chairman and CEO Donald W Young. "Jan and his team will be a tremendous asset to Hoover as they add considerably to our already strong capabilities in the manufacturing, rental, service, design and technical expertise surrounding offshore containers."

## Stolt revenue down

Stolt Tank Containers reported fourth-quarter operating revenue of US\$128.5 million, down from \$138.8 million in the third quarter. The decrease in revenue for the quarter was primarily attributable to a 7.1 percent decrease in shipments, which fell to 26,608 from 28,655 in the third quarter, as markets weakened due in part to seasonal factors. The softness in certain markets, however, resulted in higher demurrage revenue for the quarter, as customers held on to tank containers longer.

Utilisation also fell in the fourth quarter, dropping to 73.7 percent from 76.3 percent, driven both by the decrease in shipments and the delivery of new tanks to the fleet.

During the quarter, the number of tanks in STC's fleet climbed to 30,490 from 29,650 in the third quarter, as the division took delivery of approximately 900 new tank containers. STC reported a fourth-quarter operating profit of \$17.5 million, down from \$20.1 million in the third

quarter. STC's third-quarter operating profit included an adjustment in the salvage value of STC's owned tanks, which resulted in a reduction in depreciation for that quarter of \$3 million. Operating profit for the fourth quarter reflected lower ocean and inland freight charges, as well as lower repositioning costs, due to the decrease in shipments and lower rates from carriers, which offset the reduction in operating revenue.

Commenting on the Company's results, Niels G Stolt-Nielsen, CEO of Stolt-Nielsen Limited, said: "STC's fourth quarter results were flat, excluding the \$3 million reduction in depreciation in the third-quarter. Over the past four years we have aggressively expanded both our terminal and tank container businesses, while maintaining our leading position in the chemical tanker market. With the significant capital investments and commitments we have made in our businesses during these challenging years, we will be in a strong position to benefit from improved market conditions once the global economy eventually improves."

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## Dantec eyes Euro sales



Dantec managing director John Laidlaw said the firm is setting its sights on Spain to broaden its reach on the continent

**M**erseyside composite hose manufacturer Dantec is announcing its first European distributor partnership of 2013 in a deal with Spanish agent Murguia Tecnotech.

Dantec manufactures composite hoses for the transfer of petrol, oil products, chemicals and liquefied gases. The firm works with a network of more than 50 distributors worldwide and 70pc of its turnover comes from overseas.

The latest deal will see Dantec targeting Europe's fifth largest economy to drive export sales. Based in the Basque city of Vitoria-Gastiez, Murguia Tecnotech is a specialist supplier of industrial hoses to Spain's oil and gas sector.

Dantec managing director John Laidlaw said the firm is setting its sights on Spain to broaden its reach in a competitive continental climate.

"Spain is a new market that offers huge potential to Dantec," he said. "The territory has a large and developed fuel network which gives the firm an instant market for its products. We see huge potential for our tank truck hoses and will be promoting our products to Spain's strong chemical plant sector. The tough economic climate meant

Dantec needed a distributor that knew the local opportunities and had excellent contacts on the ground. Murguia Tecnotech is focussed on exactly the market we are targeting. Moreover the firm demonstrated the confidence and drive needed to build Dantec's presence in Spain. Moving forward we are keen to work closely with our new partners to gain ground from our competitors."

Mr Laidlaw estimates that the global composite hose sector is worth around £45m. He said the firm is strategically identifying territories and regions to help grow turnover from £5.6m to £6.5m in the next financial year.

"Dantec is currently setting its sights on expansion in Asia," he said. "The economic growth combined with the surge of activity in oil and gas and shipbuilding makes Asia a priority focus for the firm. Dantec recently held a distributor conference in Singapore to build on the momentum it has seen in the region. In the last six months we have doubled sales to Malaysia and seen excellent results across the board. In 2013 and beyond, we plan to use our growing network as a platform to increase our visibility in growth regions across the world."

## Girard wins Governor's Award

**W**ith export sales increasing from 8 percent to 19 percent, Girard Equipment earned the Export Excellence award presented by Florida Governor Rick Scott.

"Earning the Exporter Excellence Award is the best evidence we have that banishing the word 'can't' from our corporate vocabulary was a truly brilliant decision," said GEI president, Timothy Girard. Celebrating the company's 60th birthday, Girard Equipment has been exporting products for decades and recently relocated to the Sunshine State for additional distribution opportunities to areas such as the UK, China, South Africa, and Brazil.

Governor Scott commented: "I am proud to announce another group of award winners. My number one mission is to grow jobs for Florida families, and the successes these companies have experienced represent the job opportunities being created in Florida."

Girard Equipment is well poised to continue to increase its export business. Considering that emerging energy producing countries around the world are now practicing safer transportation methods, the designs and products of GEI are being adopted. Moreover, Tim Girard trusts that subscribing to the belief that the American worker is still a valued asset means that America's best days are ahead of it and not behind; especially in Florida.

As Tim Girard accepted the award at the Governor's mansion in Tallahassee, he was quick to recognise the community support received from the Indian River County Chamber of Commerce, especially from director of economic development Helene Castletine; as well as the elected county officials who have taken great interest in seeing that the constant growth of GEI's business continues unabated. "We are happy to call Indian River County our home," boasted Girard.



Timothy Girard (2nd left) receiving the Export Excellence award with Florida Gov. Rick Scott (far right)

## County Oils turns to Alpeco

**A**ylesbury, UK based Alpeco Limited has supplied and installed a new bottom loading skid to County Oils at its depot at Sutton Weaver, near Runcorn.

Following a comprehensive brief from County Oils managing director Neil Musgrave, and a detailed site survey, Alpeco came up with a design which fulfilled the client's requirements. Retention of the existing top load bay was critical to the project in order that County Oils could continue using two older, but very useful, mini tankers that could not be adapted for bottom loading.

The new three-arm loading skid was configured for loading rated of 900 lpm through either bottom loading arms or

via the existing top loading arms. A Contrec 1010 register monitors and controls simultaneous loading of up to three loading arms. Installation was undertaken by Alpeco's preferred contractors Penrose Control Systems Ltd and Industrial Pipe Work Services Ltd.

Musgrave commented: "We were extremely pleased with the way in which Alpeco responded to our requirements and speed and efficiency with which the skid was installed, our site was only out of action for two and a half days."

The skid was designed, built, installed and commissioned within the mutually agreed timescales and with minimal disruption. The County Group had also purchased two new tankers from Road

Tankers Northern in 2011 both of which were fully equipped with Alpeco bottom load systems and TE550 electronic metering equipment.

County Oils has been delivering high quality ULSD, gas oil and kerosene, Shell UK and ExxonMobil lubricants to domestic, commercial and agricultural consumers in Cheshire, Merseyside, South Lancashire and North Wales for more than 30 years.

The company operates from two strategic locations, which includes the head office in Runcorn and a secondary office in Liverpool (Quayfuels), to give complete coverage of north west England. Both depots operate a diesel refuelling truck stop by means of both Network and local fuel card systems.



