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IRU calls for end to 'protectionist' road laws

Some EU member states are increasingly adopting protectionist measures in road transport, the International Road Transport Union (IRU) has alleged.

The IRU called on the European Commission, member states and the enforcement community to discuss and deal with "worrying national protectionist measures that are creating barriers to the single European road transport market".

The call followed news that numerous EU states were adopting a more stringent interpretation of Regulation 561/2006, prohibiting commercial truck drivers from spending regular weekly rest time in the vehicle cabin.

On 11 July, France adopted a law imposing a company fine of €30,000 and 1 year's imprisonment for truck drivers who take the regular weekly rest in their cabins. Earlier this summer, Belgium already modified its legislation by imposing penalties on drivers of up to €1,800 for the same infringement. These developments coincide with an increasing number of reports received by the IRU of unjustified penalties imposed on trucks not registered in the member state where the control takes place.

The IRU views this as an indication that member states are increasingly using enforcement to protect their national markets, "against every principle of EU law".

IRU general delegate to the EU, Michael Nielsen, commented: "As EU legislation is unclear on weekly rest time in vehicle cabins and the fact that the EU does not consider it to be a serious infringement, these announced



penalties are completely unacceptable. Member states need clear EU legislation and should enforce this in an efficient, non-discriminatory way through penalties that are proportionate to the level of infringement committed."

The IRU added that the announced sanctions are "highly disproportionate" and is concerned lack of practical guidance to makes it impossible for road hauliers to know what is acceptable or not.

"These new laws are passed without taking due considerations on how EU trade can continue without imposing security risks. Topping this up with the fact that enforcers themselves do not even know the exact conditions related to the enforcement of these new laws, simply means that legal uncertainty in the EU has once again prevailed," said Nielsen.

Suttons' expanding business

Suttons Group has acquired IS Logistics Group (ISLG) in Singapore. Operating from three locations in Singapore, ISLG provides supply chain and logistics services to the chemical manufacturing industry.

The company provides a wide range of services which includes road transport through its own fleet of vehicles, warehousing with drumming facilities and additional value adding supply chain activities to large multinational chemical manufacturers.

Group CEO John Sutton, said: "Our latest acquisition is a significant step as we continue to build our business in logistics hubs and petrochemical manufacturing zones across the world.

"Having a logistics asset base is

essential for us to serve our customers more effectively. Infrastructure on the ground will enable us to grow the successful business we already have in Singapore and provide our customers with an even wider range of logistics and supply chain products and services.

"The acquisition is an ideal fit for Suttons. Combining the services offered by each company will enable us to provide a truly exceptional customer experience that is focused on added value, innovation and service."

In October 2013 the company completed the purchase of Chinese transport company Hanchi Logistics.

Back in its UK base, Suttons has also acquired Imperial Tankers from Hargreaves Services.

Founded in 1989, Imperial Tankers has a road tanker fleet of over 200 tractor units and 350 tanker semi-trailers and provides both fully managed logistics solutions and single 'spot' product movements to deliver a wide range of hazardous and non-hazardous chemicals and other highly sensitive products.

John Sutton added: "Our joint

depot network will enhance our ability to provide an outstanding service to customers in key production regions around the country. The combined fleet of over 700 road tankers gives us an even greater ability to support customers through times of peak demand and react rapidly to changing customer requirements."



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Making modal shift happen

The European Union (EU) has set ambitious, some might say overly-ambitious, goals for modal shift of freight traffic from being purely road-based to intermodal.

One of the most prominent targets in the EU Transport White Paper is the ambition to shift 30% of road freight travelling over 300km to other modes such as rail or inland waterways by 2030, and more than 50% by 2050. To achieve this goal the EU wants to establish a number of 'green freight corridors'.

But obstacles remain and getting round them can be tough. For that reason the European Chemical Council (Cefic) carried out a study evaluating options for increasing the share of intermodal transport and to highlight those aspects in need of improvement to enable such a modal shift.

The resulting 24-page report, Cefic's first ever on intermodal transport, identifies the regulatory and operational obstacles to shifting more tonnage from road to other modes. The report contains the results of a survey among major chemical companies and logistics service providers to identify the main chemical intermodal transport corridors and volumes, as well as the bottlenecks and barriers. The rationale behind the survey and report, says Cefic, is that it wants "a constructive dialogue" with the European Commission to increase the share of intermodal in chemicals transport.

The survey showed that the main current flows run between Benelux, Germany and Northern Italy. These transport corridors already have a high share of intermodal transport today, but it also demonstrated that 1.4 million tonnes might be shifted towards intermodal transport if the necessary conditions could be created.

Cefic says chemical companies have to a large extent already captured many intermodal transport opportunities, making it difficult to increase modal shift further without jeopardising service levels. This is because they are constrained by lack of capacities, lack of sufficiently developed routes, lack of reliability, lack of services at competitive rates or a combination of all these.

Chemical companies and logistics service providers believe that further use of intermodal solutions for current and future transport flows can only be achieved if considerable efforts are made to ensure that services better meet industry requirements so that they can truly become efficient alternatives to road transport.

Chief among the main obstacles that hinder greater use of intermodal is high costs. The cost structure of intermodal, compared with road, is the most important reason that prevents further shifts from road to intermodal solutions, the study concludes.

In addition, there are also significant missing intermodal connections. This is particularly the case in France and Spain. On top of this frequency and capacity can be insufficient. The survey identifies Northern Italy, Southern France and South-Eastern Europe as the major problem areas in this regard.

Finally, and literally, on-carriage trucking – or 'last mile' – solutions are either insufficient or just absent. The last leg of intermodal transport is a complex field when it comes to quality, safety and costs. Not surprisingly, given the nature of the chemical industry in transporting hazardous or temperature sensitive cargo, finding the right partner for the last leg transport can be especially difficult.

Terminal infrastructure

The terminal infrastructure is considered to be at its limit and further capacities need to be created, the report suggests. Insufficient terminal capacities result in long waiting times and can result in late deliveries. Major terminals along the axes between Benelux, Germany and Northern Italy need more capacity to deal with additional volumes. New terminals are also needed to develop the intermodal market towards Central and Eastern Europe and Russia.

But on top of the infrastructure a consistent implementation strategy at national and EU level is necessary to realise more cross border transport. Cefic is polite about the current situation, saying "the rail transport market today is considered to be dominated by national interests preventing the further development of cross-border operations".

Many intermodal operators and shippers would put it far more strongly with regards to the succession of obstructive practices of leading EU member states – notably France and Germany – when it comes to allowing genuine competition on their domestic rail networks, for example.

But the survey makes the point that a cross-border approach for developing intermodal transport solutions and further harmonisation in technical and legal matters are needed, as is on-time reliability – especially compared with road transport.

Information transparency is another stumbling block. Cefic found that clear information on the detailed status of every transport operation would probably lead to a higher acceptance of intermodal alternatives among chemical companies.

Inland waterways, of course, could potentially play a big role in boosting intermodal across Europe, notably on big rivers, like the Rhine and Danube, but also on the extensive, but often neglected, canal network. However, the report found a "missing focus" on barge transport. "At this moment both service providers and the chemical industry focus on rail and short-sea-shipping transport for intermodal solutions. Intermodal barge transport is limited to dedicated solutions for specific single transport chains or to connection with deep sea ports," it says.

Recommendations

Achieving the EU goal of a 30% modal shift from road to intermodal can only be achieved with a combined effort of all parties involved, says Cefic: "Given the market situation for intermodal transport in Europe, significant further intermodal shifts will not be possible in the current environment".

For that reason measures from different parties - policy makers and regulators, railway companies, infrastructure managers, intermodal operators, logistics service providers and chemical companies – will be necessary. "The development of a single, Europe-wide intermodal market must be the main target of all actions of the different parties," the report states.

Some specific issues need to be addressed.

Open intermodal market. To achieve a significant shift to intermodal, there is a need of a more transparent, customer-oriented approach. Further liberalisation of the railway market in practice is necessary to enable more competition between the railway



Chemical companies have to a large extent already captured many intermodal transport opportunities

companies, so that the market becomes more customer-oriented.

EU-wide technical rail standards. Consistent technical parameters (eg, gauges, train lengths, total train weight, weight of wagons, security, noise, etc) are needed throughout Europe, as well as a standardised certification of railway rolling-stock for cross-border acceptance resulting in complete interoperability of services.

Harmonised dangerous goods regulations. Regulations for handling and storage of dangerous goods need to be harmonised throughout Europe (eg, a standardised minimum storage time allowance of at least 48 hours). Also, dangerous goods regulations for short-sea transport need to be further harmonised with ADR.

Harmonised customs regulations. The documentation procedures for transporting goods need to be further harmonised, so that a more reliable planning of the logistics supply chain is possible. This applies especially to non-EU countries. Today, short-sea transport is in many cases still handled the same way as deep-sea shipments. Introduction of paperless systems should be supported.

Better connection of ports. Current actions to increase the connectivity of ports, like the TEN-T approach, investments in rail infrastructure, etc, need to be enforced to raise additional capacity and more competitive services.

Rolling stock. Other strategies to increase the efficiency of intermodal transport need to be explored, such as heavier and longer trains. In this context, authorised weights of up to 48 tonnes for intermodal road transport need to be considered.

Inland waterways. In order to increase the utilisation of barges, proper maintenance and development of existing infrastructure is needed, as well as the realisation of missing infrastructure, along with sufficient funding.

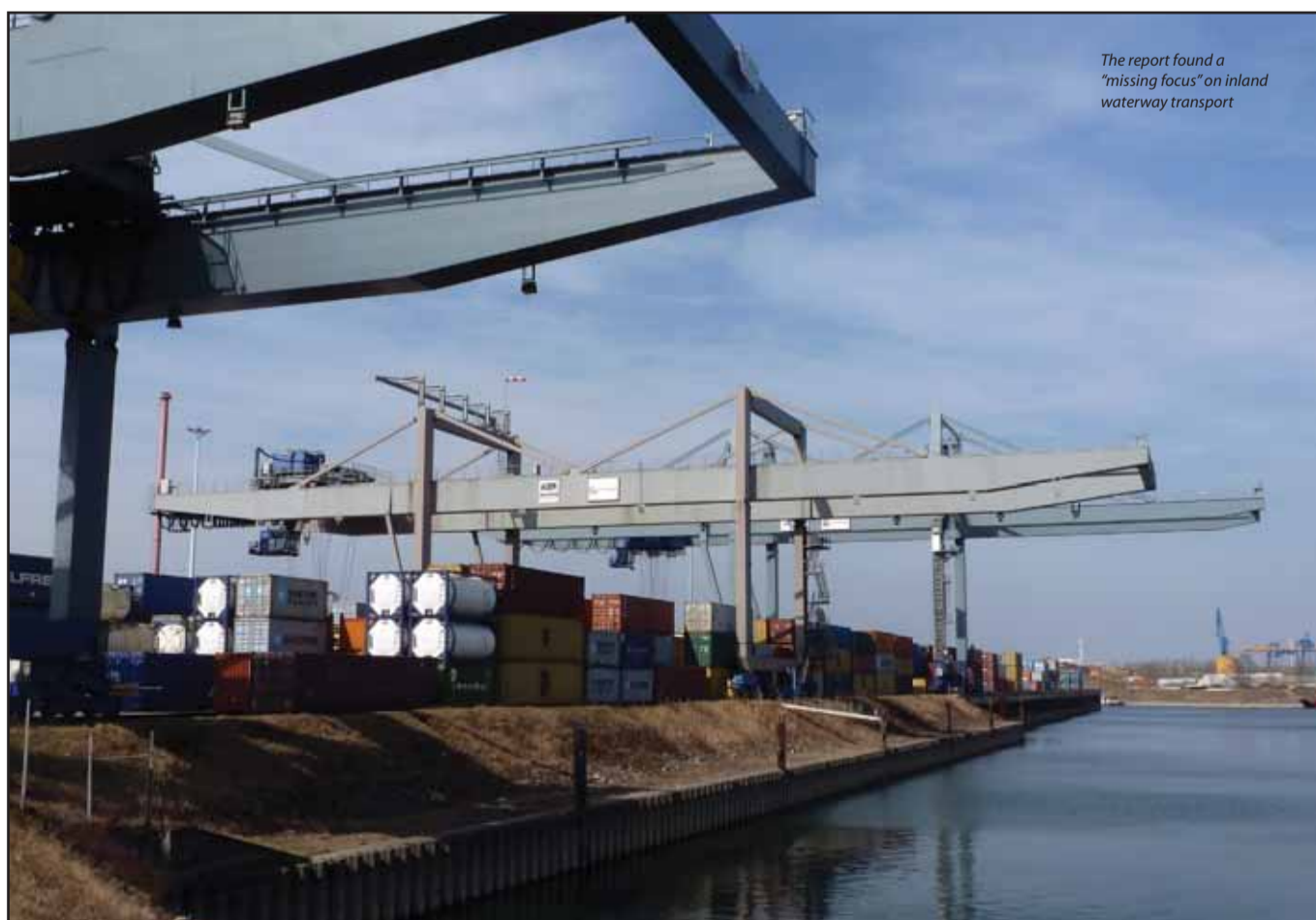
Operators and users

Railway companies and infrastructure managers also need to develop methods to facilitate cross-border intermodal transport, eg, IT-solutions for tracking and tracing of intermodal loading units with open standards for data exchange or more flexible logistical

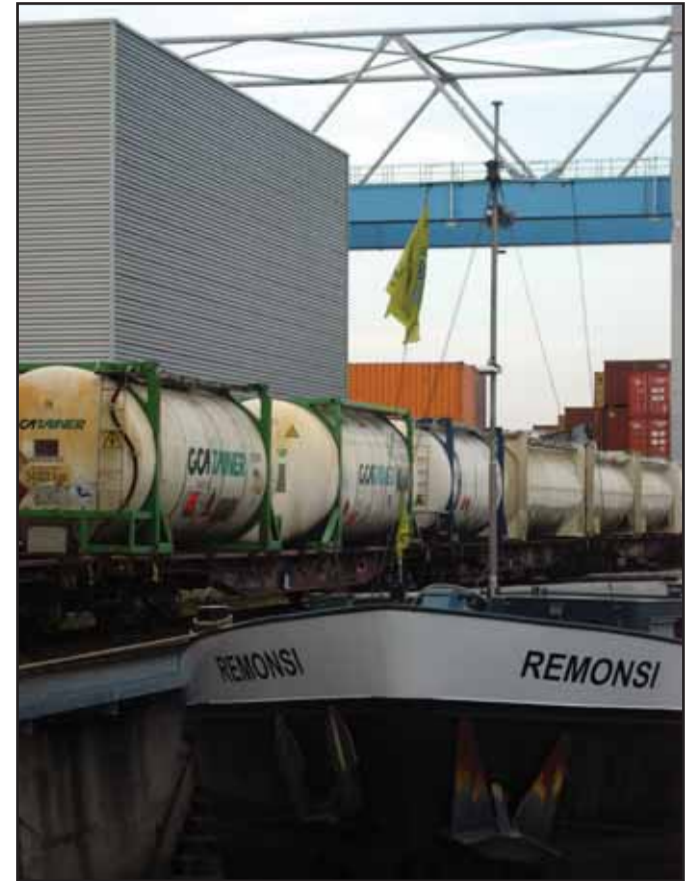
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The report found a "missing focus" on inland waterway transport



concepts in cross-border transport. Also, more efficient logistics systems, such as hub-and-spoke terminal networks, need further development in the rail sector, Cefic argues.

