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

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## ANNUAL REVIEW IN THE NEXT ISSUE

### FIBCs

#### Tank Container Leasing

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## ITCO estimates over 338,000 tanks in use

**ITCO published the result of its first Tank Container Fleet Survey just before the start of Transport Logistic 2013.**

Based on detailed research of tank container operators, leasing companies and other owners, the survey gives a qualified estimate that there are some 338,260 tank containers currently in operation worldwide. Of this global fleet, some 71 percent are in use by dedicated tank container operators and logistics companies, while the remaining 29 percent are operated by chemical producers and other cargo shippers, together with rail organisations, shipping lines, oil companies and military/governmental authorities. Of the 338,260 tank containers in use around 39,700 were produced in 2012, with a similar number predicted for 2013.

Compiled with the support of ITCO members and based on data provided by tank container owning companies, the ITCO survey gives details of 117 operators of tank containers worldwide. While the operator fleet figure of 228,460 units is, numerically, dominated by global tank container operators, such as Stolt, which has a fleet of 30,600 tanks, Bulkhaul (17,900), Hoyer (25,000), Interbulk (10,000) and VOTG (7,200), the survey also reveals the increasing number of regional operators which have been established in recent years.

A total of 27 leasing companies, with a fleet size of 150,440 units, are listed in the survey. However, as the majority of these are leased to operators or direct to cargo shippers (and are therefore already included in their fleet statistics), leasing company tanks are (with the exception of units not currently



Tank containers are increasingly being selected by shippers of bulk liquids, powders and gases

in operation) not included in the global fleet total. The largest leasing company fleet is reckoned to be Exsif (42,000), followed by Eurotainer (27,500), Cronos (14,400) and SeaCo (14,200).

Growth in the tank container industry is also reflected by the number of new containers built in 2012. The ITCO survey gives details of 16 tank container manufacturers, who produced a record number of over 39,000 new tank containers last year.

A table in the report shows the production figures for 16 tank container manufacturers. CIMC Group produced by far the highest number of tanks last year at 18,300. The second highest figure was South Africa's Welfit Oddy with 5,900 followed by Nantong Tank NTT (4,100).

Commenting on the results of the survey, Heike

Clausen, ITCO President, commented: "This report shows that the tank container industry is exhibiting year-by-year growth and stable asset values. It is clear that tank containers are increasingly being selected by shippers of bulk liquids, powders and gases as a safe and efficient intermodal mode of transport."

The complete report, giving details of the size, ownership and growth of the world's tank container fleet, can be downloaded from the ITCO website ([www.itco.org](http://www.itco.org)).

It is planned to update the report periodically, and ITCO says it welcomes companies to contribute by providing fleet totals, comment and recommendations on all aspects including fleet estimate methodology. In addition ITCO has launched a LinkedIn page.

## Dunkirk outlines future for hazmat logistics

**Port of Dunkirk in northern France wants to provide logistics and industrial businesses with a new operating base - DLI Sud (Dunkerque Logistique Internationale Sud) - in the Western Port area.**

In parallel with the port's formalities for obtaining all the permits to allow the area's development, the Eiffage Group is developing a multimodal and logistics project on the DLI Sud site. Compliance with existing regulations for the protection of health, safety and the environment make the logistics and traceability of hazardous materials critically important for many industrial and logistics operators.

Details of the project, which is scheduled to cost some €11.5 million according to an environmental impact assessment published by the French Environment Ministry, were presented at a public meeting in April 2013 before the Permanent Secretariat for the Prevention of Industrial Pollution (Opal Coast S3PI) in Dunkirk. The presentation was preceded by questions to the port about its development plans for the DLI Sud area as a whole, within which the Eiffage Group's project must be included.

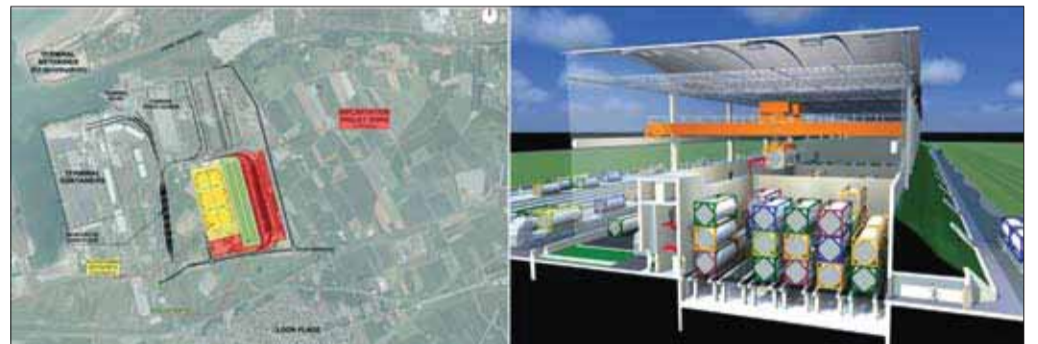
According to the project's current schedule, work

should begin in 2015 and last for a total of four years, broken down into three phases. Covering an area of 75 ha (including 20 ha of natural space), the infrastructure will comprise 96,000 sqm of covered warehouses with storage of containers in automated units, the first of its kind in France. The multimodal project will also include 18km of railway lines and the expected logistics volumes will ultimately be 850,000 palletes and the equivalent of 100,000 containers, five trains a week and 500 HGVs a day.

According to Christine Cabau, chair of Dunkerque Port's executive committee, the new multimodal

facility is central to the development projects defining the port's future infrastructure, and is also fully in line with its sustainable development and action policy.

Claude Cadot, industrial development director of the Eiffage Construction Group, said the project anticipates changes to in logistics chain for hazardous goods and reinforces intermodal operations that encourage the use of consolidated transport modes. "It meets a specific demand that is not provided for within the present logistics offer," he said.



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# Getting agitated

*Braid unveils innovative flexitank design for high viscosity liquids*

**G**lobal bulk logistics specialist Braid has announced the launch of its 'Agi-tank', a new single trip flexitank designed to transport high viscosity bulk liquids.

The flexitank is specifically aimed at those high viscosity liquids that also have high solids content and require mixing for discharge. Such products have previously been difficult to handle in standard one-way flexitanks.

Designed in 2010 by Chris White (then of Grayhog Industries) an engineer with a background in the pump and agitation equipment industry and patent-protected, the re-styled Agi-tank is manufactured exclusively by Braid following the company's acquisition of Grayhog in 2012 and is marketed since June 2012 from a new Braid office at Denham Springs, Baton Rouge, Louisiana, USA.

Braid's ambitious business expansion plan involves not only developing this niche market with existing clients in the US Gulf and the USA as a whole, but to roll out the new technology and service to clients worldwide via Braid's own global office and agency network.

Established in 1955 in Glasgow, UK, Braid is a dual mode bulk logistics service provider, operating a global fleet of 1,700 food grade/food dedicated ISO tank containers, 60 percent of which are owned (a market the company first entered in 1982). Braid started a flexitank operation in 2002, with in-house flexitank manufacture initiated firstly in Singapore and then China in 2003, production that now extends also to Braid factories in Thailand and the UK. After a period of rapid expansion, Braid currently has an own office network covering some 20 countries around Europe, North and South America, South Africa, Australia, Singapore, China and the rest of Asia, plus a further 65 exclusive agencies, giving unrivalled global coverage in the dual mode bulk logistics sector.

In 2010, Braid announced that it was on course to reach 100,000 flexitank shipments for the year - still the only company to make this assertion - and the company reports that growth of 15 percent a year continues to be achieved today in a total industry and market which it estimates now amounts to some 650,000 shipments a year.

## How the Agi-tank works

The key innovation of Braid's Agi Tank is that it uses a series of injection points in the top surface of the tank to agitate and mix the cargo pneumatically via injection probes that are inserted prior to discharge (see diagram). The mixing system disperses and re-suspends the solids in the liquid enabling a full and effective discharge to take place. With a regular flexitank, says Braid, the



A Braid Agi Tank in situ

solids would settle out at the bottom of the tank and not be properly discharged. The system is equally capable of handling both liquids/solids and liquid/liquid separation.

Chris White, the innovator who heads up the Braid Baton Rouge office, comments that the system was first developed and used three years ago to transport pepper mash from South America to the USA. Pepper mash has high solids content and needed to be mixed to sustain effective discharge, with the Agi-tank achieving a heel (residue) after discharge of max 100kg. Other products for which the Agi-tank is suitable, and already being used in some instances, include fruit pulp, grape mash, tomato and vegetable purees, olives in brine, slurries, viscous drilling muds and kaolin clay.

Currently more than a thousand containers of pepper mash each year are being shipped into the USA via the new tank which, White explains, were previously carried either in drums or tank containers at much higher cost because of the need to re-position the tanks empty to the point of origin.

White points out that, while some consignees readily handle their own discharge, as an added value service Braid already operates its own mixing depots in the US Gulf and the company is currently establishing several new mixing depots at new global locations to support the growth of the business.

## Agi-tank and heatable products

White further explains that this design, with the injection points on

the top surface of the tank, also enables heated mixing probes to be inserted inside the tank enabling viscous products that require heat prior to discharge to be transported. The ability to provide agitation and heat makes the heating process much more efficient with, he explains, at least twice the heat transfer rate that can be achieved with the traditional flexitank steam heater pad - which is placed below the tank and so not in direct contact with the liquid - saving a considerable amount of heating time and cost. Liquid cargoes for which this entirely new technology is well adapted include palm oils, cocoa butter and corn syrups/liquid glucose.

## Quality and the Braid fit

Andrew Watson, Braid's COO, comments that the new Braid subsidiary built around the Agi-tank ideally complements the company's corporate strategy and traditions, with Braid's history in niche logistics and focus on top end flexitank quality - zero defect flexitank manufacture being the company's stated goal. Braid says the quest for quality in all its flexitank applications is demonstrated by its commitment to multiple rail impact testing at forces of up to 3G (compared with the COA test requirement up to 2G) without tank failure, by the scrupulous testing of all materials and components prior to manufacture (see lab testing equipment photo) and by achieving HACCP (food grade) accreditation at the company's flagship factory in south China in 2010, the first flexitank company to do so.

Employing a number of polymer scientists and engineers, Watson comments that Braid is able to design, adapt and customise flexitank equipment and services to specific client and product applications, with the Agi-tank a natural extension of that concept. Watson confidently predicts that Agi-tank volumes will increase exponentially within the Braid Group over the next two to three years.

In summary, Watson and White comment that the Agi-tank, with its unique mixing technology allowing a homogeneous product mix inside the tank, brings the benefits and savings of flexitanks to customers who ship high viscosity or high solids liquids that other shippers have been enjoying for some years and, by so doing, opens up a number of attractive new niche markets for Braid group companies and their clients around the world.



Braid factory lab testing facilities China



The Agi Tank uses a series of injection points in the top surface to agitate and mix the cargo pneumatically

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# Love of chocolate boosts Callebaut

**D**espite economic problems in several major markets it seems that everyone still loves chocolate. This is good news for Barry Callebaut, one of the world's largest manufacturers of cocoa and chocolate products, which strongly increased its sales volume by 7.8 percent to 745,256 tonnes, in the six months to end February 2013.

This significantly outpaced the global chocolate confectionery market. Top-line growth was broadly based, driven by long-term outsourcing agreements and strategic partnerships, gourmet and emerging markets. Interestingly, the company said all product groups and regions contributed to this growth.

Based on its cost-plus model, Barry Callebaut passes on raw material prices to customers for 80 percent of its business. The lower average prices for cocoa ingredients (cocoa beans, cocoa butter, and cocoa powder) compared to the previous year translated into lower sales revenue. As a result, sales revenue went down by 2.6 percent in local currencies (-2.4 percent in Swiss francs) to nearly CHF2,392 million despite the volume growth.

Gross profit increased by 4.9 percent in local currencies (+5.5 percent in CHF) to CHF357.3 million, driven by higher volume and improved product margins, partly offset by the effect of a lower combined cocoa ratio. In addition, the strong growth in some regions caused capacity constraints, which led to additional factory and supply chain costs.

Operating profit (EBIT) was affected by on-going investments in structures, processes and people to accommodate future growth. Additionally, the group increased its marketing activities for the global Gourmet brands, and incurred costs related to the acquisition of Petra Foods' Cocoa Ingredients Division. Consequently, EBIT declined by 2.4 percent in local currencies (-2.1 percent in CHF) to CHF173.8 million.

But the outlook remains robust, said CEO Juergen Steinemann. "Based on our four strategic pillars, expansion, innovation, cost leadership and sustainable cocoa, we will continue to deliver robust volume growth. The focus on product margins will remain important. We expect cocoa processing results to increase in the second half of our fiscal year. Our cost base will grow at a slower pace than volume, except for non-recurring costs related to the closing and integration of the acquisition of the cocoa ingredients division from Petra Foods. Considering all this, we are confident of delivering on our mid-term guidance."

The acquisition of the Petra Foods Cocoa Ingredients Division will boost Barry Callebaut's presence in fast growing emerging markets to almost one-third of the group's sales volume and enable the company to capitalise on the attractive growth rates in these markets for cocoa powder-based applications in beverages, compound chocolates, fillings, bakery products and ice cream. In addition, the acquisition will strengthen Barry Callebaut's current and future partnership agreements as there is a trend towards combined contracts (cocoa and chocolate products). It will also add Asia as a strong sourcing base next to West Africa.

Barry Callebaut is currently preparing the financing of the acquisition to cancel the bridge loan facility and replace it by issuing a combination of new equity for an equivalent amount of US\$300 million and a \$600 million Rule 144A/Reg S USD bond offering.

In January Barry Callebaut strengthened its position in Scandinavia through the acquisition of ASM Foods AB in Sweden from Danish group Carletti A/S. With ASM Foods, Barry Callebaut enhances its portfolio of higher-margin products such as speciality compound chocolates, fillings and inclusions for both its industrial and gourmet business. In the same transaction, Carletti A/S became Barry Callebaut's first outsourcing partner in Scandinavia. In addition, the group signed its first outsourcing agreement in South America with Arcor Group in Chile.

In terms of geographic expansion, four factories are currently under construction: in Eskisehir, Turkey, a cocoa factory in Makassar, Indonesia, both going on stream in fall 2013, as well as two chocolate factories in Santiago, Chile and Takasaki, Japan, scheduled to be operational in the first half of 2014.

Notwithstanding the still "challenging market environment" - especially in Southern Europe, Barry Callebaut achieved solid growth in the region. Overall sales volume moved up strongly by 5.8 percent to 377,458 tonnes. Growth in Western Europe was driven by higher sales of both standard (chocolate and compound) and specialties products (fillings, decorations, nut products) in the food manufacturers products business. Despite the difficult market environment, the gourmet business achieved good, single-digit growth, supported by the company's Belgian gourmet brand Callebaut. Volumes in the beverages division picked up.

The industrial business in Eastern Europe, Middle East and Africa (EEMEA) grew double-digit in Russia, the Middle East and Turkey. Here, the gourmet & specialties products business continued to record double-digit volume growth thanks to a particular strong



Barry Callebaut recently inaugurated two new rural primary schools and community learning centres in Côte d'Ivoire

performance of Callebaut in Russia.

The group maintained double-digit growth in the Americas. Sales volume increased by 13.6 percent to 200,434 tonnes. In North America, growth was mainly driven by the company's global accounts in food manufacturers products. The gourmet business continued to grow double-digit in North America and sales volume in South America was again substantially higher.

Meanwhile in Asia chocolate markets grew by 11.6 percent, again outperforming growth in many other world regions, although still from a lower base. In Asia-Pacific, overall sales volume increased by

11.9 percent to 30,915 tonnes. Growth was driven by strategic partnerships in the food manufacturers products. Both in the industrial and the gourmet business, China was the best performing country.

Barry Callebaut conducts a number of CSR initiatives in its source markets. Recently, the group inaugurated two new rural primary schools and community learning centres in Côte d'Ivoire. Since 2010 the company has funded the construction of seven primary schools in the country, the world's biggest exporter of cocoa and cocoa butter, providing a total to date of 21 furnished classrooms to enable over 1,000 children in rural cocoa growing areas to attend school.

The latest projects were completed in the villages of Mossi Carrefour, located south of Divo, and in Djahakro, northeast of San Pedro. Several thousand cocoa farmers and their families live in the villages and surrounding areas, and more than 900 are members of co-operatives that have participated in Barry Callebaut's Quality Partner Programme for over five years. Through the QPP, established in 2005, the group works to advance sustainable cocoa production and improve farmer livelihoods.

"The construction of new primary classrooms to meet the needs of rural communities, in particular in cocoa growing areas, is of great importance to the Ministry of Education in Côte d'Ivoire. Making quality schools available is one of the most effective ways to combat the issue of child labour, and we are grateful for the contribution to this effort made by Barry Callebaut," said Mrs Kandia Camara, Minister of National Education and Technical Education in Côte d'Ivoire.



Despite, or perhaps because of, the difficult economic environment people still want chocolate

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# Oil recovery chemicals on the up



Enhanced oil recovery technology is gaining appeal because it offers access to hard-to-reach resources

## Declining and ageing crude oil reserves should boost the market for enhanced oil recovery (EOR) chemicals in Europe and the US.

According to analysts at Frost & Sullivan, the market for these speciality process chemicals could quadruple within the next six years. The Frost & Sullivan analysis says the EOR market earned revenues of US\$409 million in 2012 and estimates this will grow to \$1,775 million in 2019. The research covers polymers, surfactants, alkaline chemicals, surfactant-polymer formulations, alkalisurfactant-polymer formulations, and other chemicals segments.

"The demand for energy has been rising continuously in the US and Europe, even while crude oil reserves have been depleting, especially in Europe," noted Anna Jarosik, Frost & Sullivan's chemicals & materials industry analyst. "Many oil reserves in both regions are already at the mature stage, making further oil extraction ever more challenging. This has highlighted the importance of highly efficient EOR chemicals."

EOR technology is also gaining appeal because it offers access to hard-to-reach resources. Significant deposits in the US and Europe remain trapped underground because it is economically unfeasible to tap these resources and produce oil.

"At present, major oil producers have tried to locate and explore such trapped underground resources through advanced exploration methods and intensive use of EOR chemicals," remarked Jarosik. "In this context, tertiary crude oil recovery by chemical injection offers significant opportunities to EOR chemicals manufacturers."

Escalating energy needs are driving advances in EOR technology, as oil producers seek to extract crude oil. At the same time, sustained high oil prices are making the use of EOR chemicals economically viable. However, EOR projects are among the most complex undertakings in the upstream oil industry. Many EOR chemical solutions and their enhanced oil recovery applications are still at the pilot stage. Such factors are expected to hold back market growth.

"Close and active partnerships with key oil producers as well as EOR technology providers will generate growth potential for the EOR chemicals market," concluded Jarosik. "EOR chemical manufacturers should focus on achieving improved extraction efficiency, cost reduction, better regulatory compliance, and multi-application capabilities."

## Safety sheet risks

### Abuse of Safety Data Sheets for cargo bookings is uncomfortably frequent, according to transport insurer the TT Club.

Anecdotal evidence suggests that abuse of Safety Data Sheets (SDS or formerly Material Safety Data Sheets (MSDS)) in relation to cargo bookings is a regular occurrence. As one senior shipping executive said when he had been confronted with multiple false SDS: "It feels as if we are surrounded by criminals."

Differing format standards globally, and the ease of creating an apparently viable SDS, combine to make effective cargo screening difficult. In a recent TT Club claim, a cargo was booked, packed, declared and documented by the shipper as 'Hookah burner (C. Tablets)'. During the sea carriage, the container caught fire and significant costs were incurred by the ship as a result.

The claim investigation established that the shipper had mis-declared the cargo, which was in fact activated carbon/charcoal. Photographs taken at the discharge port additionally showed that the shipper's brand labels had been affixed on top of the appropriate dangerous goods labels, hiding the true nature of the cargo to anyone

performing a cursory inspection. Further enquiries with the shipper produced two different Safety Data Sheets. The first suggested that activated carbon was not considered to be dangerous goods. When this was challenged, a substitute correctly stated that this product was a Class 4.2 cargo, UN number 1362.

This incident highlights that those responsible for declaring cargo may do this incorrectly at any stage of the process. It may be at the time of shipment in order to pay less freight, or even during a claim investigation if the shipper is seeking to deflect responsibility and avoid potentially substantial liabilities.

The carriers' position is made more complex by the lack of consistency between the various governments about when the SDS should be reviewed. As a result the given publication date of the document may be an ineffective screening process.

Canada requires that SDSs are reviewed every three years, whether or not there is a need, while Australia currently stipulates every five years.

In Europe, regulation is based on the UN Globally Harmonised System of Classification and Labelling of Chemicals (GHS), which the



US is also adopting. The current EU Regulation entered into force in January 2009, replacing previous legislation, with a transition period until 2015.

The GHS itself requires review when 'new and significant' information becomes available, with the option that competent authorities specify a review frequency. In Europe, this relatively relaxed position is interpreted by the European Chemicals Agency as follows:

"It is recommended to review the totality of the contents of an SDS at regular intervals. The definition of these intervals is the responsibility of the actor who issues the SDS... It might be expected that the frequency of such reviews would be commensurate with the hazards of the substance or mixture."

TT Club says it would seem reasonable to conclude that the responsibility for reviewing SDSs lies with the manufacturer. But there is no requirement to place an intended revision date on the SDS (Annex 4 of the GHS). It is understood that this is reflected in the majority of SDSs – an original publication date and, occasionally, a revision date.

Approaching the interpretation of a 'regular interval' from a risk perspective, it might be assessed on the degree of danger presented in the materials. However, the seriousness of the danger might be hard to classify objectively. At a minimum, it would be reasonable to require that a review is undertaken after an incident has been reported, in order to confirm that the requirements of the SDS (fire, containment and treatment, etc) were correct and appropriate to the incident.

Despite the differing government positions regarding SDS, the legislation seems to point towards the GHS and – for the actual preparation of SDS – a consensus is forming around the European Chemical Agency's 'Guidance on the compilation of safety data sheets'.

"The TT Club has written repeatedly about the risks of cargo being entered into the supply chain with improper declaration. The case study above shows that, not only does this happen, but also related documentation, such as SDS, may also be incorrect," the club stated. "The different regulatory requirements only seem to compound the situation."

Therefore, the club's advice to freight forwarders, consolidators, logistics operators and carriers is to be constantly vigilant and question anything which seems unknown, strange or suspicious. "Be healthily sceptical and be prepared to challenge information and seek independent verification. Furthermore, communicate regularly with your customers to ensure they understand their obligations – and the penalties they may face for non-compliance," it concludes.

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# Prost!

*German industry and logistics providers remain confident, investing at home and overseas*



**G**ermany's chemical industry, like its counterparts in the country's other industrial sectors, is now reaping the rewards from its restructuring following the economic problems of the 1990s.

Investments by international chemical companies are now shifting from crisis-ridden southern European chemical markets towards Germany. According to a survey conducted last year by the strategy and organisation consultancy Camelot Management Consultants among some 350 executives from the international chemical industry, 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, chemical companies intend to diversify further their customer portfolio. On the other side, however, the majority of globally operating managers believe that the debt crisis in Europe will be resolved within the next three to five years.

Decision-makers in Germany have an especially 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 previous economic downturn: more efficient processes, flexible workload and a stronger focus on global growth markets.

"In view of the European debt crisis, global chemical managers are mostly concerned about decline by slowdown of demand in this 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.

"Germany as a location for chemical production is becoming increasingly popular in the crisis," Mandewirth continued. "Planned investments are shifting from other European countries towards Germany. 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. These include optimised organisations, a more flexible workforce use, more process orientation and a stronger focus on the global growth markets."