The new three-arm loading skid was configured for loading rated of 900 lpm

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# Pump versatility



Blackmer's NPH4F Sliding Vane Pump

**B**lackmer's new NPH4F Sliding Vane Pump is a positive-displacement pump specifically designed to offer maximum versatility in fluid processing and transfer applications for a wide range of clean, non-corrosive fluids. The internal sleeve bearing pumps come standard with shaft packing and feature 180deg ports, a distinction from the 90deg ports of its NP4F predecessor.

Like the NP4F, the NPH4F features ductile iron construction with an internal relief valve that protects against excessive pressures. This ensures performance and reliability even under the most severe service conditions. Additional features and benefits include an optional cartridge mechanical seal, lip seal or triple-lip cartridge seal over the standard shaft packing; 4ins weld, 4ins ANSI 150# RF compatible or 4-ins NPT flanges. Options for jacketed heads are also available.

NPH4F pumps are available with differential

pressures up to 200 psi (13.8 bar) and maximum pump speeds of 500 rpm.

Blackmer has also extended the product warranty and performance assurance on its TXD Series sliding vane transport pumps. The standard warranty — which applies to models TXD2, TXD2.5, TXD3, TXD1220, TXD1225 and TXD1230 — has been lengthened to 60 months from installation or 66 months from purchase. In addition, Blackmer also extended its performance assurance from one year to two from installation or 30 months from purchase. Authorized Blackmer distributors have further details.

TXD pumps can be configured to handle many types of product, such as fuel oil, diesel, kerosene, gasoline, avgas, jet fuel, biofuels, ethanol, petrochemicals, light lube oils and solvents. TXD Series pumps have self-priming and dry run capabilities.

In addition, Blackmer has created a video and case study showing how CHS Inc, one of the 10 largest suppliers of LPG in the US, is using Blackmer's LB601 compressors as a critical component on an innovative mobile LPG transloading unit. The unit is able to drive from site to site to offload waiting LPG railcars



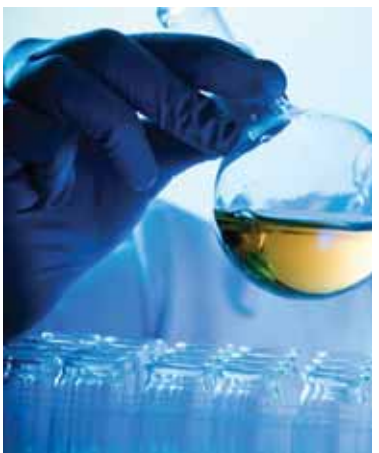
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The Model LB601 Reciprocating Gas Compressors possess the operational capabilities needed to meet the challenges of LPG transloading applications, said Blackmer.

As oil and natural gas production continues to grow, the transport of LPG via railcar is also growing in frequency. This makes the transfer of LPG from railcars to storage facilities or other transport means an increasingly important link in the LPG supply chain. With that in mind, transloading is a more cost effective and increasingly popular way to transfer LPG.

"Blackmer LB601 compressors are ideal for this critical transfer process because they are equipped with high-efficiency, hardened steel valves, ductile-iron cylinders, PTFE piston rings, self-adjusting PTFE piston rod seals and a pressure-lubricated power frame," the company claims. This design allows the compressor to operate continuously for many hours without fail. When vapour recovery is performed, it can re-claim up to an additional 3 percent of product volume to every load. The compressor is also able to deliver a flow rate that approaches 300 to 325 gpm, which results in more cost-effective offloading times.



One of CHS's newest mobile LPG transloaders

## Pelican's new logo



**P**elican Worldwide unveiled a new logo on 1 January 2013.

The new logo is a combination of elements retained from the historical logo paired with a new pelican bird. The markings that make up the globe, the type style and colours were only slightly modified.

Pelican's management stated: "The launch of the new brand logo represents who we are as a company and is a direct reflection of the modern business we have evolved into."

Designed in partnership with an outside graphic artist, the new identity represents the evolution of the company into "a modern and innovative brand".

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# Solar power pump

**N**eptune Chemical Pump, a manufacturer of chemical metering pumps, has launched a new solar-powered chemical injection pump that can be used to feed a wide variety of production chemicals into remote oil and gas wells where electrical power is often unavailable.

The Solar D Series Chemical Injection Pump was developed as part of a joint engineering effort with Ferguson Beauregard, a sister company of Neptune's within the Dover Corporation.

The benefits of the Solar D's method of operation are maximum chemical containment, precise and consistent chemical-injection rates at pressures up to 1,200 psi (83 bar), and reduced field service and downtime. The

accurate dosing rates (from 0 to 45 gallons a day) translate into increased production with a corresponding reduction in chemical expenses.

Additionally, the Solar D features a seal-less diaphragm technology that eliminates chemical leaks while offering a wide range of chemical compatibility. Intelligent controls give the operator maximum visibility into the system and real-time monitoring of the well site, which leads to a decrease in costly on-site service time.

The unit is equipped with a highly efficient and accurate brushless motor; standard corrosion-resistant 316 stainless steel and PTFE chemical ends; hydraulically balanced diaphragm designed for reduced wear; and no dynamic seals for reduced leak points.

# E + H consolidates in Indonesia

**E**ndress + Hauser has set up a new subsidiary in Indonesia. In over two decades since it entered the market, Endress + Hauser has established itself in Indonesia as a supplier of high-quality measuring instruments and solutions. To strengthen this position, its long-time sales partner in Jakarta has now joined the group as an independent Endress+Hauser company as of 1 January 2013.

"We are convinced that our own distribution company will allow us to serve our customers even better," said Michael Ziesemer, COO of the Endress + Hauser Group. "Indonesia offers an interesting framework for future growth."

Indonesia is the world's largest archipelago country consisting of more than 17,000 islands stretching from Sumatra to Papua and is the fourth largest populated country in the world

with more than 240 million people. The country's economic growth has consistently been above six percent in recent years, one of the highest in the region. Endress + Hauser is active in all areas of process technology in Indonesia, with a focus on chemicals, mining, oil & gas, water & wastewater, power & energy, as well as the food & beverage and the pulp & paper industry.

The Swiss group's presence in Indonesia stretches back to 1991 when the company entered a partnership with local representative Grama Bazita for the sales of its products, services and solutions. Today, what was once a small business has grown into a company with 100 employees. The head office in Jakarta, branches in Medan and Surabaya and offices in Pekanbaru, Bontang, Balikpapan and Semarang, provide a strong support network.



"With its range of products and services as well as a consistent focus on the needs of the customer, Endress + Hauser has set new standards in Indonesia," said Rajesh Malhotra, managing director of the new sales centre. "The right time has come for us to

continue to grow as a part of the Endress + Hauser Group."

Endress+Hauser is now celebrating its 60th anniversary. The family-owned company has just welcomed its 10,000th employee, and in the last year alone, over 500 jobs were created worldwide.



Neptune's Solar D Series chemical injection pump

## Pressure relief valve

**A**merican rail tank car safety valves and equipment supplier Midland Manufacturing has released its new Hi-Flow Pressure Relief Valve. The valve, model number A-22075, has received full AAR (Association of American Railroads) certification under AAR number PRD 122007.

Backed by 60 years of experience in designing rail tank car valves, Midland Manufacturing has produced its Hi-Flow Pressure Relief Valve to exceed the new higher flow

requirements for Packing Groups I & II commodities transported in rail tank cars of 30,000 gallons or more. This requirement includes the two largest commodities, crude oil and ethanol. Midland's new A-22075 valve is available in all standard mounting configurations for new car builds or retrofit applications.