For their part, intermodal operators and logistics providers need to optimise the transparency of intermodal for their customers and increase collaboration among each other to enable new intermodal connections that are necessary to propel intermodal forwards.

IT solutions that provide real time information about the status of shipments during the entire transport chain will prove inevitable in the further development of reliable, flexible and competitive

intermodal transport solutions.

And shippers, too, have a role to play. Since intermodal operators generally do not have direct, contractual relationships with chemical companies, they lack visibility in both potential demand and expectations. Chemical producers should therefore take a more proactive role in strategic planning discussions, to give logistics service providers, in particular intermodal operators, more visibility of their intermodal transport demand, in particular when it comes to strategic network planning of particular lines, the report suggests. "Chemical companies, their service providers and intermodal

operators should come together at round table meetings, jointly exploring opportunities for further modal shift, concentrating their dialogue on the further development of key strategic corridors where logistics service providers and intermodal operators are bundling demand of multiple chemical companies and shippers from other industries," the report concludes.

Intermodal Transport Network Development can be downloaded at www.cefic.org

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BayerMS taps power of 4PL

Materials provider Bayer MaterialScience (BMS) and Swiss logistics management company 4PL Central Station (4PLCS) are co-operating in a transport management project for isocyanates.

The co-operation agreement covers a range of disciplines, such as transport planning, optimisation of transport services and freight cost accounting through a credit note system. Basel-based 4PLCS



has also implemented an electronic processing platform to connect all the logistics service providers involved in the project.

4PLCS is supported by the Chemical Competence Alliance (CCA). The logistics service providers within the CCA that are currently working for 4PLCS in the BMS project are DB Schenker BTT, Alfred Talke and VOTG Tanktainer. The goal of the alliance is the establishment of new bulk supply chain concepts with a focus on increasing the utilisation of independent tank container fleets and minimising empty kilometres in the positioning and re-positioning of tank containers.

The CCA is open to all interested logistics companies involved with the chemical sector, as the long term strategy of developing new logistics concepts will be of benefit to all market participants.

"Bayer MaterialScience decided deliberately to go for this new approach in the chemical industry, as further optimisation and securing the supply of special equipment are only feasible through collaborative approaches," said Frank Andreesen, Bayer MaterialScience, vice president-logistics EMEA.

"We believe we have found a set-up combining the professional and neutral approach of 4PL Central Station and the industry network of CCA with which we can realise our vision."

Talke and VOTG are co-operating in the 4PLCS project



VTG stable

Revenue in VTG's tank container logistics division stagnated as a result of pricing pressures and "global overcapacities". It amounted to €74.2 million and was therefore 6% below the previous year (€79 million). Nevertheless, revenues remained stable in comparison to the first quarter of 2014. By contrast, EBITDA was exactly in line with the previous year, at €5.5 million. At 44.9%, EBITDA margin related to gross profit rose slightly above the previous year (43.8%).

For the whole group VTG continued to develop its business steadily in the first half despite global economic and political challenges. The many new build wagons in the core railcar division contributed much to this trend. Overall, group revenue was on a par with the previous year and reached €404.7 million (previous year: €404.4 million). EBITDA increased by 0.6% to €90.2 million (previous year: €89.6 million).

Around 800 new build wagons and investments of more than €100 million enabled expansion for the wagon fleet. Some 600 of these wagons are being used in Europe, primarily by customers from the steel and agricultural industries. An additional 200 new wagons were hired out in Russia, which is a strategically important market in the long term. Fleet utilisation capacity could also be increased to 90.2% in comparison to both the start of the year (Q1/2014: 90.1%) and the previous year (Q2/2013: 89.7%).

Ethiad, Newport sign rail accord

Ethiad Rail, the developer and operator of the UAE's national railway, has signed an MoU with NewPort Tank Containers.

The agreement, signed by Eng Faris Saif Al Mazrouei, acting CEO of Ethiad Rail, and Pim van den Doel, general manager Middle East & India, of NewPort Tank Containers, will allow NewPort to adopt rail as a transport solution for its shipping and logistics services in the region.

"Ethiad Rail is committed to supporting business and economic growth in the region," commented Al Mazrouei. "The national railway network will enhance our country's reputation as a logistics hub. We look forward to facilitating the safe, efficient and cost-effective delivery of NewPort's shipping services in the UAE and adjoining regions."

"NewPort is expanding its global operations," added van den Doel. "We have established a strong presence in the Middle East and appreciate the importance of intermodal transport for further growth in the region. Rail transport is ideal for handling materials in bulk quantities, and allows us to enhance our service efficiency in the region."

When completed, Ethiad Rail will cater to both freight and passengers, spanning approximately 1,200km across the UAE. The rail network will connect urban and peripheral communities, facilitate trade, open up communication channels and foster economic development across all seven emirates. The network will also form a vital part of the GCC railway network, linking the UAE to Saudi Arabia via Ghweifat in the west and to Oman via Al Ain in the east.



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Suretank heats the mud

Suretank has launched what it says is the world's first heated mud container.

Used for the transport and disposal of drill cuttings in the offshore oil & gas industry, the new container was developed in partnership with Norwegian company Onsite Treatment Technologies (OTT).

The heated mud container has all the standard features of an offshore mud skip and is fully certified to DNV 2.7-1 and EN 12079.

Donal Duggan, group R&D manager at Suretank, explained: "This is an extremely exciting development for us as it's the first of its kind and comes in response to an increasingly common problem as exploration moves to harsher environments. While operating in colder climates, the contents of the mud skips often become frozen and are rendered redundant for long periods of time. The heated mud container prevents this through a network of channels which allow heat to be input to the cargo, thereby thawing the contents sufficiently to empty the container. There is nothing like this currently available and we're seeing a lot of interest in the product from countries such as Canada, Russia and Norway."

OTT is a complete supplier of high pressure pumping equipment for offshore well intervention



The heated mud container heats the contents sufficiently to allow emptying

and well pumping operations. Commenting on the development, managing director Tore Rygh said: "We have worked closely with Suretank throughout the development from concept to completion and we are delighted with the finished product. It's a fantastic example of the type of engineered solutions offered by Suretank to practical problems."

Suretank is the world's largest manufacturer of tanks and cargo-carrying units for the offshore oil & gas industry and all of its products are produced

to DNV 2.7-1 certification as standard. Suretank products are found many of the world's major O&G exploration regions, including the North Sea, West Africa, Gulf of Mexico, Brazil, Canada, Caspian, Sakhalin, India, Australia, Middle East and the Far East. Its product range includes chemical and acid tanks, helifuel tanks, offshore containers, baskets, mudskips and cryogenic tanks.

A highly promising region for the company's products is the Eastern Mediterranean.

Recently, the company completed delivery of a substantial fleet of cargo carrying units to OAG Offshore Rentals Limited in Cyprus. The equipment comprised mud cutting skips, half height containers, mini containers, boat shaped skips and cargo baskets all headed for the rapidly emerging 'east med' offshore market.

Gabe McArdle, export sales manager for Suretank, commented: "Prospective gas fields such as the recently discovered Leviathan reservoir in the East Med is driving demand for Suretank's engineered solutions including our DNV 2.7-1 offshore tanks and cargo carrying units (CCUs).

"As the only local provider of specialist offshore CCUs and cabins, OAG is well positioned in Cyprus to serve the Leviathan Gas field, as well as ongoing opportunities in North Africa, and we look forward to building on our relationship with them. With a plenitude of hydrocarbon reserves located in the east med, it will certainly be an interesting region to be involved in over the next few years."

Andy Robinson, managing partner at OAG Offshore Rentals, added: "Last year we supplied products to a number of high profile customers, notably in the Eastern Mediterranean region. These included units to companies such as Halliburton, Schlumberger and Noble Energy

International. We also have projects planned with Kosmos Energy in the New Year. Therefore it's vital that we have a highly experienced and reliable partner that can engineer and deliver high quality equipment on time."

OAG East Med Offshore Rentals is recognised as one of the fastest growing rental companies of offshore CCUs in the Mediterranean.

Paul McEnaney has joined Suretank as director of engineering. He will have overall responsibility for Suretank's engineering, operations, supply chain, quality and health & safety activities.

McEnaney has over 16 years industrial engineering experience at a director level in a variety of different businesses and brings many transferrable skills to Suretank. Commenting on his appointment, McEnaney said: "Suretank has terrific growth potential with a clear strategy and it is an organisation that very much values its employees. Before stepping into the role I was really impressed by Suretank's commitment and focus towards lean manufacturing and I intend to add to that great work. I am looking forward to working with the many great people already in the business."

www.suretank.com



Paul McEnaney has joined Suretank as director of engineering



Schneider plans to double the number of its intermodal trailers in the next year to meet demand

Schneider bulks up after 75% volume growth

When Schneider first launched its Bulk Intermodal trailer service, capacity-crunched chemical shippers took the announcement as "All aboard!"

The market response to the service was overwhelming, Schneider says. In the first six months of 2014, its bulk intermodal trailer load volumes increased 75%. Now the logistics provider is responding to continued demand by expanding its bulk intermodal trailer service coverage throughout North America, including Canada and Mexico.

BenchMark Energy Corp, a refiner and supplier of glycerin for commercial processes, was one of the first to use the service into Mexico. Mark Bateman, CEO, stated: "Recently, BenchMark and Schneider completed their first intermodal shipment to Mexico. Not only was there a cost savings on the transport, but by eliminating any transload and by streamlining the border crossing process, we were able to move the shipment in days instead of weeks. The combination of trucking and rail service has proved to be a very effective solution for our transport needs."

Schneider plans to double the number of its bulk intermodal trailers in the next year to meet demand. The carrier claims the sharp rise in demand for the service can be attributed to "the abundance of benefits and value" it provides chemical shippers across the continent when addressing the growing concern of acquiring reliable capacity.

"As the driver market continues to tighten, chemical companies of all sizes are struggling to get long-haul bulk capacity," explained George Grossardt, senior vice president and general manager of Schneider's bulk division. "When customers move loads on the rail with Schneider Bulk, it frees up drivers for their other over-the-road loads."

Grossardt also noted that some shippers' initial concerns that conversion from truckload to

intermodal would result in service delays are proving to be unfounded. Schneider's network and consistent rail schedules allow for most shipments to arrive reliably within 24 hours of the time it would take for the load to move over the road.

"Truckload plus one day is very doable for most chemical shippers today," Grossardt states. "If they can build the extra day of transit into their supply chains, they can count on our bulk intermodal drivers to deliver. Many of the customers who have experienced our service have become regular or heavy users because it gives them a largely unconstrained, long-haul liquid bulk capacity option. We have a 100 percent retention rate among customers who ship intermodal loads."

Schneider's service hauls liquid bulk chemicals using a 40ft intermodal tank trailer. 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 48,000 pounds. This allows customers to load 5-6% more product than in a traditional over-the-road truckload move.

Schneider has alliances with five of the major rail companies serving the continent (including hazmat certification with four primary railways). The company's 14 intermodal ramps are strategically placed to cover North America. Schneider plans to add more ramps over the course of the next year to accommodate shippers' needs to serve even more markets.

"Schneider has always excelled at meeting shippers' needs for their hard-to-do long-haul bulk chemical shipments," said Grossardt. "Shippers have come to count on Schneider for maximum capacity and value as well as creative solutions. Complementing our bulk intermodal trailer service with over-the-road is a smart play of chemical shippers."

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@tco meeting discusses tank potential in Asia

More than 90 delegates attended the seventh general meeting of the Asian Tank Container Organisation (@tco) held in Singapore on June 11.

@tco president Reginald Lee welcomed members and guests before opening the meeting.

Lee said that with more than 90 people registered to attend this was the best attendance the organisation had ever seen in Singapore and he hoped that next year, with more companies showing interest in tank containers, the meeting would break the 100 mark.



More than 90 people attended the @tco meeting in Singapore

Growing potential

Graham Wood, @tco technical director, discussed the 'Growing Potential of Special Tank Containers in Asia'.

Wood pointed to a number of significant trends in the production of 'special' tank containers. Indeed, that is almost now a misnomer, tanks that five years ago would have been classified 'special' are now being produced in large numbers, almost as if they were standard units. These include swap bodies, and lined and baffled tanks.

The worldwide growth in demand for various liquefied gases has fuelled demand for tanks with zinc linings. Tanks for cryogenic gases, multiple-element high-pressure tanks for gases and T20 tanks for high hazard products are being manufactured in greater numbers. A range of food-grade tanks for beer, milk, liquid chocolate and other food products are being produced, as are tanks for powders, electrically heated tanks and refrigerated tanks.

Moreover, the manufacturing source is evolving as Chinese producers move deeper into the market for specials. Previously, Chinese companies came to dominate production of standard tanks with great speed, but for many years left 'specials' to smaller scale, more specialised producers. That picture has changed significantly, Wood noted. Those same Chinese producers know for supplying standard units have now also taken a lead in special tanks. "It can be said that virtually any special tank container can now be designed, developed and built in China," he commented.

In a way this is not surprising, Wood said. The chemical industry in Asia is maturing, evolving towards higher-value chemicals rather than basic feedstocks. As this production tends to be more suitable for breabulk shipments in smaller volumes to the demand for tank containers is driven by the same factors now in Asia that have existed for longer in older markets such as Europe.

And having spent many years honing their skills in the production

of standard tanks, Chinese manufacturers have been able to grow their overall skills base and learned to apply that to more special units.

Flexitanks

Reg Lee himself then gave a short presentation on flexitanks. He focused attention on recent incidents that happened in Singapore.

Two flexitanks in separate containers had leaked in June 2013, he asserted. The flexitanks involved could no longer be used and the product had to be transferred. That meant that both consignments were held up while new containers and flexitanks were prepared and the original containers had to be cleaned, at some expense, once the products were discharged.

In another incident that took place in March 2014 also in Singapore, Lee said that even after a leak from a flexitank was detected, it took three days before the container could be moved to another part of the port so that a bund could be placed around it. Only after this was done would the port authority (PSA) allow the container to be opened and the flexitank inspected. In fact, said Lee, it was 10 days after the leak was spotted that the container was ready and on day 11 of the incident the tank was inspected by a surveyor acting for the shipper and a PSA official.

It was discovered that the bottom pin lock was not properly tightened, which had allowed product to leak through the outlet valve. The pin lock was tightened and the leak stopped; the area of the container that had been stained was cleaned, and after the container had been declared safe for transport the surveyor re-sealed the box and readied it for re-export.

Lee conceded that there is a role for flexitanks but argued that incidents like these "demonstrate that such leaks can cause long delays for shippers and logistics operators, and associated clean-up costs".

He added that flexitanks should never be used to carry chemicals or viscous products and must be disposed of in the correct manner. "Flexitanks are now a part of the bulk liquids supply chain but must be regulated in the same way as tank containers," he commented. "The empty, dirty bags must be disposed in a correct manner and not just dumped in landfill or burned causing environmental problems for future generations to deal with."

Depots

The third speaker was Darrell Lee, regional manager, technical services, for Stolt Tank Container Singapore. She spoke on another factor helping to drive growth in the use of tank containers in Asia; the growing availability of professional depot services.

@tco, of course, has played a leading role in encouraging the establishment, auditing and quality assurance of many tank depots across Asia. But while welcoming this role, Darrell Lee said that a number of depots in the region still lack a certain degree of technical knowledge. She challenged them to raise their game in order to bring service quality up to standards found elsewhere in the world.

"There is an astounding array of tank depots in Asia," she commented. In fact from Japan to Indonesia she had counted more than 110 sites. Those in Japan and Singapore are as good as any in Europe, she believed, but others elsewhere in the region need to focus on more quality rather than the quantity of tanks serviced.