This general view seems to be reinforced by German chemicals trade group VCI which has said it still expects the nation's chemicals businesses to see revenues grow by 2 percent in 2013, driven by demand from overseas customers. VCI reiterated that it even expected

member businesses to charge 0.5 percent higher prices in 2013 and chemical output volumes to rise 1.5 percent.

"The mood in the German chemical industry brightened at the start of the year," VCI managing director Utz Tillmann told media in the first quarter. Members were banking on an increase in business in the second half of 2013. Industry sales rose 3.8 percent in the fourth quarter of 2012, on 0.4 percent higher output volumes and average producer price increases of 2 percent, the lobby group said.

Industry giant BASF has already said it aims to increase sales and earnings in all operating segments in 2013 after fourth-quarter 2012 earnings missed forecasts.

Thus, the German chemicals market, which accounts for a quarter of EU sales, will be pivotal to growth in overall European chemicals production. Indeed, the slowdown in domestic

demand will inevitably lead to a reduction in imports. As a result, European producers cannot bank on German demand to compensate for weaknesses elsewhere in the EU, and many will fail to match the competitiveness of the country's diverse and highly integrated petrochemicals industry. Meanwhile, key growth drivers in the German industry will be in high-end specification plastics and speciality chemicals, rather than the basic chemicals and polymers traded by producers in the Gulf region. This should encourage investment in the expansion of existing capacity and increase research and development, with a focus on German operations.

#### Temperature-controlled

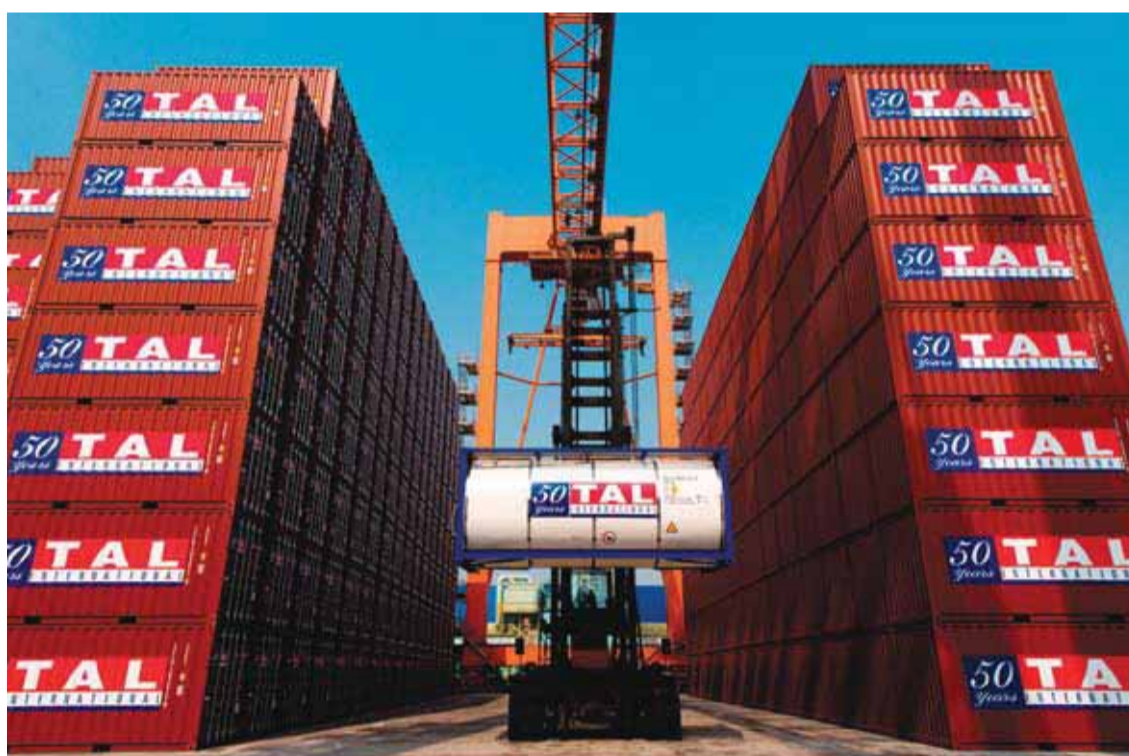
In the meantime many of Germany's leading bulk logistics specialists are expanding and investing, both at home and abroad. Lehnkering has constructed a new temperature-controlled



Germany's chemical industry expects to see growth this year unlike the rest of Europe

## TAL celebrates 50th year

TAL International continues to invest heavily in its expanding tank container product line and has already placed orders for 1,500 new tanks for delivery throughout 2013. Stressing TAL's confidence in a recovering market, Mike Broadhurst, VP of the Tank Container Division, said: "We are seeing strong performance in many sectors of the chemical industry and our customers are increasingly looking to the leasing sector to help support their growth. We believe TAL are best placed to provide this support with our young fleet and an ongoing supply of new tanks in Asia, Middle East, Europe and U.S."



TAL is celebrating its 50th year in the container leasing industry and has a tank container fleet that consists of a range of 21, 25 and 26,000 litre units through to 35,000 litre swap bodies.

For more information and to contact TAL International:

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Lehnkering's has constructed a temperature-controlled storage unit at its dangerous goods warehouse at Hamburg-Altenwerder

storage unit at its dangerous goods warehouse at Hamburg-Altenwerder and can therefore now offer customers in the chemical and pharmaceutical industry suitable storage facilities for temperature-sensitive products.

The facility has a surface area of approximately 1,000 sqm and space for 1,800 euro pallets. The temperature can be lowered down to 4degC. The temperature-controlled section is equipped with a combined cooling unit with reciprocating piston compressors and a cooling load of 36kW, and the latest safety features.

"Hamburg is an important transshipment centre for flows of commodities in the chemical and pharmaceutical industry. Lehnkering is significantly expanding its portfolio for its customers by investing in the new storage unit and is tapping into a new business segment for the business location," said Björn Liedtke, a member of the management team at the

distribution logistics & services division of Lehnkering.

The logistics provider handles all the logistics work, ranging from the dangerous goods warehouse in Hamburg-Altenwerder to recipients around the globe. This not only includes technically correct storage and handling incoming and outgoing goods, but also organising the distribution for overland, maritime and air shipments. Extensive value-added services like labelling, handling exports and imports to/from destinations worldwide, tracking & tracing and packaging samples are all part of the service portfolio.

Sample dispatch services are also organised directly from Hamburg-Altenwerder. For this purpose, Lehnkering has developed a customer-oriented 'webshop', which manages and optimises all the processes connected with dispatching samples. As a result, customer sales



RSA-Talke will offer more than 19,000 pallet spaces

personnel around the world can view current stocks of their samples in storage, manage them and issue shipping orders. The program automatically prepares the specific dispatch documents needed for a particular country related to the recipient's address.

#### Expansion overseas

As a result of the growing trade links between Germany and the Middle East in terms of chemical and bulk product markets, other German logistics specialists have been busy establishing joint ventures with local partners to expand business opportunities.

Chemical logistician Talke, based in Hürth, near Cologne is creating a joint venture with RSA Logistics, headquartered in Dubai to build a state-of-the-art chemicals storage facility in Dubai Logistics City, in which each of the partners hold a 50 percent share. Called RSA-Talke, the venture will offer logistics services for the Gulf region at the highest standards for safety and quality.

For the Talke Group, the complex under construction on the grounds of Dubai World Central is the latest expansion of its presence in the Middle East, joining locations already operational in Saudi Arabia, Qatar, Oman and Bahrain. "The production as well as the import and export of speciality chemicals is gaining in importance here in the Gulf region," remarked Richard Heath, director Middle East & Asia at Talke and director at RSA-Talke. "As part of this trend, we support our customers by providing added capacity for high-quality and safe logistics services," added Abhishek Ajay Shah, director of operations & business development at RSA and also director at RSA-Talke.

The hazardous-materials storage facility planned by the partners will offer more than 19,000 pallet spaces. It is expected to be operational by the first quarter of 2014. RSA-Talke customers will benefit from a broad spectrum of logistics services for non-hazardous and hazardous materials, as well as a location with good traffic and transport links on the grounds of Dubai World Central, with direct connections not only to regional and international road and sea routes but also to Al Maktoum International Airport.

Also recently announced, Hoyer is setting up a joint venture with the Globe Marine Group of Saudi Arabia and the Sharaf Group of the United

Arab Emirates. The companies concerned signed an agreement to this effect in May in Dammam.

The new joint venture will be named and branded as Hoyer Saudi Arabia and will start operating immediately, with a head office located in Dammam and branches in Al Jubail and throughout Saudi Arabia. The new joint enterprise will co-ordinate and implement intermodal liquid bulk transport in Saudi Arabia and GCC countries, a third party drumming plant in Al Jubail and focus on on-site logistics projects for the petrochemical industry.

Hoyer Saudi Arabia will invest in liquid bulk equipment and in the construction of an independent drumming plant in Al-Jubail. A substantial number of 20ft swapbody tank containers will be positioned from Europe to Saudi Arabia and will be based in the Kingdom for the start-up phase.

#### Bulk rail

Back in Europe, Hamburg-based bulk rail operator VTG and Swiss logistics giant Kuehne + Nagel are planning to merge parts of their rail logistics activities.

Under the proposal Kuehne & Nagel, which is the world's largest sea-freight forwarder, will fold parts of its rail-transport business into a joint venture company majority-owned by VTG, which also owns Europe's largest private railcar fleet.

The merger represents an expansion of the long-term partnership that has existed between VTG and Kuehne + Nagel within the scope of their joint company Transpetrol for more than 20 years. The joint venture would expand the present rail logistics activities of both partners, continuing the growth strategy of VTG Rail Logistics and enabling K+N to offer customers an extended product range. The goal is to strengthen their joint market position in European rail logistics business. In addition, the transaction allows an expansion of the logistics solutions offered in the industrial, agricultural and petrochemical goods product segments.

From a geographical point of view, the joint coverage area ranges all over Europe into Russia and Turkey. The final contracts that will be worked out after signing the letter of intent are subject to the approval of the relevant corporate bodies and antitrust authorities. The decision is expected for the second half of 2013.



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VTG and Kuehne + Nagel have jointly owned Transpetrol for more than 20 years



# 'Biggest ever' Tank Village at transport logistic 2013

**48** exhibition stands and over 50 exhibiting companies will be presenting the latest technology and services – key themes this year are: safety, efficiency and technical

## innovation

ITCO, the International Tank Container Organisation, says that this year's Tank Container Village - organised as part of the Transport

Logistic 2013 trade show - will be the largest ever. Transport Logistic 2013 takes place from 4-7 June 2013 at the New Munich Trade Show Centre in Munich, Germany. The 2013 ITCO Tank

Container Village will comprise 48 exhibition stands, with over 50 ITCO members exhibiting, representing a 20 percent increase over 2011.

"I'm very pleased to see how well perceived the Tank Container Village at Transport Logistic is," comments Heike Clausen, president of ITCO. "The increased attention on tank containers as a safe and efficient intermodal transport alternative for bulk liquid, gas and powder is driving more and more exhibitors and visitors to our exhibition area."

A wide range of equipment and services will be displayed in the Village, with many of the world's largest tank container operators, leasing companies, manufacturers and component suppliers participating in the exhibition. In addition, there will be tank container surveyors and inspection companies, together with a number of leading tank cleaning and repair facilities. Safety remains the top priority for ITCO members, while there is also much focus on technical innovation and improved operational efficiency.

ITCO will use the Tank Container Village to update visitors on a number of projects which it is currently working on. One of these will be the publication of the newly researched ITCO Global Tank Container Survey, giving details of the size, ownership and growth of the world's tank container fleet.

With its expanded area, there will be plenty of opportunities for customers and exhibitors to meet – either at the exhibition stands, or in the central bar



Perolo will once again be sponsoring the Wine Tasting Evening on Weds 5 June

and meeting lounge.

Two evening receptions are being organised: the now traditional ITCO Welcome Reception, featuring a Bavarian theme, which will take place on Tuesday 4 June 2013; and the Wine Tasting Evening, kindly sponsored by Perolo, which is on Wednesday 5 June 2013.

Visitors to Transport Logistic 2013 will find the Tank Container Village in Hall B4 (Stand 221/322).



The number of exhibition stands this represents a 20 percent increase over 2011



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# Intralogistics steps up

**T**ransport Logistic 2013 promises some significant changes from previous events. One innovation is incorporating the expertise of the CeMAT, one of the world's largest fairs for intralogistics, which is staged in Hannover.

Deutsche Messe and Messe München International are collaborating with a view to staging an intralogistics showcase within TL. At the same time Munich Messe will be mounting a display of transport logistic themes at the next CeMAT in Hannover.

CeMAT content will enhance the show's coverage of intralogistics themes. The most recent CeMAT (2011) featured more than 1,000 exhibitors from 39 countries and attracted some 53,500 trade visitors from around the world.

Transport Logistic will also provide an opportunity to review all the latest information on safety and security in the logistics industry – both in the products and services on show at the exhibitor booths and in three forums in the supporting programme.

## Security

Just how important safety and security has become is evident in the rapid increase in incidences of theft of both goods and data around the world. With the ever expanding volume of goods

transported nationally and globally, theft is taking place now on a grand scale, reaching into billions of dollars. What's needed more and more are professional expertise and optimised technologies, to protect goods and shipments both in warehouses and logistics centres, as well as during transport by sea, air, rail and road.

At least the same level of protection is also required for software, IT and the Cloud, to protect the information, expertise and intelligence stored in these systems concerning transports and business operations.

Among the security exhibits this year, a new module for automatic truck identification and protection against theft is on show at the booth of Dreyer. Via radio sensors mounted on the truck, it is possible to identify each truck and trailer combination uniquely. If the two do not match, then an alarm is activated. Avigilon from Great Britain is showcasing its surveillance cameras, complete with software, recorders and encoders for building and plant of any kind, eg, airports, transport and logistics facilities, freight or commercial centres and public buildings.

The forums at TL will be taking an in-depth look at aspects of safety and security. On June 6, for example, (Hall B2, 10:00-11:30) the Fraunhofer Institute for material flow and logistics (IML) is

organising a forum on 'Security in transport and logistics – Challenges and practical solutions'. Chaired by the institute's director, Professor Uwe Clausen, the discussion will centre on how to protect transports from theft and damage.

In view of the sheer volume of goods stolen along the transport chain, it is essential to secure these transports through a professional combination of employees, organisation and technology. Sea freight is also stolen in large quantities: the International Maritime Bureau puts the damage caused



through theft from ISO containers during transport at around 50 billion US dollars per year.

An event entitled 'Risk management in forwarding and logistics operations. A challenge for delivery-chain security – how to secure business success in difficult times' is being organised by the logistics organization DSLV (Deutscher Speditions- und Logistikverband) on June 6, in Hall B2 (12:00-13:30). In this forum, experts will be talking about the change in risk profiles in particular as regards the increasing complexity of global delivery and value-added chains, and putting forward suggestions for professional risk management and on how to secure business success.

## Telematics

Without telematics it would be impossible these days to carry out virtually any transport and logistics processes. The term telematics refers to the navigation and control of vehicles, taxis and buses in local transport, of container trucks, freight trains and most other forms of transport, but in a broader sense it is also an overarching and essential management tool in transport logistics.

It is used to support efficient use of transport carriers, accurate timing, route-planning and the cost-effective control, grouping and monitoring of the flow of goods and materials, all in the interests of maintaining transparent and highly productive logistics networks that are always available.

The importance of telematics in logistics is also being reflected in the broad spectrum of suppliers of hardware and software exhibiting in this area at Transport Logistic 2013. Several hundred companies will be showcasing their products and innovations in IT, telematics, e-business and telecommunication, for data-processing systems in logistics and transport, transport control and computing centres, route-planning and integrated transport management systems.

Daimler FleetBoard, for example, is showcasing new-style telematics solutions for optimizing the control of transport processes and also practical transport management solutions. For the first time FleetBoard will be presenting a new consulting package which includes on-going analysis and consultation services to accompany the customer-specific introduction of a telematics system, as well as trouble-free integration into the customer's own IT landscape.

Salt Mobile Systems will also be putting the emphasis on practicality in the solutions they present at transport logistic 2013: "Low margins are giving the transport sector a tough time: For every €100 of turnover, firms are lucky if they make even €1. That's too little, in our view," says this Würzburg-based company. "What we are doing to help is launching two new systems in June 2013."

One of these systems – a new Cloud-based haulage management system – covers a range of functions, for example order management with notification of hauliers and recipients, job scheduling, transfer to telematics, tracking & tracing, working times and fees, handling and hall

processes, billing and transfer of data to Datev.

Inform of Aachen, a specialist in materials-handling and transport logistics, offers solutions for optimising logistics processes in road haulage, in intermodal terminals and hubs and in intralogistics. Its 'SyncroTESS' product is a software solution that optimises complex logistics processes in real time through intelligent planning and scheduling decisions. This software program is supplemented by SyncroSupply for optimum time-planning and scheduling of incoming and outgoing

deliveries in industry and retail: the system calculates the actual arrival time, provides support in ensuring the resources arrive on time and enables the users to react in real time to unplanned events.

Inform points out: "What we offer is not just a software solution for telematics, because we are already one step further down the road: We use data that telematics delivers to us, in order to calculate from those data the optimum route for the individual case – all in real time, and within just a few seconds."

An extensive programme is being covered by GVB, a transport management and logistics organisation (Gesellschaft für Verkehrsbetriebswirtschaft und Logistik) in its forum on June 6 (13:00-14:30, Conference Room B11) entitled 'Telematics systems – New Products and Markets'. In this event, chaired by Professor Claus C. Berg, GVB President, the focus will be on practical themes with relevance for the future: for example, supplier-independent, open and flexible telematics platforms, calculation of actual CO2 emissions, and how the expansion of the existing fleet management interface protocol is impacting on the development of telematics systems to improve the integration capability of different transport systems.

Jens Uwe Tonne, chairman of Couplink Group AG, will be presenting a state-of-the-art telematics solution. Christian Neupert of ght GmbH, Nuremberg, explains how 'data management and centralised services can point out new ways of using the latest vehicle technologies in a resource-saving and process-optimising way.'

And Heiko Janssen from Openmatics in Pilsen will be talking about a 'supplier-independent, open and flexible telematics platform that in terms of hardware and software, is available for telematics solutions of every kind'. It is suitable for companies that need to use a range of services and operate vehicles from different manufacturers. The goal is to reduce the software programs that have to be handled and the number of hardware components.

Currently, a team at GVB – under Professor Claus C. Berg – is working on a telematics guide "Telematics systems in transport logistics". For this a survey will be conducted among suppliers in the telematics sector, to gather information about their products and services.

As Professor Berg points out: "What we are aiming for is a factual presentation of what it is that the individual companies can offer." This is all the more relevant, he says, because "the market for telematics solutions in transport and logistics is a very fast-moving and dynamic one". And potential users find it hard, amid the many different offers, to find the one best suited to them. The aim of the report is to produce a directory in which suppliers of telematics solutions and exemplary solutions are presented, so as to provide users with useful and practical orientation in their decision-making.

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## TWS at ITCO Village

**T**his year, TWS will be presenting its range of tank container services at its stand in the ITCO Village (Stand B4 221/322 in Hall B4). TWS has more than 25 years of experience in renting out tank containers for liquid products to the chemical and food industries. The company's fleet of over 5,000 rental units is one of the largest of its kind.

TWS services include central co-ordination and monitoring of equipment, as well as individual customer support, and also arranging for the delivery of the empty containers to the customer.

Detailed consultations are essential in order to offer customers a suitable solution as quickly as possible, the company says. These cover everything from product needs, via rental conditions and flexible rental times, right through to the available technical options.

Local contact and support are on hand through representatives in Europe, Asia, North and South



America, and Australia.

A comprehensive fleet of standard tank containers and swap bodies are available for the chemical and food sector, but also special-purpose tank containers, such as reefer tanks, super-insulated units, containers for bitumen or yellow phosphorus, and containers fitted with agitators for transporting liquid foodstuff.



# Schneider's 40ft looks to transform US liquid logistics



Schneider currently has a fleet of nearly 100 of the 40ft tanks and expects that number to double by the end of this year

**Schneider National Bulk Carriers began using a 40ft tank container to haul liquid bulk chemicals across the United States in last year. Now the company is making a bigger push to persuade shippers to convert to this intermodal solution, which is new ground for US domestic transport. Future plans include expansion into Canada and Mexico.**

Better known for its fleet of road tankers the tank container brings with it "an abundance of benefits for chemical shippers across the country," said Schneider.

As the number of long-haul bulk carriers in the US continues to shrink, Schneider says the tank container gives customers multiple capacity options to help manage their supply chains. The group has long-established relationships with railway companies across the country and also owns a fleet of drayage trucks. The result, it says, is that it can deliver "a truck-like experience with all the control and accountability clients need".

In addition, the ability to switch from road to rail for parts of the journey means shippers will benefit from competitive line-haul rates, lower fuel consumption and surcharges, better inventory management and a lower carbon footprint.

"With concerns about driver capacity becoming more prominent for both carriers and shippers, we need to offer solutions for moving our customers' products in innovative ways," commented George Grossardt, vice president and general manager of Schneider's Bulk division. "It quickly became apparent that opportunity existed on the railroads, so we invested our time and energy into creating a solution that would allow for maximum payload and efficiency while still meeting our high safety standards."

Because of Schneider National Bulk Carriers' network and consistent rail schedules, customers can expect their shipments to arrive typically within 24 hours of the time it would take for the load to move solely by truck, the company maintains.

"Truckload plus one day is very doable for most chemical shippers today," stated Grossardt. "If they can build the extra day of transit into their supply chains, they can count on our reliable service to deliver."

Schneider gained approval from the American Railway Association (ARA) and railroads for this 'first-of-its-kind' service while working together with key providers, including tank leasing company EXSIF Worldwide, International Transport Equipment and TransWorld Equipment to perfect the bulk intermodal solution.

By April 2012, loads started moving throughout the eastern US on the CSX rail network, and in December 2012, Schneider began shipping loads to the US west using BNSF. The bulk intermodal service is already operating at rail ramps in 10 cities across -

Cleveland; Savannah, Ga.; North Bergen, NJ; Atlanta; Chicago; Los Angeles; Portland, Ore; New Orleans; Houston and North Kearney, NJ - with plans to expand to other sites soon.

The result of Schneider's investment is a 40ft container capable of hauling 5,800 gallons. Schneider currently has a fleet of nearly 100 of the containers and expects that number to double by the end of 2013. When loaded onto a chassis (which is then pulled by a light-weight day cab to the final destination), the unit stands 11ft, 5ins high and can haul close to 48,000lbs. This allows customers to load 5-6 percent more product than in a conventional over-the-road truckload move.

Liquids and chemicals have been hauled across North America by both truck and train for years; however, each mode required its own special container to move the product. This resulted in supply chain inefficiencies as product needed to be transloaded into another container for last-mile transport. The new container used in the bulk intermodal service enables product to be transported across both modes using the same container.

The most compelling design feature of the container, Schneider says, is that it is virtually the same dimensions as an over-the-road tank trailer, which offers convenience and familiarity to chemical shippers and customers.

Though Schneider is currently approved to haul only non-hazardous chemicals right now, the company expects to gain hazmat certification from the railroads in 2013.

A number of shippers have already express satisfaction with the service. "Shifting certain West Coast lanes from long-haul to intermodal allows us consistently to use a small group of local drivers for repeat customer deliveries which improves our delivery service," said William Malak, vice president of North American Logistics at Nalco, a specialist in water, hygiene and energy technologies. "This service improves our efficiency and effectiveness to meet our industry delivery demands."

SNF, one of the world's largest producers of water-soluble polymers, agrees and has been using Schneider's Bulk Intermodal service since early last autumn as part of its continuing quest to secure more capacity.