Midland is an AAR Class F facility and ISO 9001:2008 certified. Since 2005, Midland has manufactured more than 100,000 tank car pressure relief valves to high quality standards.



Midland's new A-22075 Hi-Flow Pressure Relief Valve

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# Growth spurs tank service market

**Tank container transport in Russia is reckoned to be not only one of the largest markets in the world but also one of the fastest growing, with considerable potential for further development.**

With this has come the need for specialist services, particularly in inspection, surveying and classification. Russian Maritime Register of Shipping (RS) is currently celebrating its 100th anniversary and the 40th anniversary of its activities in surveying containers.

Nowadays RS is one of the leading classification societies. It is a full member of International Association of Classification Societies comprising the 13 largest societies worldwide. RS carries out its activities on the grounds of its Rules developed to comply with the requirements of international and national normative documents, practice on supervision and results of scientific research.

The main services RS offers are: design technical appraisal, technical supervision for compliance with national and international requirements, document issue for ships and offshore installations, as well as ship machinery and related equipment, certification of industrial products including containers.

Since 1995 RS has represented the International Bureau of Containers (BIC) in the territory of the former USSR, making it one of the most significant organisations dealing with containers in Russia. RS experts are involved in the activities of the relevant ISO and IMO structures as part of

the Russian delegations. It also participates actively in developing normative frameworks for containers within ISO and IMO, Technical Committee GOST R 'Containers', and organises conferences and seminars such as 'Containers and Container Transport'.

Most of the companies from Russia, CIS and Baltic countries involved in design, manufacture, testing, transport, and container services, co-operate with RS owing to the trust on the part of both maritime administrations which have charged RS with executing surveys of containers on their behalf within the requirements of the applicable international conventions.

Among the manufacturers RS collaborates with are OJSC 'Abakanvagonmash', OJSC 'Uralkryomash', Ilyichevsk Shiprepair Yard, OJSC 'Uralkhimmash' and others. This year a new specialised company – Asipovichy Carriage Works (Belarus) – is expected to be launched mass producing modern tank containers, under RS technical supervision, to transport gas and chemicals.

Among operators/owners RS co-operates are companies such as OJSC TransContainer (with approximately 60,000 containers for universal and specialised cargoes), and Spectransgarant, LLC (more than 5,000 tank containers in service). When it comes to large foreign companies, Exsif, Eurotainer, Hoyer and others are developing business relationships with RS. In this case RS has the opportunity of offering its services to survey containers not only in Russia, CIS and Baltic countries, but also in other countries, which is especially important for western container lessors supplying their containers to be used in Russia.

For all the container models manufactured at plants of Russia, Ukraine, Belarus, Latvia under RS survey the documents are issued confirming their compliance with the international requirements and RS Rules. They include containers to carry general cargo of models 1CC, 1AA, open-top and lift-off cover containers for bulk cargo, containers for explosives and nuclear waste, tank containers, bulk containers, containers for non-refrigerated



RokoNord's workshop for repairing and certifying tanks

and refrigerated gases of types UN T4, UN T11, UN T14, UN T50, UN T75, as well as containers loaded offshore. Recently, RS has also accepted a tank container model for carrying liquid helium for the first time ever in Russia.

RS pays special attention to tank containers for hazardous cargoes. This fact can be explained by the cargo hazard degree, equipment complexity and an increase of such transportation equipment stock in Russia.

In this respect:

- RS has developed a training programme for personnel engaged in tank container survey;
- manufacture of tank containers is carried out under the technical supervision in full compliance with the approved technical and technological appraisal;
- container testing is performed in recognised testing laboratories in accordance with approved programmes and methods developed on the basis of the international and national requirements;
- periodic surveys of tank containers are carried out in the scope prescribed by IMDG Code and RS Rules, at the enterprises and organisations with the appropriate technical capacities and trained personnel necessarily confirmed by RS Reports.

RS has also become a full member of the International Tank Container Organisation (ITCO). RS entry in ITCO provided the organisation with a wider opportunity to present its services to foreign companies working or intending to work in Russia, and also to be aware of the most recent developments in the sector.

In the past decade Russia has greatly increased oil and gas production offshore and inevitably the issue of delivery of containerised cargo and material to floating and fixed objects offshore is becoming more urgent. One of the most significant and advanced projects in this field is the development plan of the coastal areas of Sakhalin island – 'Sakhalin-2'. Its supervisor is Sakhalin Energy Investments Ltd uses a fleet of offshore containers of various models and destination with RS approvals, which are also in

service under RS survey.

With due account for the growth of containerized cargo handling rate at Russian ports and terminals, as well as with due account for understanding the perspective of container shipment at the federal level, the Register is ready to offer further its high quality services aimed at ensuring the safety and security of cargo, as well as the safety of personnel employed at handling and transportation of containers.

#### RokoNord serving the market

Another organisation providing specialist services to the tank container industry in Russia is RokoNord. The company says that the principal consumers of tank container transport are small and medium-sized companies carrying chemical cargoes and liquefied gases in small amounts.

However, Russia still lacks infrastructure for using tank containers, not least the lack of certified cleaning and repair stations.

In view of this RokoNord opened a workshop several years ago for repairing and certifying tanks. Over the years the company has developed its services, also joining ITCO, such that nowadays it can offer clients "good quality service" for tank containers, including welding, periodic certification, repair (all services are approved by RS) and providing of spare parts. Its workshop is situated on an intermodal terminal which can receive and dispatch containers to the rail terminal situated near port of Saint Petersburg.

At the beginning of 2012 Bertschi and Stolt decided jointly to open a tank cleaning station at one of the three Russian subsidiaries of Bertschi Group, in Nizhny Novgorod. The location lies 400km east of Moscow and was chosen because there is a large chemical cluster in the region with a potential for return shipments in tank containers. The facility is located on a private railway terminal. It is installed in standard dry freight containers and equipped for operation in winter at minus 40degC. The cleaning water is stored in tank containers and disposed at a specialised external water processing facility.



The joint Bertschi-Stolt tank cleaning station in Nizhny Novgorod

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*A quick word with...*

**Rob Hudson, Director,  
Spiroflow**

**Tell us about your work history up to your current role as director of Spiroflow.**

I began my career, as a mechanical engineering apprentice in the petrochemical industry in the late seventies, early eighties. This provided me with an overall mechanical engineering understanding and sound knowledge base, working with and managing multidiscipline personnel to maintain high value equipment and process plant installations.

I migrated to the powder handling industry, taking up the position of project engineer within a powder handling design and manufacturing company in the late eighties, quickly rising through the ranks to project manager, general manager of the powder handling division and ultimately becoming a director in the late nineties. I left to set up my own company in 2006, before embarking on a three-

## Rob Hudson, Director, Spiroflow

month short-term contract with Spiroflow Ltd in Q4 2007, before taking up my appointment as Managing Director and shareholder of Spiroflow Ltd in January 2008.

**What's been your greatest working achievement to date?**

Becoming a director of any organisation and now also a shareholder has to rank highly in the personal accolade stakes, in terms of one's working achievements. Designing one of the world's, if not the world's, first fully automatic FIBC opening system is probably still the most outstanding personal engineering achievement to date, which to my knowledge is still in operation today on an island, in a fjord, in Norway.