Stolt Tank Containers has invested in its own network and now has 10 depots of its own; three in Japan, two each in China and South Korea and one each in Taiwan, Thailand and Singapore.

Customer focus

A shipping line's view of tank containers was then given by Jarrod Ward, deputy general manager, NYK Lines in Singapore. Introducing the speaker, Reg Lee said he was surprised to learn from Ward that most container shipping lines have very little understanding of tank containers and the way in which they are operated. "And in truth we have very little understanding of what is important to the shipping companies," Lee added. "I hope the today will allow us both to understand better the part that we each play in the liquid supply chain in Asia."

Ward then gave an insight as to how tank containers are viewed by the shipping lines and how a carrier advises consignors to select those routes where they will get the most cost-effective rates and ensure their supply chain needs are met.



A shipping line's view of tank containers was given by Jarrod Ward, NYK Lines

He was followed by Benny Beh, supply chain expertise centre manager, Dow Chemical Pacific, Singapore, which looked at the use of ISO tanks within Dow Chemical.

It was clear from the presentation that Dow has actively embraced the tank container as part of its bulk product supply chain and makes full use of the technology to gain maximum logistics flexibility.

Website improvements

Finally, Graham Wood outlined a number of improvements to @tco's website, including a bolder design is being employed and the site being mirrored in English and Chinese, with an option to view data in both languages. It is also the plan to give greater prominence to audited tank depots.

"This is a work in progress," concluded Reg Lee, "and if any member or guest has suggestions or recommendations on how we can improve our web site please let us know as we are always interested in bright ideas and ways to improve the information flow."

The next @tco Asia general meeting will be held in Shanghai, China on 5 November 2014.

www.atcoasia.com



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Eurotainer supports New York firefighters

On 19 December 2013 two tank containers arrived at the New York Fire Department (FDNY) Training Academy on Randall's Island in New York City. The two high pressure gas tanks were donated by Eurotainer to help the FDNY train personnel on emergency management procedures on-board ships.

The Academy is focused on training probationary firefighters that have just joined the department and providing firefighting training for other fire departments in the region.

New York's harbour is one of the busiest in the world. Tanker ships, barges, tug boats, cruise ships, ferries, container ships and other vessels are constantly moving in and out of the harbour. In total, New York encompasses 520 miles (836km) of coastline that includes many rivers, channels and islands.



The New York Fire Dept. commissioned the construction of a shipboard firefighting simulator

The FDNY realised that it needed to prepare firefighters for all kinds of emergencies, including fires, on vessels. Fighting fires on board ships is very different than on land. Shipboard fires pose unique challenges because of the layout, restricted manoeuvrability of the closed quarters, ships' crew responsibilities and water supply challenges, as well as potential hazardous materials – all factors for which firefighters must be prepared in advance to handle.

To meet this need the FDNY commissioned the construction of a shipboard firefighting simulator. This model of a ship, built on the FDNY Training Academy grounds, is four stories high and 132ft (40m) long. It was constructed to re-create the treacherous conditions aboard a flaming and in-distress vessel. The total cost of the simulator was US\$3.3 million and was funded through the Federal Emergency Management Agency's Port Security Grant Program.

Within the ship the Academy can simulate engine room fires, on deck fires, electrical fires and galley fires. Smoke-filled rooms and temperatures up to 900F (482C) can be created. With the edition of the Eurotainer tank containers the FDNY's 'Haz-Mat' Battalion can practice emergency procedures on gas tank containers. The FDNY realised that practising the proper procedures for emergencies involving a tank container is a critical part of the overall shipboard

training programme.

In July 2014, representatives of Eurotainer visited the entire Training Academy. They were among the first civilians to tour the simulator and watch members of the Fire Department perform training exercises on-board.

In August 2014, the tanks were loaded on-board and Eurotainer was invited back for the christening of the ship. At the christening ceremony many FDNY senior officers, New York City politicians, representatives from the US Homeland Security Department and the US Coast Guard expressed their appreciation to Eurotainer for donating the two tank containers.

"Everything about this facility is truly world class," said Deputy Commander of the US Coast Guard, Sector New York, Capt. Jeffery Dixon. "Having the right equipment and right training makes all the difference in the world."

Going supersonic

Meanwhile, Eurotainer has been providing its expertise on handling, transporting and storing the peroxide used in the Bloodhound Supersonic Car project.

The car, conceived by Richard Noble, the holder of several land speed records, is being built in Bristol, UK. The aim is reach 1,000 miles per hour (1600 km/h) in the hands of Royal Air Force pilot Andy Green on the 19km long Hakskeen Pan, in north-west South Africa. The attempt is scheduled for 2015.

With 30 years of experience and a fleet of over 2,000 hydrogen peroxide tanks, Eurotainer was able to advise the project team on the type of tank needed to meet all the regulations and the safest way to handle what is a highly unstable chemical. Thus, Eurotainer became a sponsor of Bloodhound SSC by supplying a 17,000 litre tank container that will carry the product to South Africa and will be used for bulk storage at the track.

For the record to be valid, the car must reach the speed each way up and down the track with a one hour refuelling time maximum at the end of the first run. So Eurotainer has asked its colleagues at CCR to supply two small tanks placed at each end of the track.

To learn more about the Bloodhound project: www.bloodhoundssc.com



Photo: Stefan Marjoram

Training container

Hoyer has introduced a tank container specially built to help train staff. The three-compartment swap body tank is 7.15m long and will be used at training courses, presentations and trade fairs.

Hoyer has specially constructed the training container to demonstrate the technology built into a modern tank. The container is used as a centrepiece in practical on-the-job training programmes which complement the theoretical training received by employees in the classroom. The training container is also being made available to customers and public bodies such as the police, fire brigade and inspection institutes on information days.

Hoyer was supported throughout the development phase by Lindenau Full Tank Services (LFTS) and cotac in particular. The container took some five months to build at a cost of €50,000. Currently based at the company's Dormagen location, the container will later go to the Rotterdam subsidiary.

Hoyer reported operating earnings (EBITDA) up 18% year on year for the first half of 2014. Turnover remained stable.

Good results from the contract logistics area were partly responsible for the positive development. The Petrolog and Foodlog business units made a substantial contribution, while the Gaslog business unit also increased its level of activity and resultant earnings compared with 2013.

The Supply Chain Solutions (SCS) area, which is part of the Techlog business unit, recently notched up a particular success by winning the bid to provide plant logistics for a major chemical company. This contract involves a complex outsourcing operation. SCS is pursuing further expansion projects in the Middle East and China.



Quality and Boasso do the Charleston

Bulk chemical carrier Quality Carriers Inc has expanded into the Charleston, SC market in partnership with its sister company Boasso America Corporation.

Randy Strutz, president of Quality Carriers, said the move was consistent with its previously mentioned strategy to expand the company's footprint.

"When one of our major customers asked us for a solution in this market, we responded by leveraging our existing Boasso intermodal terminal," he said.

Scott Giroir, president of Boasso, added: "Since we already have a terminal presence in Charleston, it made sense to expand our service offering into the domestic chemical market to support our sister company's customers. This allows us to grow our Charleston terminal, while still serving our traditional ISO tank customers."



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Under pressure

Roy Boneham explains why transport tanks – tank containers, road or rail tankers – should not be opened in ports

Transport tanks must not be opened in port areas; period! No 'ifs', no 'buts'!

Moreover, this should be a global rule. One must always assume that a transport tank is under pressure, even when empty, and that if that pressure is released in an uncontrolled way it could lead to serious incidents, potentially with fatal consequences.

Pressure does not need to be very high for such incidents to occur. The danger from pressure can arise with all kinds of substances transported in tanks, not just those deemed to be dangerous according to the classification criteria in the UN Model Regulations/IMDG Code etc. For example, they could include wine, beer or even milk.

I tried to raise this issue with the UK's maritime authorities at a meeting in September 2010 and met with a degree of scepticism from others who, for example, were insistent that the duties of customs officers to protect revenue should not be hindered. I do not disagree that customs officers have a legitimate interest in the content of tanks which may contain a substance, e.g., wine, on which duty is payable. They have a legitimate interest to know that the quantity declared on the paperwork is the same as the quantity actually in the tank.

But there are ways and means of doing this that avoid the risks I have outlined. I suggest they have a higher duty, to protect their health and safety, even their own lives as well as to protect others who may be affected by what they want to do. These requirements override any duties they may have concerning revenue protection.

Dangers

There are numerous examples that illustrate the danger from even low levels of pressure when opening tanks in port areas. In port of Dammam, Saudi Arabia, in January 2011 a port worker was instructed to open an ISO tank container carrying UN 1604 ethylenediamine. When he started to open the manlid he suffered splashing in the face from this volatile, corrosive and flammable liquid.

I am informed that Saudi Customs insists on all import cargo being sampled, including the contents of tanks. (I have yet to discuss with them how they will do this with a liquefied gas or even a cryogenic gas tank). The port worker was lucky to survive with his sight intact, although when I met one of his managers in September 2013 he told me the worker has made a good recovery.

A while ago news came through about the death of two customs officers through similar causes on the Russia-Ukraine border during the opening of a rail tanker.

I can also report an incident concerning a wine tank container as told to me by the operator. A customs officer was insistent that he open the tank containing the wine to verify its contents. The operator said "no you don't". There was a stand-off. Eventually the operator sent his local agent to attend the scene. The stand-off continued. The customs officer even started to climb the ladder to gain top access at which point the agent wrestled the officer back on the container off. Can you imagine the situation?

It could be said that what the agent did amounted to criminal assault, all the more so when a government revenue protection officer is prevented from performing what he perceives to be his duty. However, the wine was under a nitrogen blanket. The operator and his agent understood the dangers if the tank were opened by someone who had no knowledge and experience of the possible effects of the release of pressure.

Eventually, a higher customs officer came along to investigate, one with perhaps greater understanding, because when the situation was explained, rather than complain he thanked the agent for saving his colleague from possible injury or even death.

I have a vivid recollection of a transport tank cleaner opening a beer tank, a kind he had not had to deal with before. He was knocked backwards several yards and might have hit his head on concrete. Fortunately, in this case it was a beer tank on which the oval shaped manlid is fitted to the lower half of the rear dished end and so can be opened from ground level without the need to climb on top. But, he could have suffered far worse had he been opening such a tank where the manlid was on top.

There is circumstantial evidence that other persons may be opening tanks in ports, such as plain-clothes members of the border police. There is evidence of an empty, unclean tank leaving a consignee with the manlid closed and bolted and yet found on arrival in Rotterdam with the manlid open. The operator was fined by the Dutch authorities. There was a strong suspicion that the border police had opened it in the port of departure perhaps looking for signs of illegal immigrants.

I have no direct evidence for this assertion, of course, but it could be a likely cause.

I have video evidence of a fatality which occurred when a driver started to open a nominally empty tank under pressure of less than 2.0 bar. The driver is projected into the air 3m or 4m above the tank. He falls to ground decapitated in two or three seconds. (In case anyone asks, I am not permitted to share this film with anyone.)

Safety first

But the general point I want to reiterate is that one should always assume that transport tanks are under pressure and that even at relatively low levels, serious accidents and even death can result if one tries to open them.

Where does the pressure come from? Here is a selection of causes:

- Some products are naturally volatile and produce vapour. The longer the transit time – three, four, five, six weeks or sometimes longer – the more likely the pressure has built up especially as the tanks move from one climatic area to another through heat influx. Although many tanks are covered by a layer of insulating material this will have some limiting effect on reducing vaporisation, there can still be a significant build-up of pressure during longer voyages
- For some dangerous goods products when carried in portable tanks there is an instruction to exclude air from the vapour phase (ullage space) – see Portable Tank Special Provision TP20 using a 'nitrogen blanket'
- Nitrogen blanketing may be used when corrosives are being transported as this reduces the risk of internal corrosion of the tank surface (pitting) due to dampness of the normal air
- Some industries, such as the electronics industry, require raw materials of extremely high purity and may require nitrogen blanketing to remove normal air from the ullage space
- Others, like the wine industry, require nitrogen blanketing to prevent oxidation and secondary fermentation and souring of the wine
- The milk industry may require nitrogen blanketing to prevent curdling

- Beer naturally contains carbon dioxide and so will constantly be under pressure – full and empty – as these tanks are dedicated to this traffic. The pressure level could be significant especially if a 'live' beer is being transported where yeast is still active and can produce fermentation during the journey
- Because either air or an inert gas has been used for pressure discharge and the tank for whatever reason has not been depressurised afterwards
- Latex tanks may be nitrogen blanketed to prevent skinning
- Tanks containing palm oil and similar vegetable oils may have nitrogen blanketing to prevent oxidation
- Sometimes empty tanks are filled with nitrogen to preserve the purity of the atmosphere in side and/or when low dew point nitrogen is used to eliminate moisture

It is important to remember that the Model Regulations exempt non-toxic, non-flammable gases in the gaseous state (i.e., not having been liquefied) up to 200 kPa gauge (2 bar gauge). So there is no mandatory requirement to put any form of marking or placarding on any kind of tank transported by any mode to indicate the presence of a gas under pressure (see, e.g., 2.2.2.5 in the IMDG Code or 1.1.3.2 (c) in RID/ADR/ADN).

So what can the industry do about this? Well I hope everyone can take note of what I have been saying for many years and do what they can to alert those involved in any way wishing to have tanks in port areas opened, no matter what they are filled with or whether empty unclean or even empty clean.

Could we also introduce an internationally accepted method of indicating a gas under pressure in tanks below the 2.2.2.5 threshold – a suitable pictogram perhaps? Perhaps even some text could be into Chapter 5.5 of the UN Model Regulations/IMDG Code/RID/ADR/ADN? Perhaps it is time for the relevant committees to return to this critically important subject.

Roy Boneham is founder of New Alchemy Training and Consultancy Organisation
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A quick word with...

**Donald Young, CEO,
Hoover Container Solutions**

Please tell us briefly about Hoover as a company including areas of operation and its main products?

Hoover Container Solutions is a leading bulk liquid storage and handling solutions partner, based in Houston, Texas. We operate worldwide with a footprint that reaches nearly all major international oil and gas sectors. Hoover is not only an IBC manufacturer, but brings high quality, certified tank and container technology

(including ISO tanks) and service solutions to the fluids, cargo and waste markets.

What makes Hoover stand out from its competitors?

Hoover sets itself apart with high quality products, dedication to customer service, and the ability to develop innovative new products and services to meet our customers' needs. In addition, our global footprint, product offerings and service capabilities, mixed with a fantastic and experienced staff, that love their jobs makes Hoover Container Solutions different from the rest.

The most widely-used Hoover products can be dispatched within 24 hours to anywhere in the world. The breadth of products and services we offer from such a large number of international locations gives Hoover a truly unique position amongst its competitors.

What have been the most interesting market developments in recent years?

In the offshore energy business, we continue to see a move towards higher

quality equipment and third party certification of quality standards for equipment. As the highest quality player in our industry, we are supportive of these efforts to make our industry safer.

Hoover has made many acquisitions in recent times such as Tote Systems LLC Liquid Division in 2013. What was the strategy behind this and are there plans to expand further?

Hoover has a blue chip customer base that is comprised of some of the largest companies in the world. Our growth strategy is to better serve our existing customers. We do this in three ways:

- Design, acquire or engineer new products that our existing customers can use.
- Provide services that support these products.
- Develop a network of local service and distribution centers to better support our customers with these new products and services on a local level.

We have done this via organic growth and via acquisition. Acquisitions are not a stated strategy, but when we find a company that shares our focus on quality products and service and they are interested in being part of a global network, we have pursued the acquisition route.