"We have had issues in the past with securing enough bulk capacity, so options that help us ensure we have transportation solutions available when we need them are of great interest," said Dave Hancock, senior logistics manager at SNF. "We also knew that we'd derive other benefits by partnering with a proactive, creative and innovative carrier like Schneider. You can definitely say this move was part of our plan for the future, and we're already seeing results — from solid service levels to reduced greenhouse gas emissions to opportunities for cutting costs."

## Fluid dynamics study approved

**ITCO has confirmed that the board has agreed to the commissioning of a report to study the influence of fluid dynamic forces on a tank container. The aim of the report is to provide an industry reference for safe dynamic forces in tanks and to provide regulators with real data when considering regulatory change of surge plate provisions.**

It is also intended to assist manufacturers in design considerations and to promote safe use of tank containers by being aware of stability issues. Although regulations and standards for the minimum percentage degree filling of portable tanks containers exist, these standards, drafted some years ago, were not necessarily based on proven engineering or test results. They are somewhat restrictive to the commercial use of the containers and ITCO would like to study the safety issues related to a portable tank at the maximum allowable degree of filling, a partially filled tank and the effect of surge plates at various cross sectional areas and designs filling to investigate whether the standards provide appropriate levels of safety to determine any improvements that might be recommended.

The Wolfson Unit for Marine Technology and Industrial Aerodynamics at the University of Southampton, UK, has been contracted to undertake the project. Initially a desk based study will be undertaken to assess the state of the art, examine whether the regulatory framework has any scientific research basis, and to inform the decision on the direction and scope of any further work. Following this, computational analysis and physical modelling programmes will be undertaken.

The ITCO Technical Committee reported on developments with China Regulation TSGR0005-2011. A meeting was held in China between ITCO and the regulatory authorities to discuss issues

concerning the regulation and its effect on the operation on gas tanks in China.

It was agreed that ITCO would draft a proposed amendment to the regulation, for consideration by the authorities. If agreed, it would enable the continued operation of UN portable tanks transporting import and export substances in China. It is expected that a further meeting will take place in due course.



ITCO is to commission a report to study the influence of fluid dynamic forces on a tank container

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# Trading conditions remain uncertain, says InterBulk

**F**or the six months to 31 March 2013 InterBulk reported that the liquid bulk division (tank containers) saw low activity levels in the first quarter followed by a marked improvement in the second quarter.

The uptick was a result of a more positive environment for the chemical sector in the USA, Middle East and China. In the group's final results announcement released in December 2012, InterBulk explained that margins have been under pressure from lower than normal utilisation due to fleet expansions made by many operators in 2011 and regional competitors entering the global market. However, the group said utilisation is now slowly recovering and it believes this will eventually lead to margin recovery in the sector.

In the 2012 final results announcement, it also noted that economic recovery in Europe had suffered new setbacks and uncertainty remained ahead. Since then, forecasts for European economic growth have been successively revised downwards. InterBulk's dry bulk business, which is predominantly based in Europe, has been affected mainly by weak trading conditions and temporary plant shutdowns in the European polymer industry.

Overall, for the six months to 31 March 2013 while revenue was expected to be slightly down, operating profit would be materially below the comparable period in 2012. Interest savings of approximately £1 million have been secured in the first half-year

from a combination of the October 2012 refinancing and the February 2013 syndication to Rabobank which partially mitigated the operating profit effect. The full impact of the interest cost savings should be achieved in the second half of the year.

The group believes it will have a stronger second half to the year with improved utilisation despite global economic uncertainty remaining high and impacting customer confidence. It is taking action in response to these external factors and focusing in particular on efficiency and cost. However, InterBulk does not expect to be able to compensate fully the lower first half operating profitability. The combination of anticipated improved operating profitability in the second half of the year with the continuing interest cost saving is expected to result in improved profit before tax compared to the first half of the year.

Chief executive Koert van Wissen, commented: "Trading has been impacted by weak demand in Europe and also specific plant situations within the polymer market which are difficult to mitigate in the short term. While external market conditions remain fragile and unpredictable, there has been an improvement in the second quarter, and with continued focus on our controllable costs we expect to deliver an improved second half performance."

However, InterBulk has acquired new tank containers bringing its total fleet to some 10,000. At the same time the group has obtained



InterBulk has now refurbished 2,350 dry freight containers

bonded warehouse status for its Duisburg, Germany terminal. A bonded warehouse is a building or other secure area where dutiable goods may be stored or handled, or where they undergo manufacturing operations without duty having to be paid on them.

Normally, when goods are imported into the free movement zone of the European Union, value added tax (VAT) and Customs duties should be paid before the goods can be stored, waiting to be sold. However, it is also possible to store the goods in a customs bonded warehouse, so the payment of duty/VAT can be postponed indefinitely. In this case, import Customs duties and VAT only need to be paid when the goods are actually imported into the free movement zone of the EU.

The group also announced that 2,350 of its dry freight containers have now been refurbished since last year as part of its on-going refurbishment programme. In addition to aesthetic improvements, the boxes have been targeted for key design modifications. All containers are subject to a CSC inspection every 30 months. In addition InterBulk operates an ACEP inspection program and all containers are subject to an in-house inspection regime.

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## Operators course set for Shanghai



New Alchemy Tank Container Operators Course returns to Shanghai

**T**he New Alchemy Tank Container Operators Course will be returning to Shanghai in week 28, week commencing 8 July 2013 at the Novotel Atlantis Hotel, 728 Pu Dong Avenue, 200120 Shanghai.

The five-day course, specially designed for tank container operators, now in its 27th year is presented in Shanghai for the fifth time due to high demand. There are two co-sponsors: Seatones Maritime Academy and New Alchemy.

Led by Roy Boneham, with experience in tank containers going back to the 1970s, this course examines dangerous goods regulations, the classification of chemicals, design and construction of tanks and finally operating requirements whereby the previous parts of the course are all brought together.

The working language of the course will be English and costs RMB14000/US\$2,255. An earlybird discount of 5 percent may be claimed by trainees registering by the beginning of week 24, 2013. A further 15 percent is also gained by trainees who bring with them their own 2012 edition of the two-volume IMDG Code, although it must be the latest edition of the Code. Please email applications to

rboneham@premiumuk.com



# New MD for Suttons International

**Suttons has announced the appointment of Graeme Rooney as managing director of its international division.**

Suttons International operates globally with bases in the Americas, Europe, Middle East and Asia. Rooney will be based at the Asian headquarters in Singapore, overseeing all Suttons' activities that the group provides to the chemical and petrochemical sectors.

He has extensive senior management experience in logistics and supply chain, most recently as Suttons director - Asia and Middle East where he has been instrumental in growing the business and extending the range of products and services Suttons provides in the region to include fleet management, supply chain management, chemical packaging, warehousing and on-site logistics.

CEO John Sutton said: "Graeme's appointment comes at an exciting stage in the group's development. We have grown by 40 percent in the past two years and Asia and the Middle East have been key to that growth. We are confident Graeme can build on his successes and deliver sustainable growth and maintain the high levels of quality of service that our customers have come to expect from Suttons."

Suttons has also launched its new company website. The site has been built with a global audience in mind and will be released in several languages in the coming months. Along with the new look, Suttons has included several features to give visitors a quicker, easier and more interactive experience. Navigation has been improved with extensive drop down menus under each key service, allowing for instant access to the information the customers want.

Visitors can choose to subscribe to the group's mailing list and receive the company magazine by email, all press releases are published in the large news section on the site and Suttons now has a twitter account where the company plans to publish links to all press releases and current vacancies.

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



The new look Suttons website



Graeme Rooney, new managing director of Suttons International

## Completed disposal at Singamas

**Singamas completed the disposal of its 100 percent equity interest in Foshan Shunde Singamas Tank Container Co, Ltd, which is based in Shunde, Guangdong Province in February.**

Following the completion orders from new and existing customers have been transferred to Shanghai Pacific International Container Co, Ltd, the group's other tank manufacturing plant, based in Shanghai. The proceeds generated from this disposal have further strengthened the group's cash position.

In addition, the new Qidong facility has continued to progress. Phase 1 of the plant was completed during 2012, and trial production of both dry freight and some specialised containers began in July. Phase 2, which is mainly engaged in the production of refrigerated containers, was completed after the Chinese New Year break in 2013. Since the Group's existing production line for reefers in Shanghai has already reached full capacity, the new capacity provided by Qidong strengthens the group's ability to satisfy strong demand from the Shanghai area.

For its 2012 annual results Singamas Container Holdings recorded consolidated revenue of US\$1.5 billion for the year, a decline of 15.5 percent over 2011. Consolidated net profit was just over \$60 million, down significantly from the 2011 result of \$138 million. Basic earnings per share amounted to \$0.249 compared with \$0.574 the previous year.

On the economic front, the group expected the market in the first half of 2013 to remain soft, while demand would firm up gradually in the second half of the year. Singamas management is confident that the extended downturn in global trade from late 2011 to early 2013 has reached its natural turning point. Specifically, the issues that caused economic uncertainty last year, including the Euro debt crisis and weak US consumer confidence, have begun to recede, paving the way for "a renewed robustness in trade and a new appetite for spending". The continued export growth in China is also evidence of the stability of global economy.

The accumulation of dry freight container demand during 2012 is expected to drive up sales in 2013. Many shipping companies have delayed replacement of aging containers, keeping them in service throughout 2012. The result is expected to be a spate of orders in coming years. This is likely to be accompanied by a rise in the actual sales price of containers given the current climbing costs of raw materials.

## Higher freight rates hit Stolt

**Stolt Tank Containers reported an operating profit of \$US\$15.2 million in the first quarter of the year, down from \$17.5 million in the previous quarter. STC said the results reflected increases in both ocean and inland freight rates. The current quarter also included a \$1.3 million tax provision relating to prior years.**

Operating revenue was \$129.5 million, up from \$128.5 million in the fourth quarter, reflecting primarily a 3.8 percent rise in shipments to 27,629 from 26,608 in the previous quarter. Tank container shipment activity was slow through January, before picking up sharply in February and gaining additional strength after the Chinese New Year, which is typical for the period. Demurrage revenue decreased in the quarter, as improving market conditions resulted in faster tank returns. Utilisation slipped to 71.7 percent in the first quarter from 73.7 percent in the fourth quarter 2012, reflecting the addition of 422 new tanks to the fleet and the slow market conditions in the first two months of the period. During the quarter, the number of tanks in STC's fleet increased to 30,912 from 30,490.

Operating profit came to \$15.2 million, down from \$17.5 million. First-quarter results were held down by increases in ocean and inland freight rates, the latter driven mainly by higher petrol



prices in the US and Europe. Results for the quarter also reflected increased competition on major trade lanes which squeezed margins.



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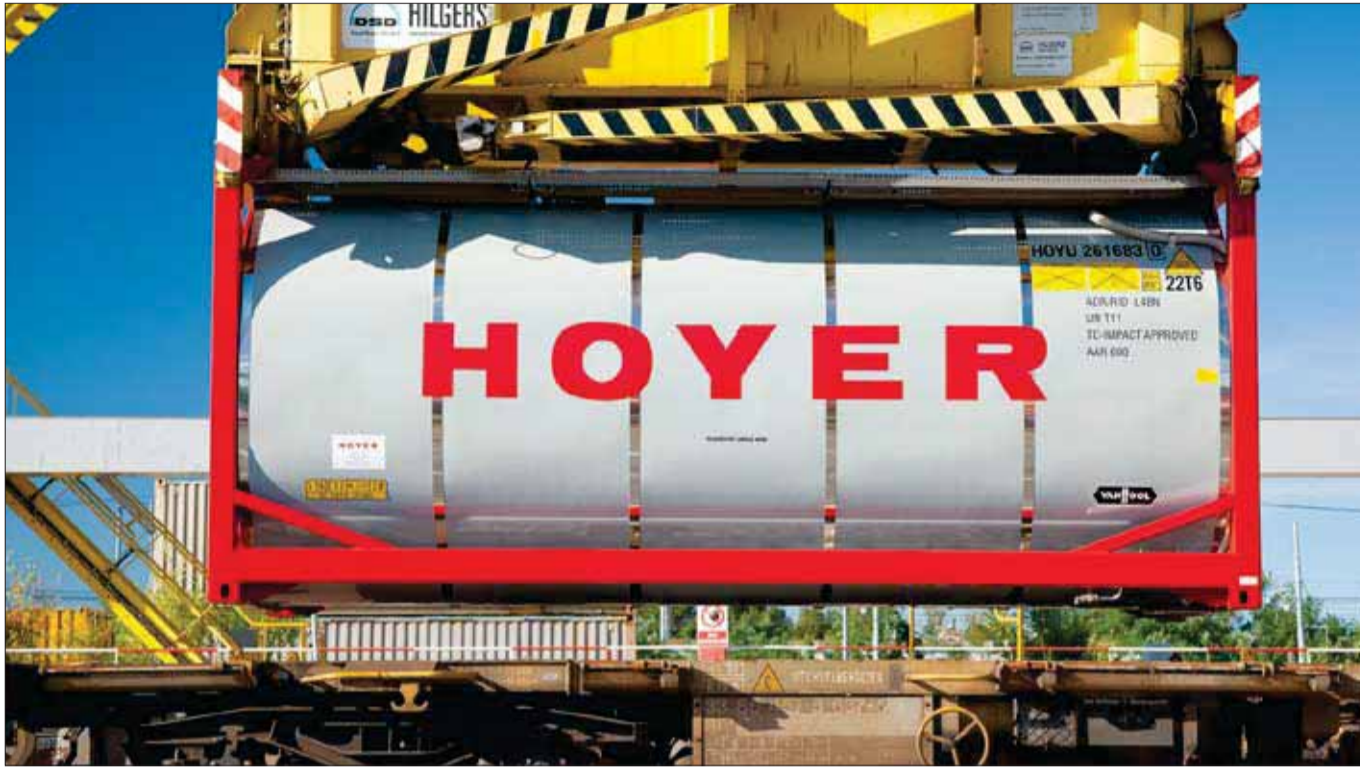
TWS has more than 25 years of experience in renting out standard and special tank containers for liquid products to the chemical and food industries. Customers rely on the outstanding quality of its fleet and value its flexibility in terms of volume and technical features.

For more information: E-mail: [tws@tws-gmbh.de](mailto:tws@tws-gmbh.de) and web: [www.tws-gmbh.de](http://www.tws-gmbh.de)





# Hoyer to grow Russian presence



## Hamburg-based Hoyer is doubling its container fleet for the Russian market.

"Before the end of this year, Hoyer will be doubling the number of its tank containers located in this region from almost 100 to 200," said Günter-Friedrich Maas, Chemilog business unit director, in the run-up to the TransRussia fair in Moscow.

In addition to setting up a fleet of trucks and containers of its own, Hoyer is pushing ahead with the expansion of rail transport in Russia. "We can see huge potential for rail transport of chemical products between the Ukraine and Russia's eastern seaboard," added Maas. "We have already been able to carry out successful haulage consignments, for fertiliser, for example."

An important foundation for Hoyer's activities in Russia is the joint venture agreement signed last summer with Russian logistics group FESCO to offer intermodal transport solutions. This alliance enables both partners to implement logistics solutions, not only inside Russia, but worldwide.

Hoyer's presence in Central and Eastern Europe dates back more than a decade. In addition to the St Petersburg subsidiary there are offices in Moscow and Odessa, as well as additional branches in Kattowitz and Klaipeda.

At the European Coatings Show in Nuremberg, Hoyer premiered highly specialised mini pressure containers. Known internationally as MPT (mini pressure tanks), they are used in cases where optimal safety standards are required for the transport of hazardous chemical products – including substances for the plastics and processing industries.

The tanks, with a capacity of around 1,100 litres, are suitable for transport or storage of smaller quantities of product under pressurised conditions. They carry all relevant hazardous goods licences and can be deployed worldwide.

"Adding nitrogen, for example, to mini tanks, ensures that the product being transported is not brought into contact with other substances," says Uwe Bartels, business development manager at Hoyer, explaining the special functions of the mini pressure tanks. "That is particularly important with corrosive and toxic products in guaranteeing impeccable quality during transport or storage."

Configuration of the tanks can be tailored to individual clients' requirements. It is no problem, for instance, to equip them with RFID (radio frequency identification) or GPS.

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## CIMC committed to tanks

CIMC Enric's chemical equipment segment remains committed to maintaining its position in tank container manufacturing business, the group reported in its annual results. This will be achieved by a mixture of controlling production costs, "improving quality and enhancing operational efficiency".

The segment will invest greater resources for the development of special tank containers and the exploration of further business opportunities, especially in China, through proactive marketing.

The outlook for the global liquid food industry is becoming positive, especially in emerging markets such as China. With the expectation of steady growth in this industry, CIMC Enric's liquid food equipment arm will continue to implement "extension strategies to broaden its customer base".

For 2012 profit attributable to shareholders rose by 33 percent to nearly RMB760 million, up from RMB572 million in 2011. Basic earnings per share were RMB0.405.

Zhao Qingsheng, the chairman of CIMC Enric, said: "Due to the continuous growth in global demand for equipment for the storage and transportation of natural gas and specialty gases, particularly in China, the energy equipment segment continued its robust growth in 2012. The chemical equipment segment's turnover remained stable year on year, while the business environment of the liquid food equipment industry has improved and coupled with the acquisition of certain assets from Ziemann Group which broadened our product line-up, the segment posted a surge in turnover. As a result, the turnover for 2012 increased by 18.4 percent to RMB8 billion against RMB6.8 billion the previous year." The chemical equipment segment turnover remained stable at RMB2.8 billion, accounting for 35.2 percent of group turnover (2011: 42.1 percent).

## RAM launches new website

Real Asset Management (RAM) has launched a new website. It not only has a completely fresh look and feel but as a site dedicated entirely to the intermodal software product range, RAM says it is easier gain information on tank and container leasing software, tank operating software, container trading software and complementary modules such as electronic document management and business discovery software.

The site contains easier navigation to market sectors and is the new home for the Intermodal Eye blog, an industry specific blog viewed by over 500 visitors each month. It also contains the latest news articles and Twitter feeds.

To view the new website

[www.ramintermodal.com](http://www.ramintermodal.com)  
Twitter @ramintermodal





# Lehnkering expands onsite services for Lanxess

**L**ehnkering has won the tender to provide extensive in-factory logistics services for the Inorganic Pigments business unit at Lanxess Deutschland. The logistics services provider has been handling the warehouse services, loading and unloading of shuttle trucks, containers and railway wagons and the filling of silo vehicles directly at the chemical company's production site in Krefeld-Uerdingen since February this year.

Holger Papendick, a member of the distribution logistics & services division management team at Lehnkering explained that as a result of the new onsite logistics project, the company will be expanding its

long-standing co-operation arrangement in onsite services. "We've already been providing a similar service in Krefeld-Uerdingen for the Lanxess Functional Chemicals business unit since 2009," he said.

The work for the functional chemicals unit includes unloading raw materials from road and railway tankers, loading liquid and palletised products and bagging and filling containers. Services like labelling, taking samples, vehicle checks and securing loads supplement the range of tasks.

Lehnkering has already had its own branch at the Krefeld-Uerdingen Chempark for several years and operates a chemical logistics centre at

the site. Both companies based at the Chempark and outside customers can benefit from the wide-ranging portfolio of the Duisburg-based company, which specialises in chemical logistics.

The services not only include classic bulk traffic in road tankers, but also leasing tank containers and storing them – this includes monitoring the temperature and heating them, if required. As the centre is close to the tri-modal transshipment terminal, the services provider not only uses road services, but also the rail and inland waterway operations to transport goods within Germany and to international destinations. Lehnkering also has 540 cbm of heated tank storage facilities at the site, while storage areas for dangerous goods and a heated pallet warehouse for as many as 5,000 pallets are available for packaged goods. The company handled more than 24,400 tonnes as part or complete loads or breakbulk cargo here last year.

# Warrant partners with Leschaco

**W**arrant Group has broadened its chemical supply chain services as part of a new partnership with German operator Leschaco Group.

The Port of Liverpool, UK-based supply chain specialist has taken over the operational and commercial activities of Leschaco's deepsea ISO tank business in the UK with effect from the beginning of March.

Warrant Group is widely known for its expertise in the packed cargo chemical sector and the new partnership enables it to build a strong presence in the liquid chemical sector.

The two companies are both members of Eurteam, an alliance of European supply chain specialists providing services solely to the chemical sector.

Under the partnership, not only will Warrant Group handle all the operational import and export requirements of Leschaco's customers into the UK but it will also actively promote their joint capabilities to the UK's liquid chemical sector.

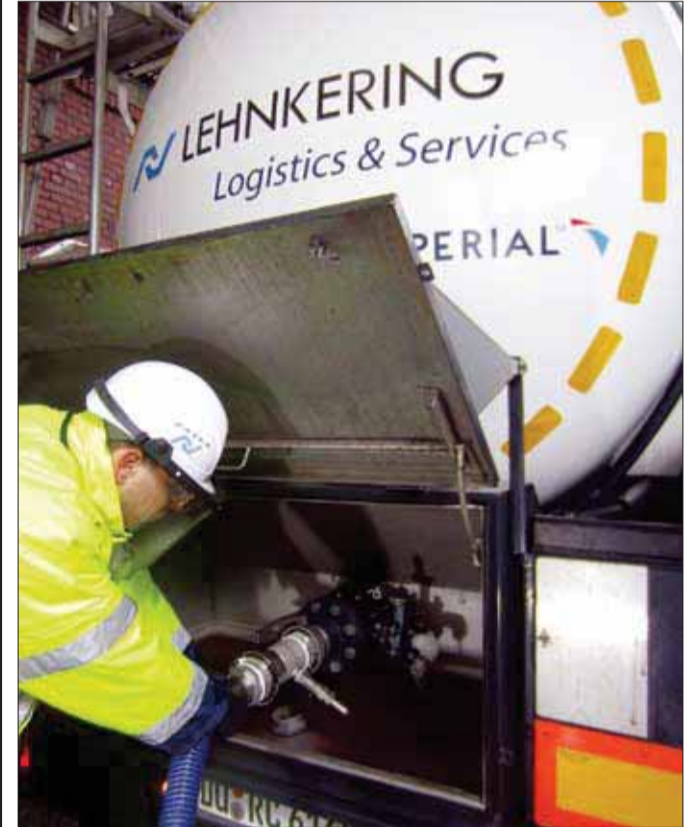
Jarrad Bycroft, export director at Warrant Group, commented: "We are delighted to announce our new partnership with the Leschaco Group which offers both businesses the opportunity to grow market share in the liquid chemical supply chain sector of the UK.

"For Warrant Group it's a clear extension of our specialist chemical sector expertise and we will be talking widely with existing clients and potential new clients about the benefits of using our operations, expertise and in-depth knowledge. Warrant Group is widely known for its innovative logistics which we believe will make us a very attractive proposition as we seek to broaden our services."

Holger Warnecke, director of the Leschaco Group, added: "We are convinced that with Warrant Group we have found a partner with which we can further develop our ISO tank container business to and from the UK. Both companies have worked together successfully for many years in the freight forwarding sector, and this provides a firm footing for future growth within the UK ISO tank container market."



Both Warrant and Leschaco are members of Eurteam



Lehnkering already operates a chemical logistics centre at the Krefeld-Uerdingen Chempark



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# CSG expands bulk solids range

**UK specialist valve maker Castings Services Group (CSG) has opened a new process valve and actuation division to serve the bulk solids market.**

A family run business, CSG has been in operation for 30 years, providing products and services to a wide range of industries. The extended product portfolio features a comprehensive range of valves used in bulk solids applications including: paper, pulp, mining, waste-water, power, food and beverage, cement, clays, limerys and pottery slip.