Managing Spiroflow Ltd through the economic downturn from 2009 onwards, is probably my greatest managerial achievement to date. I was able to manage this unfortunate situation by making a number of strategic decisions, without the need to make any member of staff redundant throughout this time.

**Spiroflow has been in operation since the early 1970s, what are the things the company is most proud of, and why have they succeeded?**

Spiroflow Ltd has remained innovative from its inception in the 1970s. Spiroflow Ltd were the founders of flexible screw conveying technology and this product line still forms a prominent part of our core business. These

humble beginnings promoted expansion into other areas of the powder handling industry; the arrival of FIBC's naturally provided the market for fillers and dischargers. These product lines required additional features to be designed and added, such as weighing, vibration and massage technology to discharge stubborn, consolidated and cohesive products. The Spiroflow Ltd brand name has become synonymous within the industry, which is something we at Spiroflow Ltd are very proud to boast.

**What single thing in the past 10 years has had the biggest effect on the industry?**

The single biggest thing to impact on the powder handling industry in the past 10 years is almost certainly the ATEX Directive. The ATEX Directive has driven the need for designers and manufacturers to provide safe solutions for powder handling applications. The safety awareness this directive has provided, is almost immeasurable in terms of the improvements for operator, process and equipment safety by design. This is something Spiroflow Ltd in particular has majored on for over a decade. Retaining the services of an industry renowned and respected consultant has not only provided our customers with the confidence to proceed, but moreover the added value of a technical report to support a specific application.

**What regions does Spiroflow operate in? What challenges do**

**you face because of this?**

Spiroflow Ltd operates in all regions from Ireland to the west coast of America. America, Canada and South America are covered and serviced by our sister company Spiroflow Systems Inc, thereby effectively covering the globe. Spiroflow Ltd has also established Spiroflow Fabcon Conveying Systems Pty Ltd based in New Delhi, which operates as a Joint Venture company offering the complete Spiroflow Ltd product range to the Indian market.

Offering equipment to a wide range of export markets doesn't come without its difficulties. Some of the difficulties encountered can be cultural, language, legislation, installation support or commissioning, plus terms of payment and the use of Bank Guarantees and Letters of Credit, not to mention currency fluctuations.

**Industrial equipment such as yours carries with it the responsibility of ensuring its users can operate it with minimal risk. What specific measures does Spiroflow employ to minimise risk?**

As with all equipment supplied into industry, there are potential risks to the environment, operatives and the process alike. Here at Spiroflow we take our responsibility for the supply of safe and reliable equipment very seriously.

Our designs have not only to satisfy process specific requirements via good engineering

practice, but moreover adherence to current and future legislative demands. Our engineering team undertake risk assessments during all phases of the design and manufacturing process, making safety, reliability and functionality our primary concern.

The use of pictogram warning labels provides operatives and maintenance technicians around the world with knowledge of potential hazards, via simple and descriptive warning labels. All our equipment is delivered with CE Certification and is designed in line with current Machinery Directive legislation.

**What are the common challenges faced in installing a new system into an organisation?**

Powder handling is not black and white, even when allegedly handling the same products. As a result, this adds to some of the challenges and often frustrations when servicing the powder handling sector, regardless of the science applied.

Change management and acceptance of new process equipment into organisations, doesn't come without its own potential challenges. However, in the past 25 or so years of my involvement within powder handling, there has been a positive and significant swing towards team engagement within organisations, starting with process evaluation through to equipment selection, order placement and ultimately successful handover.

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# Controlling toxic dust

For many years various Australian authorities have been slowly installing water-fluoridation plants in a general effort to promote better dental health. In the past few years, though, the pace of fluoridation has quickened as various states have introduced fluoridation programmes, backed by state government subsidies.

Queensland, for example, decreed in 2006 that 90 percent of Queenslanders would have access to fluoridated water by 2012. ProMinent Fluid Controls Pty has supplied more than 60 fluoridation systems over the past 25 years. Many of the earlier installations were for rural water supplies in relatively small water treatment plants.

Initially, 25kg bags of sodium silicofluoride powder (Na<sub>2</sub>SiF<sub>6</sub>) were manually loaded into a hopper; later installations used a vacuum loader designed by ProMinent. A dry chemical feeder meters the Na<sub>2</sub>SiF<sub>6</sub> into a mixing tank of water, where it is dissolved before being added to the water supply. Other chemicals used for fluoridation are sodium fluoride powder and hydrofluosilicic acid.

## Toxic dust control

More recently, however, the company has supplied equipment for much larger plants, including five that started in Queensland around the end of 2008. The plants range in size from approximately 125 million litres per day (mld) to 750 mld and serve more than 50 percent of Queensland's population of approximately 4.5 million.

For plants of this size, ProMinent has designed a fully automated process in which the Na<sub>2</sub>SiF<sub>6</sub> is completely contained in a sealed transfer system from the time it is received until the moment it is put into the mixing tank. Sealing is important for dust control, because the plants use up to 875 kg/d of Na<sub>2</sub>SiF<sub>6</sub>, which is toxic and subject to strict regulatory control. Bulk bags of Na<sub>2</sub>SiF<sub>6</sub> are unloaded into a transition or floor hopper, from which a flexible screw conveyor transfers the material to a storage hopper that feeds the mixing tank.

The transition hopper is small, with a capacity of only 60 litres. In contrast, storage hoppers may be as large as 8,750 litres or more for a 750 mld plant, and designed to hold up to seven days' supply of Na<sub>2</sub>SiF<sub>6</sub>.

The major pieces of equipment are the bulk bag discharger, a dust containment system and the flexible screw conveyor, all supplied by Flexicon Corp (Australia), of Brisbane. Bulk bags of 1,000kg are lifted into place on the discharger frame by an electric hoist and trolley on a cantilevered I-beam.

Powder is discharged from the bag into the transition hopper through a double-wall Tele-Tube telescoping tube. The tube is secured to the bag spout by a Spout-Lock clamp ring that creates a dust-tight seal, while the bottom of the tube is connected to a collar in the lid of the sealed hopper.

The clamp ring, in the open position, is raised pneumatically to the bag spout. The spout is pulled over the rim of the tube's inner wall and the ring is locked in place over it. At this point the pneumatic pressure that raised the tube is released, causing the telescoping tube assembly to exert downward pressure on the spout. The continuous downward pressure on the bag keeps the spout taut at all times and helps maintain a steady flow by preventing excess material in the spout from bulging outward and creating dead spots, or falling inward and restricting the flow.

The double-wall telescoping tube is a key element in the entire system. In this design, errant particles are drawn into the dust collector through an annular gap that encircles the bag spout seal. This is the only way to obtain extra protection against dust leakage.

Flexicon's Bag-Vac dust collection system is activated prior to connecting the telescoping tube to the bag. The system, attached to the discharger frame, conveys dust pneumatically to a water trap tank. Once the clamp ring has been secured, the dust extractor is turned off and the spout drawstring is untied, allowing the powder to flow into the transition hopper.

The dust extractor remains inactive throughout

the unloading process. However, air displaced by the flow of material exits via the dust collection system. A filter prevents Na<sub>2</sub>SiF<sub>6</sub> from being entrained in the outflowing air.