What are the main challenges associated with operating in the offshore oil and gas logistics industry?

The offshore oil and gas business operates in some of the harshest environments in the world. Manufacturing and maintaining our equipment to highest industry standards requires a constant commitment to quality and safety.

What are Hoover's plans for the future?

We will continue our strategy of providing our customer global capabilities and high quality products, with local service.

TWS ships spill trough to US

TWS has shipped a spill trough to the US and is being introduced to interested customers.

For companies transporting or storing liquid products the spill troughs offer clear cost benefit compared with permanently installed safety equipment, either temporarily or in an emergency, say TWS.

The custom-made mobile spill trough is constructed of stainless-steel, and designed for all common container sizes. It can be used at industrial settings for temporary storage as well as at transhipment terminals or production sites.

Handling is easy but a few things need to be observed, the tank container and the spill trough are to be stored must be level, even and suitable for supporting the total weight of a fully loaded container plus the spill trough. The necessary approvals of the authorities involved must be obtained. Corrosive liquids and dangerous goods can be stored if the approvals for the tank container and the spill trough are identical and conform to the quality of the stainless steel of both units involved.

Storage with the restriction of 'explosion protection' is not allowed. The products have to be resistant to stainless steel according to the approvals. The specific gravity of any product carried is restricted to 1.2 per kg/cbm.

Before starting, the spill trough must be clean and free of pollutants or rainwater. The tank container must be placed inside the spill trough in line with the front corner castings. The spill trough with the tank container inside must be checked every day for spillage or rainwater. In case the spill trough is filled with product and/or with rainwater the liquid can be pumped by using the dip tube of the spill trough. The container may be heated, but some special requirements have to be observed.

By using a chassis with 20ft twist locks the spill trough can be transported. It can be lifted by using a variable spreader. However it cannot be moved with the tank container over the road as it does not have approval for transport under DOT/IMDG or European regulations.

A video showing the handling of the spill trough can be viewed on the TWS website

<http://tws-gmbh.de>



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Newson Gale launches Omega II

Newson Gale has launched its next generation static grounding relay, the Earth-Rite Omega II. Featuring ATEX, IECEx and cCSAus Intrinsically Safe certified circuits for the highest gas, vapour and dust groups, the Earth-Rite Omega II monitors the resistance of circuits designed to ground equipment that are subjected to electrostatic charging.

The new DIN rail mountable relay caters for installations where dedicated grounding systems like the Earth-Rite RTR or Earth-Rite PLUS would not normally form part of an electrical contractor's turnkey control panel project for an EX hazardous area installation.

The Omega II features four adjustable resistance monitoring settings that can cater for the specific requirements of a wide range of static grounding applications. The resistance monitoring settings available for selection are 2 ohms, 4 ohms, 10 ohms and 600 ohms. By ensuring the grounding circuit has a low resistance path to a verified earth ground, the risk of an ignition caused by an electrostatic discharge is controlled to safe levels.

Newson Gale's range of 2 pole ATEX certified/factory mutual approved static grounding clamps and Cen-Stat grounding cable connect the Omega II to hazardous area equipment and with its internal two volt-free changeover contacts can be interlocked with process equipment to stop the generation of static electricity if the equipment is not grounded. It can also be interlocked with an indicator station to provide operators with a visual reference point to indicate if the equipment is safely grounded prior to, and during, the operation.

The Earth-Rite Omega II relay has a certified operating temperature range of -40degC to +60degC (-40degF to +140degF) and carries SIL 2 certification in accordance with the requirements of IEC 61508. It requires a 24 V DC power supply with up to four relays powered simultaneously by a single power supply. The relays are normally mounted in the non-hazardous area but can be mounted in a suitably certified Ex(d) flameproof enclosure located in the hazardous area.

www.newson-gale.co.uk

The Earth-Rite Omega II measures 90mm x 105mm x 59mm



Pelican gauge

Pelican Worldwide has introduced an ultra-sonic thickness gauge to its range.

The device is suitable to measure thickness of the tank container wall to prevent leakages and damage. It is easy to operate and can be delivered with a protecting case and silicone gel.

Gamajet turning tank cleaning on its side

Driven by a customer request, Gamajet has created a solution for cleaning the notoriously hard-to-reach bulkheads in cargo tanks.

Suitable for cleaning tankers, trailers, and railcars the Sidewinder enables a Gamajet or Alfa Laval Toftejorg tank cleaning device to be placed on its side, completely changing the nature of the nozzles' orbit. So doing it can focus on the bulkheads. In effect, tankers can be cleaned in half the time, Gamajet claims.

Instead of following an ellipse pattern across the tank wall, as is the case when spinners are inserted vertically, the Sidewinder enables the machine to form a figure-8 pattern sweeping the length of the tanker.

"With the implementation of a Sidewinder, the spinner will deliver 30 times more hits to the bulkheads, cleaning tankers in half the time with no shadow areas," according to Gamajet officials. The Sidewinder is self-balancing to maintain revolution control and is compatible with existing pressures and flows.

Coupled with Gamajet or Alfa Laval Toftejorg spinners, the Sidewinder is designed to handle 20ft to 30ft throw lengths easily.



Overfill prevention

Emco Wheaton has launched an overfill system that can prevent product overflows of fuel tankers during loading alongside.

Featuring "next-generation electronics", the F2020 Overfill Sensor uses electronic signals to prevent product overflows of tanker compartments ensuring valuable fluid is not lost.

Designed for tankers of up to eight compartments, the system is connected to the controls of the terminal through a plug and socket connection. When an overfill is detected, the system will override and shut down the terminal pump and metering equipment filling the tanker compartment.

Supported by the highest levels of accreditations, the overfill protection system has ISO 9000/2000 approval and is manufactured in compliance with EN13922 and the European ATEX directive.

The sensor and related equipment form a part of the Emco Wheaton equipment range for the builders and operators of road tankers. All components are designed to operate reliably in hazardous conditions, ensuring that liquid is delivered without spillage or contamination, at all times protecting the driver and the environment.

Emco Wheaton has been a supplier of fluid transfer systems and accessories for more than 100 years. From the top loading and bottom loading of single or multi-compartment trailer trucks and rail cars, to more complex marine loading systems capable of handling a multitude of liquids including bio fuels, we always have the best solutions.

Its product portfolio includes top loading and unloading arms and bottom loading and unloading arms for road and rail applications as well as a wide range of marine loading and unloading arms, loading arm accessories and specialty loading arms. We also manufacture a complete range of tank truck components and tank truck systems.

In addition, Emco Wheaton manufactures gantry access equipment, such as folding stairways, safety cages and protective grating systems; floating suctions for storage tanks; fuelling systems for fast, spill-free fuelling of transit buses and other fleet vehicles, locomotives, aircraft, helicopters and for mining and off-highway applications.

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OPW acquires Liquip

Fluid-handling specialist OPW has signed a definitive agreement to acquire Liquip International, headquartered in Smithfield, NSW, Australia. Liquip is an Australian designer and manufacturer of bulk liquid handling and storage solutions in the petroleum, aviation, and chemical markets.

David Crouse, president of OPW, commented: "The acquisition of Liquip is another important step in the global growth strategy of OPW. Liquip significantly strengthens OPW's fluid handling position in Australia and throughout Asia Pacific. By combining our products, we create a truly 'best-in-class' product portfolio meeting the unique requirements of our chemical and industrial and tank truck customers."

Liquip expects to generate revenue of around US\$40 million in 2014. The transaction is subject to certain customary and other closing conditions, and is expected to close in the third quarter of this year. Terms of the transaction were not disclosed.

New CNG fuelling system. In product developments OPW has released a new CNG type 2 fuelling system. The system incorporates OPW's type 2 nozzle with a 3-way valve for time-fill or fast-fill service in commercial and industrial CNG fuelling. It has been specifically designed to bridge

the gap between convenience and comfort, without sacrificing safety, efficiency, reliability or environmental sustainability.

Specifically engineered with fewer potential leak points than other fuelling systems, the type 2 features an innovative user-friendly push-on/pull-off operation and offers flexible extension options to meet virtually any fuelling application.

Additional key features include: ergonomic grip, providing user comfort and control; Duratuff shell construction, protecting the 3-way valve and



OPW's new CNG type 2 fuelling system

stainless-steel tubing for added safety and longevity; inlet tubing offset, designed to eliminate mis-connections on OPW CNG hose kits.

OPW's type 2 CC600 series nozzles are compatible with NGV1 profile receptacles and feature an internal 200 micron filter to capture gas-borne debris commonly found in CNG fuelling systems

LPG pipe approval. In addition, OPW says its KPS LPG Pipe System is now approved by TÜV Süd for use on LPG filling stations. The TÜV approval validates that the KPS LPG Pipe System is fit for its intended purpose and may be used on German LPG refuelling stations. TÜV has concluded that KPS LPG piping will have a service life of 25 years.

As no common European standard for plastic LPG piping exists, TÜV approval is an important step towards introduction of the piping, not only in Germany, but also in other countries as TÜV is a recognised authority.

Important advantages with plastic LPG piping are that corrosion problems can be avoided completely and installation time considerably reduced. Plastic piping systems also have no problems with corrosion on the inside of the piping that will cause loosening particles to contaminate the fuel, something that can occur

with steel piping.

"The TÜV approval of our KPS LPG Pipe System is unique as it certifies the use of plastic piping for a high-pressure application," said Lars Selling, managing director of OPW EMEA and previously CEO of KPS. "This is yet another confirmation that KPS and OPW are leading the way in development of high-end, high-quality products for new applications and new markets. We are now setting the standard for which requirements that will be applied for this type of product in the future."

The system includes the LPG pipe in 40m, 60m, 80m, 100m or 120m coils and mechanical stainless steel fittings that can be installed using inexpensive standard tools. If bends are desired, the pipe is bent and fitted on site, using a simple bending tool with no welding is required.

OPW provides certification training for LPG installers, as well as customised training for designers, engineers and project managers.

www.opwglobal.com



Durapipe expands PLX blue

Durapipe UK is expanding PLX, its specialist fuel conveyance pipework system, with the launch of PLX Blue, a plastic pipework system specifically designed to transport AdBlue/DEF in refuelling applications.

As AdBlue is becoming more widely used within diesel fuelled vehicles, PLX Blue enhances Durapipe's existing offering, providing a solution to convey AdBlue/DEF from tank to pump.

Designed to lower fuel costs and exhaust emissions, in order to meet European emissions standards, AdBlue/DEF is available in selected forecourts across the world and is set to continue PLX's legacy in the fuel industry.

Suitable for a variety of applications from pressure and suction systems, to offset fill and vent pipework and tank chamber connections, PLX Blue is adaptable in any project, thus ensuring that a reliable pipework system is fitted.

Manufactured from a specialised high grade polyethylene, a high quality material that is extremely robust, PLX Blue will safely carry the substance without fear of the additive leaking into the environment. The product's durable properties also provide a design life of more than 30 years, with little maintenance required during the lifetime of the product.

PLX Blue is available in sizes from 32mm to 63mm, in both single wall and dual contained options. The pipework is lightweight in nature and allows for simple installation using an electro-fusion jointing system.

David Naylor, brand manager for PLX, commented: "The addition of PLX Blue to the range means that Durapipe UK can now fulfil all pipework requirements of a refuelling system, providing a one-stop solution for contractors and suppliers looking for a complete portfolio of pipework products."

www.plxpipe.com



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A quick word with...

Steve Hogan, managing director, Denios UK

Can you tell us which areas Denios operates in?

With over 25 years of experience, Denios is the undisputed market leader in environmental protection and work safety. Of German origin, DENIOS has established itself throughout Europe, opening its UK office in 2000, specifically to meet the needs of the UK market. We cover the whole of the UK and Ireland supporting companies from a varied and diverse range of markets. From the top universities, blue chip companies and SMEs looking for support in their hazardous storage needs. As a designer and manufacturer we are able to provide bespoke solutions to a wide

Steve Hogan, managing director, Denios UK

range of circumstances. When it comes to environmental protection, we have every need covered.

What are Denios' flagship products?

This is actually a difficult question to answer; we have over 10,000 products in our catalogue and on our online shop. I guess where we excel is in our vast range of sumps – be it drums or IBCs we have a sump to cover every market need, from the food industry to the petrochemical markets. We supplement these products with our range of storage solutions, all designed for the safe containment of hazardous materials. We do not compromise on quality, these are products designed to save lives, property and the environment, we refuse to downgrade for cost.

What makes Denios unique over its competitors?

Apart from the vast range we carry, we have over 25 years' experience advising and providing solutions to some of the major companies throughout the world. The likes of BMW group, VW, Hilti, Evonik and Airbus have all benefited from the support and products we have been able to offer provide. We have technical capabilities in 16 major countries including the USA. Whatever the customer requirements, we are able to produce standard solutions, which can be adapted to any application or create bespoke

solutions to specific requirements whilst respecting UK regulations.

What are the main challenges in the hazard storage market?

Unfortunately, the main challenges we have within most markets is the lack of awareness when it comes to the safe handling and storage of hazardous goods. On far too many occasions we have been called in by a customer because of one of three reasons, an impending or recent HSE visit, an insurance policy or a response to an incident. Our challenge is to try and impart our knowledge onto our customers and move from a reactive state to a pre-emptive state. The changing landscape of almost all the industry has focussed very much on, cost, speed, efficiency. Our challenge is to ensure the customer is aware of potential dangers and support them with the appropriate solutions and support, ultimately providing a safer environment and work place.

What are the major, technological advances in this sector?

From our perspective we are constantly looking to improve our products to support the ongoing demands of storage. Over the years we have developed very sophisticated containers for not just storing the hazardous materials but to control the environment they are in. We are able to provide solutions for heating and cooling materials, be it because of the volatile nature of the substances and often the segregation required. In a lot of instances we provide solutions for pre-processing materials for readiness in

production. As structured materials have been developed to support fire protection, we have evolved our own products; our REI 120 storage containment is a world first, providing two hour protection from external fires or indeed internal fire inside the container. We are constantly developing our products to support the needs of our customers. We have top innovation and design awards for our products throughout Europe.

The App we have recently developed is another first in our industry, once again providing our customers with a pool of information to support them in a safe operation, from the latest regulations to recommendations for storage, product information and case studies. We impart our knowledge onto the customer for the ultimate aim of protecting the environment and safe operation in the work place.

What are Denios' plans for the future?

We are best known for the products we provide concerning environmental protection, work safety and storage solution. Our aim for the future is to support this with the entire safety solution, training and personal protection. We aim to be the only support our customer requires for their safety needs. As we are a manufacturer, we understand the complexities and day to day distractions that take us all away from a safer environment. We want to work together with our customers help bring about the cultural change and awareness of the dangers that exist in every business. It may sound a bit cheesy, but our future plans are a safe one for us and all our customers.



Midland offers valve remanufacturing

Rail tank car safety valve maker Midland Manufacturing is now offering repair services for railcar valves in addition to its valve remanufacturing and repair programme. Standard repair services of general and pressure railcar valves will consist of testing, cleaning, collecting of data, replacing soft goods, ie, gaskets, assembling and final testing.

"Midland continues to add to its products and services offering with its valve repair service," said Steve Herbst, product manager for pressure car products and remanufacturing services for Midland. "Midland is the leading manufacturer of the industry's widest range of pressure and general purpose railcar valves. As such, we have the

ability to provide cost effective repair and remanufacturing services when you need it." Most brands of valves can be repaired by Midland and should be considered a safe and cost-effective solution when compared with completely overhauling or replacing railcar valves. Prior to augmenting its remanufacturing programme, customers only had the option of completely overhauling pressure car and general-purpose car valves. Midland says customers now have more choices while meeting increasing government regulations.