Dave Warner, CSG Divisional Manager explained: "Bulk Solids is a large growth area for CSG, our key products for this industry include the Orbinox Knife Valve, Alfa Butterfly Valve and Mueller Eccentric Plug Valves all of which are designed for general industrial service application and are resistant to abrasive media, even under the most extreme conditions."

The Orbinox Knife Valve is used throughout the pulp, paper and mining industries, all major moving parts are external and do not come in contact with

the materials being handled, consequently there is no recess to create a problematic build-up of solids that would prevent the valve from closing.

The gate on the valve is stainless steel, and highly polished on both sides allowing it to cut through solids easily without jamming, and bevel cut for a tighter seal. On request, thickness and material of the gate can be changed for higher-pressure requirements. Orbinox automated valves are provided with gate guards in accordance with EU Safety Standards.

The Mueller Eccentric Plug Valve is used extensively in the 'heavy end' of materials handling such as mining applications, to manage the flow of material through the pipes, offering a near linear flow curve making it ideal for isolation and control applications.

The plug valve can be lined for aggressive media, and its bi-directional functionality effectively prevents material from settling inside the valve itself, thus keeping the bearings clear. The Mueller brand is a well-recognised name in the industry and is considered the benchmark in terms of plug valves.

The Alfa Butterfly Valves are effective in applications such as cement, clay and pottery slip. They are vulcanised with a bonded liner to reduce maintenance, enhance high flow performance,



Orbinox Knife Valve



Mueller Eccentric Plug Valve



Alfa Butterfly Valve

increase life expectancy and consequently lower running costs once fitted.

CSG says the vulcanised liner offers greater durability than loose lined butterfly valves, making it ideal for handling solid media. The vulcanisation process results in an exceptionally strong and hardwearing product, offering excellent performance when tested for Shore Hardness and superior protection and resistance against aggressive media such as slurry, powder and cement.

# Level gauge

**L&J Engineering has introduced the MCG 8153 Flexible Magnetostrictive Level Gauge to its line of level gauges.**

The MCG 8153 is a highly accurate, continuous measurement device that is easy to install and maintain. In addition to measuring two levels (product and interface), five temperature sensors are embedded in the probe at different levels to provide average temperature measurement of the product.

The MCG 8153 features a multi-protocol capable digital output to interface with both existing and new systems. With flexible probes in lengths up to 70 ft, the gauge can be installed in nearly any type of storage or process vessel; above-ground or underground. Mounting options include an NPT or flange connection. The MCG 8153 can provide both level gauging data and act as a point switch for process vessels or overspill alarms.



# Girard rail vent

**A new addition to Girard's line of pressure relieving devices is the 407 Rail Vent. This design has already proven itself effective when it had to pass a series of tests and then a two year service trial starting in 2002. These tests were quite thorough in which every mile the valve was in use had to be documented and reported to the American Association of Railroads (AAR).**

At the end of the trial period, each valve was inspected by the AAR and deemed acceptable to offer to the public for sale. Since that approval, Girard has produced thousands of these valves in a variety of pressure settings and inlet styles. Each valve is "guaranteed" to be free of any issues and to date no valve has ever been sent back for any normal service related issue.

One feature is the quick disassembly that allows seal replacement to take minutes with the use of simple hand tools. Each valve is principally constructed of 316 stainless steel which can handle most chemicals transported by rail. The design is equipped with a special Teflon Liner as well as Teflon spray coated componentry. The valve is especially popular for tank cars hauling corrosives. They come with standard flange styles already familiar to the rail tank market with customisable options available as well.

Girard Equipment offers two specialised coating options on its range of stainless steel pressure relief valves, vacuum breakers, and

other parts.

The first is Teflon spray coating. This material is usually applied to the exposed and wetted parts of the valve, creating a chemically resistant barrier to protect components from attack by corrosive chemicals. This is a two-step process whereby the material is applied as a powder coating and then is baked in a high temperature oven to form a hard, chemical resistant shell. This process is very involved and although "modestly priced" it must be sent to Girard's manufacturing headquarters in Florida for completion.

In addition, Girard offers customers in Europe valves that coated with Wabacoat which is a new applied coating material that is just as effective as Teflon Spray Coating yet more reasonably priced. Girard offers this coating out of its Rotterdam Service Centre and is a cold process that allows for much faster turnaround times.

Girard has the exclusive rights to market the material in the Europe. Since the material inception many years ago, a growing number of customers have been using this coating to line the inside of tank containers as well as valves with good results.

Both Teflon Spray coating and Wabacoat are said to offer superior chemical resistance and are already proving to extend the life these valves while vastly improving performance.

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# Maximising gas storage

**Emerson Process Management's Smart Wireless technology is helping RWE Gas Storage maximise the capacity of its Dolní Dunajovice underground gas storage facility in the Czech Republic. Installation of five Smart Wireless networks and more than 100 wireless measurement devices has increased visibility into the process, enabling the plant to improve control and run closer to its capacity. Automating data collection has also eliminated manual rounds at the plant, improving operator efficiency and safety.**

"We needed to upgrade our existing instrumentation and add additional measurements, but with just two short windows of opportunity each year and no available existing

cabling infrastructure, it was impossible to complete the work within the scheduled two-week downtime," said Pavel Šilinger, energy manager, RWE Gas Storage. "Extending the downtime would cost RWE an estimated US\$250,000 a day in lost income."

RWE needed a solution that did not require installation of new cabling and allowed a longer period for the upgrade to be completed. To meet this need, RWE selected Smart Wireless technology from Emerson. Based on IEC 62591 (WirelessHART) communications, the technology is well-proven, reliable and both quick and easy to install and commission.

The wireless solution didn't require RWE to install new cabling or new I/O cards in the control

host. RWE simply added Smart Wireless Gateways to the existing Modbus network and all data from the new wireless transmitters was then available within the existing control system. This meant that the plant could continue to operate while new instruments were being installed, removing the need for the upgrade to be completed within the scheduled two-week downtime.

Five wireless networks span the entire 50,000 sqm facility, supporting more than 100 new wireless transmitters. The instruments are predominantly Emerson's Rosemount wireless pressure and temperature transmitters, with a number of Rosemount Guided Wave Radar level transmitters and Fisher control valves also connected using Emerson's THUM Adapters.

"Emerson's wireless solution takes only a quarter of the time to install, and saves around 20 percent of the cost of a cabled installation," continued Šilinger. "The availability of HART data, including diagnostics from new and existing devices, was another significant reason for selecting Smart Wireless and is helping us to

improve plant maintenance procedures."

In addition to the benefits of better process management, RWE is saving 10 percent a year on its total maintenance costs. Remote online access to diagnostic information enables operators to identify potential instrument problems earlier and correct them before poor measurements start to affect the process. Access to online data has also reduced the number of trips into the field, helping to improve the safety of equipment and workers.

Based on the successful implementation of wireless technology at the Dolní Dunajovice site, RWE plans to implement Emerson's Smart Wireless at all of its underground storage facilities in the Czech Republic.

RWE Gas Storage, part of the RWE Group, is the biggest underground gas storage operator in the Czech Republic, operating six facilities with a total operating capacity of almost 3 billion cbm. Gas is stored in porous underground facilities during low-off take periods and supplied to users when demand peaks.



Wireless measurement devices have increased visibility into the process, enabling RWE to improve control and run closer to capacity

## New design to control vapours

**Blackmer says it has taken the concerns regarding vapour recovery and product contamination in oil & gas field applications into consideration by applying its 'distance piece design' technology in its HD and HDS Series oil-free reciprocating gas compressors.**

The non-lubricated (oil-free) design of the HD and HDS models includes a full distance piece compartment between the compressor's cylinder and crankcase. External ports are located at the top and bottom of the distance piece chamber that can be used for purging, pressurizing or venting. This provides the compressor's user maximum leakage control of any vapours that would normally vent into the crankcase uncontrollably with other designs. It also allows for control of potentially harmful vapours to a recovery tank, safe disposal area or

flare system before they can escape to the atmosphere.

The HD and HDS compressors are available in either single- or two-stage configurations. They are equipped with high-efficiency ductile-iron valves with PEEK valve plates, ductile-iron head and cylinders, two sets of self-adjusting filled PTFE packing sets on each piston rod for maximum leakage control, self-lubricating TFE piston rings, a precision-ground crankshaft and a pressure-lubricated crankcase. The non-lubricated design means no lubricating oil is used in the upper cylinder or head area where it could add additional contaminate to the gas stream.

'HDS' model compressors are built for sour gas applications using special NACE compliant materials for exposure up to 8 percent by volume of H<sub>2</sub>S.

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# Fourth Royal accolade for Fort Vale



Fort Vale UK head office and manufacturing plant

Fort Vale has been awarded the Queen's Award for Enterprise in International Trade 2013 – one of the UK's highest accolades for business success. These awards are presented annually by Her Majesty the Queen, and are only given for the highest levels of excellence in each category. Having won the Queen's Award for Export Achievement three times previously, the company is extremely proud to be recognised once again for its success in overseas markets.

Fort Vale was established in 1967 by Edward S Fort OBE. The company employs around 460 people worldwide, and in addition to its headquarters in Burnley, has bases in the Netherlands, Singapore, China, Russia, and the USA. It sells its products in more than 50 countries and over 95 percent of production from its state-of-the-art factory is exported.

Ian Wilson, Fort Vale's managing director, commented: "We are very pleased to receive this prestigious award; it is a tribute to the



Fort Vale Drytyt couplings – colour coded for added security

dedication and hard work of all our employees, whose efforts continue to drive the business forward year on year."

As part of the company's on-going commitment to innovation, it recently opened a new research and development centre at its Burnley site. Wilson added that the dedicated product development facilities here will help ensure that the company can maintain its lead in existing markets and also penetrate new markets, at home and abroad.

In the meantime Fort Vale showcased the API 'Safeload' and 'Drytyt' Dry Disconnect couplers at ILTA 2013, an annual exhibition and conference for bulk liquid terminals held each year in Houston, TX, USA.

Fort Vale says both ranges of products offer a quick and effective way to transfer petrochemicals with genuine reliability, safety and minimal residual product loss. Drytyt couplings are used throughout the process, petrochemical and oil & gas industries, and are said to be ideal for use in different applications, particularly the transfer of odorous or hazardous liquids.

"With the industry focusing on how safety can be further improved, Fort Vale rigorously promotes safe working practice in the handling of petrochemical products and demonstrates its commitment to making a major contribution to operational safety by the meticulous testing and on-going improvement of its products," said a company statement.

It is acknowledged that road tanker loading in terminals represents one of the highest risk activities and therefore; it is in this area that Fort Vale concentrates its efforts and offers numerous features on its equipment. The Safeload offers terminals simple, but effective design benefits, such as connection improving extended triggers, splined handles in place of handle pins and compression springs replacing wavy springs susceptible to breaking. The couplings not only improve safety but give time back to terminal maintenance staff in the form of equipment requiring minimal maintenance.

To replicate the rigours of daily service, Fort Vale has successfully performed testing of both types of couplers to 250,000 cycles. In light of these test results, Fort Vale now offers its API 'Safeload' coupler with a three year warranty on all metal parts under Standard Environmental Conditions.



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## Safety first

Australian group Capital Safety has launched a new Access system range.

DBI-SALA's FlexiGuard fall protection access systems have a mobile overhead anchorage point that can be moved around from application to application, good for situations where an overhead structure is unreachable or does not exist.

"FlexiGuard has been developed to keep workers as safe as possible when working on heavy duty transportation equipment, loaders, trucks, aircraft, oversized equipment and much more," said Zoran Nikolić, engineered systems manager for Capital Safety Australia & New Zealand. "Our team of engineers, operations staff and safety experts are able to ensure you receive the right access solutions for your application."

With seven access systems in the range, different FlexiGuard solutions are available according to industry, environment and specific design constraints. The access systems are typically rated for at least two users. Fixed or adjustable in height, they provide an active fall protection solution for a wide range of applications.



# Extreme level measurement accuracy from SICK

**By adding new functions to its LFP cubic level sensor SICK says it has enhanced its level measurement product range to offer extreme accuracy even in difficult applications.**

The LFP Cubic combines continuous level measurement with level detection in a single device. The sensor is used in metal containers and tanks in the water industry, in machine building, on machine tools, in plant engineering, and in

building services engineering. It is available in a version with an analogue output and two switching outputs as well as a version with an analogue output plus four switching outputs.

It is designed for a range of uses. The measuring principle of the guided microwave makes the level sensor independent of influences related to installation, container or medium. As a result, the sensor is suited for nearly any water- and oil-based fluids, eg, coolants, grinding and hydraulic

oils or blends containing cleansing, degreasing, and cleaning agents.

For very difficult applications, a coaxial tube is available; it minimises interferences and makes it possible to use the LFP, for example, in oils with very low dielectric constants. Graduated probe lengths from 200mm to 2,000mm are available, allowing an individual layout of the sensor. In addition, the stainless steel measuring probe is screwed together, ie, it can be disassembled,

shortened, or replaced. The LFP is also flexible with respect to process conditions: it is suitable for temperatures up to 100degC and process pressures up to 10 bar (1,000 kPa).

Sensor setting takes place using a display-supported, menu-guided operation that follows suggestions by the VDMA (German Engineering Federation). Alternatively, the two switching points as well as the analogue output measuring range can be parameterised by IO link via the machine control, and it can also be monitored and changed from there.

The LFP Cubic also works in applications associated with foam. The measuring results are influenced only insignificantly by the properties of the medium measured, eg, density or conductivity. In terms of operations, this means that the level sensor does not have to be reconfigured when physical properties of the fluids change. Since at any given probe length the LFP cubic features only very small inactive areas, it offers a maximum detection range in any variant. Measuring accuracy is at +/- 5mm, a value otherwise achieved only by considerably more expensive level measurement systems.



## PEROLO appoints Brazil rep

**Perolo has announced the appointment of Intertank Industria Comercio as its representative and distributor in Brazil.**

Based in Rio de Janeiro, Jundiai and Macaé, Intertank will hold stock of spares and be able to supply, at short notice, all Perolo equipment. Perolo offers a wide range of equipment and custom solutions for tank applications including ISO tank containers, road tankers, rail tank cars and IBCs.

## 'Lo-temp' seal kit

**OPW Engineered Systems' 1004D3 and 1004D4 models of its API Bottom-Loading Couplers are now available with a special 'lo-temp' sealing material that has been designed to retain its sealing capabilities at extreme temperatures (Seal Material rated as low as -55degF/-48degC). The seal material is also compatible with all gasoline, diesel and ethanol formulations and blends.**

As temperatures drop, in many cases so does the sealing ability of many API bottom-loading couplers. In the past, the only solution to leaking couplers in such environments was a frustrating one – simply wait for the temperature to rise. However, OPW has put an end to this waiting game, specifically engineering its new lo-temp seals with a sub-zero leak protection that helps eliminate the concerns associated with cold-weather leaks.

The 1004D3 and 1004D4 Couplers combine advanced engineering and ergonomic designs with sub-zero weather protection of the lo-temp seal kit. Designed specifically to provide a faster connection during transfers and to reduce liquid loss at disconnect, the 1004D3 and 1004D4 are

built to mate with all 4-ins bottom-loading adaptors. Both the 1004D3 and 1004D4 are made with API RP-1004 requirements, a unique Interlocking system, 5-cam design, smart seal and ergo handle for superior results. The new lo-temp seal kit is also available for OPW Engineered Systems' Swivels Joints.



## For low volumes



**Neptune Chemical Pump Co has launched its Model 5003-S and 5005-S Hydraulic Diaphragm Metering Pumps. These highly accurate, low-volume pumps deliver repeatable flows down to quarts per day, making them ideal in oil & gas production, recovery, and in refineries as well.**

Typical applications include the injection of antifoam agents, corrosion inhibitors and other additives injected at very low volumes but high pressures. The Model 5003-S and 5005-S Hydraulic Diaphragm Metering Pumps can also be used for neat feeding of boiler chemicals.

The pumps feature Eze-Clean valves, which enable the valve cartridges to be removed for cleaning without disturbing the piping. Electronic stroke-length control is available along with explosion-proof models, which can be used in a variety of hazardous environments.

The Model 5003-S features discharge pressures to 103 bar (1,500 psi), while the 5005-S has discharge pressures to 207 bar (3,000 psi).

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# EFTCO - 20 years running and still growing

Since its foundation in 1993 EFTCO, the 'European Federation of Tank Cleaning Organisations Ltd', has grown steadily to become the only 'not for profit' trade organisation for tanker cleaning, with membership extending across greater Europe.

It has no product to sell but acts as a focal point for tank cleaning companies to co-operate on matters of safety, environment, and quality and to promote professional standards. It has carefully established credentials to co-ordinate trustworthy relationship with those dealing with the tank cleaning industry.

It was no mean feat to establish EFTCO as the effective organisation that it is today, for the industry is comprised of many single site owner-operated stations, as well as a few companies that have more than one site run by tank operating companies. In addition, it covers many countries that can have particular regulations or different interpretations of what is expected. Despite this



EFTCO has developed an effective role and way of working to deliver a cohesive organisation.

## 18 members, 468 cleaning stations

EFTCO's 18 members are national associations; each one representing a country or cluster of countries. An individual cleaning company cannot directly be a member of EFTCO; each company must join its National association.

However, through the members, EFTCO has 468 affiliated cleaning stations. Access to membership is prudently, but objectively, managed in accordance with EU competition laws, ensuring all members have legitimacy in their location, and commitment to rules and controls designed to provide integrity in all that EFTCO only does.

One key control is the use of the CEFIC SQAS audit scheme as a basic foundation for any cleaning station affiliated to EFTCO. This audit scheme was designed for the chemical industry by CEFIC in consultation with logistic partners and EFTCO.

The audit is undertaken every three years and can take several days to complete. It is a verification of the legal and SHEQ credentials, and investigates both systems and practices of a cleaning company. The auditor is independent, trained and accredited by CEFIC, and the data findings of each audit are available on line to those with legitimate interests to use in selecting suppliers that satisfy their own criteria.

Any cleaning company that wishes to use EFTCO documentation, logos, or claim any affiliation with EFTCO must have undertaken the audit with acceptable results.

The EFTCO website ([www.eftco.org](http://www.eftco.org)) provides useful background and full details for each of its members, with links to each cleaning station. However, words do not explain just how extensive EFTCO's influence reaches; the recent map published by *Bulk Distributor* in co-operation with EFTCO, illustrates far better the extensive European coverage provided by the 468 affiliated cleaning stations.

The affiliated cleaning stations run from Ireland in the West to Turkey in the East, Finland in the North and Italy in the South with most countries



in between also represented, in fact wherever they have managed to meet EFTCO's criteria. It is expected that further members will be added in the next few years as EFTCO helps applicants to meet the standards for joining.

## European Cleaning Document

EFTCO developed and registered the European Cleaning Document (ECD) as a standardised multi-language document for international operations where, regardless of language barriers, tank companies and loading points need to understand the document offered to support the claim that a tank had been cleaned.

Only tank cleaning stations linked to EFTCO are permitted to issue the ECD and it is expected that the cargo cleaned and cleaning process done be recorded on the ECD. Each ECD is uniquely numbered and traceable to an individual site making it a verifiable proof of the completed cleaning process. Many loading points welcomed having such a trustworthy document and now will only load if an ECD is provided to prove where and how the tank was cleaned.

Unfortunately, there have been some unscrupulous companies that have sought financial advantage by producing false ECD documents. This meant they could state the last product was different from what was actually carried when this would have been unacceptable to the loader.

EFTCO has prosecuted all such cases that come to light in order to protect its reputation. This has resulted in court fines as well as copy-write payments as well as other action. Unfortunately, it remains a risk and concern that tanks can be presented for cleaning with wrongly declared products to gain advantage and cleaning stations share knowledge of such wrongdoers in an attempt to promote safety and also protect the quality of the ECD.

There is a new design of ECD which is very similar to the original document but developed to contain more anti-fraud security features.

## Food audit

Most food manufacturers undertake their own audits of suppliers to verify the quality and reliability of their logistics chain. This can be expensive and time consuming for food

manufacturers, while the cleaning company faces the same basic questions at every visit. EFTCO believes it is possible to provide a trustworthy audit process, and the data can be made available to food manufacturers and their tank suppliers. Using this pre-prepared information they can make much more efficient visits by focusing on the areas of their particular interest.

As explained earlier EFTCO took on board the CEFIC audit process and while much of the audit is common ground regardless of product being cleaned (food or chemical), there was clearly the need to have a system focused on the auditing of cleaning stations for food tanks.

As a result of this gap EFTCO has been consulting with food manufacturers, food trade organisations and experienced industry consultants to develop a food audit. Trial audits have been done and the full process is nearing completion to include a newly launched web based system making the audit data available to validated parties. The new system is expected to be fully launched in the late summer early autumn.

The process avoids duplication of some audit modules as CEFIC kindly permitted EFTCO to use the information where the questions under SQAS are common to food.

## Safety and shared learning:

One key area for a trade association is to find ways to make sure that incidents and accidents are investigated, and lessons learned put into a format to share in a non-judgemental way across the membership. Sometimes there are issues that cannot be eradicated solely by taking action within the cleaning industry and in such cases EFTCO provides a route to make representation to other parties such as other trade associations and government.

One current example being worked on is that of tank entry (confined space) where N<sub>2</sub> has been used to discharge the cargo. Despite the cleaning stations having best practice procedures if people disregard the rules there is no second chance and fatalities can occur. It is thought that marking the tank as having an inert N<sub>2</sub> atmosphere that asphyxiates would be a simple additional preventative measure to encourage correct behaviour.



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# Camera-ready



Container lift trucks have to be operated with utmost safety in repair depots. To this end Dutch company Orlaco has developed a combined camera and monitoring system that offers a lift truck driver the best possible view of the situation, backed up by an active warning system that issues a signal when something or someone is behind the truck.

Suitable for heavy duty container lift trucks and warehouse forklift trucks, RadarEye unites the advantages of visibility and detection. When driving, the lift truck operator has to deal with different heights, valuable goods and constantly changing situations. This requires the operator to be constantly on the alert. Insufficient visibility restricts the driver in terms of speed and efficiency. A camera and monitor system provides the driver with maximum visibility around his truck. RadarEye alerts several of the operator's senses. Bright green, yellow and red signals are visible when an object or person moves within the danger zone to the rear of the lift truck. Anything that moves within this zone is visualised by the monitor, preventing both personal injury and material damage. The radar unit sounds an audible alarm, immediately and automatically activates the correct monitor and selects the correct camera.

The radar unit is integrated in the visibility solution, which means that the settings for the radar unit(s) and camera(s) can be controlled from the monitor. The detection range can be set from two to 20 metres and is divided into five equal zones. The monitor tells the operator if the radar unit is working and will give a signal when it is faulty. Thanks to an adaptive filter, the radar units are insensitive to external influences such as snow, rain, mud and temperature fluctuations. The robust radar units are not only water proof but are built to withstand industrial shock and vibrations. The operator can adjust the sensitivity on the monitor according to his requirements.

Large lift trucks and container handlers could especially benefit from the warning system. The large blind spots these machines have are complicated by the hectic activity a lift truck is surrounded by. The closed cabin isolates the operator from any external noise. The container may start to sway, requiring the complete attention of the operator. So, when reversing RadarEye keeps an eye on the rear, enabling the operator to concentrate on the load at the front. Only when something or someone moves into the danger zone will RadarEye give an active signal, prompting the operator to look at the image on the monitor and act accordingly. This improves safe driving, efficiency and damage control. RadarEye also has ergonomic benefits, as the operator no longer has to look over his shoulder all the time.

To view the system, Orlaco has posted a video on YouTube, search for *RadarEye for Container handlers*.

## Tank cleaning for 6ins opening

NLB Corp has introduced a new tank cleaning head from delivers 3-D water jet action with the force of 600-hp water, and it fits through a tank or reactor opening as small as 6 ins (15 cm).