## Stopping the flow

A special feature of the unloader unit is a pneumatic Power Cincher flow control valve that can close the bag at any time, so that a partially empty bag can remain in place until more material is needed. This is important for the fluoridation plants, which use approximately 120kg/d of Na<sub>2</sub>SiF<sub>6</sub> per 100 mld of water. The cincher also helps to keep moisture out of the bag and can isolate it in the case of an emergency.

Promoting flow are Flow Flexer bag activators — two pneumatically driven plates that rhythmically raise and lower opposing bottom edges of the bag to direct material to the outlet. As the bag empties, the stroke of the plates lengthens, forming the bag into a steep V shape and promoting total evacuation. An adjustable timer controls the frequency of the strokes.

The dust tight system is vented to a Bag-Vac dust collector that removes residual powder and collapses the empty bag prior to tie off, preventing dust generated when empty bags are flattened manually.

As mentioned earlier, a flexible screw conveyor transports the Na<sub>2</sub>SiF<sub>6</sub> from the floor hopper to a storage hopper that feeds the mixing tank. The conveyor consists of a rotating, stainless steel spiral screw, housed in a 65mm dia polymer tube. The lower end of the roughly 5m long tube passes through the wall of the floor hopper, near the bottom, and the top end discharges the powder through a chute into the top of the storage hopper some 4.5m above the plant floor.

As the screw rotates, it self-centres within the

tube, providing ample clearance between the screw and the tube wall to prevent grinding of the product. A 4kW electric motor, located above the discharge point, rotates the screw at a variable rate up to 6,000kg/h. The flexible screw conveyor is inherently enclosed throughout its length to avoid airborne dust.

As the bag's contents empty into the floor hopper, the conveyor is activated. The transfer of powder to the storage hopper continues until either the transition hopper is empty or the weight of the storage hopper reaches a preset high level, as indicated by four load cells underneath the hopper. The control system signals the conveyor to stop when the high level is reached.

From the storage hopper, a dry chemical feeder meters the fluoride powder into a mixing tank through a sealed unit that prevents the escape of dust. The flow of powder is automatically matched to the inflow of water to the tank in a ratio that results in a 0.2 percent Na<sub>2</sub>SiF<sub>6</sub> saturated solution. The tank has a high-speed mixer and a retention time of 10 min.

Finally, the solution is carefully metered into to the flowing water supply by a peristaltic pump (or a progressive cavity standby pump). The dosage rate varies from 0.6 mg/l to 1 mg/l, depending on local requirements.

In rare cases a water treatment plant may have two independent pipelines, each with its own dosing system. This situation occurs, for example, when a town or city has grown and added more treatment capacity.

These cases require separate storage hoppers and dosing systems for each pipeline. However, a single bulk bag discharger and one transition hopper can feed two storage hoppers by incorporating two separate flexible screw conveyors into the single common transition hopper. Feeding two storage hoppers is well within the capacity of the system. A single conveyor delivers material at a rate of around 5,000 kg/h, while the seven-day storage capacity of a large hopper is only about 8,750kg.

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Powder remains enclosed from the time it is received until it enters the mixing tanks. The Bag-Vac dust collector, on the right of the discharger frame, prevents any dusting during bag loading, and removal and collapsing of empty bags

# Certified weighing



**N**ational Bulk Equipment (NBE) has introduced a fully automated, NBE bulk bag filling system that provides NTEP-certified bulk bag weighing, accurate to +/-0.01 percent up to a total bulk bag fill weight of lbs4,500.

NBE says the design-stage integration of NTEP-certified weigh devices, and proper calibration and fabrication during original system construction, ensure precise, weigh accuracy and repeatability. The possibility of variable weight outcomes and material waste from bolt-on load cells or third-party NTEP scale components is eliminated.

The weigh systems meet rigorous certification testing standards, including

producing over 7,000 consecutive weigh cycles, each within a +/-0.01% weight accuracy tolerance. "Our systems provide operations, supervision, management, and customer-side personnel the confidence that each filled bag weight is certified accurate, that material volumes are precise, material loss is eliminated, and line operations are optimised," read an NBA statement.

A single, menu-driven HMI, designed and built by NBE controls all equipment automation including automatic pallet introduction, automated metering of non-free-flowing material, NTEP-certified weighing, and powered out-feed and indexing of filled bulk bags.

# Bobbin along

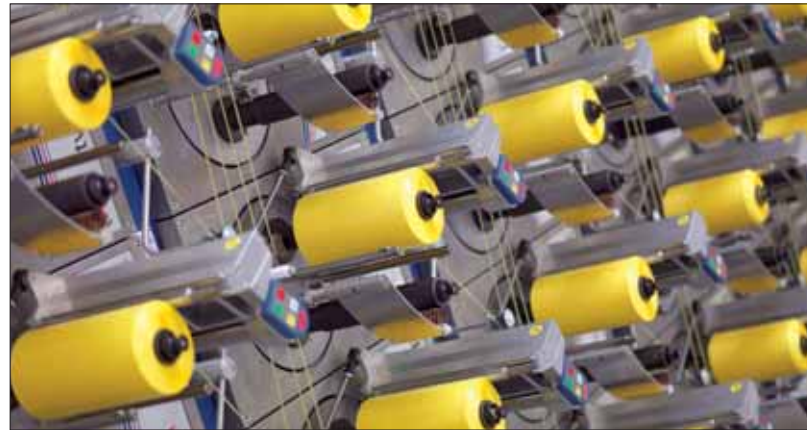
**F**or the first time Starlinger displayed its new automatic twinTAPE 200LX precision cross winders for tapes at Interplastica 2013 in Moscow, Russia.

The twinTAPE 200LX produces high-quality bobbins needed for trouble-free fabric production. Since 2011, when the new winder concept was first presented, Starlinger has continuously worked on improving the twinTAPE winder technology, testing the winders in various trial installations with customers all over the world and gathering valuable feedback for fine-tuning the technology.

Bevelled bobbins for better tape protection

A new feature is the bevelled edges of the bobbins produced on twinTAPE winders. This protects the tapes from damage during transport and handling (fraying, splicing) and avoids tapes getting loose and coming off – an improvement which saves both waste and working time. Undamaged tapes also account for less warp and weft breaks during weaving, which results in fewer machine stops. And while fewer tape breaks increase the production efficiency, waste reduction means that more meterage per bobbin is actually used to produce fabric, which helps to save raw material consumption.

The twinTAPE LX operates with cores of 35mm internal diameter and achieves a working speed of up to 600 m/min. With the newly developed and patented traverse system the traverse stroke can be set variably, thus no extra parts are required when the bobbin design is changed. It also allows special bobbin designs and doesn't require lubrication due to fewer mechanical parts. Automatic bobbin change after reaching the predetermined winding length saves manpower and ensures the production of tape bobbins with



equal running length. The new graphical human-machine-interface facilitates intuitive navigation and allows the saving of individual tape parameters in the recipes store.

After the successful trial phase

Starlinger customers have started to use twinTAPE winders in the tape production process. The advantages for them are clear: It helps them save production costs and improves the quality of their product.

## Fine flo

**M**aterial Transfer has introduced a new bulk bag discharger. The unit features heavy-duty carbon steel construction with an integral hoist and monorail system. It also comprises the heavy-duty Flo-Master bulk bag massaging system with open pipe frames which promote positive material flow.