The remanufacturing of valves will continue to be a focus of Midland's operations as repair services are not always sufficient to restore original equipment manufacturer (OEM) standards. Midland's remanufacturing facilities in Chicago, IL, and Houston, TX, will still serve as remanufacturing centres and will now also handle repair work.

www.midlandmfg.com/remanufacturing



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Airedale expands fleet

Established in 1973 by late chairman and founder Brian Chadwick, Airedale Chemical began its life producing its own range of dye stuff solutions serving a variety of customers from the textile industry.

Particularly, over the past 10 years Airedale Chemical has experienced rapid growth driven largely by strategic diversification. This is evident in its transition from distributor of dyestuff solutions over 40 years ago to being one of the fastest growing chemical distributors and manufacturers in the UK.

As a privately-owned family business managed under second generation leadership by current managing director Richard Chadwick (son of Brian Chadwick) alongside his nephew and sales director Chris Chadwick (grandson to Brian), the business now serves more than 300 customers, across 21 different markets, manufacturing and distributing over 200 different chemicals.

This growth has been driven by continued

investment in resources, facilities and personnel. In particular the spine of Airedale Chemical's success is its ability to react to customers' needs around order and delivery requirements. Owning and managing its own fleet of vehicles has provided the business with complete control over its order pipeline.

Maintaining the high levels of service through distribution has been a key challenge as the customer base has continued to grow over the past five years. Now turning over £40 million with customers located in all areas of the country, from Glasgow to Plymouth, as well as into Europe and other locations, a need to cater for this increased demand was identified by investing in additional vehicles.

Further to this, over the past few years operations have gone 24/7 across three shifts. This increase in productivity has also put added pressure on the existing transport fleet highlighting a need to add more vehicles.

The transport fleet comprised 17 vehicles specialising in the distribution of both bulk and packaged (IBC/25/200L) chemicals: draw bar road train curtain siders; bulk tankers; and packaged goods vehicles.

So far in 2014, two curtain siders, one bulk tanker, and two packaged goods trailers have been purchased to cater for increased demand and greater order volumes.

Towards the end of this year Airedale also plans to purchase two tracker units and one rubber lined bulk tanker to facilitate specialist chemical distribution.

All the vehicles purchased are brand new and the total investment is more than £500,000. The vehicles are also fitted with satellite tracking systems that allow the company to track order locations and predict delivery times so customers can be briefed throughout the order pipeline. In addition they are fitted with Euro 6 diesel engines providing low emissions and are built to the highest specifications to enable safe distribution of chemicals into the Continent.



1000th Volvo for Schenk

Schenk Tank Transport, a Netherlands-based fuel and industrial gas distributor, recently took delivery of its 1,000th Volvo truck. The FH Light Euro 6 is part of a total order for 50 new FH tractors.

Founded in 1925, Schenk started as a commercial sand and gravel transport company. Having developed a substantial tanker fleet the company now also specialises in international container transport. This includes international transport of fuels, lubricants, LPG, industrial gases, bitumen, micro silica, chemicals and liquid fertilisers.

The new Volvo FHs replace the existing fleet and will be used for international transport. The trucks have a comprehensive safety package, including adaptive cruise control and forward collision warning with emergency brake.



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Food for thought

Mouvex screw compressors deliver lower weight and reduced noise for Tanktransport Thys

Since 1974, if you've eaten a crisps in Belgium, spread margarine on a piece of bread in The Netherlands or put mayonnaise on a turkey sandwich in Germany, there's a good chance that either the finished product or one of its ingredients was transported at some point in the production chain by a Tanktransport Thys truck and road tanker.

Tanktransport Thys was founded in Antwerp, Belgium, 40 years ago by Walter Thys. Acquired by his son Frank Thys in 1997, the company has grown to become one of the leading transporters of liquid food products in Belgium, The Netherlands, Luxembourg, Germany, Denmark and Switzerland. By focusing on the core values of "quality, punctuality and safety", Tanktransport Thys has built a customer base that comprises of some of the leading European food manufacturers, for whom Thys transports liquid food products, such as vegetable oils and fats, glycerines, brewer's yeast, fruit juice aromas, demineralised water and wines.

Facilitating the delivery of both raw materials and finished end products for Tanktransport Thys is a fleet of trucks and road tankers. "Our fleet currently has 54 tractor units and 80 tankers," said Sven Beeusaert, fleet manager for Tanktransport Thys. "Our fleet of stainless-steel road tankers is comprised of single-chamber tankers, several three-chamber tankers and 20 jumbo tankers, which can carry around 60,000 litres."

A weighty problem

But making a delivery is not as easy as loading the tanker and hitting the road. In Europe, there are many regulations that govern the trucking industry. European Union legislation regulates the amount of diesel exhaust a truck can emit, as well as its overall weight. In January 2014, the latest legislation — Euro 6, which was introduced in 2007 — went into full effect and mandated that all new trucks and buses must be equipped with a Euro 6-certified engine.

Tanktransport Thys has met the edicts of the Euro 6 legislation by purchasing a number of new Volvo trucks that will replace old Scania models.

"All of the trucks are equipped with a compressor, many of them with old vane compressors," explained Stefan De Herdt, commercial manager for Humblet Hydraulics, Kontich, Belgium. "The vane compressors require a pressure-line filter because there is the possibility that particles of the vanes will break off and get into the tank, which is not allowed when hauling products for the food industry."

Additional concerns for Tanktransport Thys were the weight of the vane compressors and pressure-line filters, the cost of the pressure-line filter, which could be as high as €1,000, and the noise level of the vane compressors, which could make early-morning or late-night deliveries problematic.

"In our industry, the weight of the truck is really important so we can get as much as possible in payload into the tanker," said Beeusaert. "Because of that, we had begun reducing the fuel capacity of the trucks to gain some weight. The sterile pressure-line



The new Euro 6 regulation forced Sven Beeusaert, left, fleet manager for Tanktransport Thys, to turn to Stefan De Herdt, commercial manager of Humblet Hydraulics, for a solution to truck weight and cost concerns. De Herdt's recommended solution was the Mouvex B200 Series Flow Control Screw Compressors

filter is also quite expensive, and also adds 5-10kg of weight. The noise of the compressors is also important because we have to unload at night or early in the morning, and if we get noise complaints from neighbouring companies they can forbid us from unloading at certain times, which is an operational disadvantage."

Turning the screws

To overcome these challenges, in 2011 Tanktransport Thys turned to De Herdt and Humblet Hydraulics for a solution.

"I had previously worked with a company that sold them vane compressors, so I knew what they had and I knew I would be able to convince them to switch brands to Mouvex," said De Herdt.

Based in Auxerre, France, Mouvex was founded in 1906 and is a leading manufacturer of positive displacement pumps and compressors for the transfer of liquids or dry-bulk products. In 2008, Mouvex became a founding member of the Dover Corporation's Pump Solutions Group (PSG), headquartered in Oakbrook Terrace, IL, USA. Humblet Hydraulics, which was founded in 1976 by Paul Humblet and is a distributor of equipment for hydraulic mobile applications in Western Europe, began representing Mouvex products in 2010.

Specific to the Tanktransport Thys fleet, De Herdt, who joined Humblet Hydraulics in 2010, recommended the Mouvex B200 Series Flow Control Screw Compressor.

"I knew the opportunity was there for them to use the B200 and in 2011 they changed to these compressors," said De Herdt. "The first order was for 14 B200s that were installed on the Scania trucks. In 2013, we got a new order for 35 B200s for the new Volvos. We have installed 30 of them on the Volvos, with five more scheduled for installation early next year."

The B200 screw compressors meet the needs of Tanktransport Thys because they feature a robust, rugged design and have been enhanced with special protectants on the screws and body that allows them to be used with a broader range of food products. Because their flow is optimised, they can deliver operational efficiencies that vane compressors are incapable of providing. In addition, most exterior components are constructed of stainless steel, including the flanges and hose.

The result is a screw compressor that requires no prop shaft, drive shaft or mounting bracket, while being compatible with standard power take-offs (PTO). Operationally, the B200s deliver increased safety due to no rotating shafts, faster unloading times, higher flow rates and reduced maintenance.

For Tanktransport Thys, the B200 screw compressors tick all the right boxes: lower weight, filter-less operation and reduced noise.

"We were quickly convinced of the benefits of the B200 and started investing in them," said Beeusaert. "They are very light in comparison to the competition, with a benefit of 50-60kg. That's a big plus because finding 50kg on a truck is not easy. With the

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The Tanktransport Thys fleet is capable of unloading a wide variety of liquid-food products and ingredients, from rapeseed oil (above) to mayonnaise





Mouvex B200 Series Flow Control Screw Compressor with special check and relief valve

B200s, there is no wear on the screws, so we don't have any particles in the product, and we don't need an additional sterile filter, which is quite expensive. Also we don't have to worry about the weight of the filter or maintaining them, either. Moreover, the noise level is a lot less than the vane compressors."

Tanktransport Thys has been so impressed with the performance of the B200 screw compressors that it will recommend that a B200 be installed on trucks that are owned by any contractors it uses.

"The company has an agreement that, if it is working with a new contractor or if a current one is changing a compressor, then we install a new B200 for them," said De Herdt. "So far, we have installed five new B200s for Thys contractors."

For the food manufacturer, the demand is simple: make sure the delivery occurs when promised. While Tanktransport Thys has a well-established reputation for meeting the on-time needs of its customers, its business model demands more than just on-time delivery. The Mouvex B200 Series Flow Control Screw Compressors, provide it with the lower weight, and more efficient and quieter operation that are required, all with the benefit of a three-year warranty.

"We are very pleased with the B200s," said Beeusaert. "Less weight is the major benefit, but we also are happy with the filter-less design and lower noise output. Another big advantage is the three-year unlimited warranty. Normally, it's only one year, but Mouvex gives us three. We are looking forward to turning our complete fleet over to the B200s."

This article was written by Jean-Marc Bernard, regional manager, energy & transport Southern Europe, for Mouvex and Pump Solutions Group www.mouvex.com

Coming Clean



When Sven Beeusaert sets the chemical-dosing rate at the Cleaning Thys facility, a series of four aluminium Wilden Advanced Series A.025 AODD Pumps are called into action.

As one of the leading transports of liquid food products in Western Europe, Tanktransport Thys knows how important it is to keep its tankers as hygienic as possible. That's why Thys has developed Cleaning Thys NV, a subsidiary based in Merksem, Belgium, that is designed to clean tankers that handle food products thoroughly.

The Cleaning Thys facility has a two-lane road-tanker operation that is computer controlled so that it fully conforms to the latest Hazardous Analysis and Critical Control Points (HACCP) standards for cleanliness. The HACCP regulation has been designed to be a systematic preventive approach to food safety from a biological, chemical and physical hazards standpoint during the production process.

To best meet the tenets of HACCP regulation, Cleaning Thys features an automatic cleaning system that has been designed to also clean the pressure line and delivery pipes, while it is also able to disinfect and seal the tankers. It is also able to perform kosher cleaning, if necessary, through the use of a steamer to clean and dry the road tankers.

When determining which pumps to use at the facility, Cleaning Thys turned to Gröninger Cleaning Systems, of Schiedam, The Netherlands. Gröninger is a specialist in fabricating high-pressure cleaning systems and equipment and, as such, was quick to recommend air-operated double-diaphragm (AODD) pumps from California-based Wilden, also a member of PSG.

Specifically, Cleaning Thys uses four aluminium Wilden Advanced Series A.025 AODD Pumps for chemical-dosing applications and a PVDF A.025 pump for general fluid-transfer applications.



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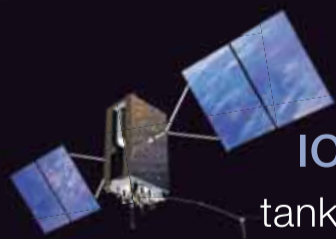


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CarCube at work for Steinkühler and Dalhuisen

German tank haulage group Steinkühler is equipping its fleet with Trimble CarCube telematics systems, representing a total of 300 on-board computers. Since March of this year, the company has been progressively rolling out CarCube to its entire fleet.

In future, the FleetXPS Application mobile telematics system will also allow the integration of subcontractor data. Steinkühler's goal is to optimise its logistics processes, streamline information flows between drivers and planners and improve its quality management.

Based in Rheine, in the state of North Rhein-Westphalia, Steinkühler has a modern vehicle fleet of over 300 tractor units and more than 400 trailers, including tank, silo, curtain and slurry trailers, as well as silo containers.

Managing director Gabi Steinkühler is enthusiastic about the benefits of the new system: "We have been using a telematics system for more than 10 years and have now moved up to the fourth generation – this time along with a change in supplier. Thanks to CarCube, we now have a solution that operates across all generations, with open interfaces to our ERP system and that adapts flexibly to suit our requirements." Integration in the best4log-x SAP system was a particularly important criterion.

CarCube telematics shows both drivers and planners a precise analysis of data in a convenient display format, giving them constant access to a real-time overview of all driving and rest periods, as well as the remaining hours with regard to driver compliance.

Another convincing factor in Steinkühler's was the ability to adapt workflows quickly and easily to any changes in underlying conditions. CarCube uses a specific sequence of questions to create a precise definition of each workflow. This questions path can be customised and adapted at any time.

"The flexible design of the question path allows us to meet demanding customer requirements as well as our own quality management imperatives," explained Gabi Steinkühler. As an added benefit, the driving style assistant should also help to promote more environmentally-friendly driving habits.

In future, equipping subcontractors with the

FleetXPS Application mobile telematics solution should be a quick and easy process. "This will allow us efficiently to integrate our partner companies in our workflows. The solution will capture all the relevant data and transmit it directly to our shipping software," continued Gabi Steinkühler. The group is also testing Trimble's FleetHours application for automatic payroll and expense calculations.

A recent further contract win for Trimble was with Netherlands-based fuel supplier Dalhuisen Transport.

CarCube onboard computers as well as the TrimFuel software are being rolled out across Dalhuisen's fleet which distributes fuels and lubricants. It is the first company in the Netherlands where the exact fuel meter data are communicated to the back-office in real-time through the CarCube on-board computers.

"The current delivered litres are automatically displayed in our planning program. This allows us to continue improving our accuracy, smart planning and service to our customers," commented Jochanan Vreekamp, purchasing and logistics manager.

Dalhuisen's goal is to be a leading company in the fuel industry and to deliver highly accurate information to its customers. The investment in CarCube computers, including interfaces for Trimble's FleetHours remuneration package and LogicVision planning package, will help to achieve this goal, the distributor believes. This modernisation drive took a lot of energy, but Vreekamp is pleased with the progress:

"We are less dependent on a printed proof. It is a good move towards our ultimate goal of becoming a paperless organisation," he maintained.

The integration between the CarCubes, FleetHours and LogicVision led to valuable and error-free data exchanges in real-time between the tank trucks and the back-office system. TrimFuel provides the real-time integration between the pump counter system and the back-office. This allows the planners at Dalhuisen immediately to spot tank trucks with remaining litres. This information allowed Dalhuisen to decide whether or not it could potentially supply certain customers



Gabi Steinkühler - The flexible design allows Steinkühler to meet demanding customer requirements as well as its own quality management imperatives

earlier than scheduled.

Another advantage of the new system is that drivers no longer entered incorrect fuel data and that there was no more confusion when unloading different types of fuels or lubricants.