The Torrent 50, rated for pressures up to 20,000 psi (1,400 bar) and flows to 50 gpm (183 l/m), has two high-velocity water jets that spin vertically while the head spins horizontally. The result is complete 3-D coverage of the tank or reactor interior that removes hardened resins and plastics. The process is said to be fast, productive, environmentally friendly, and eliminates any need for personnel to enter the vessel.

The Torrent 50 has a stainless steel body that is rugged, corrosion-resistant, and easy to clean. It also features an improved seal design that is easier to change than the seals in older 3-D heads while providing longer life, and a magnetic brake system to control the rotation speed.

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# Den Hartogh Botlek depot gets greener



AlişanDenHartogh received an Environmental Facility Award from the Turkish Healthy Cities Association

## Den Hartogh's Botlek depot has seen a number of changes in its technical set up particularly with regards to waste water treatment and energy efficiency.

Over the past few years it became increasingly clear that the capacity of the waste water treatment plant was often not sufficient to handle the waste water flows from the cleaning process. Especially with high cleaning numbers regular interventions had to be performed in order to deal with capacity problems. These interventions, in which waste was separately removed from the system, involved high costs.

In the spring of 2012 it was decided to design an upgrade for the waste water treatment plant. The goal was to increase the capacity of the plant, reduce energy consumption in a direct and an indirect way and generate electricity partly by itself.

The vision for this project was to reduce the carbon footprint of the facility, resulting in less use of energy and lower operating costs for the

company. The waste water treatment plant at Botlek is set up as a traditional physical/chemical/biological facility. After pre-treatment in an oil and fats separator the polluted water comes into the heart of the plant, a DAF unit (dissolved air flotation unit).

This step in the process binds particles in the water (coagulation) using chemicals and with air these bonded particles start to float on the surface of the water (flotation), after which the formed sludge can be removed.

After that step the water is fed into a biological reactor for treatment in order to use bacteria to clean the water further. Biological mass from the bio reactor is decanted; hence water and solids are separated. Solids are collected for removal and after the water is filtered it flows into the harbour after passing through an active carbon bed. Of course water quality must meet all regulatory limits before it can enter open water in the harbour.

After board approval, design and implementation started during the third and fourth quarters of 2012. In the project the key elements were to increase massively the capacity of the DAF unit, increase also the capacity of the decanting unit and last but not least build in a heat recovery unit in order to re-use the heat from the waste water.

In addition, a better computer system was designed in order to have better process control with very good alarm functions. This so-called SCADA system (supervisory control and data acquisition) is like an umbrella over the basic controls of the system.

Increasing the capacity of the DAF and decanter unit has more than doubled the ability to remove sludge from the system and bio reactor. After start-up last December the systems were shown to work very well. The depot has seen massive improvements in the process. The heat recovery unit design basis is around 500 Kw/hr. This led to a massive reduction in the use of steam because the facility is now able to pre-heat feed water for the cleaning.

This not only produces financial savings, but also the carbon footprint of Botlek has significantly improved.

To illustrate this: on a per 14 hour day basis with the capacity of 500 Kw it can now re-use 25,200 megajoules per day, which equals pre-heating of 200 cbm of feed water from 12degC to 42degC.

Because a lot of steam is no longer used, calculations show that the Den Hartogh depot produces 350 tons of CO<sub>2</sub> emissions less on an annual basis. This equals 174 fewer medium sized cars on the road, for example. Based on a number of design details, electricity consumption is about 28 percent lower in total.

Together with this project it was decided to take

over the windmill that already existed on the depot site. The mill was owned by Eneco and feeds electricity into the national grid. As from November last year the takeover process has started, with the goal to produce a part of the electricity on-site and feed only the surplus into the grid, or vice versa in case there is no wind.

In a separate development, Den Hartogh's Turkish joint venture depot has received an Environmental Facility Award from SKB, the Turkish Healthy Cities Association. The annual award was given to the AlişanDenHartogh cleaning station (a 50/50 joint-venture) in Istanbul, which offers one-stop-shop and tank cleaning service for the chemical and food industries.

Turkish Minister for the Environment Erdogan Bayraktar made the presentation in Istanbul in March 2013. Assessment criteria included environmental, health & safety, fire safety and building permissions – along with laboratory measurements on waste water discharges.

Atilla Odabasi, Alisan DenHartogh's cleaning manager, commented: "As a chemical cleaning station, keeping waste water and other discharges low is possibly our most important environmental challenge." Today, more than ever, customers demand the highest standards of cleanliness so that their current load is not contaminated by the last. Doing that efficiently – for such a wide range of chemicals and solvents – is a real challenge. "The SKB audited our past five years of records before giving us the award. We are delighted – it reflects the importance we place on government regulations and environmental rules – which in turn helps our customers to meet lifecycle limits on their own products and services," continued Odabasi.

Healthy Cities is a co-operation between a number of cities around the world, and aims to create healthy cities with a high quality of life. Out of 116 companies that were audited in Turkey, only 36, including several major international concerns, received the award.



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## Kerry to relocate in Shanghai

### Kerry-ITS is relocating its Shanghai depot and planning for another approved cleaning station with accreditation by @tco.

Kerry-ITS joined @tco (Asia Tank Container Organization) in 2012. The depot operator has also received accreditation for its Singapore (regional head office) and Thailand depots, after passing the depot audit engaged by an appointed class surveyor. The next one going through the same audit will be the fifth tank depot in Kandla, India, and the Shanghai depot, Kerry-ITS Terminal (Shanghai) Co, Ltd, which will

be relocated by June 2013.

The Shanghai team has found a new, bigger location within the same Baoshan District, at Pan Xu Road, with an area of 10,000 sqm, currently under construction. With a bigger depot with upgraded facilities, it will be able to cater to the increasing demands for cleaning, repair and storage of ISO tanks, with a storage capacity of 500 TEU. It has upgraded cleaning facilities and bio-reactor treatment system with nano-filtration and reverse osmosis, similar to the facility in Singapore.



# Overmeer, Abicon team up to provide one-stop-shop service

Organising and executing the cleaning and repair of tank containers can be a cumbersome, time-consuming process. Often the operations department within a tank owner will have to contact a trucking company to come and collect the tank and transport it, a cleaning depot for organising the heating and/or cleaning, and sometimes a separate repair depot if it transpires the tank requires significant repair work to be carried out.

For these reasons two of the best-known names on the Rotterdam tank scene are co-operating in a collaborative project that should eventually see the establishment of a new company to offer a one-stop-shop service for tank owners and lessors in the Rotterdam-Antwerp region.

Overmeer Transport is an established company in the container logistics market, offering tank container transport, while Abicon Container Sales & Repair is an independent, privately-owned organisation offering repair and testing of tanks, on- and off-hire, for leasing companies and in-service for operators.

Although primarily a transport company with a focus on tank containers and flexitanks, in December 2011 Overmeer bought new premises with a depot for cleaning, heating and quick repairs. However, owner Hans Michels says it soon became clear that the company needed to add further experience and competence to carry out more detailed repairs and testing if it were to fulfil its aim of providing customers with a 'one-stop-shop'.

One option was to start from scratch but Overmeer took the view that it made more sense to find a partner with the right skills and a reputable name among operators and leasing companies. That way the two companies would benefit from the synergies that each could offer.

In summer 2012 Overmeer and Abicon began co-operating with each other at both companies' premises. However, from May 2013 personnel from Abicon started working at Overmeer's repair depot. For the moment cleaning, repairs and '2.5



year tests' are being carried out at that location. In the second half of this year the co-operation will see the realisation of a new facility built on the premises of Overmeer which will also be equipped to carry out '5 year tests'. At the same time the intention is to establish a new company with Abicon and Overmeer as the joint owners.

For Hans Michels, the advantages of this joint offering are clear. Operations departments in tank owners and lessors are invariably pressed for time. They may also sometimes lack the experience of how the cleaning and repair business works. "Under our collaboration customers of both companies now have just one name and one telephone number to contact; after that we can take care of everything else – container collection, transport, cleaning, heating, repair, all from a single location and with a single partner. We also take care of all additional correspondence, whether this means further telephone calls, emails conversations, whatever," he says.

The result is increased visibility for the client along the whole cleaning and repair process, the two companies maintain.

#### Flexitank service

In recent years, Overmeer has been building up its flexitank operations. This is a separate division

within the group but uses the same depot. However, Michels views this as complementary to the tank container services and Overmeer will continue to increase the trucking, fittings and disposal services for flexitanks.

"This is very interesting for our customers," he adds, "because some of the operators we deal with have both tank container and flexitank transport requirements. Now that we have the

co-operation with Abicon we see a strong possibility of being able to offer a flexitank service to those Abicon customers who are looking for this added-value service. This will be a win-win for all concerned."

In addition, to repairing tank containers, Abicon also deals in the buying and selling of second hand tanks and is a sales partner of Girard for components and spare parts.



## Stolt expands depot network

Stolt Tank Container is steadily expanding its depot network. The company's joint-venture depot in Jebel Ali, UAE, opened in early 2012. A second joint-venture depot in Mumbai, India, was completed in 2012 and commenced operations in early 2013, after receipt of local licences.

STC is also in the process of replacing one of its two depots in the Shanghai area, a project that is expected to be completed in late 2013 or early 2014. Construction at STC's new wholly owned depot in Moerdijk, Netherlands, which will serve as the company's new hub for Europe, is also expected to be completed in 2013.

STC took significant steps in 2012 to strengthen its safety, health, environment and quality (SHE&Q) team, by adding both resources and new managers to the group. STC received ISO recertification for its major offices, while also expanding certification to the Romford, Hamburg and São Paulo offices. In addition, the company's food-grade operations in the Rotterdam office received ISO 22000 certification, the company's first location to receive that certification.

During 2012, STC executed its previously announced decision to exit the flexitank

business, having concluded after several years of experience that the mode did not meet its standards for reliability and environmental consciousness.

Conversely the group noted in its annual report that tank containers continue to attract new customers in both developed and developing markets worldwide. With its growing fleet the company delivered its seventh consecutive year of record results in 2012. During the year, STC shipped more tanks, containing more products, over more trade lanes and from more regions than ever before. Shipments of chemical and food-grade tanks increased by more than 5 percent in 2012, though utilisation was down as STC absorbed deliveries of more than 2,600 new tank containers during the year – this on top of approximately 5,000 new tanks delivered in 2011.

STC's food-grade business showed particularly strong growth, with shipments climbing by 24 percent. STC's efforts to build this business, which include the on-going development of relationships with major beverage companies around the world, have now established STC as a recognised global player in the food-grade and potable alcohol trades.



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### A quick word with...

#### Erwig Seliaerts, President of EFTCO

#### How long have you been president of EFTCO (European Federation of Tank Cleaning Associations)?

I officially became the President of EFTCO on 1 January 2013 after being vice-president for several years. EFTCO is the only federation of National Associations that spans 19 countries across Europe. Only the National Association can be a member of EFTCO and the companies that operate cleaning stations are linked to EFTCO through their national association. There are approximately 430 cleaning stations affiliated to EFTCO in this way.

The structure of EFTCO changed a lot last year when it established a board of directors, chaired by the president for its management and operation. There are currently six board members from representatives of the following countries: UK, Netherlands, Belgium, France, Germany and Hungary.

## Erwig Seliaerts, President of EFTCO

#### When was the organisation established and what is its purpose?

In 1993 the concept of EFTCO was a spark formed from some national tank cleaning organisations which met to share ideas to promote a wider view within Europe. This took a formal structure in 1999 when EFTCO was established as a legal company with six founding members: UK, Belgium, Netherlands, France, Italy and Spain.

Since then this has become 19 European countries with more seeking to join when they are able to satisfy the criteria set by EFTCO to maintain standards. The purpose of EFTCO is to study, protect and develop the professional interests of the federation and its members, to develop and promote the professional image of the sector, to seek and encourage the development of relationships with other organisations having related activities and with regulatory bodies, both nationally and internationally.

#### One of the organisation's major achievements is the publication of the ECD (European cleaning document). Can you give a brief background on the ECD, its purpose and its acceptance?

The development and the success of the ECD was an important milestone for EFTCO and a good example of a multinational solution. The ECD was developed in co-operation with Cefic with the purpose of issuing reliable information in a standard format confirming how a tank was cleaned regardless of which station or country it was cleaned in.

The solution was delivered by having

all affiliated cleaning stations adopt the standard EFTCO ECD form, and then getting the sites to use a standard numbered key, that we call 'the codes' which declares the wash process. The codes are explained in the local language and also other European languages on the reverse of the ECD. Translation of the codes into 18 languages can be downloaded from the EFTCO website.

The ECD was not made available to just any cleaning station seeking access for it was also established that every site must first satisfy an independent professional audit process.

EFTCO worked closely with CEFIC to develop a detailed audit to be done under the CEFIC controlled SQAS (Safety and Quality Assessment System). The result is 'SQAS Tank Cleaning' and the cleaning station must prove they meet the audit's requirements before being allowed to use the ECD. The Audit is repeated in full every three years and this assures all that the cleaning station has all necessary permits and can be trusted in their activities.

In 2012, over 2 million ECDs were printed in the 19 member countries. The fact that the document is sometimes counterfeited proves the importance of the ECD and that it has reached a certain value in the market. On the other hand, this has also meant that EFTCO needed to invest in additional protection measures to make forging as difficult as possible with the new layout introduced in 2011 as result of it.

#### How do you see the role of EFTCO in advising or interpreting Europe-wide regulations, legislation?

EFTCO has a very wide network of tank cleaning stations and has all expertise concerning tank cleaning in different European countries. For this reason EFTCO or its members are the best partners for authorities when developing new or adopting legislation for the tank cleaning sector. Different aspects of legislation can be involved: water and air emissions, waste disposal, operator safety, food safety, etc.

#### What further regulation, legislation to do you see on the horizon over the next few years?

We expect that environmental legislation will continue in the direction of improving discharge and disposal standards. Re-use of water and raw materials, energy recuperation, emission of greenhouse gases and a strict separation of waste streams will be imposed in all countries.

EFTCO hopes that any new standards for discharge of waste water, vapour emissions and waste disposal will at least be done on a European level, meaning that standards are the same in all member countries.

Looking ahead, EFTCO wants to support scientific investigation to find acceptable solutions to this problem. In Belgium CTC supports an investigation where scientists are looking for a solution for the concentrate streams produced by membrane filtration. When a solution for these streams is found, the door is open for the re-use of a major part of cleaning water and even zero-discharge will be a possibility.

#### What are the major risks associated with the process of tank cleaning? How can these risks be minimised?

In the first place major risks associated with the process of tank cleaning are for the cleaning operators.

Not only are they confronted with a wide variety of different chemical products, which have their own properties and risks, but due to their activities they need to enter confined spaces regularly. As we all know this is a risky business which kills people every year. A regrettable accident in a tank cleaning station occurred in Germany

recently where two operators lost their lives in a tank. It proved once more that inert gas is a real killer because you cannot see, feel or smell it.

Each time a tank is cleaned, there must be a tank cleaning procedure in place obliging oxygen and LEL measurements to be taken before tank entry. It is important that each responsible manager ensures this procedure is carried out before each tank entry. Measurement devices must be kept in perfect condition and the good functioning must be tested before each use.

EFTCO has installed a working group for analysing incidents and accidents occurring in the sector. Each incident will be analysed with the purpose of making all members aware of certain risks and advice will be given on what can be done to avoid these risks in future, or to reduce them to an acceptable level. If all this can avoid the re-occurrence of just one serious accident, then it is worth doing.

The industry puts a lot of pressure on the tank cleaning stations to avoid or at least reduce contamination cases and, according to our information, the number of contaminations is way below 1 percent. Even then, in most cases the contamination has nothing to do with the cleaning of the tanker, but more with hoses or pumps used for the product transfer.

For this reason EFTCO supports the SQAS system to assure at least a certain quality standard. Based on the same policy, EFTCO's food work group co-operates with fruit juice manufacturers to develop a food assessment. In this sector there is a lot to consider about the traceability of procedures carried out during cleaning where temperatures, pressures and concentrations of cleaning agents must be monitored during the whole cleaning process, and the last cleaning water must be tested on several parameters.

The food industry even insists that this traceability is done per spinner and prescribes the cleaning procedures to be carried out – although these can depend on the technical installation available in a certain cleaning station. Furthermore, this monitoring checks only the process, not the quality of the cleaning. Each cleaning procedure can be scrupulously followed but the tank might not be clean due to old residues present in a tank or a procedure which is not adapted to the last load in the tank. Therefore a visual tank inspection by a skilled cleaning operator will be unavoidable. In critical cases even tank entry after cleaning will be necessary.

#### What about 'Green Cleaning'?

For the public, tank cleaning is seen as a dangerous, dirty and polluting, but the sector wants to get rid of this image. Modern tank cleaning facilities are technologically sophisticated installations taking care to reduce their environmental impact as much as possible. Just like you cannot make an omelette without breaking eggs, tank cleaning cannot be done without the use of water. Water is a good solvent for a lot of products. It is cheap and, last but not least, it is non-toxic and safe for use. After the tank cleaning the cleaning water is very dirty and needs to be purified before it is discharged in to the sewer system. Physical, chemical, biological, sand filtration and activated carbon filtration are waste water treatment technologies which are common practiced in the tank cleaning sector. The treatment reduces the pollution of waste water by more than 99 percent before discharge.

A longer version of this interview can be found on [www.bulk-distributor.com](http://www.bulk-distributor.com)

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# BOC grows LNG-powered delivery fleet

**BOC is to invest in a further 10 dual-fuel heavy goods vehicles for its UK delivery fleet. In addition, the company will install an LNG refuelling unit at its Middlesbrough site on Teesside to service the new vehicles.**

The facility will also be made available for use by other companies operating dual-fuel vehicles, adding a critical new location to the UK's network of LNG refuelling sites and helping stimulate further growth in low-carbon transportation.

Ian Jackson, BOC's National Transport Manager, said BOC's products are "business-critical" for many of the group's customers. "That is why we had to test this technology rigorously before announcing this substantial investment for our fleet. The fact that we have developed our own, highly efficient refuelling technologies to service these vehicles means that we can take maximum advantage of the benefits LNG can bring."

BOC, a member of The Linde Group, has developed a 'no-loss' LNG system that uses

cryogenic cooling to temperature-condition the fuel before dispensing. This ensures that no fuel is lost to evaporation or venting during the refuelling process. Typically, 20 percent – and sometimes more – can be lost with conventional systems, so this represents a major cost (and also carbon) saving for users. Features include gas-leak detection sensors linked to automatic shutdown protocols.

Mark Lowe, BOC business manager, was clear about the potential of LNG for transport systems. "Currently, nearly all heavy road transport depends on diesel. LNG produces far fewer emissions than conventional fuels and can help fleet operators reduce their carbon footprint dramatically. At the same time, mile-for-mile, LNG is very competitive in terms of cost."

BOC is working closely with partners to establish a viable market for LNG-fuelled commercial vehicles in the UK. It has recently entered into a project with the Stobart Group, part-funded by

the UK government's Technology Strategy Board to evaluate the vehicles and the refuelling technologies in the field.

The project will track the usage of LNG, which typically accounts for up to 60 percent of total fuel consumption for a dual-fuel vehicle, as well

as the reduction in CO2 emissions.

The UK's first ADR-compliant dual-fuel vehicle specially engineered for transporting hazardous cargoes – a Mercedes Actros 2564 6x2 truck – was successfully trialled at BOC's St Helens depot in 2012.



## Q8Aviation contract takes Lewis into south west

**Yorkshire, UK-based road tanker operator Lewis Tankers has won a contract from jet fuel marketer Q8Aviation to handle deliveries of aviation fuel to Bristol, Cardiff and Exeter airports from Hallen PSD, near Avonmouth.**

The 363 days-a-year operation will see Lewis Tankers delivering an estimated 115 million litres of fuel annually using a team of up to 10 drivers and three dedicated aviation fuel tankers.

Lewis already holds contracts with Q8Aviation to deliver fuel to Newcastle and Leeds/Bradford airports from Misterton PSD, near Doncaster, and to Blackpool airport from Backford PSD, near Chester.

Sam Naish, supply operations manager for Q8Aviation, said: "We place great emphasis on the reliability of our supply chain and were pleased to award this new contract to Lewis Tankers on the basis of its efficient handling of our existing contracts."

The contract extends Lewis Tankers' operations into South West England for the first time and has

prompted the tanker operator to set up a small operating base in Avonmouth with plans to develop its presence in the region.

Stewart MacDonald, Lewis managing director, commented: "We have been working with Q8Aviation in the North of England for three years and are delighted that our performance has earned us this opportunity to demonstrate our abilities in the South West. This contract broadens our coverage of the UK and provides us with a platform for growing the business in the region."

Lewis currently operates a fleet of over 120 tankers from nine operating bases within the UK. The company serves a number of leading customers in the oils, chemicals and gases sectors, including Petrolneos, GB Oils, Scottish Fuels, Gulf Aviation, Brenntag, Univar, Stepan, Sasol, Scotia Gas Networks, and World Fuel Services, as well as Q8Aviation.

Q8Aviation supplies jet fuel to around 200 airlines at more than 60 airports across Europe, Africa, the Middle East and Far East, including 13 airports in the UK.



Lewis will employ three dedicated aviation fuel tankers on the Q8Aviation contract

## French milk reprieve

**The French Parliament has voted in favour of exempting milk tankers from the government's 'eco' tax on heavy goods vehicles (HGVs). The exemption came in a debate and vote on a new law on transport infrastructure which effectively brings the HGV law into practice.**

Only two votes (from Green Party members) were registered against the exemption which was fought for hard by milk producers and transporters, particularly in the region of Brittany which accounts for the majority of France's domestically-produced milk. Breton milk tankers were even used to block a motorway toll gate for a day.

The tax will be collected through a satellite-based toll scheme run by Ecomouv, a consortium led by Italian group Autostrade per

l'Italia, and in which state-owned rail operator SNCF is a minority partner. It will apply to vehicles over 3.5 tonnes using departmental and trunk roads, at an average cost of €0.12/km. Using motorways in France is already taxed through a system of tolls. The government hopes it will raise as much as €1.2 billion a year to fund transport infrastructure improvements.

A trial period is due to run from July to September 2013, with official application due to start from October 2013.

Freight transport groups say it will hit around 600,000 domestic and 200,000 foreign vehicles. The aim is to encourage shippers to use other modes of transport although shipper groups themselves have recently decried the lack of genuine competition in rail transport due to the dominance of state-owned operator SNCF.

## Stokota, Bilcon partner up

**Stokota and HMK Bilcon have announced a new strategic partnership. Signed in March 2013, the agreement is expected to enhance both companies' positions in European markets and provide "significant new benefits" for customers.**

As part of the agreement, the two companies will distribute each other's products, providing customers across a large part of Europe with access to a broader portfolio of solutions. They will also share manufacturing facilities, which

will enable both companies to deliver larger volumes with shorter lead times – including customised solutions.

Stokota CEO Mario Hertegonne was pleased with the agreement: "It will provide a foundation for significant growth in sales of Stokota products in the Nordic market," he explained, noting the importance of fully exploiting the companies' manufacturing facilities in Poland.