The Flo-Lock discharge gate halts material flow for partial bag discharging, allowing the bag to be retied, removed, and reused. System features a Seal-Master bag spout chamber with 'gull-wing' doors for quick and easy discharge spout access. The Sure-Seal bag spout sealing system allows dust-tight material discharge.



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# From bulk bag to tanker – dust free

**Food grade bulk logistics specialist Atchison Topeka has improved the efficiency of its UK operations by consolidating multiple food distribution centres into a single facility that transfers powdered food ingredients from bulk bags into bulk tanker trucks.**

The new closed-loop bulk transfer

system, based at its Droitwich, Worcs base, consists of a bulk bag discharger integrated with pneumatic conveying equipment that blows bulk material into the trucks, while recirculating displaced air and recovering dust from the airstream.

To meet food industry standards, the process was required to comply with

BRC (British Retail Consortium) requirements in three areas: bulk tankers, warehousing and palletised distribution. While the facility would be handling a variety of food ingredients, analysis showed that most exhibited bulk densities of approximately 650 kg/cbm. Most were also free-flowing or semi-free flowing, with an angle of repose of 40-60deg. One of the ingredients, however, was relatively hygroscopic and prone to bridging, so the equipment needed to prevent cavitation.

#### Bulk-out

At the heart of the bulk transfer system (manufactured by Flexicon) is a Bulk-Out Model BFC bulk bag discharger configured with a cantilevered I-beam, electric hoist and trolley, flow promotion devices and a hopper equipped with a rotary airlock valve. The dilute phase pneumatic conveying portion of the system consists of a positive displacement pressure blower, pneumatic conveying line and a filter receiver located downstream from the bulk tanker truck. Automated controls orchestrate operation of the flow promotion devices, rotary airlock valves, blower and filter receiver.

All material contact surfaces throughout the system are of 304



Raw material is gravity fed from the hopper through a rotary airlock with a pick-up adapter for discharge into a pneumatic line leading to a tanker truck loading bay

fall freely into the hopper with no dusting.

Flow Flexer plates raise opposite bottom edges of the bag into a steep 'V' shape, loosening compacted material, while constant downward tension exerted by the telescoping tube as the bag empties/elongates promotes complete discharge from the bag.

Material in the hopper is fed through a rotary airlock valve and pneumatic pick-up adapter into a pneumatic line that runs horizontally for 1m and at an incline before penetrating the exterior wall of the building to discharge material into a tanker trailer.

The air stream provides sufficient force to blow the material the full length of the trailer's interior. A return line vents displaced air and dust to the filter receiver that collects any carry-over material for later reintroduction to the pneumatic conveying system.

#### Modular design

The design of the bag-to-truck solution uses modular components that allow the distributor to repurpose its process for other applications, such as transferring powders from trailers to bulk bags, or new materials with varied handling characteristics.

Along with consolidating operations, the dust-tight bulk bag discharger with totally enclosed pneumatic conveying prevented contamination of the product and plant environment, eliminated the need for a clean room, and simplified quality control procedures.

The Droitwich facility builds on Atchison Topeka's record of clean, safe handling of food materials and maintaining rigorous standards for public health and safety.

stainless steel finished to food standards.

To start the process, a forklift or pallet jack is used to place a bulk bag in front of the discharge frame, where an operator attaches four bag loops to clips on the unit's bag lifting frame and, using a pendant, activates the hoist to raise the bag, and the trolley to move it into the frame, and after which it is lowered onto the spout connection point.

A Spout-Lock clamp ring, which is mounted atop a Tele-Tube telescoping tube, securely connects the clean side of the bag spout to the clean side of the equipment, after which the telescoping tube exerts continuous downward tension on the bag spout. The operator then releases the bag spout's drawstring, allowing material to



One pneumatic line discharges into the tanker's inlet port, while a second line vents an outlet port, leading to a filter receiver where dust is separated from clean air vented to the atmosphere

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Pneumatic lines leading to and returning from tanker trucks make quick, clean work of discharging bulk bags for distribution of powdered ingredients

# Brazil is the powerhouse



Raw material exports have shifted the pattern of Brazil's trade towards Asia

**Brazil remains the economic giant of South America and as such is the source of much of continent's bulk exports. The country's external trade shifted during the past decade as demand for raw materials soared in Asia.**

For the first half of 2012 Asia is thought to have accounted for 50 percent of total external trade by sea, up from 26 percent in 2000. The share of exports by sea to Asia has doubled from 31 percent in year 2000 to almost 60 percent in 2012, fuelled by Chinese demand for minerals, pulp and foodstuff.

To cater for its expanding trade Brazil has launched a R\$54 billion (US\$26 billion) logistics investment programme for its ports sector. President Dilma Rousseff said that the programme, running from 2014 to 2017, would encourage modernisation of the management and infrastructure of the country's ports, while boosting the expansion of private investment, lowering logistics costs and increasing efficiency.

"We want to inaugurate a new era with the modernisation of infrastructure and port management," President Rousseff said.

As part of the investment programme the latest programme will establish a new regulatory framework for Brazilian ports. The aim is to regulate pilotage services, increase access and entry to ports, make public announcements for applicants that want to build terminals for private use and make easier the process of leasing ports and issuing environmental licences.

Other measures will focus on improving the country's port planning capacity, including an institutional reorganisation of the port sector and integrate the logistics between transport modes.

The ports set to receive fresh investment are in four different regions. The south-east ports are Espirito Santo, Rio de Janeiro, Itaguaí and Santos, joined by the north-eastern hubs Cabedelo, Itaqui, Pecem, Suape, Aratu and Porto Sul/Ilheus.

Northern ports set to gain are Porto Velho, Santana, Manaus/Itacoatiara, Santarem, Vila do Conde and Belem/Miramar/Outeiro. The southern ports include Porto Alegre, Paranaguá/Antonina, São Francisco do Sul, Itajaí/Imbituba and Rio Grande.

## Flexitanks growing

One of areas of bulk logistics that shows considerable promise is flexitanks transport. FGN Global Logistics specialises in the handling and shipment of flexitank loaded ISO containers. Although headquartered in the USA - in Charleston, South Carolina - the company has an extensive network of offices and agents in South America.

The company's customers comprise leading chemical, agricultural and petro-chemical companies. Founded in 2009, FGN Global Logistics is licensed by the Federal Maritime Commission as an Ocean Transportation Intermediary and Freight Forwarder.

Last year the company reached agreement with Columbus Logística Internacional, the leading flexitank transport company in Brazil, to represent FGN in the country, as well as being a key partner in the formation of FGN Global Logistics, Latin America, headquartered in Montevideo, Uruguay.

Columbus is the largest provider of flexitank services in Brazil with deep market penetration in the glycerine sector. With offices in Santos and Novo Hamburgo, the company boasts customers such as Gaviola, Archer Daniels Midland, and Petrobras. From its Brazil-based operations, Columbus exports flexitank loaded containers worldwide.

FGN and Columbus Logística Internacional are now processing shipments on a shared platform while communicating daily to initiate new business. Columbus and FGN Latin America use the FGN Flexitank for all shipments.