"The different types of liquid we provide are identified by the meters. The number of errors is decreasing continually, we save time and all information is immediately available for billing," added Vreekamp. In addition to the digital read out of the litres, Dalhuisen has also supplied its customers with telemetry, in order to give them total peace of mind regarding delivery and stock issues.

"It was not simple to automate all these steps," he said. "We work with different types of vehicle

and meter. In order to make these communicate seamlessly with each other, Trimble had to modify some aspects in its own system. The company succeeded, allowing us to save a huge amount of administrative work and to work without errors."

Since Dalhuisen's main goal was to become more efficient and sustainable, the fuel saving aspect was secondary, until now. However, according to Vreekamp, the company has already achieved a reduction of approximately 8% on fuel consumption. That is the result of using the CarCube driving style assistant, TRAXX diesel and a number of other measures, including the coaching of drivers.

www.trimbletl.com



Dalhuisen hopes the CarCube system will help it deliver highly accurate information to customers



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IMDG update

Exis Technologies is updating its Hazcheck Systems and IMDG Code e-learning courses to incorporate the new Amendment of the IMDG Code.

Every two years IMO publishes a new Amendment to the Code, incorporating changes approved by the Maritime Safety Committee (MSC). The next Amendment, 37-14, can be used from 1 January 2015 and comes into force on 1 January 2016. Amendment 37-14 will be valid for three years

In the meantime Exis has produced a comprehensive summary of the changes, which can be downloaded from its Hazcheck website
www.hazcheck.com

Paragon proposes proper debriefing

Computerised planning of the most efficient route is fine, but the plan can fall apart if the driver takes another route.

UK-based Paragon Software Systems says that live tracking plots matched to planned routes can help planners and drivers address anomalies, and if required adjust plans. As a consequence it sees many benefits in automating the driver debriefing process.

It is important to monitor en-route driver and vehicle performance to ensure good planning has been carried out as intended and to help create more realistic plans for the future, said Paragon. Driver debriefing best practices ensure drivers meet customer service requirements, while reducing fuel usage when optimised plans are followed.

"If a driver sticks to the journey plan, fleet operators should know what route they are going to be on and precisely where and when they are making deliveries," said William Salter, managing director of Paragon. "Under normal circumstances, drivers have no reason to deviate from the plan. If drivers do deviate from their agreed route, for whatever reason, this can jeopardise your planning efforts and cost fleet owners more money."

To facilitate driver debriefing, Paragon software users utilise the Fleet Controller module, which is linked to information from a tracking solutions partner. Using Fleet Controller, it is possible to compare, among many other key performance indicators (KPIs), the plan vs actual distance travelled and report this in the Paragon Workbench. In Fleet Controller, the information is displayed in tables. The columns in the table can be sorted and the trips filtered to alert the user to specific driver shifts that need to be examined in more detail.

Using information from Fleet Controller and from the driver, fleet managers can compare the planned vs actual trip, discover areas of congestion, review issues with customers, assess problems with loading and unloading deliveries, etc. When investigating the reason for a discrepancy in trip distance, it is invaluable for the user to be able to plot on a roadmap, not only the tracking points that indicate where the driver actually went, but also the planned roads that Paragon would have specified during the planning process. The

planned journey is calculated by using the configuration of road speeds, road map edits, regional reduction areas and optional truck restrictions, such as bridge heights. The roadmap can also be modified in Paragon to allow for local restrictions that may constrain drivers, which is often the case with residential areas.

It is common for users to create a specific workspace display that is configured to show particular map and table details for use in the debriefing. Often a cost effective additional 'workbench' screen is used to provide this valuable information to users in the transport department. The results of such analysis may highlight changes being incorporated into the Paragon set-up. For example, a specific stretch of road could be excluded from use. These alterations can be made quickly. The subsequent plans will then improve in terms of their accuracy.

"Taking time to ascertain what went right and what went wrong during a driver's journey is time well spent. The feedback you receive can help improve efficiency and reliability in the future," added Salter.

www.paragonrouting.com



Tracker acquired by Lysanda

Stolen vehicle recovery (SVR) and fleet telematics company Tracker has been acquired by Lysanda from Direct Line Group.

Lysanda is a telematics technology provider for fleet, insurance and OEM markets. The acquisition will enable Tracker to grow its SVR services while expanding its fleet and insurance technology services.

Tracker has installed over 1 million of its SVR and fleet telematics units during its 20 years in business, while Lysanda is an automotive specialist in duty of care, driver behaviour and fuel management solutions based on a blend of GPS and data from the vehicle's OBD port.

The acquisition should help Tracker's plans to expand its services in Europe, as Lysanda targets major global accounts, with most of its revenue coming from outside the UK.

Stephen Doran, Tracker's managing director, commented: "In 2013 we outperformed our growth targets in all of our markets, despite the fairly intense process of managing the sale of the business so we are understandably looking forward to focusing on the opportunities presented by combining the technologies and business operations of both companies which can only serve to accelerate our development."

"The acquisition of Tracker by Lysanda allows us to become an independent service to the insurance market. It also provides the investment capital we need to take our business forward and achieve new levels of success, bringing our customers a growing range of services to meet their ever changing needs."

Cédric de Boucaud, CEO of Lysanda, added: "Tracker has tremendous depth and experience in managing a very large, real-time customer base and has a highly complementary product range that Lysanda can leverage, combining VHF and GPS-based technologies. Our customers want both in-production and after-market solutions and Tracker is very experienced in delivering to both the business and consumer markets."

www.tracker.co.uk



Isotrak now ATEX compliant



Isotrak technology can provide real-time visibility for tanker drivers

Isotrak's Safety Tracking Unit (STU) telematics system has gained ATEX certification for Zone 2, permitting it to operate in potentially explosive environments, such as petrochemical plants.

This certification complies with the latest EU health & safety regulations and means that drivers of tankers equipped with Isotrak technology can provide real-time visibility of where their vehicles are at all times while on site by leaving it switched on – even when they are loading or unloading at a refinery or plant.

This enables detailed reporting on items such as idling and fuel consumption through the loading/unloading process and journey. This continuous visibility also helps improve the efficiency and planning operations of tanker fleets, Isotrak says, providing an accurate measure of the time each tanker spends onsite at a refinery or petrochemical plant.

"Achieving the ATEX Zone 2 certification is of paramount importance to our business and to that of our customers. Any company with fleets entering hazardous zones have a duty of care to make sure that their incumbent system is compliant with the latest regulations," said Greville Coe, managing director at Isotrak.

"Having our telematics system switched on at all times not only aids driver safety, but provides uninterrupted access to up-to-the-minute data of time each vehicle spends onsite at loading or discharge points. This level of visibility can translate into cost savings for companies by highlighting any areas where efficiencies can be achieved."

SGS Baseefa performed the testing of Isotrak's system required to gain the certification.

www.isotrak.com

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Optimising the sea-leg

Optimising freight transport is normally associated with inland movements, where routing and scheduling are reckoned to yield the biggest gains in productivity.

However, until recently little attention has been to the sea-leg of the logistics chain.

In a new project, named Optimax, substantial savings in the route planning of container ships has begun to return concrete numbers. A co-operation of the Norwegian Ministry of Economics, the University of Molde and Orbit Logistics Europe GmbH, of Leverkusen, Germany has successfully optimised the route and vessel planning, first in sea transport of raw materials, and most recently for supply ships of the Norwegian fishing industry.

Orbit Logistics developed in conjunction with Norwegian company MIL an electronic planning and monitoring tool that provides a complex computer model with real-time data. A research group led by Professor Asmund Olstad accompanies the project to offer scientific expertise and performs the mathematical modelling throughout the process.

“To control costs and to manage resources and environmental impact, it is imperative to optimise not just road and rail freight but also the cargo ship,” summarised Orbit CEO Joachim Klasen. “With the first actual measurements, we are well ahead of plan. Overall, fewer ships are traveling, and the routes are clearly optimised,” he commented speaking of initial result from a test last year in which raw materials were transported from a large mining area in Norway to Moerdijk and Emden, in the Netherlands. In the near future the route optimisation process is planned to be extended to inland waterways.

www.orbitlog.com



ARENA enhances security

The three year ARENA R&D project, now concluded, will enable organisations to upgrade security on their mobile critical assets, such as trucks, trains and ships as well off-shore platforms, and help enhance the safety and security of people and cargo.

ARENA (Architecture for Recognition of thraEts to mobile assets using Networks of Affordable sensors) was developed specifically to address the concerns posed by the growing threats of piracy, hijacking and theft on board mobile platforms. It provides a sensor-based surveillance system concept that will provide early identification and evaluation of incoming threats using multi-sensory data analysis from sensors attached to the assets themselves.

The surveillance model detects threats to critical mobile assets in large unpredictable environments including: stationary platforms relative to the land, such as a truck or train stop; stationary platforms relative to the sea such as ships in port or oil rigs; mobile platforms relative to land such as trucks or trains in transit and finally mobile platforms relative to the sea such as ships at sea or support vessels around an oil rig.

Asa Waern, at FOI, the Swedish Defence Research Agency and project co-ordinator for ARENA, commented: “According to EU data, the theft of high value, high risk products moving through supply chains in Europe costs businesses more than €8.2 billion a year. The threat from organised criminals is increasing and becoming more violent. ARENA is a response to this growing trend. In recent years there have been a number of incidents where terror organisations have caused disruption to mass transport networks and other areas of critical infrastructure.”

A very real threat, the project’s designers argue, is that terror organisations could seek to disrupt, destroy or capture vehicles of enormous economic value containing hazardous or dangerous materials, such as chemical liquids, gas, or radioactive material. Irrespective of where, over land or sea, the threat is equally pressing.

www.informationssystemsfai.se



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Bulk dumper design reduces changeover times

The latest bulk container dumper from National Bulk Equipment (NBE) is claimed to be designed specifically for processing applications handling non-free flowing, high bulk density materials.

Process-specific features of the dumper include specially milled 304-2b stainless steel sheet that has a greatly reduced coefficient of friction relative to typical flat sheet, for improved material release during infeed, and faster, more thorough cleaning during changeovers.

Additional design features that speed changeovers and improve product safety include: the elimination of internal angles that could harbour contaminants; the use of rounded-radius framework turned 45 degs to horizontal to speed moisture run-off; and sub-assembly designs that enable single-operator access, removal, and replacement. The thick-wall, 8 ins by 6 ins, stainless steel chassis ensures stable, heavy-lift performance during the raise-and-rotation sequence of the 2,500lb loads at a 16ft dump height.

Despite the two-tiered operating environment of the application, changeover times were reduced as a result of the quick-changeover design and construction. Process throughput was increased due to the improved material

release, and complete discharge. The dumper also improved process safety. The material discharge carriage features a container lift-and-seal function that eliminates the release of migrant material dusts into the operator work area.

The complete process sequence, including container loading and sealing, and container high-lift and discharge operates on a paired, process-specific structural framework chassis with all automation and control functions centralised to a single, menu-driven HMI to enable standardised and system-wide data reporting.

The integrated construction and controls infrastructure provide the basis for reduced total cost of ownership, claims NBE, relative to the common systems integration concept of bolt-together, divergent 'islands' of equipment and controls, while also improving process performance and the accuracy of production data shared throughout the enterprise.

The system was built based on HACCP assessments that guided the determination of the framework and component materials of construction. This ensured compatibility with the specifications and conditions of the process, material, and production environment.

www.nbe-inc.com



Mastering materials

Material Transfer & Storage, Inc has launched a new high output filling system featuring an automatic pallet dispenser with a roller conveyor for easy removal.

The system features a power-lift for powered fill-head height adjustment and an easy-load rotary bag hanger system. These features bring the fill head and bag strap connection points to an ergonomic position directly in front of the operator for quick and easy access.

A pallet is automatically dispensed onto the filler deck to accept the bag. After the bag connection and inflation, the bulk bag is filled by weight to a programmed set point. Once the fill cycle is complete, the system automatically releases bag straps, deflates spout seal, raises fill head, and discharges filled bulk bag onto a roller conveyor for easy removal.

www.materialtransfer.com



RPP Spanish website

RPP Containers, which manufactures and distributes Reusable plastic bulk containers, has launched a new website for Spanish-speaking customers. Offered through RPP's Bulk Container Express, the website will provide customers a self-service, online catalogue with a 24/7 ordering capability.

James Bartlett, director of operations at RPP Containers, said: "We're confident our Spanish-speaking customers will be very pleased with the new website. Essentially, it's the Spanish version of Bulk Container Express – a convenient, cost-saving way to shop and compare bulk container products, and make purchases direct – all in Spanish."

The site will include detailed product photos, spec sheets, and price lists that enable customers to evaluate an extensive selection of bulk container products from multiple manufacturers.

www.RPPContainers.com



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Bag filling system pays more than peanuts

Golden Grove founder Lee Swinson, a peanut farmer in Eastern North Carolina, sells his Carolina/Virginia-style peanuts to wholesalers around the world.

While some peanuts are transformed into sweets and some are roasted, packaged and sold to retailers, the majority of the 10,000 ton harvest is left raw and sold in bulk. The company's raw in-shell peanuts are packed in 900lb (408kg) bulk bags and shipped to customers around the world. As this wholesale business grew, Swinson saw opportunities to improve bulk bag filling efficiencies.

Golden Grove employees were manually filling 20 bulk bags a day. Three filling stations each contained a hopper fitted with a slide gate and a scale positioned below. An operator would open the slide gate allowing the peanuts to fall into the bulk bag until the bag was within +/- 2lb of the target 900lb weight. The process was extremely slow and labour intensive. In addition, weighing accuracies could be improved to increase profitability.

The process also generated some spillage and possible product contamination. If the bag spout was not held firmly beneath the slide gate, peanuts fell on the floor and had to be swept up daily. Operators were easily bored with the tedious process and would sometimes look at their cell phones during filling. On occasion cell phones (and other items) were dropped into the bulk bag contaminating the contents.

Golden Grove required a significantly faster contamination free process to meet the growing wholesale demand. In turn the company turned to Spiroflow Systems which recommended an automated gain-in-weight filling system. Golden Grove initially bought a single Spiroflow C1-2 bulk bag filling system and Spiroflow says the solution worked so well that Golden Grove quickly



Golden Grove's bulk bag filling stations

purchased two more identical systems.

In operation, a large elevator conveyor continually delivers peanuts to a hopper installed above each filling station. Each hopper is fitted with a 10ins slide gate valve automatically operated by the filling system control panel.

The C1-2 Bulk Bag Fillers installed are designed to fill customer specified 40ins square bulk bags but can be adjusted to accommodate bags that are 50-64ins tall with corner loops 8-10ins long. All product contact parts on the bulk bag fillers are constructed from 304 Stainless Steel to meet food safety standards. A flexible connection is installed between the filling head and the base of each

hopper as rigid connections would interfere with accurate weighing. A flexible connection is also installed between the bag inflation fan and the filling head.

Load cells on each filler are connected to a NEMA 4 certified control panel with digital weigh batch controls, a slide gate valve position control and a bag inflation blower fan.

With the installation of three Spiroflow gain-in-weight filling systems, the number of dedicated bulk bag filling operators was reduced from nine to one. According to Spiroflow, the company's filling rate increased to 300 bulk bags a day, a productivity increase of 15 times.



Spiroflow bulk bag filler gain-in-weight control panel

Weighing accuracy also increased by more than 400 percent and product spillage was reduced, Spiroflow also claims. The automated filling system eliminated all operator contact with the product which significantly reduced possible product contamination.