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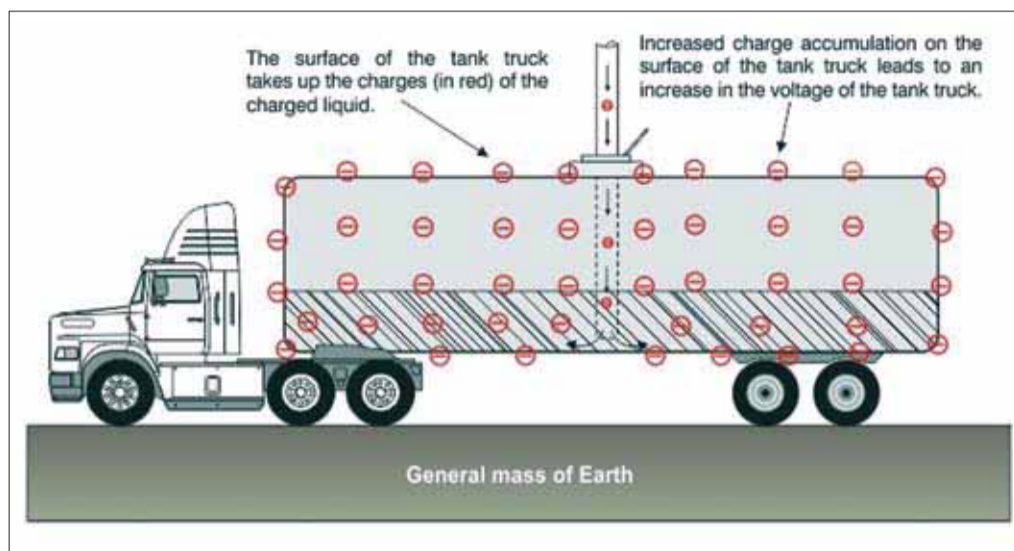
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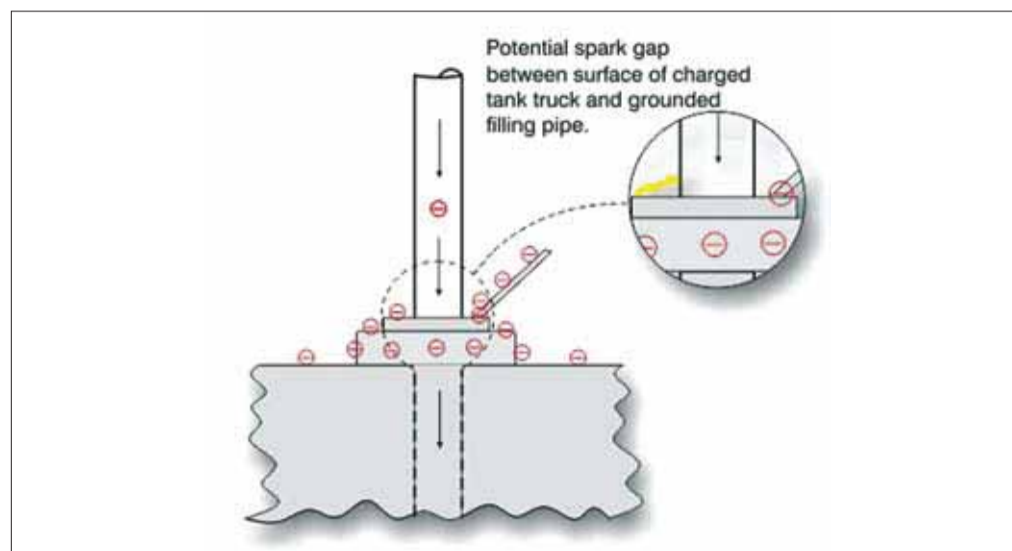




# Avoiding static build-up on a tank truck



Electrostatically charged tank truck (electrified tank truck)



Example of potential spark gap during tank truck loading operation

**Newsom Gale has recently released a new white paper on Tank Truck Static Grounding Protection. The aim of the document is to demonstrate how its Earth-Rite RTR ensures static electricity cannot build-up on a tank truck.**

As product (whether liquid or powder) moves through the transfer system and interacts with pumps, valve, filters meshes and pipe walls, it will be building up the amount of electrostatic charge it carries. In electrical terms this is commonly described as static charge accumulation. When the product is transferred into the tank truck, the tank truck, will in turn, become electrified and be subject to a rising voltage.

For example, a typical tank truck when it is being filled with a liquid at recommended flow rates, but is without static grounding protection, could have its voltage raised to 10,000-30,000 volts within 15-50 seconds. This voltage range is very capable of discharging a high energy electrostatic spark towards objects at a lower voltage potential, especially anything at ground potential. Examples of objects at ground potential could be operators working

in the vicinity of the truck, or the filling pipe situated in the hatch on top of the tank truck.

It is possible to estimate the energy of such sparks by combining the capacitance of the tank truck with the voltage carried by the tank truck. The capacitance is a measure of how much charge can accumulate on the outer surface of the tank truck. Because tank trucks have a very large surface area, they can accumulate very large amounts of charge, which in turn, creates the presence of very high voltages on the surface of the tank truck.

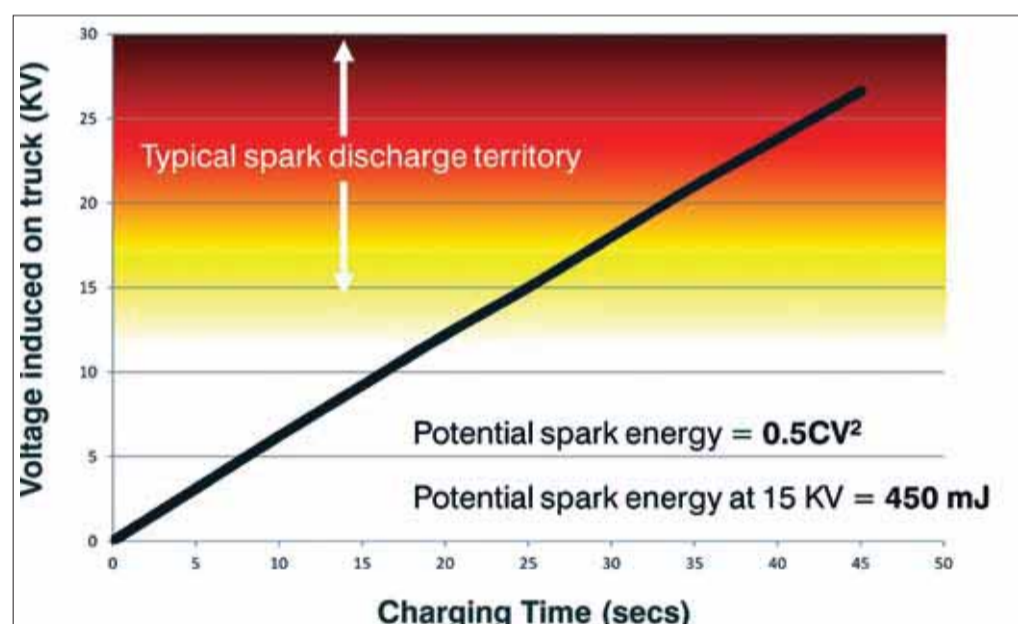
For example, a truck with a capacitance of 1000 pico-farads that is electrified to 15,000 volts has approximately 450 millijoules of potential spark energy. Given that most hydrocarbon vapours and gases have MIEs of less than 1 millijoule and most combustible dusts have MIEs of less than 200 millijoules, it's easy to see why tank trucks that do not have static grounding protection in place can be a major ignition source in a hazardous area.

To counteract this risk, it is important to ensure that the tank truck does not have the capacity to accumulate static electricity. The most

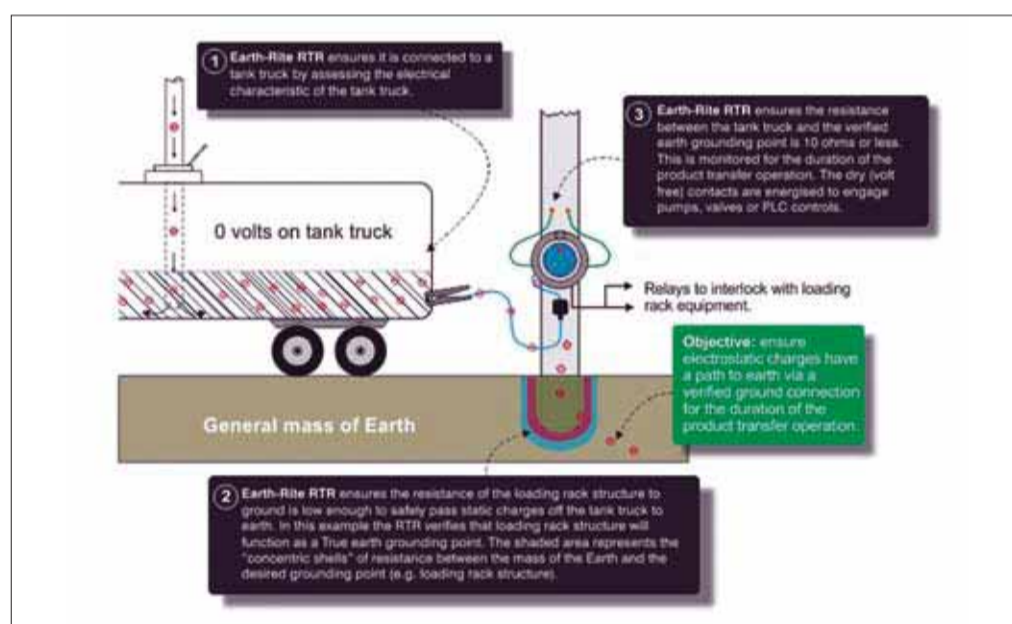
practical and comprehensive way of achieving this is to make sure that the tank truck is at ground potential, especially before the transfer process starts. When we describe "ground potential" we mean that the tank truck is connected to the general mass of the Earth, which is commonly referred to, in electrical terms, as 'True Earth'.

This is because the general mass of the Earth has an infinite capacity to pull static charges from the tank truck, which in turn eliminates the generation and presence of voltages on the tank truck. The Newsom Gale Earth-Rite RTR performs three critical functions which ensure the fire and explosion risk of an ignition caused by static electricity is eliminated. The first function the RTR performs is in determining if the driver or operator has made a secure connection to the body of the tank truck.

This minimises the risk of the driver obtaining a permissive condition for the static grounding system by connecting to objects like the loading rack, or objects on the tank truck that could be isolated from the main body of the tank truck, as this would defeat the objective of



Voltage build-up on charged tank truck



How the Earth-Rite RTR ensures static electricity cannot build-up on the tank truck

# PROGRESSIVE



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passing electrostatic charges from the tank truck to ground. The RTR then verifies if it has a low resistance connection to True Earth via the structure to which it is connected, eg, the loading rack.

As any static charges generated by tank truck loading or unloading will travel to ground via the RTR, it is important to ensure the RTR itself has a low resistance connection to True earth. When both of these conditions are positive, ie, the RTR knows it is connected to a tank truck, and also knows it is connected to a verified earth ground, the RTR will then establish if the connection resistance between the tank truck and the verified earth ground is 10 ohms or less.

10 ohms is the benchmark requirement repeated in several international standards, the most prominent of which is the American NFPA 77 'Recommended Practice on Static Electricity' and Europe's Cenelec CLC/TR: 50404 standard.

If the resistance is not more than 10 ohms the RTR will indicate that the tank truck is connected to ground and indicate this via its ground status indicators, a cluster of green LEDs that pulse continuously.

The reason the LEDs pulse is to indicate that the RTR is continuously monitoring the static grounding circuit between the tank truck and the verified earth grounding point (eg, loading rack) for the duration of the loading (unloading) process. If the resistance of the tank truck's connection to the verified earth ground ever rises above 10 ohms, the RTR will go non-permissive.

Both of the above standards recommend that interlocks controlling the flow of product to or from the tank truck are provided by the static grounding system. To comply with this requirement, the RTR has two volt free contacts that can interface with control circuits for pumps, valves and PLCs.

If the RTR determines that the tank truck has lost its connection to ground, the volt free contacts can be used to halt the transfer process. The benefit of halting the transfer process removes the charging mechanism that would otherwise charge up the tank truck while it has no active static grounding protection in place.



# Ultra-fine Bag Emptier

**D**innissen Process Technology has developed a new version of the Dima 200 bag emptier for safely and efficiently emptying bags filled with fine powders, particles or granulates. The new model, which makes it possible to empty bags automatically while releasing less than 0.1mg of product per cbm of discharged product, is intended primarily for companies that need to create a safe working environment for their operators in a wide range of sectors.

Governments are applying increasingly stringent standards when it comes to the release of fine and ultra-fine particles. As a result, companies are also increasingly being confronted with the challenge of having to prevent the release of even very small quantities of fine particles when bags need to be emptied. In response to these requirements, Dinnissen Process Technology has developed a new ultra-fine version of the Dima 200. The new ultra-fine model can automatically empty even large bags containing very fine particles, including those that are extremely light and/or which pose a



Dinnissen's Dima 200 bag emptier

dust explosion or other type of hazard. The Dima 200 is fitted with a dust-free handling unit, and bags can automatically be fed into the unit if desired. After the unit is sealed, the emptying process is automatically started whereby the bag, which is suspended by two hooks, is cut in half by a revolving knife. The emptying process is assisted via vibration, after which the empty bags are automatically discharged.

The ultra-fine Dima 200 was developed by Dinnissen especially for situations in which companies are required to prevent the release of even the smallest quantities of fine particles when bags need to be emptied. This newest version is fitted with a double filter with powerful suction and a special dust-tight seal for the air exhaust. The smoothly polished interior of the unit simplifies cleaning and prevents particles from being left behind in the machine. The design is based on Dinnissen's easy-to-clean-concept which facilitates quick and efficient cleaning. Finally, the new model works with a fully automated cleaning-in-place concept based on air flow and suction, practically eliminating the need for any human intervention during the cleaning process.

In some situations, very strict standards apply in the area of hygiene and the prevention of contamination in the production process. Dinnissen Process Technology therefore also provides clients with an extra option whereby the bags, after being fed into the ultra-fine Dima 200, are first cleaned with the help of a special 'air knife' before being cut open. After the cleaning process, any dirt and contaminants present are first carefully sucked off and removed, and only then is the bag emptied.

The new ultra-fine Dima 200 has a capacity of 1-120 bags an hour and is used in the feed, food, chemical and pharma sectors.

# Complete bulk bag filling from NBE

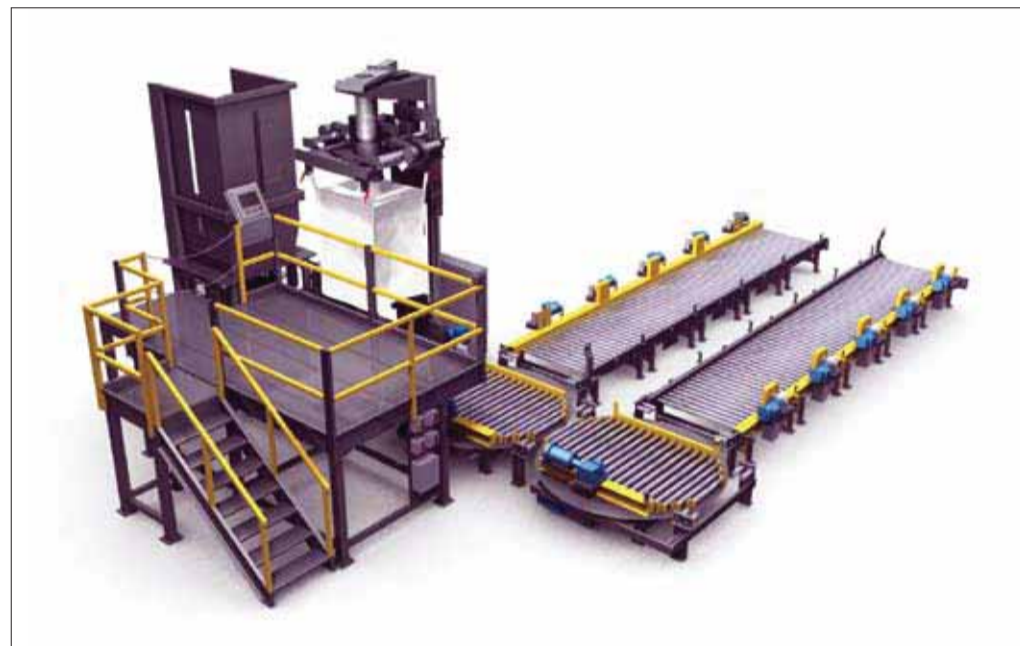
**N**ational Bulk Equipment has introduced a complete bulk bag filling process system.

The system – which includes automated pallet introduction, automated metering of material supply, NTEP-certified, precision bag weighing, and automated, filled-bag accumulation conveyors - enables a single operator to process up to 20 x 4,500 pound capacity bulk bags per hour; or 90,000 lbs of dry bulk material per hour.

It uses a single, menu-driven HMI, designed and built by NBE, to centralise system-wide operations; including legacy, upstream material supply equipment. NBE integrated automation directs all equipment controls, communication, sensing, monitoring, and data reporting using UL listed panels.

Process line optimisation begins on the introduction and staging of the first pallet. The

cantilevered fill head/bag hanger carriage uses pneumatic action to bring the fill head and rear bag hooks to well within the operator's reach, eliminating the need for the operator to step or lean into the equipment. The 8 gpm hydraulic carriage lifts bag capacities up to 4,500 lbs, exceeding the lift speed and capacity of ball screw designs. This physical ergonomic design is said to maintain optimal operator posture for safe and efficient operation. NTEP-certified weigh systems provide valid, accurate, and repeatable weighing of the bulk bags to an accuracy of +/-0.01 percent of the 4,500 lbs bag weight. This improves total process efficiency by eliminating re-working of over- and under-filled bags, and reducing material loss. The NBE bag densification platform uses 3 Gs of high-speed, low-intensity vibration to settle material in the bag to a dense, stable, and safe load.



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# Schenck increases Asia presence

**S**chenck Process is expanding its global presence. Most recently the company founded a new location in the Indonesian capital of Jakarta. This followed the opening of a new manufacturing facility in India.

The Jakarta office is a continuation of the Darmstadt, Germany-based company's 30 year history of maintaining representative offices in Asia and will now provide considerable impetus to its market presence in this fast-growing region.

Alongside the booming steel and cement industry, where Schenck Process has been active

for considerable time, South-East Asia's mining sector also has a great deal of potential. Indonesia is currently the third-largest exporter of coal and is looking to strengthen its market position further.

In the meantime, part of global market player Schenck Process subsidiary Stock Redler India has expanded its operations by opening a new manufacturing facility in Bengaluru (also known as Bangalore). The state-of-the-art facility in the Peenya Industrial Area comprises 70,000 sq ft of manufacturing and assembly area and adjoining offices. The facility is equipped with modern

precision machines for high quality metal preparation, the associated material handling and testing. With a team of 100 skilled and experienced employees, this facility will serve the requirements of the power, steel, cement and chemical industries.

Speaking on the occasion, Robert Ciavarella, president of Stock Equipment, USA and vice president of Schenck Process Group's global IBS Power business, said: "Stock has been active in the Indian power sector for a long time and it is gratifying to see a world-class facility being built in India to locally manufacture its gravimetric feeders."

Inaugurating the facility, Dr Jochen Weyrauch, president and CEO of the Schenck Process Group,

lauded customers from the power industry for their encouragement and support in the construction of the modern facility. Dr Weyrauch said the investment represented the group's long-term commitment to its customers, employees and business associates in the country. The facility will focus on providing high-quality gravimetric coal feed systems, mill reject systems and pneumatic ash handling systems for coal-fired power plants in India. Additionally, it will provide specialised mechanical and pneumatic conveying solutions for the steel, cement and chemical industries. TLN Murthy, one of the first employees of the company, briefed the audience on the company's progress since its beginnings a decade ago.



Dr Jochen Weyrauch (left) cuts the ribbon to open the new Bengaluru facility

## Ready for lift off

**I**LC Dover, which designs and manufactures space suits for NASA and a wide range of government and industrial engineered fabric and film products, has acquired industrial packaging producer Grayling Industries.

As the maker of Guardian protective packaging for food, chemical, and pharmaceutical dry powder and liquid applications, Grayling works with industrial clients to deliver custom-fit liners and other solutions to for transport and processing. It also manufactures brands for the asbestos abatement and remediation industry, including Avail glove bags, D-Con decontamination enclosures, and Control chemicals.

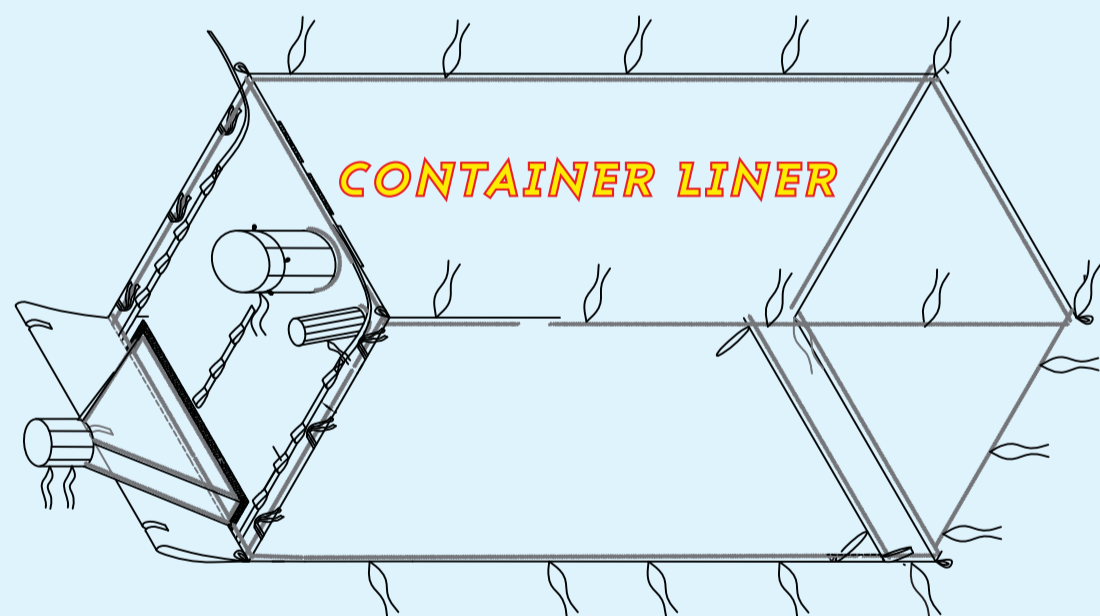
ILC Dover said the addition of Grayling's line of packaging solutions will strengthen the group's position in the global pharmaceutical powder containment market while ILC's engineering, testing, and materials development will allow Grayling to develop new solutions for industrial packaging and asbestos abatement customers.

"During the acquisition and due diligence process it was very rewarding and encouraging to see how aligned Grayling and ILC Dover are in focusing on the present and emerging needs of their customers. Grayling has a history of exceeding the expectations of customers and this is in line with how ILC operates," said William Wallach, CEO of ILC Dover.

Ben Greene, marketing manager for Grayling, stated: "I'm very excited about the added capabilities ILC Dover will bring to Grayling. Its expertise in materials and system level designs coupled with a relentless focus on reliability will be a real asset to Grayling and our customers."

Grayling Industries' primary products are IBCs and liners, and products for contamination control on asbestos abatement projects. Brands include: Guardian IBC container liners for liquid and dry applications and PaperIBC containers.

Grayling Industries will operate as a wholly owned subsidiary of ILC Dover which in turn is owned by Behrman Capital, a private equity investment firm based in New York and San Francisco.



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# Starlinger unveils new FIBC loom



Starlinger says it is raising the bar with its 8-shuttle circular loom RX 8.0

For a long while it was rather quiet around looms for FIBC fabric. However, Starlinger says it is raising the bar with its new 8-shuttle circular loom RX 8.0.

Presented for the first time at this year's Chinaplas in Guangzhou, the unit is an operator-friendly loom that produces high-quality tape fabric for heavy-duty applications, has low maintenance and spare part requirements and is cost-efficient – these were the set targets in the development of the RX 8.0 loom.