Kevin Brady, FGN marketing manager, said the company has noticed a steady increase in crude glycerine exports from the region over the past few months. "With the growing season

returning in the southern hemisphere we also expect increased imports of liquid fertiliser into Brazil and Chile. In addition, we hope to see the return of bulk nut and fish oil exports from South America in 2013."

Brady also noted that the transportation of bulk liquid cargo between the US and South America has become increasingly well-suited for flexitanks. A developed infrastructure consisting of flexitank friendly carriers and logistics firms makes shipping flexitanks an economic packaging alternative to tank containers, drums, and IBCs.

FGN's Houston office is currently handling flexitank traffic between South America and the US Gulf region. "Our operation in Houston relies heavily on agreements with 'flexitank friendly' ocean carriers, such as Seaboard Marine, to move cargo between the Gulf Coast and South America. FGN Brazil manages all flexitank services in South America.

Road trucking remains the company's primary form of domestic carriage in the region. "However FGN Global Logistics has implemented some of the first rail/tanker truck to flexitank trans-loading operations in Brazil," added Brady.

"Suppliers in South America are increasingly aware of the savings to be had by shipping their bulk liquid products in flexitanks as opposed to other containers, and US buyers rely on companies like FGN Global Logistics to handle shipments from South America on door-to-door, ex-works terms."

A particular issue of concern added Brady is when companies have gone into the regional market offering a flexitank only or logistics only approach promising shippers efficiency and ease of use. "This is



FGN Global Logistics offers an integrated flexitank service that combines flexitank supply with domestic and international transportation

where problems and communication breakdown can occur," he stated.

"Flexitank shippers should be aware of companies that can only offer part of the whole logistics process. An integrated flexitank service that combines flexitank supply with domestic and international transportation is the superior logistics solution. FGN Global Logistics has flexitanks on the ground in South America ready to offer the integrated solution consisting of quality flexitank supply with domestic and international transportation."

# PPMA Show

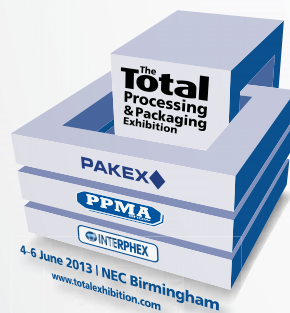
4-6 June 2013, NEC, Birmingham

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The government hopes new investment and reform in the port sector will lower logistics costs

# Dunkerque stays steady

France's third biggest port Dunkerque saw its total cargo volume for 2012 barely unchanged at just over 47 million tonnes by the end of December.

In liquid bulks, 2011 had seen a few crude oil operations for Total (1.16 million tonnes), but this traffic was discontinued in 2012 except for a final vessel call in in December, to empty tanks at the refinery.

Hydrocarbons were thus down by 12 percent overall with a tonnage of 5.66 million tonnes, chiefly due to the shutdown of crude oil storage. By contrast, refined petroleum products alone rose by 7 percent. Other liquid bulks (essentially for Rubis and Polimeri Europa) fell 29 percent to 1.17 million tonnes. Liquid bulks were 15 percent down overall at 6.83 million tonnes.

General cargoes, including ro-ro and containers, were up as a whole, increasing 4 percent to 16.24 million tonnes. Cross-channel ro-ro traffic maintained the trend begun at the end of 2011 and posted an increase of 10 percent to 13 million tonnes. The number of trucks and trailers rose by 13 percent (more than 560,000 freight units). Container traffic was slightly down on 2011, at 260,000 TEU, a drop of 5 percent.

In October a foundation stone was laid for

Dunkirk LNG terminal, which is expected to be commissioned towards the end of 2015. It is currently the second largest industrial construction site in France.

The terminal will be able to accommodate the world's largest LNG tankers and will have sufficient capacity for 13 billion cbm of gas a year, the equivalent of 20 percent of the annual natural gas consumption of France and Belgium combined. Work on the platform and marine infrastructure is being carried out by Port of Dunkerque, while the LNG terminal and connection facilities to the French and Belgian networks will be developed by the operators, GRTgaz and Fluxys. EDF subsidiary, Dunkerque LNG (65 percent EDF, 25 percent Fluxys and 10 percent Total) is responsible for the project with a total investment for the terminal alone amounting to €1 billion.

With its three LNG storage tanks, the terminal will offer the network increased flexibility to supply gas-fired power stations which are able to meet peak electricity demands, especially in the winter months. In environmental terms, EDF has opted to heat the LNG using a zero carbon method based partly on hot water discharged by the Gravelines nuclear plant.



Dunkerque's LNG terminal will have capacity for 13 billion cbm of gas a year

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## Modern terminal for Phnom Penh

A new container terminal has opened Phnom Penh Port, Cambodia. The inauguration was presided over by Cambodian Prime Minister Hun Sen and Chinese Ambassador to Cambodia Pan Guangxue.

The terminal, which cost more than US\$28 million, was financed by the Chinese government and is located in Kien Svay district of Kandal province, about 30 km from the existing port in Phnom Penh.

Construction of the 10 ha facility began in March 2011 by Shanghai Construction (Group) General Company with a soft loan of US\$28.2 million financed by the Government of China. It has a total capacity of 120,000 TEU a year.

The government is still seeking private partners for the port's second phase of development, with the aim of handling 300,000 TEU annually.

Benjamin Paul Wilson,

manager of Maersk Line Cambodia, said the opening of the new terminal is an important milestone for the country. "Investment in infrastructure projects like this facilitates continued growth for Cambodia's export-led economy. The modern facilities at the new container terminal bring higher productivity and capacity, which will cater for growth in container volumes in coming years," said Wilson.

Japan International Co-operation Agency is conducting a feasibility study for a special economic zone on 600 to 1,000 ha surrounding the new port.

The new terminal should help facilitate the export of one million tons of milled rice by 2015. Traditionally Cambodia's rice exporters have shipped the product bagged in the country. However, in the recent years a number of trials have started exporting rice in bulk in standard dry containers using dry bulk liners.

## Vopak, Sabc to invest in Jubail

Vopak and Sabc are to invest jointly in a new terminal in King Fahd Industrial Port at Jubail, Saudi Arabia, to serve the expansion of the petrochemical and downstream industries.

For this purpose a joint venture has been established, the Jubail Chemical Storage and Services Company (JCSSC), in which Sabc holds 75 percent and Vopak 25 percent. The plan is to finance the project from the parties' own resources as well as through external funds.

The new facility will have an initial storage capacity of approximately 250,000 cbm. The first phase will consist of

around 40 commodity and speciality chemical storage tanks, complete with truck handling and ship loading facilities for five berths, and is expected to be ready for commissioning early 2015. This capacity can be expanded in the future.

The investment in this industrial terminal will provide the petrochemical industry in Jubail with a critically important export facility, designed to the highest safety standards, and will enable the continued growth of the petrochemical and downstream industries in one of the largest petrochemical production locations in the world.

# Jamaica's bunkering future?

**The Government of Jamaica has unveiled ambitious plans that will create the Caribbean island into a global logistics hub for the Americas and position it as a regional trading rival to Singapore.**

One plank of the strategy is expanding Jamaica's bunkering capabilities also to become a regional hub. The Nanyang Technological University of Singapore has been engaged to carry out a bunkering study, with the support of the Commonwealth Secretariat. A team of consultants from Nanyang hosted a workshop in November as part of a three-day fact-finding mission to Jamaica where they also visited the country's bunkering

facilities and met with stakeholders in the bunkering and maritime industries.