Lee Swinson commented: "Spiroflow is always willing to work with us. Their controls engineer worked on-site to program the control panels, which was well worth the investment. Spiroflow bulk bag fillers are simple and durable. Their solution delivered the filling speed we needed."

www.spiroflowsystems.com

Ground breaking for North American HQ

American Starlinger-Sahm is expanding and held the ground breaking ceremony for construction of its North American headquarters in August.

The new facility will be located in the South Chase Business Park in Fountain Inn, South Carolina, and comprises a total of 23,000 sq ft. The facility consists of a machine exhibition area, spare parts warehouse, and office space for sales and technical support throughout North America. After a planned construction time of about nine months the grand opening is scheduled for late spring 2015.

"In the new location Starlinger and Sahm will offer the full range of their products and services," said Jimmy Cranford, president of American Starlinger-Sahm, Inc. "Machinery from Starlinger textile packaging, Starlinger recycling technology, Starlinger viscotec, and Sahm will be installed and available for demonstration runs and customer trials in our new showroom."

The two European companies Starlinger and Sahm are major

technology suppliers to the woven plastic packaging, plastics recycling, and textile industries. American Starlinger-Sahm (ASSI) is owned by Starlinger Export GmbH and handles sales/service activities and spare parts supply for the divisions Starlinger textile packaging, Starlinger recycling technology, and Starlinger viscotec, as well as for the winder specialist Georg Sahm GmbH. In addition, ASSI acts as a representative for Roblon twisters, Satake electronic optical sorting equipment and SAB material handling products.

www.starlingersahm.com



L-r: Chris Bowen, vice president of Hogan Construction Company; Gary Long, Mayor of Fountain Inn; Jimmy Cranford, Michelle Diaz, Jack Thompson, Ben Lemmons, Ann Thomas, American Starlinger-Sahm, Inc

Greif closes Saudi plant

Greif has ceased operations at its flexible products & services (FPS) plant in Saudi Arabia. Equipment has been reallocated to other Greif FPS facilities.

Greif FPS was developed in 2010 as a joint venture between Greif and National Scientific Company Limited (NSC). The joint venture represents an integrated global network for FIBCs, technical textiles, shipping sacks, container liners, PackH2O and more.

"The Flexible Products and Services business is a strategic component to Greif's overall business strategy," said Dano Lister, division president. "As our business grows and diversifies, we carefully assess market dynamics and the existing and future needs of current and prospective customers."

"As part of this strategic assessment, (we ended) operations at the plant in Saudi Arabia and shifted those resources to other Greif FPS facilities. The decision to shift operations is part of a normal restructuring that will advance the joint venture's long-term business goals and better serve our target markets and needs of strategic customers."

The plant in Saudi Arabia represents a small portion of the joint venture's overall fabric production capacity, Greif added.

www.greif.com

Brenntag deal highlights India's speciality chemicals promise

Chemicals distribution giant Brenntag has signed an agreement to acquire the speciality chemicals distribution business of Pioma Chemicals.

Pioma is a leading distributor of speciality excipients and functional ingredients to the pharmaceutical, personal care and food industries across India. The transaction will be structured as an asset deal and the acquired business will become part of Brenntag India, headquartered in Mumbai.

The acquisition strengthens Brenntag's growing business in India by expanding local and regional strategic supplier and customer relationships and improving the product portfolio of additional high quality products.

Henri Néjade, president and CEO of Brenntag Asia Pacific, said of the deal: "This acquisition enables us to expand our position in the Indian specialities distribution market even further, following our successful acquisition of the Zytex distribution business last year. India is one of the largest distribution markets in Asia and the expansion of our business proves once more our commitment to this region and to our business partners operating here. This new business will broaden our product portfolio and therefore facilitate an acceleration in the growth of Brenntag in India."

The acquired business is expected to generate total sales of approximately €17.2 million in the financial year 2014.

Announcing its second quarter results Brenntag said that after a decline in operating gross profit in the first quarter of 2014, Brenntag Asia Pacific achieved a positive growth in the second quarter. The region posted an increase in operating gross profit of 4.9% on a constant currency basis to €30.1 million. Operating EBITDA in the Asia Pacific region fell by 8.1% year-on-year to €10.2 million. As in the first quarter of the year, operating EBITDA was negatively impacted by measures to strengthen local management.

The Germany-based group says Asia Pacific is a rapidly developing region in which corresponding investment is required in order to achieve expected growth in the medium to long term.

In January this year consultancy Frost & Sullivan said the Indian chemicals industry, which earned revenues of US\$155-160 billion in 2013, is likely to grow at a rate of 11-12% in the next two to three years.

Owing to reduced industrial output, commodity and bulk chemicals are likely to experience slow growth, but speciality chemicals is expected to show considerable growth.

"Personal care ingredients and additives, knowledge chemicals like active pharmaceutical ingredients (APIs), paints and coatings, and construction and water chemicals are some of the segments that are likely to perform well," said Chaitra Narayan, associate director, chemicals, materials & foods practice, at Frost & Sullivan. "Even in 2013, these sectors showed good growth and companies in this segment have been investing and expanding."

Product customisation and understanding of unique customer needs has been one of the key success factors for the Indian chemical industry. In terms of production value, the speciality chemicals sector forms about 18-20% of the country's total chemical production in India.

India is dependent on imported raw materials. However, even though increasing regulatory requirements and raw material price fluctuations have posed challenges for manufacturers, exports have been increasing at a rate of 8-9% a year. Growth is likely to continue due to a good and established customer base for speciality and niche products.

CFS faces up to challenges

The Container Freight Station Association of India (CFSAI) is celebrating 10 years of operation. A formal event to mark the occasion was held in Mumbai to commemorate the occasion.

Also marking the occasion, CFSAI has brought back Adarsh Hegde as the president to lead their charter through 2014-15. Previously, Hegde served as vice president for three years and president for four years. Hegde, who is executive director of Allcargo Logistics Ltd, said: "CFSAI will continue to play an active role to ensure that the entire logistics trade which is the backbone of India's economy, facilitates trade in our country. We will closely work with ports, Customs, shipping lines, transporters and all stakeholders to make sure our economy benefits through this emerging growth opportunity and that we as an association play an instrumental role in achieving it."

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Brenntag Asia Pacific achieved a positive growth in the second quarter

Sabah palm oil looks downstream

Recent investments in Sabah's palm oil sector could drive further growth and investment in the sector through the expansion of its downstream industrial capabilities.

Sabah is already the single largest contributor to Malaysia's palm oil industry, with 1.48 million ha under plantation and 5.78 million tonnes of crude oil produced last year, representing 30% of the national total.

While plans to expand plantations and improve crop yields through developing more productive tree strains may moderately increase output, a more significant boost to Sabah's palm oil industry and revenue would be engendered by a greater focus on downstream rather than upstream activity, reinforcing both its processing and logistics capacity.

According to Oxford Business Group, a consultancy, in mid-July Genting Plantations, a subsidiary of Genting Integrated Biorefinery (GIB), announced it was partnering with US firm Elevance Renewable Sciences to build and operate a biorefinery at the Palm Oil Industry Cluster (POIC), a multi-purpose hub that is increasingly becoming the focus of the state's oil sector. The 240,000 tonne capacity refinery will produce a range of oil-based products, including olefins and chemicals that can be used in engineered polymers, as well as lubricants, surfactants and detergents.

The project, in which GIB holds a 75% stake, will use technology developed by Elevance to facilitate the energy-efficient processing of raw materials. Its metathesis catalysis production technique will break down natural oils and reconstitute fragments to manufacture different chemical combinations.

The biorefinery is the latest downstream project to be launched at POIC Lahad Datu, which has secured combined investments of more than US\$690 million from more than 40 firms.

Market access

The need for Sabah to bolster its logistics infrastructure, along with its downstream capacity, has become more of a priority, according to Pang Teck Wai, CEO of POIC Sabah. With the launch of the ASEAN Economic Community (AEC) fast approaching, Sabah's profile is set to rise. "Sabah has a lot to gain from the 2015 ASEAN integration as a staging hub for product distribution in what will be one of the top 10 economies in the world," Pang told OBG.

With the POIC's expanding range of facilities set to take on a greater significance in the years to come, the AEC will not be the only driving force for Sabah's development. "The trade route from China to Perth and the rest of Australia is underdeveloped and our location and deepwater port capacity combine to give us a competitive advantage," said Pang.

An announcement in early July that a large-scale palm oil bulking facility is to be developed at the Sawit POIC in Sandakan will develop Sabah's potential. The scheme is a joint venture between Rikaworth and Usaha Dimega – subsidiaries of Sawit Kinabalu and Kretam Holdings, respectively. The project includes the construction of a pier to facilitate the transport of raw materials, pumping facilities and storage tanks for liquid palm products with a combined capacity of 21,800 tonnes. It is expected that the \$12.7m development will be operational by 2018.

Officials believe that expanding Sawit POIC, which is located in a region where up to 40% of Sabah's palm oil is produced, will attract more downstream industries, boosting employment and the value-added component of Sandakan's oil industry.

By centralising more of the production and processing locally, there could also be a significant reduction in logistics costs, given that local products can be stored and exported directly from Sawit, rather than having to be shipped to other centres.

Cost savings and downstream business can also be found in the increased use of biomass for energy generation, providing a cheap alternative to oil or gas for fire-powered plants and palm oil processing equipment.

The expanding investment in a broader range of downstream activities will also help insulate Sabah's economy from price fluctuations on international palm oil markets, and provide guaranteed markets for growers. The success of partnerships between local and foreign firms, along with the stronger infrastructure backbone being put in place, will likely see a stepping up of overseas investments in Sabah's downstream palm oil industries, a development that should yield positive returns for the local economy.



Sabah is already the single largest contributor to Malaysia's palm oil industry

Schütz affirms network expansion in Asia

Schütz GmbH has officially opened its production facility in Indonesia, continuing the “sustainable development” of the company’s network in South-East Asia.

Since 2005 Schütz has been operating in Jakarta with a distribution company. However, in 2013 a new factory was built fitted with state-of-the-art manufacturing lines at Karawang, 50km east of the capital.

The production of IBCs started at the new site at the end of last year and has since then been optimised to meet customer demands. The inauguration on 28 August featured traditional dance performances and the symbolic cutting of a ribbon.

Gertjan Boom, business unit manager Asia/Pacific, and Ricky Lie, general manager of PT Schütz Container Systems Indonesia, welcomed guests from industry, business and politics, including Governor representative Ir Dedi Mulyadia, head coordinator of West Java, Region II (Purwakarta), and Dr Cellica Nurrachadiana, Vice Regent of Karawang. Many customers from the food, pharmaceuticals and chemical industry also attended the event. In a tour of the factory, guests were shown how Schütz’s packaging solutions are produced with the highest degree of energy efficiency thanks to modern technology.

The new subsidiary strengthens delivery security and shortens transport distances in South-East Asia, says Schütz. In terms of population, Indonesia is the fourth-biggest country in the world and its specific geography poses special challenges; the country is spread over more than 17,000 islands, of which only some 6,000 are inhabited. Accordingly, optimised logistics combined with a close proximity to customers are Schütz’s primary goals. The advantages are clear for the manufacturer: reduced use of fuels, “a better eco balance” and greater cost efficiency.

The packaging products manufactured in Karawang also offer customers solutions for a wide range of applications. In order to address the special needs of the food industry the site is currently undergoing the FSSC 22000 certification process, which after completion will ensure and document safety and purity standards in materials, production process and end product.

For all guests, the key statement at the inauguration event was that Schütz is committed to building its position in South-East Asia, and that its portfolio offers innovative, sustainable and secure transport packaging for a wide range of filling goods including acids, varnishes, paints or concentrates, foods and cosmetics.



From left: Andreas Wolf (general manager Schütz Malaysia), Gertjan Boom (Schütz business unit manager Asia/Pacific), Ir Dedi Mulyadi (head coordinator of West Java, Region II), Ricky Lie (general manager Schütz Indonesia), Dr. Cellica Nurrachadiana (Vice Regent Karawang) and Letkol. ARM. Wahyu Widodo (commander of district military) opened the new Schütz factory in Indonesia with an official ceremony



The Vice Regent of Karawang, Dr Cellica Nurrachadiana, also accepted PT Schütz Container Systems Indonesia’s invitation

Hambantota port

The tank farm complex and bunkering terminal at Hambantota port has opened. The Magam Ruhunupura Mahinda Rajapaksa Port (MRMRP) was inaugurated by President Mahinda Rajapaksa in June.

The tank farm, with a storage capacity of 80,000 cbm for marine fuel oil, aviation fuel oil and LPG, has five upright domed tanks of 10,000 cbm, three upright domed tanks of 5,000 cbm, three upright domed tanks of 3,000 cbm, and three spherical LPG tanks of 2,000 cbm, plus all necessary auxiliary facilities.

The project will provide bunkering services for ships and domestic requirements for LPG and aviation oil.



The Hambantota tank farm has a capacity of 80,000 cbm

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Lehnkering opens DG warehouse

Lehnkering has begun operating a new warehouse for dangerous goods in the district of Hedemünden, Germany. At the site located between Gottingen and Kassel, Lehnkering will provide warehouse, handling and picking services for the vehicle parts wholesale firm Wessels + Müller there.

The new warehouse for dangerous goods has the capacity to accommodate approximately 5,000 pallet spaces; and has large handling and preparation areas.

The property, which is owned by Lehnkering, is located right next to the new Wessels + Müller logistics centre. Proximity to customers and its location in the heart of Germany, with direct links to the A7 motorway, enable the company to supply any goods ordered by 6pm at one of the more than 90 sales outlets of Wessels + Müller or at other customers' premises across Germany or in neighbouring countries the next morning after they have been delivered overnight.

"The warehouse logistics division for the chemical industry is developing very well for Lehnkering. The new warehouse for dangerous goods is an important milestone in further developing our network of business locations," said Lehnkering CEO Uwe Willhaus.

"When we made the decision to move our central warehouse to the south of the German state of Lower Saxony, we wanted to establish the logistics and picking operations in the immediate vicinity in order to optimise transport distances and processes. We have a competent and reliable partner in Lehnkering, which already has the necessary expertise in our product segment through our long-standing, joint cooperation arrangement," commented Peter Reimann, logistics and organisation manager, Wessels + Müller AG.

Lehnkering and Wessels + Müller have been working together for many years. The logistics specialist has been processing orders at its business location in Schüttdorf in the past.

The warehouse for dangerous goods is designed as a high-shelf facility with a storage height of up to 15m. It has narrow gangway and reach truck equipment and safety features match the state-of-the-art technology. These include a modern fire alarm arrangement, sprinkler system with foam additives and a gas warning and ventilation unit.

The warehouse, which is divided into two fire sections, is equipped with complete leakage and fire extinguishing water retention facilities throughout the building. Typical dangerous substances in the vehicle parts sector include brake cleaner fluids, cockpit sprays, mirror glues, anti-freeze, engine oil and wheel rim cleaners. The dangerous goods warehouse is also available for use by other manufacturers and shippers.



Proposed rail tank rules published

The US Department of Transportation (DOT) and the Pipeline and Hazardous Materials Safety Administration (PHMSA) released details of their proposed new regulations on rail transport of flammable materials at the end of July.

The announcement is part of the on-going programme to improve the safety in the transport of large quantities of flammable materials by rail, particularly crude oil and ethanol, and came in the form of a Notice of Proposed Rulemaking (NPRM) and a companion Advanced Notice of Proposed Rulemaking (ANPRM).

The NPRM proposes enhanced rail tank standards, a classification and testing programme for mined gases and liquids, and new operational requirements for high-hazard flammable trains (HHFT) that include braking controls and speed restrictions.