Based on the Starlinger SL and alpha loom concepts, Starlinger says the 8-shuttle loom ensures high-quality output, easy handling and

smooth operation due to electronically controlled settings and well-engineered technical features. The use of new materials reduces strain and friction on the tapes and increases the lifetime of wear and tear parts, keeping maintenance and spare part expenses down.

The RX 8.0 is primarily designed for the production of PP and HDPE tape fabric for heavy-duty applications like FIBCs, tarpaulins, as well as geo- and agrotexiles, and meets the specific machine requirements in the target markets. Nevertheless, the production of lighter fabrics – down to 55g/sqm – is also possible.

# New start for Neobags

Mumbai-headquartered Neobags has opened its new state-of-the-art manufacturing unit in Dahej Special Economic Zone, in Gujarat state.

The new factory is producing FIBCs and related woven PP products. The FIBC range includes: U panel, circular cross corner, and single loop bags, along with baffle, asbestos, and ventilated FIBCs.

The facility can also turn out sift proof, form-fitted liner, sling and UN bags, as well as conductive type C, and dissipative type D units.

Gujarat is often said to be India's most industry-friendly state, situated some five hours drive north of Mumbai. The factory covers 17,000 sqm, and consolidates and centralises the entire production process in a manner that conforms to international norms and expectations. Right from the launch date the entire factory is ISO 9001

complaint.

Production commenced with a team of 100, having an installed capacity of 400 MT/month, expandable to over 1000 MT/month. A tape extrusion PP tape stretching plant has been acquired from Lohia Starlinger, while a gravimetric batch blending and conveying system has been supplied by Aerodry Plastics Automation.

An integral part of the factory is the Neo Lab, a 'think tank' in which company employees can discuss ideas for innovative solutions to meet customer needs. This is supported by a computerised universal tensile testing machine, UV accelerated weathering equipment, ash content test machine, melt flow indexer (for PP granules), electronic weighing scales and FIBC testing rig.



Neobags new factory producing FIBCs and related woven PP products

# Concetti on display

At this year's Powtech Concetti Group presented its 'Continua' Form Fill Seal machine equipped with a MAP (Modified Atmosphere Packaging) facility. The machine is designed for providing longer freshness and maximum storage, transport and shelf life for perishable food products in both powder and granules.

The system features: gross weighing with double feed device designed for handling products of

differing flow properties, fully accessible for cleaning; air exhaust and gas flush (improving the maintenance of the product by reducing oxidation); and automatic format change, no tools required.

The FFS model 'Continua' can be equipped with various devices including the corner sealing system (K-Seals) increasing shape and stability of the bag, thermal transfer for printing on the bag and metal detector.



# Pack and label

Swedish packaging company Boxon has acquired 70 percent of label and systems company BEAB. Anders Ylffors, CEO of Boxon, said the acquisition enables the group to combine packaging and labelling solutions, which many customers are asking for today.

Boxon already offers product identification solutions, such as inkjet- and laser marking, through its business area Boxon Mark. With the acquisition of BEAB, this business area will increase by €10 million to a total turnover of €18 million. Together the two hope to grow in China, where both are already established.

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# Mobile bulk bag filling

**A new mobile bulk bag filling system from Flexicon features an integral metal detector/separator and a tilt-down conveyor/feeder for dust-free filling at multiple locations.**

Integral to the system is a patented Twin-Centrepost bulk bag filler said to maximise strength and improve accessibility to bag hooks while simplifying construction and reducing cost. The system detects metal in the free-fall stream of material entering the filler and then ejects it through a chute that discharges into a removable drum at the rear of the unit. The filler is also equipped with: fill head height adjustment to accommodate all popular bag sizes; inflatable cuff to seal the bag inlet spout; blower to remove bag creases prior to filling; load cells for filling by weight; vent port for dust-free air displacement during filling; pneumatically retractable bag hooks; and automated vibratory densification/deaeration system to maximise capacity and stabilise the bag for storage or shipment.

The first bulk bag filler to receive USDA

acceptance, it is constructed of 316 stainless steel, finished to sanitary standards and configured with full-length forklifting tubes allowing it to be moved throughout the plant. A tilt-down flexible screw conveyor on a castor-mounted frame, which mates with the bulk bag filler's base frame, can be manoeuvred through narrow aisles and around corners. With the hopper, support boom and conveyor assembly tilted down, the unit fits through standard doorways and orients the conveyor tube horizontally, allowing the flexible screw to be removed easily for thorough cleaning and inspection.

The conveyor's inlet hopper includes an air displacement vent with cartridge filter that is equipped with a reverse pulse cleaning system that dislodges accumulated dust with short bursts of compressed air, returning the dust to the hopper on a timed cycle, maintaining operating efficiency. Once the operator connects an empty bag and presses 'start', weigh-filling functions are automatic. The controller runs the conveyor at high speed, and steps it down to trickle-feed rate immediately prior to stopping it once the accurate fill weight is gained, and releasing the bag straps.

The programmable controls are housed in a stainless steel NEMA 4X enclosure with touch screen that graphically displays filling functions. The company also manufactures rear post bulk bag fillers and patented fillers that pivot the fill head for floor-level bag connections, as well as bulk bag dischargers, bulk bag conditioners, pneumatic conveying systems, bag dump stations, drum/box/container tipper, weigh batching systems and engineered plant-wide bulk handling systems with automated controls.

Also from Flexicon a new Tip-Tite sanitary box tipper forms a dust-tight seal between the

container and the equipment, tips the container, and discharges bulk material at controlled rates.

The unit is intended for tipping of bulk foods, pharmaceuticals and contamination-sensitive chemicals from boxes weighing up to 1134kg and measuring 915-1220mm on a side and 990-1117mm in height.

The container platform is raised by dual hydraulic cylinders, creating a dust-tight seal between the top edge of a box and the underside of a discharge hood. Twin hydraulic cylinders then pivot the platform-hood assembly, with dust-tight seal intact, to 45, 60 or 90 degrees beyond horizontal, including a motion-dampening feature at the termination of container rotation. A pneumatically-actuated slide gate at the discharge end of the cone controls the flow of material into storage vessels or process equipment.

An optional, gasketed discharge gate actuated by twin pneumatic cylinders, provides a large opening with chute for the passage of larger objects or non-free-flowing bulk solids that may otherwise bridge across smaller openings, and allows control of the material discharge.

The tipper is constructed of stainless steel with continuous welds ground and polished to sanitary standards. All horizontal frame members are fabricated of round stainless steel tubing to promote water run-off in wash-down environments. Other sanitary features include capped threads, sloped-top control enclosures, guarding standoff brackets and food-grade epoxy paint on hydraulic cylinders.

It is also available constructed of carbon steel with durable industrial coatings for tipping of dry solids, sludges and slurries from boxes, drums and other containers in less stringent environments, and is available configured with Flexicon mechanical or pneumatic conveyors to



The Flexicon Tip-Tite sanitary box tipper

transport discharged material to any plant location.

The company also manufactures drum fillers, bulk bag fillers, bulk bag conditioners, bulk bag dischargers, bag dump stations, weigh batching and blending systems, and engineered plant-wide bulk handling systems with automated controls.



The Flexicon mobile bulk bag filling system

## New SHAPA chairman

**Guttridge Ltd chairman Peter Guttridge has been elected as the new chair of the Solids Handling and Process Association (SHAPA). SHAPA is the UK's leading specialist association for the solids handling and processing industry. Guttridge took over the chair from 1 May and will be in the post for a year.**

Peter Guttridge brings more than 30 years' experience and knowledge of the UK materials handling industry to the position, as well as the expertise associated with heading up one of the UK's leading manufacturers in this sector.

"I'm both honoured and delighted to be elected chair of such a highly valued business association," he said. "SHAPA fulfils an important role in the bulk materials handling industry, providing numerous opportunities for networking and education that support the efforts of member companies in serving customers and maintaining a competitive edge. Over the coming year I will be working hard to ensure that the organisation continues to thrive and grow."

SHAPA was formed nearly 30 years ago by a group of specialist materials handling machinery manufacturers. Guttridge Ltd has been involved for many years and has seen the association grow in terms of its strength and reach to its present size of 108 member companies. Quarterly meetings attract a high turnout with many members routinely sending representation. In addition the association's technical committee has produced a number of informative industry guides.

"SHAPA meetings are characterised by a vibrant and enthusiastic atmosphere and the free exchange of experience and knowledge," continued Peter Guttridge. "Events planned for 2013 range from a digital marketing workshop to a day specifically designed to support young engineers just starting their careers. I'm looking forward to an interesting and enjoyable year."

# Mauser expands in Mexico & Canada

**Mauser has opened MPI, an IBC joint venture operation in Toluca, Mexico. MPI (Mauser Plastienvases International) is now capable of supplying customers in the Mexican market with UN certified IBCs capable of transporting 275 gallons (1,000 litres) of appropriate industrial liquids and ingredients.**

The MPI operation is a joint venture between Mauser and Plastienvases of Mexico City. Mauser's experience of manufacturing and supplying IBCs to the world's companies combined with Plastienvases' plastic drum business and extensive knowledge of the Mexican market are claimed to make for an excellent team.

"Global companies continue to expand their filling operations here in Mexico and local Mexican companies are also growing so the creation of this joint venture, MPI, makes sense," said Alexis Riedel, general manager of MPI. "We are confident that we will be able to supply customers in the Mexican market with the highest quality product along with unsurpassed service for their IBC needs."

"Our customers continue to invest in their businesses around the world and we continue to do the same to support them," said Siegfried Weber, Sr VP sales and marketing, Mauser Group. "We understand how important it is for our customers to have a reliable supply of high quality

IBC's that are consistent in design and performance around the world and MPI now provides our organisation that capability in Mexico as well."

"IBC's as a packaging choice are growing



everywhere around the world and we are committed to keep pace with that growth," said Jeff Simmonds, president and CEO, Mauser North America. "The decision to pursue that IBC growth in the Mexican market through a joint venture with Plastienvases was an easy one. Our current experience with Plastienvases as a Mauser licensee for plastic drums has demonstrated our ability to work together well as a team which will be critical as we enter the IBC market in Mexico."

Elsewhere, Mauser has expanded its presence in Canada with the acquisition of Armco Industries. Armco is a distributor of industrial packaging and accessories located in Vaudreuil-Dorion, QC since 1996. As the company expanded it began to offer clients delivery services in Ontario and Alberta. The company established a network of business partners across Canada to become a leader for the collection of empty industrial containers.

Armco's facilities in Quebec and Ontario will be consolidated into RTQ-NCG's existing facilities in Mississauga, Ontario and Boucherville, Quebec. The Calgary location will remain in operation and continue operations as RTQ-NCG. This acquisition is in line with Mauser's ambition to expand in the Western region of Canada. This will not only afford increased distribution, but a collection point for the Recollect Programme in that area of the country. RTQ-NCG is the Canadian reconditioning division of Mauser.

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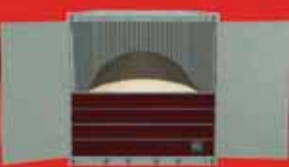
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# French rail users question SNCF restructuring

**A major French rail users association has publicly expressed doubts about the French government's decision to restructure the state rail company SNCF.**

Under the plan, announced on 30 October 2012, the infrastructure manager RFF and incumbent operator SNCF are being merged into a single organisation.

The new structure creates a holding company which will effectively control infrastructure management through a 'Groupe d'Infrastructure Unique' (GIU - single infrastructure group) that will manage infrastructure, timetables (through an SNCF subsidiary) and, with SNCF Infra, maintenance and renewal of the network.

Already a number of other European rail representatives have sharply criticised the move alleging that it will reinforce privileged access for SNCF and run counter to a European single market for rail services.

On 30 April, the Fédération Nationale des Associations d'Usagers des Transports (FNAUT) issued a statement saying a number of issues remain unclear and/or passed over. Principally, the 'Bianco' report - which sets out how the restructuring should be implemented - does not spell out how the 'indispensable autonomy' of the GIU in relation to SNCF will be guaranteed.

"Bringing RFF and SNCF back closer together must not translate into a return to a one track mind for railways at the expense of innovations introduced by RFF, nor (must it result in) the raising of new barriers to competition in the rail sector," said FNAUT.

The rail users body also says the Bianco report makes no suggestions as to how to raise the productivity of



The rail users body says a government report makes no suggestions as to how to raise the productivity of SNCF

SNCF, nor how to improve services, reduce costs or relaunch freight initiatives such as the single wagon service abandoned by SNCF some two years ago.

FNAUT points out that the report recognises the "unequal conditions" faced by competitors to SNCF, but makes no effective recommendation as to how this might be corrected.

Finally, FNAUT regrets that the administrative council that will be set up to run the GIU envisages no representation for rail users, such as shippers. Under French law such councils are obliged to have labour

union representation.

Meanwhile, at a public hearing of the European Parliament Transport and Tourism Committee on 8 May, UK Railfreight Group (RfG) chairman Tony Berkeley reiterated the need for a liberalised governance of the railways as a necessary first step towards full opening of the market.

The most important need is for more operators that are able to compete fairly and fully, with lower start-up costs and a structure that "gives comfort" to funders that there would not be any unfair interference from governments or incumbents, he stated.

RfG's position is that rail freight is in competition with road freight, which is the market leader. The road sector is very competitive and innovative; so in order to compete and/or co-operate with the road sector, rail freight needs the pressure from competition in rail as well, ie, the creation of a properly functioning single market in rail.

However, the single market in rail can only be achieved if there are enough railway undertakings to provide competition, new entrants can more easily start up, with less risk to their shareholders, and competition is fair between all operators.

Berkeley also spoke of the need for infrastructure managers to ensure fair access to the network, terminals and essential services, to provide fair charging to all and to co-operate with customers, stakeholders and neighbours to provide "a seamless European infrastructure".

He said it was essential that, if the holding company model was still allowed, there should be provision to allow not only other member states to prohibit holding company operators, but also the European Commission to do the same, and allow other operators in turn to lodge their own complaints.

Finally, he emphasised the need for the European Railway Agency to be the main approvals and standards body, with National Safety Agencies acting as their sub-contractors but working to the same European standards (TSIs) with only the minimum continuing use of national standards.

He went to say that it was essential that the recently published 4th Railway Package must be implemented as one package, to create a real single market in rail that will allow fair and transparent competition and growth.

An RfG briefing document for the European Parliament pointed out that

for freight, competition within the sector is as important as competition between road and rail. "New entrants bring new ideas, new investment and new services and, in the process, are often drivers for incumbents to improve their performance as well." However, new entrants need the provisions of the 4th RP to be fully implemented in order to provide the "open, competitive and transparent structure that will give their investors the confidence to invest for the long term".

RfG sees no reason why the 4th Railway Package should adversely affect passenger services. However, in order to ensure fair access and other conditions, all passenger rail undertakings should be separate from the infrastructure managers since, otherwise, it is likely that the infrastructure managers will give undue preference to the passenger rail companies which it owns or is within the same holding company. This again will add to the risks of new freight and passenger entrants who fear obstruction or unfair treatment.

Rail freight in the UK has grown by around 60 percent in the past 15 years, added RfG, and the organisation firmly believes that this is due largely to competition between the seven freight operators and many more passenger operators, with total separation and independence of all operators from the infrastructure managers, Network Rail and HS1. Eurotunnel. The latter also owns a freight company, GB Rail Freight, is currently the subject of infraction proceedings by the EC on its governance structure.

"Customers of rail freight appreciate the competitive choice of operators and logistics providers, and the innovation, reduced costs and improved service quality that this brings," the briefing said.

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# Brenntag, Bayer CropScience team up in Basel

**Brenntag Schweizerhall AG, the Swiss subsidiary of global chemical distributor Brenntag, has signed a co-operation agreement with Bayer CropScience and Infrapark Baselland.**

Brenntag will invest into a new location with a sulphuric acid dilution plant and relocate to the Infrapark industrial park. This plant and a newly installed pipeline to Bayer CropScience, also at Infrapark, will allow Brenntag to supply diluted sulphuric acid to Bayer on a just-in-time basis.

"This system creates synergies for all participating companies," said Wolfram Heymann, managing director of Brenntag Schweizerhall. "Bayer focuses on its core area of expertise and we pool our outputs, while Infrapark Baselland gains a new tenant." Renaud Spitz, head of Infrapark Baselland, added: "This settlement is a good example of how our chemical industrial park supports the principal of networking. Synergies can be used and in this case logistics costs decreased. Furthermore, the know-how and experience of our employees can be cross-linked."

With plant and the newly built tanks, Brenntag in Switzerland is concentrating its sulphuric acid activities at a single site. In addition to supplying Bayer, Brenntag Schweizerhall plans to relocate other products from its standard range to the space it rents at Infrapark and to install additional pipelines and tanks there.

In a separate development, Brenntag Specialties Europe agreed an extension to its current co-operation with Evonik for the distribution of the product groups Vestamid, Vestamid HT Plus,

Trogamid, Vestodur and Vestamelt in Scandinavia. The sales region for the polymer products now covers the whole of Europe, except Italy.

Brenntag now supplies Polyamide 12, transparent Polyamide, Polyphthalamide, Polybutylene terephthalate and Copolyamide hot-melt adhesives of Evonik's product portfolio. The main applications are automotive, electrical engineering, medical technology, sports & leisure and the lifestyle sector.

In the first quarter of 2013, Brenntag recorded growth in sales and gross profit compared with the first quarter of last year. Sales increased by 2.1 percent on a constant currency basis (1.4 percent as reported) to €2,419.1 million. One of Brenntag's key performance indicators, gross profit, increased by 1.3 percent year-on-year to €477.9 million on a constant currency basis (0.6 percent as reported).

Considering that the reporting quarter had fewer business days than the previous year's quarter Brenntag said the result represents a rise in gross profit per business day by 4.9 percent on a constant currency basis. However, operating EBITDA declined by 3.3 percent to €164.7 million. Profit after tax amounted to €69.8 million.

CEO Steven Holland said it was clear that 2013 will present very similar challenges to 2012. "The global economic situation is even more demanding and economic development is still muted. Our sales performance should be understood in light of these factors and the fact that the first quarter had considerably fewer working days than the same period of the previous year. Our strategy and the resilience of



our business model are elementary and effective pillars in an economic environment that remains challenging."

Latin America and Asia-Pacific recorded the healthiest market growth. In Latin America gross profit rose 7.9 percent to €42.4 million in the first quarter. While in Asia Pacific gross profit improved by 27.9 percent on a constant currency basis (28.4 percent as reported) to €31.2 million.

Brenntag continues to believe that the relevant

performance indicators in the current financial year will grow. "Due to macroeconomic uncertainty and under the assumption of no recovery in the overall economic environment we expect growth at a slower pace. Assuming growth in sales volumes and based on the continuous tight cost control, the company expects that the growth of operating gross profit will translate into a higher operating EBITDA," said a company statement.

## Hazchem expands European coverage

**Two of Europe's largest logistics companies have joined a Europe-wide expansion drive by The Hazchem Network, the UK dedicated pallet network for hazardous chemicals distribution.**

Together with long standing Hazchem member Dachser from Germany, newly joined pan-European operator P&O Ferrymasters and UK-based Redhead International, Hazchem will extend its UK single and multiple pallet services

to a further 24 countries across Europe. Hazchem managing director Ali Karim commented:

"Despite the economic climate, our research flagged the need to offer international capability by linking with industry leaders. Our partners are renowned for freight solutions that meet the highest safety and quality standards – and they already serve customers requiring cross-border pallet delivery of speciality chemicals. They fit perfectly with our plans and we are delighted

they have come on board."

In its UK operation, Hazchem handles more than 1,000 pallets and parcels per night from a 56,000 sq ft purpose-designed hub in Rugby. Next day nationwide delivery is through 40 member hauliers – all compliant with the European Agreement on the Carriage of Dangerous Goods by Road (ADR). Monthly KPI reports confirm 99.9 percent on time in full (OTIF) service levels.

The launch into mainland Europe adds coverage in Austria, Belgium, Bulgaria, Czech Republic,

Denmark, Estonia, Finland, France, Germany, Greece, Netherlands, Hungary, Italy, Latvia, Lithuania, Luxembourg, Norway, Poland, the Republic of Ireland, Romania, Slovakia, Spain, Sweden and Switzerland.

Vleming Geerligs, general manager trailer operations at P&O Ferrymasters, said: "This is a natural marriage of organisations committed to cutting edge logistics and we are proud to contribute our experience to Hazchem's international development."



P&O Ferrymasters and Redhead International have now joined the Hazchem Network

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### A quick word with...

#### Clare Waters, Managing Director of Brenntag UK & Ireland

##### Please can you give a little background as to how you became managing director of Brenntag UK & Ireland?

Since joining the business in early 1990, I have experienced a variety of roles including account manager, depot manager and sales & marketing director. This provided me with a broad experience and understanding of the way the business operates at all levels which has proved extremely valuable in my role to date of managing director. The business has always recognised commitment, hard work and integrity which are all important to our positive culture – something I firmly believe in.

##### Against a demanding macroeconomic environment, what contributed to Brenntag's results performance in the latest financial year?

Brenntag provides its customer base with a broad portfolio of products and services across a wide range of industry sectors which creates a very resilient and robust model. In addition, 2012 saw a strong contribution resulting from the acquisition of the Multisol Group which was completed at the end of 2011. We continue to recognise our growth will come from sectors that are growing so a market-sector

## Clare Waters, Managing Director of Brenntag UK & Ireland

focus is the key to unlocking the growth potential and 2012 demonstrated significant progress in this area.

##### ICIS ranks Brenntag No.1 in its top 100 chemical distributors list. What do you believe are the key factors behind Brenntag's success?

Coupled with our market sector based approach and wide product range, the combination of our local presence and global coverage provides strong support to the growth of both our national and international key accounts. Also key to our success has been the expansion of our service activities such as mixing, blending and formulations. We recognise that a successful business needs to look after its customers and have a high level of commitment from its people. Our employees are focused, committed and take personal responsibility for achieving growth ambitions.

##### Please can you briefly outline Brenntag's current product range?

We provide a wide and varied product range covering the majority of market sectors in the UK & Ireland. This includes industrial chemicals such as chlor alkalis, solvents and inorganics, as well as specialty products such as food ingredients, polymers, pharmaceuticals excipients, leisure (through our Champion and Heatsavr brands) and water treatments products and services including ULB Hypo manufacturing at our site at Thetford. We also offer services such as blending solutions to our customers from facilities located at Widnes, Bradford, Newcastle and most recently to our Ireland customers through our depot in Belfast.

##### What methods of transport do Brenntag find most effective?

Through our capital investment

programme we have progressively up-rated our fleet to operate at the maximum 44 tonne capacity to ensure that we offer maximum value to our customers and efficiency to our network.

We have an owned core fleet in the UK & Ireland of around 40 tractors units and some 100 road barrels that are a combination of stainless steel and rubber lined. This allows for an effective UK solution in terms of bulk liquid logistics.

We maintain a fleet of 40ft curtain-sided trailers and double-deck trailers that are employed to service the depot network and customers with larger drop size requirements of dry and wet packed goods.

All of our vehicles are purchased to the highest specifications ensuring both efficiency and safety are integral, our current partners being Volvo and Scania.

##### Does Brenntag prefer to sub-contract or manage its own transport services?

In terms of bulk liquids we supplement our own fleet with sub-contractors to ensure that not only do we offer the best possible value to the customer but that we manage all fluctuations in demand and therefore the customer is ensured the highest levels of service at all times.

We set very high standards in terms of specification and operation in our own fleet and are insistent that sub-contractors operate in the same manner. We regularly audit our sub-contractors.

The vast majority of our standard delivery fleet is owned and we directly employ our drivers and this is an area where we see very little employee attrition. This is a big positive in terms of servicing the local and regional customer base and ensuring their often unique requirements are understood and accommodated.