MAJ director of Shipping and Policy Research, Dr Eric Deans, explained: "A successful and competitive bunkering hub will have a positive impact on the dynamism of the Jamaican maritime cluster. Working with the Nanyang team we aim to analyse the current and future bunkering markets and identify the necessary government policies, regulatory framework and operational requirements needed to advance this sector for the Caribbean region."

A report by the Commonwealth Secretariat identified Jamaica as an active maritime centre with

considerable potential for growth as a bunkering station. The report noted Kingston's strategic location in relation to the north-south and east-west shipping routes and observed that Jamaica, which is already very active in the areas of transshipment, ship registry, cruise and maritime training, has strong potential to become truly competitive in a host of other maritime and related activities, including shipping services, marine insurance, banking, legal services, dry docking and bunkering.

Other projects under discussion include growth of container throughput at Port of Kingston ahead of the expansion of the Panama Canal, as well as the development of commodity ports to handle petroleum products, coal, minerals and grain; the development of an air cargo strong hold through the construction of an air cargo airport as well as

the construction of large scale ship repair dry docks. Special economic zones are also being conceptualised by a wide range of local and foreign investors.

A critical element in the equation to make the logistics hub successful is the involvement of suitable, long-term investors. The Government of Jamaica is already in discussion with some prospective partners as well as looking for new ones.

Anthony Hylton, Minister of Industry, Investment and Commerce, said the vast project contained many opportunities for investors, logistics providers, distributors, manufacturers, and suppliers across many industries around the world. He said the initiative will provide a myriad of opportunities for global and domestic commercial and industry interests.



Other projects under discussion include growth of container throughput at Port of Kingston ahead of the Panama Canal expansion

## Gateway to collaboration



The Wieniawski became the first ship to dock at London Gateway to deliver four automatic stacking cranes

**Peter Surtees, European supply chain director of manufacturing giant Kimberley-Clark, has said the UK's new London Gateway port is a major opportunity for innovation.**

Speaking at the Logistics Leaders Network Forum, hosted by London Gateway in January, Surtees described the success of Project Sphinx, a collaborative initiative led by Kimberley-Clark, in which seven leading brands (including Heinz, Nestle and Kellogg's) are sharing warehousing and distribution, achieving annual cost savings in six figures for Kimberley-Clark alone.

"London Gateway is a fantastic proposition and a perfect opportunity to design collaborative supply chains," he said. "It's not until you get here that you realise the scale of both the project and the opportunity. I'm really excited by the possibilities it offers."

Although Kimberley-Clark has been successful in implementing innovative collaboration projects in Europe, notably France and Holland, Surtees has not attempted to replicate the model in the UK, believing outdated infrastructure and to some extent, inflexible 3PL thinking, to be serious barriers to success.

"Our most recent collaboration project is hugely complex but highly successful for all brands involved. Key elements have been VMI (vendor

managed inventory) replenishment, the right location close to shared markets and a willingness to think outside of traditional supply chain models both on the part of the manufacturers and the 3PLs," he said

"London Gateway is definitely the right location to achieve the Holy Grail both for manufacturers and retailers, namely improved on-shelf availability with lower costs due to a shorter supply chain. The Logistics Park additionally provides a virtually unique opportunity to build a purpose-designed facility for collaboration adjacent to the port. Goods can then be brought in through a single gateway, stored centrally, and distributed collaboratively."

Speaking on behalf of London Gateway, commercial manager Peter Ward said, "Our message to logistics and supply chain professionals is that while historically ports have been viewed as a necessary supply chain 'node' that simply adds cost, London Gateway will add tangible value to the supply chain, by reducing cost, replacing legacy practices and delivering real, long-term benefits."

On 21 December, the Wieniawski became the first ship to dock at London Gateway. It had sailed from China to deliver the first four automatic stacking cranes that will operate in the container yard.

## Packed expertise

**Port of Antwerp has set up an expertise group for value-added activities for packed chemicals. Within the group representatives of the port authority and the private companies involved are examining how the logistics handling of packed chemicals can be improved. A similar expertise group was previously set up for fruit and perishables.**

The development of the expertise groups forms part of the Total Plan for port of Antwerp. This plan in turn was drawn up in 2010 and 2011 in consultation between the private sector and the port authority in order to safeguard the competitiveness of the port.

The 'Value-added logistics for packed chemicals' expertise group has set itself the task of identifying the strong and weak points in this area, with a view to improving the service offered to customers of the port. This covers various parts of the logistics chain, including storage, packaging/repackaging, transport, distribution and quality control.

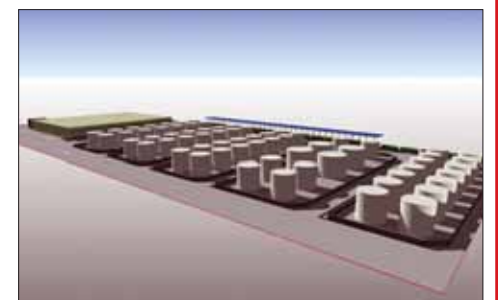
The expertise group also acts as a sounding board for the port authority in drawing up a strategy aimed at raising the port's market share in this sector in a sustainable way. Thanks to the input from private companies the port of Antwerp will be able to make more effective use of the critical success factors in its worldwide promotion activities, thus attracting new trade.

In the meantime, ADPO has acquired a new 10ha plot of land on Antwerp's left bank in the

Liefkenshoek area. The company says it is receptive to investigating any logistics opportunity or concept together with its customers. The provisional idea is to build a storage terminal with a capacity of around 100,000 cbm in five or six tank pits with stainless steel, coated and mild steel tanks of between 500 and 2,500 cbm each.

"It will be a real chemical terminal of which the final design will be determined in close consultation with our existing and future clients," said ADPO's managing director Filip De Dijcker.

The new terminal will have access to deep water through an existing jetty on the south bank of the Scheldt river operated by INEOS Phenol. The new terminal will also be accessible by road and rail. What has been decided already is that the new facility will also comprise a 10,000 cbm warehouse for the storage of packed chemicals.



Midland's new A-22075 Hi-Flow Pressure Relief Valve

### Events

#### Intermodal South America

2-4 April 2013  
Transamerica Expo Center  
Sao Paulo, Brazil  
T +55 11 4689 1935  
klima@ubmbrazil.com.br  
www.intermodal.com.br

#### Logichem

16-18 April, 2013  
Hilton, Antwerp, Belgium  
T +44 (0)20 7368 9465  
enquire@wbr.co.uk  
www.wbresearch.com/  
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#### Multimodal

23-25 April 2013  
NEC, Birmingham, UK  
T +44 207 384 7760  
robert.jervis@clarionevents.com  
www.multimodal.org.uk

#### Powtech

23-25 April 2013  
Nuremberg, Germany  
T +49 (0)9 11 86 06 82 8  
www.powtech.de

#### TransRussia

23-26 April 2013  
VVC, Pavilion 75  
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## 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 m<sup>2</sup> effective surface area external steam tubes. 1" inlet and 0.75" outlet



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