##### How does Brenntag stay competitive against imports from major chemical distributors overseas?

It is of course down to a number of factors. We are able to leverage our global scale to ensure that we purchase very well from our own import perspective. In addition we have long established links with many UK manufacturers and in these areas we are therefore insulated to a degree from overseas distributors.

Equally as important is our network of sites, bulk liquid storage facilities and transport solutions which ensure that we can offer value through efficiency to our customers.

##### As a major distributor of bulk chemicals, what is Brenntag's policy on sustainability?

We take sustainability very seriously. For some time now we have recognised the increasing profile of green issues amongst all of our stakeholders and indeed our own internal sustainability programme in the UK & Ireland, "Respect" has largely been driven by employees at all levels and across all sites. Heightening staff awareness and selective investment in efficient plant, machinery, trucks, packaging and buildings has seen us achieve the Carbon Trust Standard. This accolade is probably the foremost available as it recognises only organisations that can demonstrate an actual and auditable reduction in carbon. We are confident that we will achieve re accreditation later this year.

##### In your opinion, what is the biggest challenge facing Brenntag in the next five years?

Managing thousands of products, there is a wide variety of legislation to follow in order to operate safely within the law and provide reassurance to our customers that the products in their supply chain are handled to the highest standards. We have created two new departments, Life Sciences and

Material Sciences, in the UK & Ireland to be able to follow these regulations more efficiently.

We are constantly monitoring our energy costs due to our manufacturing facilities in Thetford and Sandbach. To counteract rising energy costs we have implemented energy efficiency programmes across the business as a whole.

Also on our radar is the decline of UK manufacturing and the recovery of the construction sector going slower than expected which we will need to work through. To prevent this having an impact on our business we have put our focus into new and emerging market sectors with large potentials to offset any declines we have in already established markets.

As managing director, is there a company achievement of which you are particularly proud?

I have had the pleasure of being managing director during an exciting time for the UK & Ireland business and as such have a multiple achievements which I am particularly proud of. My main achievement is to see consistent year-on-year growth which has solidified our position as the market leader. I am also proud of the capital investment we have made to our business over the past few years which has seen new depots built, sites improved with new, more efficient warehousing facilities, and investment into new plant and machinery which provides us the ability to offer a variety of services to our customers.

The dedication of our employees is also a major highlight as they all take on responsibility of their products and work hard to meet our constant high standards and targets. It is a testament of our company as a whole that we also have high retention rate of our employees who stay with the business for significant lengths of time.

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

# Vos publishes integrated annual report

**Vos Logistics strengthened its operations and simultaneously improved its sustainability performance in 2012. Revenue remained at the 2011 level and 2012 was closed with a lower, but still positive, result.**

For the first time the company published an "integrated financial and sustainability" annual report. Since Vos has integrated sustainability into its business processes and operations, management believes it is a logical step to present the financial and sustainability performance in a single report. The company's goals are set out in a multiyear programme (2010-2015), with sustainability policy being based on eight key performance indicators (KPIs). The sustainability KPIs are verified by an external auditor. The annual report for the year therefore includes a combined auditor's report and assurance report.

Vos realised a turnover of €243.6 million in 2012 (2011: €253.8 million). After adjustment for the divestment of Vos Bulk Logistics in Dormagen (Germany) as of 1 January 2012, turnover was at the same level as in 2011. The customer base remained stable but the volume was slightly weaker on account of a lower level of activity at a number of established customers, particularly in sectors related to the construction industry. This decline was set off by an increase in volume through the acquisition of new customers, particularly in the



automotive sector, and an increase in new activities at a number of established customers.

On balance, the number of shipments was 5 percent lower than in 2011. Freight rates came under slight pressure from overcapacity in the market. Demand for transport fluctuated widely throughout the year. As a result, the frequency of the inflow and outflow of subcontractors to meet the changing market conditions (flexible capacity) was higher than in 2011. In

combination with the lower volumes, this had a negative impact on the margin. EBIT declined from €7 million in 2011 to €4.9 million in 2012. Net profit came to €0.6 million (2011: €1.5 million).

But Vos implemented an ambitious investment programme in 2012. In total it invested €19 million in, among other things, a new distribution centre in Roosendaal, a new terminal in Bergheim (Germany), strategic consolidation of the bulk activities

through the acquisition of the site and activities of VSL Oss, and 160 new trucks as part of the multiyear fleet renewal programme launched in 2011. In the fourth quarter of 2012, the company started to replace its trailer units. It recently introduced the CuBoLiner, a new type of megatrailer with removable side panels. It can be used as a curtain-sider, box trailer and carried by train.

Vos reduced its CO<sub>2</sub> emission per cargo tonne/kilometre in 2012 by

nearly 4 percent from 0.0421 kg per tonne/km to 0.0405 kg per tonne/km. The greater part of the reduction was attributable to lower fuel consumption thanks to intensive driver training, supported by new telematics in the trucks. The truck fleet was also further modernised. An increase in the number of LNG trucks and a higher proportion of multimodal transport (now 20 percent of all shipments) also contributed to the reduction in fuel consumption.



# DHL speeds China-Europe rail connection

**DHL Global Forwarding, Freight has extended its route offerings between Asia and Europe for intermodal shipments. The new service now offers two routes that combine rail and road transportation: daily shipments from Shanghai via the trans-Siberian route in the North and a weekly departure from Chengdu through China's West Corridor rail line.**

DHL says customers will benefit from

lower transport costs, reduced door-to-door lead times of up to 21 days compared with ocean freight, and reduced CO<sub>2</sub> emissions. "As a flexible solution, this service offers the option of booking variable capacity - ranging from a single container to a whole train. At the same time, it connects seamlessly with both our groupage network in Europe and DHL Global Forwarding, Freight's Asian network, including markets such as Japan and Korea,"

commented Amadou Diallo, CEO DHL Freight.

On the trans-Siberian route to and from Shanghai, DHL is first in the industry to offer customers the option of booking the transport capacity they require at a particular point in time. In addition, the multimodal solution reduces CO<sub>2</sub> emissions by up to 90 percent compared to air freight. For the most part, overland transportation between Shanghai and the EU border at Malaszewicze (Poland) will be carried out by rail, with last-mile transportation by road.

The second route is aimed at Chengdu-based customers and offers lower transit times of up to eight days compared to the trans-Siberian route and greater cost reduction. It has been launched to meet rising demand in China, particularly in the economically vibrant region of Chengdu. DHL's once-a-week service departs every Friday to Malaszewicze along China's West Corridor rail line through Kazakhstan.

The increased volumes moved each year on DHL's Asia- or Europe-bound services will make a contribution towards achieving the climate protection targets which Deutsche Post DHL has set itself: to improve the CO<sub>2</sub> efficiency of its own operations and those of its



The new DHL service offers two combined rail-road routes with daily shipments from Shanghai and a weekly departure from Chengdu

## Bulk and bagged rice for Potter

**Westmill Foods has awarded Potter Logistics with a contract to handle raw materials for its Yorkshire, UK-based rice milling and packaging facility. The two year deal, worth £1 million, includes handling, warehousing and transport of bulk and bagged rice.**

Potter Logistics' Northern rail freight terminal and Selby distribution centre (DC) is located on a 62 acre site in close proximity to the Westmill production facility.

Rice will be delivered into Selby via two main channels. First, Westmill, in conjunction with shipping line MSC, will deliver rice in containers from around the world using the daily multimodal service from Felixstowe. Second, Potter will collect bulk rice shipped into the port of Hull.

Once the rice arrives at the Selby distribution centre, Potter will transfer the containers and bulk loads to the dedicated warehouse. Here, bulk rice will be sampled and unloaded by rice

type into specially built bays, capable of storing up to 2,400 tonnes each. The bagged rice will be palletised and stored in a dedicated 60,000 sq ft warehouse. Organic rice will be handled in a specified area elsewhere on the Selby site.

Bob Amon, head of logistics for Westmill Foods, said Westmill has had a strong relationship with Potter Logistics since 2005 which has developed into a true partnership. "The recent development of un-milled rice storage strengthens our relationship with Potter Logistics and enables us to reduce our carbon footprint by transferring inland movement of containers from Felixstowe to Selby, from road to rail," he added.

Westmill Foods, owned by Associated British Foods plc., is one of the largest flour, rice, spices, sauces, edible oils and noodles suppliers to the UK and European ethnic wholesaler market, food service, industrial sectors and the grocery multiples.



## Belgium in the dock over DGs

**The European Commission has decided to take Belgium to the Court of Justice of the European Union over the failure to adopt national legislation on the inland transport of dangerous goods.**

Directive 2008/68/EC on the inland transport of dangerous goods guarantees the safe transport of dangerous goods (such as explosives, flammable liquids and toxic substances) by road, rail and inland waterways. It is harmonised with the relevant international agreements and provides for uniform and safe conditions for all DG land transport in the EU. The rules are amended every two years to take into account scientific and technical progress causing changes to the international agreements. The rules for the years 2011-2013 were brought into application by Directive 2010/61/EU.

The Commission has decided to refer Belgium to the Court of Justice as it has not fully transposed in national law this Directive, which should have taken place by 30 June 2011. This follows the formal request (reasoned opinion) that

the Commission sent to Belgium in June 2012.

Lack of compliance with the common norms and standards when transporting dangerous goods can compromise safety and it implies a risk

days, but there are plans to shorten that to 14-16 days. The new railway is currently only available for exports but will apply for import approval in the future.

Exports from Samsung and LG's Suzhou factory have grown to 8,500 TEU a year, but as Suzhou is short of international railway connections, manufacturers have had to move cargo to Shanghai, resulting in higher costs and longer transit times.

for citizens and the environment. Furthermore, to establish a fair and functioning internal market for the transport of dangerous goods, the rules need to be harmonised in Member States, the Commission stated.



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## Increase in crude oil imports at Gothenburg



**D**uring the first quarter of the year, 5.5 million tonnes of crude oil and other energy products were handled at Port of Gothenburg, Sweden. This represents an increase of 5 percent on the previous year. In total, 10.4 million tonnes of freight were imported or exported through the port during the period – the same level as last year.

Gothenburg has the largest energy port in Scandinavia and this is where half of Sweden's crude oil imports enter the country – oil that is subsequently refined at the port into petrol, diesel, asphalt and other products.

"The increase can be attributed mainly to the refineries near the port taking in large volumes of crude oil from the North Sea during the first few months of the year, but also to an increase in diesel exports," commented Magnus Karestedt, Port of Gothenburg chief executive.

The 5.5 million tonnes of oil and other products handled during the period accounted for approximately half the total port volume of 10.4 million tonnes, exactly the same level as Q1 2012.

Around 60 per cent of Sweden's import and export containers pass through the port. The number of containers shipped fell by 2 percent compared to the first quarter of 2012. However, this is not a sign of a further slowdown in the economy but can be explained largely by the fact that banana imports at the port have ceased.

"If the flow of bananas is taken out of the equation, we are more or less on the same level compared to the first quarter last year. Although the flow is stable we still cannot see any turnaround in the economy," added Karestedt. In total, 229,000 TEU of containers were shipped during the first quarter.

## Irving buys share in Montreal terminal



**C**anadian group Irving Oil has bought an equity share in Norcan Petroleum Group, owner of the Norcan Terminal in port of Montreal. Irving will partner with La Coop Federee and MacEwen Petroleum Inc although it did not reveal financial details of agreement.

The investment represents an additional secure supply point for Irving Oil customers. The company operates Canada's largest refinery, in Saint John, New Brunswick, which is located 65 miles north of the US border and has reached production rates in excess of 300,000 bpd. The refinery exports over 80 percent of its production to the US and accounts for 75 percent of Canada's gasoline exports to the US and 19 percent of all US gasoline imports.

The Norcan terminal is located in Montreal East with pipeline access to the Saint Lawrence River. The terminal dates back to 1932 producing gasoline and distillate products year-round. It has a storage capacity of 1.3 million barrels. Norcan also leases storage facilities in the Port of Quebec City to supply a full range of petroleum products.

## First bioport for Australia mooted

**V**irgin Australia, Brisbane Airport and SkyNRG plan to create Australia's first bioport.

The three companies have announced a feasibility study into the creation of the "bio-port" at Brisbane Airport, entering a memorandum of understanding which will see them work towards the ultimate goal of enabling aircraft to be fuelled with sustainable bio-jet fuel at Brisbane.

The feasibility study will involve researching locally available feedstocks in Queensland, sustainable and cost-effective methods for transporting them and the most appropriate technology for converting them into biofuel. It is expected that the study will take 12 months to complete.

Virgin Australia COO Sean Donohue said: "Virgin Australia is committed to developing a local sustainable supply of biofuel for use in our aircraft and we have set ourselves the target of 5 percent renewable fuel use from 2020. South-East Queensland is an ideal base for this project because it is one of our largest hubs and hosts many potential sustainably harvested feedstocks for biofuel, including woody weeds, crop residues and bagasse."

"We are excited to be working with Brisbane Airport Corporation and SkyNRG on this pioneering study which has the potential to support local jobs and Australian innovation and reduce our reliance on fossil fuel."

Roel Hellemons, BAC general manager strategic planning and development added: "Brisbane aims to be the greenest of Australian airports and takes an active approach in supporting its partners to help achieve their environmental goals."

SkyNRG is one of the world's largest suppliers of sustainable jet fuel. Its managing director Dirk Kronemeijer said: "We strongly



believe in Australia as potentially one of the best places in the world for developing sustainable jet fuels. We are therefore very pleased that our first announced bio-port outside Europe is going to be in Australia. We will do whatever it takes to turn this into a success by developing a local supply chain for sustainable jet fuel that is one day scalable and affordable."

Virgin Australia, formerly Virgin Blue, is Australia's second-largest airline as well as the largest by fleet size to use the Virgin brand. Now based in Bowen Hills, Brisbane, Queensland, the airline was co-founded in 2000 by Sir Richard Branson and former Virgin Blue CEO Brett Godfrey.

The airline employs more than 8,000 people and fleet of over 125 aircraft.

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# Antwerp profits from petrol derivatives

**In January and February 2013 Belgium's port of Antwerp handled more than 9 million tonnes of liquid bulk, the highest volume since 1992.**

The main driving force behind the increase came from petroleum derivatives. January ended with 4,566,815 tonnes of liquid bulk, which represents a doubling in 20 years (from

2,299,786 tonnes in January 1992). In February the figures climbed further to 4,860,105 versus 2,039,720 tonnes in February 1992. Compared with the same period in 2012 the segment experienced growth of 37 percent. The expansion was largely due to previous investments by various companies in the port of Antwerp.

Antwerp offers more than 6.3 million cbm of storage for energy companies, traders and chemical manufacturers around the world, who increasingly opt for Antwerp as the location for their distribution hubs for petroleum and chemical products. Antwerp has the largest number of stainless steel tanks in Europe.

## ...while Rotterdam boosts biofuels

**In Rotterdam, Europe's main port for the handling, storage and production of biofuels, the throughput of these products increased in 2012 by 24 percent to 5.9 million tonnes compared to 2011. This can mainly be attributed to biodiesel; its import and export volumes both increased, by a total of 1.5 million tonnes. In contrast, the throughput of ethanol dropped by 17 percent to 1.4 million tonnes and that of ETBE dropped by 8 percent to 0.6 million tonnes.**

From 2011 to 2012, the incoming volume of biodiesel increased from 1.2

to 2.1 million tonnes and exports increased from 1.2 to 1.8 million tonnes. The largest share of the incoming biodiesel, about 0.9 million tonnes of it, comes from Asia (Indonesia, Singapore and Malaysia). Another substantial share comes from Argentina. Tankers from Argentina made intermediate stops in Venezuela and especially Spain until late in 2012. They discharged a great deal of their cargo there and continued on to Rotterdam with the rest. Spain reduced its import of biodiesel from Argentina, however, after Argentina nationalised YPF-Repsol. The main destinations for biodiesel were

Germany, Spain and the UK.

After peaking in 2008, the throughput of ethanol dropped to 1.4 million tonnes in 2012. This was largely caused by a change in the amount discharged from the United States, which fell by more than a third. Import of E90 from the US stopped after the import tariff for E90 was adjusted. More ethanol was imported from France, however. Export increased by 100,000 tonnes, with the UK as the principal destination. The throughput of ETBE fell slightly to 0.6 million tonnes in 2012. This is produced in Rotterdam and also imported, from Brazil.



Biodiesel boosted Rotterdam's throughput



Antwerp offers more than 6.3 million cbm of storage capacity

## New rail-barge terminal

**Indigo Resources is to build a rail-to-barge crude oil terminal on the Mississippi River. Located next to Osceola, Arkansas, the terminal will help alleviate current infrastructure constraints affecting the transport of crude oil and other petroleum products produced in Canada and the Bakken.**

The terminal will accommodate direct rail service via BNSF and facilitate the downstream movement of products to Gulf Coast refineries.

The 480-acre terminal will be sited on 610 acres on the Mississippi River at mile marker 784.5. This facility will include 3,000 ft of river frontage, and five rail loop tracks, with more than 16 miles of track allowing for the accommodation of 120 car unit trains as well as manifest shipments.

The terminal is designed to unload two unit trains of crude per day and three manifest trains of bitumen a week. It will include port facilities to

move crude and other products to the lower Mississippi River.

"Combining rail and barge will lower the overall cost to the market," explained John Park, director of Indigo Resources. "Plus due to our location, Indigo will be able to turn around the unit trains faster and in today's high cost of rolling stock, this is an added bonus."

The terminal will have 2 million barrels of capacity comprising four tanks with 250,000 barrels each and 10 tanks with 100,000 barrels each. This will provide individual storage for the many different types of crude oils.

The terminal will also provide blending services. The storage facility will have dedicated tankage for inbound crudes from Canada, Colorado, Montana, North Dakota, and Wyoming.

Indigo expects to break ground in the fourth quarter of 2013 and be in service by the end of 2014.

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## Barcelona facility opens



**Environmental services group Tradebe has opened a fuel storage terminal at port of Barcelona. Tradebe invested €65 million in the construction of the terminal, in order to take advantage of the Barcelona port's strategy to become a hub for the transport of fuel in the Mediterranean.**

The facility, located at the Energia dock, has a capacity of 453,000 cbm and is equipped with 29 tanks. Tradebe aims to process one million tonnes of

fuel at the terminal by the end of 2013 and is considering the construction of three similar facilities at other ports, although it will not take a definitive decision in the next two years.

After the opening of the terminal, port of Barcelona lifted its annual fuel processing capacity to 3 million cbm from 2.5 million cbm. Total investment in upgrading the Energia dock in the past four years amounts to €176 million, 86 percent of which has been spent on private projects.



# Guatemalan prize for TCB

**Spain's Grup TCB is to operate the new TCQ terminal at Puerto Quetzal, on the Pacific coast of Guatemala, for the next 25 years with an option to renew the contract.**

In order to improve service levels and productivity of container operations in the area, the company will invest US\$250 million in new infrastructure. The development of the new Puerto Quetzal Container Terminal will be implemented in two phases. In phase one, it will invest \$120 million to build 300m of pier with a depth of 12.5m and yard area of 13 ha. The second phase will involve the yard extension of up to 21 ha and 540m of pier with a depth of 14m. The infrastructure will include four STS gantry cranes, a mobile harbour crane and twelve RTGs.

Starting out as a stevedore in many Spanish ports such as Barcelona and Valencia, Grup TCB now operates 12 terminals as far afield as Brazil, Cuba, Colombia and Turkey. TCQ is the company's fifth project in the Americas. After TCBuen (Colombia), it will be the second Grup TCB terminal on the Pacific coast.

Port of Quetzal, a strategic port for East Asia and US West Coast routes, is located in the municipality of San José, in the department of Escuintla. The port started shipping activities in 1983.

According to the Economic Commission of Latin America and the Caribbean, in the first half of 2012, the port moved 150,799 TEU. With this operation the Quetzal Port Authority is seeking to increase the port's competitiveness and increase the volume of cargo in line with the sustained growth of the economy in recent years.

GDP in Guatemala grew by 3 percent in 2012. According to forecasts of the Monetary Board of this Central American country, growth will be 3.9 percent this year, a rate that has been already achieved in 2011. Maritime trade is an important engine for the development of the country and the main mode of transportation for import and export of products such as sugar or coffee. Additionally, Guatemala borders Mexico, an emerging power that grew by 4 percent in 2012.

According to Xavier Soucheiron, CEO of Grup TCB: "To incorporate this port into our portfolio will allow us to expand our business with large shipping companies in East Asia and the US west coast."

Juan Jose Suarez, director general of TCQ, added: "The experience of Grup TCB in improving the performance at port terminals, as it can be observed at its subsidiary in Colombia, is the main strength that will significantly increase TCQ's cargo capacity at such a strategic location."



Grup TCB will operate the TCQ terminal for the next 25 years with an option to renew the contract



Maritime trade is an important engine for the development of Guatemala

# Delta leases land at Anchorage

**Port of Anchorage and Delta Western, Inc have signed a 20 year land lease for a new 2.5 acres bulk fuel facility.**

This marks the first new long term lease at Port of Anchorage in over 20 years. The deal has been more than a year in the making and represents an increase in fuel services offered by the private sector at the Port. Delta Western plans to build a facility with a capacity of 360,000 barrels of petroleum products.

Richard G Wilson, port director, commented: "We are very proud to provide a waterfront site that meets Delta Western's business requirements. We are excited to be a part of a significant expansion to serve customers better in rural Alaska and our own region."

Delta Western has been operating in Alaska since 1985 as an independent distributor of petroleum products and lubricants. The company offers direct delivery of fuel and lubricants to towns and villages, marine vessels, airports, logging and mining facilities, and construction operations.

Port of Anchorage is an Enterprise Fund of the Municipality of Anchorage. Opened in 1961, it has served as Alaska's major port of entry for more than 50 years, and is the first point of entry for 90 percent of the consumer goods for 85 percent of Alaskan territory.

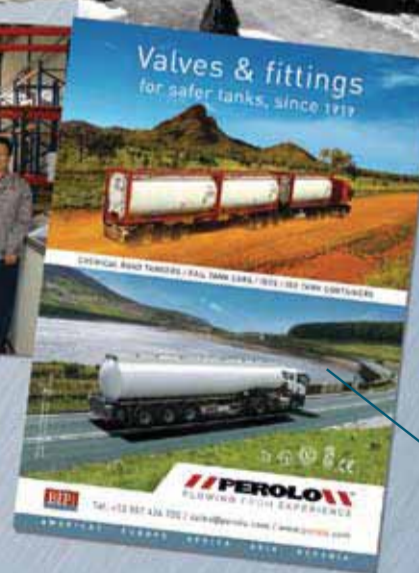
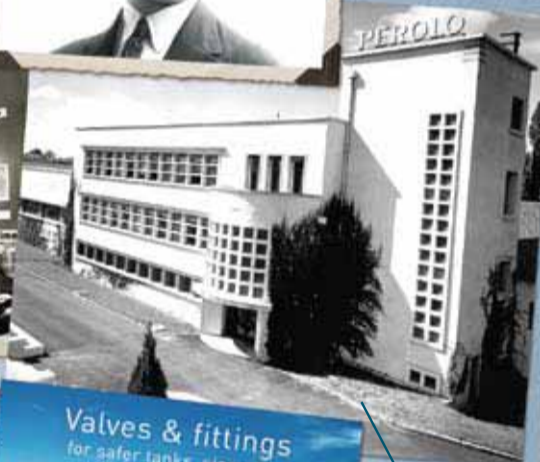
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**BOTTOM DISCHARGE:** 3" stainless steel high lift foot-valve with butterfly valve and 3" BSP cap / Blind Flange

**STEAM-HEATING:** 10.5 m<sup>2</sup> effective surface area external steam tubes. 1" inlet and 0.75" outlet



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