In the NPRM, DOT is proposing a two-year phase-out of the use of older DOT 111 tanks for the shipment of packing group I flammable liquids, including most Bakken crude oil, unless the tanks are retrofitted to comply with new design standards. The ANPRM seeks further information on expanding comprehensive oil spill response planning requirements for shipments of flammable materials.

As STM went to press, both the NPRM and ANPRM were still in the 60 day public comment period.

However, given the urgency of the safety issues addressed in the proposals, PHMSA said it did not intend to extend the comment period.

"Safety is our top priority, which is why I've worked aggressively to improve the safe transport of crude oil and other hazardous materials since my first week in office," said transportation secretary Anthony Foxx. "While we have made unprecedented progress through voluntary agreements and emergency orders, these proposals represent our most significant progress yet in developing and enforcing new rules to ensure that all flammable liquids, including Bakken crude and ethanol, are transported safely."



Secretary Foxx - the proposals represent the most significant progress yet in developing new rules to ensure that all flammable liquids are transported safely

The NPRM is based on an ANPRM published by PHMSA in September 2013, and reflects feedback from more than 152,000 comments. Specifically, PHMSA has been seeking comment on a number of provisions.

The NPRM proposes a definition of 'high-hazard flammable train' (HHFT) as a train carrying 20 or more tank carloads of flammable liquids (including crude oil and ethanol).

It also proposes the development and implementation of a written sampling and testing programme for all mined gases and liquids, such as crude oil, to address: frequency of sampling and testing; sampling at various points along the supply chain; sampling methods that ensure a representative sample of the entire mixture; testing methods to enable better analysis, classification, and characterisation of material; statistical justification for sample frequencies; and, duplicate samples for quality assurance.

Carriers should be required to perform a routing analysis for HHFT that would consider 27 safety and security factors and select a route based on findings of the analysis.

There are requests for comment on three speed restriction options for HHFTs that contain any rail tanks not meeting the enhanced standards proposed by this rule: a 40 mph maximum speed restriction in all areas; a 40 mph speed restriction in 'high threat urban areas'; and, a 40 mph speed restriction in areas with a population greater than 100,000. If tanks in the HHFT meet specifications finalised in the enhanced rail tank section of the rule, speed would be limited to 50 mph in all areas (rather than 40 mph). PHMSA also will evaluate a 30 mph speed restriction for HHFTs that do not comply with enhanced braking requirements.

In addition it proposes to require all HHFTs to be equipped with alternative brake signal propagation systems. Depending on the outcome of the tank car standard proposal and implementation timing, all HHFTs would be operated with either electronic controlled pneumatic brakes (ECP), a two-way end of train device (EOT), or distributed power (DP).

New standards for rail tanks constructed after 1 October 2015 and are used to transport flammable liquids as part of a HHFT are proposed. Examples include, thermal top fittings, and bottom outlet protection; tank head and shell puncture resistance.

PHMSA is requesting comment on three options for enhanced rail tank standard requirements: Tank car option 1 would have 9/16 ins steel, would be outfitted with electronically controlled pneumatic (ECP) brakes and would be equipped with rollover protection. Option 2 would also have 9/16 ins steel but would not require ECP brakes or rollover protection. Option 3 is based on a 2011 industry standard and has 7/16 ins steel, and does not require ECP brakes or rollover protection.

The NPRM proposes that existing tanks used to transport flammable liquids as part of a HHFT should be retrofitted to meet the selected option for performance requirements. Those not retrofitted would be retired, repurposed, or operated under speed restrictions for up to five years, based on packing group assignment of the flammable liquids being shipped by rail.

PHMSA will concurrently publish an ANPRM on oil spill response plans, specifically current thresholds and their applicability to rail, in part in response to an NTSB recommendation issued in January 2014.

Rubis expands Swiss LPG distribution

Through its affiliate Vitogaz Switzerland, French storage and distribution group Rubis has taken over the local LPG distribution business of Total.

The transaction will help Rubis to build its already well-established presence in cylinders, a high value added market segment, and strengthens its position in the growing bulk sector. The Acquired assets comprise a pool of LPG cylinders distributed directly to end-users or via a network of distributors, tanks dedicated to bulk delivery under contracts with customers, and associated technical centres.

In all, the deal adds 15% to Rubis's existing LPG volumes in Switzerland, traded under the Vitogaz brand name, and takes the total around 55,000 tons a year.

The transaction will have a positive impact on Rubis's profit at completion, which is expected to take place on 30 September 2014.

After having successively acquired Shell's operations in 2007, Linde's cylinders business in 2010 and the speciality gases distributor Multigas in 2013, Rubis says this latest development shows its commitment to Switzerland, while also fitting into a niche market strategy favoured by the group.





Quality adds to freight fleet

Quality Freight UK has taken delivery of a new MAN truck as it continues to expand its transport division. The Ellesmere Port-based logistics company now boasts a fleet of 10 trucks providing a range of transport solutions for clients in the UK, Ireland and Europe.

The fleet, which is led by transport manager Phil Bennett, includes bulk tippers, tipping and sliding skeletal, ADR tank container chassis and tautliners. Quality Freight also has a number of specialist discharge chassis which can discharge bulk food and chemicals both bag in box and pressure tank.

The trucks are able to handle many different products ranging from glass, sand and aggregate to containerised bulk transport, rice, sugar and maize.

Quality Freight won the latest addition to its fleet as part of MAN's 'Truckload of Ubefficiency' competition which attracted almost 1,000 entries. The six-month package, worth £10,000, includes repair and maintenance cover, road tax, tyres and MAN fleet management and driver training.

Sebastian Gardiner, managing director of Quality Freight UK, said: "We aim to provide our clients with a full multimodal solution and our growing transport fleet is an increasingly important aspect. We are able to offer customers a full turnkey solution across a range of products."

An example is Quinn Glass which recently renewed its contract with Quality Freight for handling, storage and delivery of silica sand. The product is delivered by rail to Quality's Ellesmere Port terminal before transfer to Quinn's bottle manufacturing and filling operation in Cheshire by Quality's transport fleet, with more than 130 loads each week.

Earlier this year, Quality invested almost £300,000 in a new Fuchs crane at Ellesmere Port. The Fuchs MHL 360E operates at the company's rail head which currently handles more than 200,000 tonnes a year.

The rail head can handle both inbound and outbound cargoes and all types of cargo including bulk, container and FMCG. Quality Freight is able to feed into the national and European rail network through its relationships with major rail operators.

2M joins Fecc

2M Holdings - International Branded Chemical Distribution is the latest company to join the European Association of Chemical Distributors (Fecc).

Fecc's president Neville Prior commented: "Welcoming an organisation as important in the European and international markets as 2M Holdings is an honour for Fecc. We constantly strive to improve membership benefits and increase the number of services offered by our office. Developing our membership is a priority for us; we believe that working together is the way to drive our industry towards success".

2M Holdings was founded by Mottie Kessler, the present chairman and CEO, in 2004 with a long term objective to grow an international chemicals distribution portfolio based on companies with strong brands. The group includes a portfolio of five branded companies, Banner Chemicals, Surfachem, MP Storage & Blending, Packed Chlorine and SampleRite (UK & China). These companies offer chemical distribution and related chemical services of samples management, storage and blending.

Headquartered in the UK 2M Holdings is a wholly owned private company with a presence in six locations: China, Benelux, Ireland, Poland, Scandinavia and UK. Its focus is on automotive, precision cleaning, coating, emission reduction AdBlue, oil-field & refineries, flavours & fragrances and surfactants for personal-care, household & industrial hygiene cleaning and pharmaceuticals.

Matz moors



The Matz Maersk on her maiden voyage moored in Bremerhaven, Germany. The ninth of a series of 20 giant container vessels ordered by Maersk Line, the Matz Maersk has a capacity of 18,270 TEU

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Yilport to operate Oslo terminal

Norway's Port of Oslo has chosen Turkish logistics and industrial company Yilport Holding as the new container terminal operator.

The company won a competition in which four other international operators were bidders. Yilport will take over the operation of container traffic late 2014 or early 2015. The agreement has a term of 20 years, but an option is in place for a 10 year extension to this.

Yilport Holding is part of the international family-run industrial and trade company Yildirim Group, which is based in Istanbul. The group's executive management is carried out by three sons of the founder Garip Yildirim: chairman, Ali Riza Yildirim; president, Robert Yüksel Yildirim; and vice-president, Mehmet Yildirim.

The company, established in 1963, is engaged in manufacturing and mining, trade, shipping, shipbuilding and port operations. The company has 8,000 employees. Yilport Holding operates two container terminals in Turkey and has a 50% stake in Malta Freeport Terminal. In 2014, it took over the operation of Gävle Container Terminal, in Sweden.

Port director Anne Sigrid Hamran said Yilport was chosen on economic and commercial criteria because the port believes it was best placed to help Port of Oslo achieve its goal of doubling the amount of cargo handled, although no time period was specified in the port statement.

The operator will lease space and cranes from Port of Oslo. The operator will also assume employer responsibility for the crane operators, who until now have been employed by the Port Authority.

"The efficiency of terminals and their optimal organisation are essential to ensure that more cargo is transported by sea. We anticipate that collaboration will be easier when terminal employees and crane operators have one employer only," said Hamran. "This way of organising the workforce at the terminal is considered to be vital for the competitiveness and effectiveness of the port. We acknowledge that obtaining a new employer can be an uncertain and challenging situation by our employees. We would like to stress that the new operator has a policy of hiring local terminal managers. Moreover, we have stressed in the negotiation process that the operator must comply with Norwegian law generally, not least Norwegian labour laws."

The Port is building Norway's largest and most modern container terminal in order to concentrate all container traffic in Oslo at Sjursøya in 2015. Today there are two container terminals, Sjursøya and Ormsund, operated by OCT/SCT.

Half of the Norwegian population lives less than three hours' drive from the capital and Oslo's population is growing.

Today the port has the capacity to handle 260,000 TEU. When the new terminal is completed, this will rise to 450,000 TEU.



Impression of the new container terminal at Port of Oslo

Hub for Harvest avgas

Simon Storage is storing AVGAS 100LL at its Immingham East Terminal for Harvest Energy. The new contract supports Harvest's expansion into the UK aviation gasoline market while the company continues to strengthen its presence in the UK's road fuels market.

Under the contract Simon is providing Harvest Energy with a complete receipt, storage, and road loading package for AVGAS 100LL used to power piston-engine aircraft. Product is received by sea into the Immingham East Terminal via a dedicated flexible hose linked to a stainless steel import line. Specialist aviation gasoline storage is provided by a 5,625 cbm tank equipped with an automatic tank gauging system with monitored flow rates. The tank incorporates a safety instrumented system rated to safety integrity level 2 overfill protection, which is linked to an independent high level probe. A temperature indicator and water draw-off facility are also installed on the tank.

Product is dispatched from the terminal by road tanker to Harvest Energy's AVGAS 100LL customers. The aviation gasoline is bottom loaded to vehicles via a 4 ins positive displacement pump delivering up to 66 cbm/hr and incorporating both high temperature and dry run protection. The loading facilities also include a product filtering system and HMRC-approved semi-intelligent mechanical batch meter. For additional safety and security during the road loading operation, Simon has installed earth and overfill protection which is monitored by a Scully vehicle management system.

As part of a complete service package, Simon's bespoke TASCs (Terminal Automation Stock Control System) incorporating real-time web portal access gives Harvest Energy direct access to live information concerning movement of AVGAS 100LL in and out of the terminal.

In accordance with product stewardship procedures for storing this particular grade of aviation fuel, Simon ensured that all relevant operational staff completed in-house Certificate of Analysis Batch Compliance checks for supportive fuel analysis. Stringent procedural quality checks for the contract's import and export operations have also been established.

The contract to store AVGAS 100LL represents a strengthening of the partnership between Simon Storage and Harvest Energy. A substantial proportion of road and commercial fuels tankage at Simon's Seal Sands Terminal is currently used by Harvest to supply its growing customer base. Simon also provides the company with specialist biofuels blending to comply with the RTFO as well as storage of raw materials for the biodiesel production plant operated by Harvest at Seal Sands.

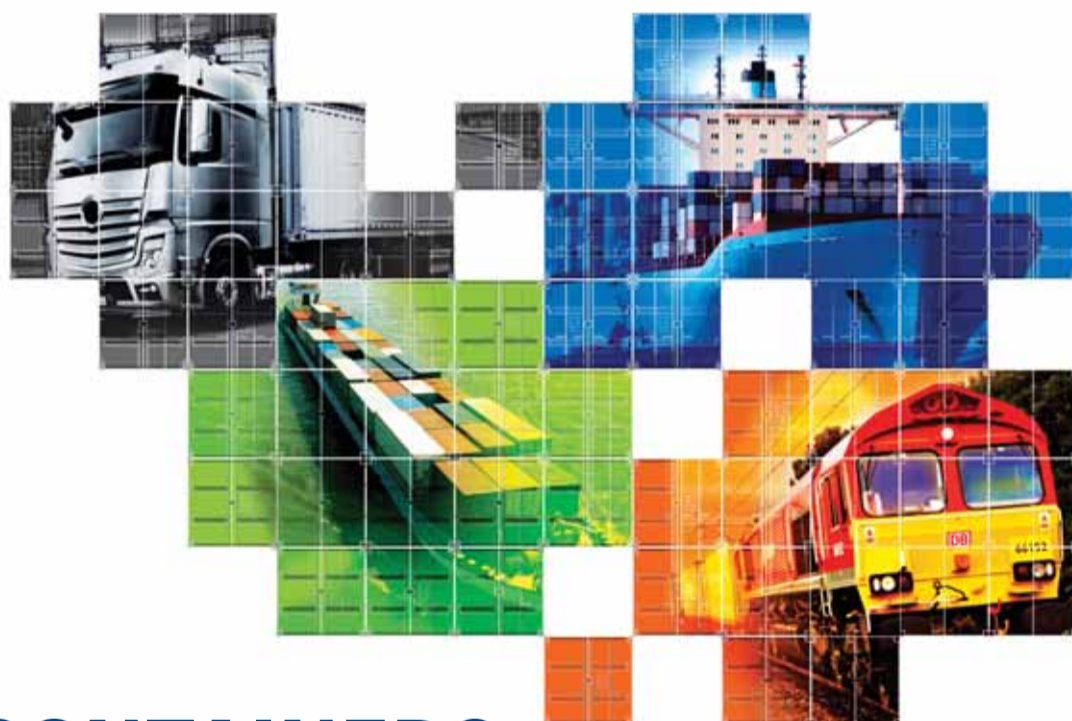


Harvest AVGAS 100LL is received by sea into the Immingham East Terminal via a dedicated flexible hose linked to a stainless steel import line

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UK ports looking for investors

Two regional UK ports have published calls for investment within a few weeks of each other.

Peel Ports Group is looking for potential occupiers for its Port Cheshire multi-modal development site on the banks of the Manchester Ship Canal, while in Scotland Perth Harbour is for sale as future logistics hub.

Port Cheshire comprises a 75 acre former brownfield site with consent for developments up to 1 million sq ft. The site of the former Bridgewater Paper Mill in Ellesmere Port is central to a growing multimodal port and can be developed as a single unit or a number of small developments from 100,000 sq ft.

The development reflects Peel Ports Group's ambitions for the Port of Liverpool and Manchester Ship Canal, offering bespoke port-centric facilities with direct access to the UK rail and motorway networks.

An existing operating berth on the Ship Canal connects the site directly to Port of Liverpool via Peel Ports' container shuttle service and the rail network is easily accessed with an on-site branch line. The national motorway system is within a few hundred yards of the site via junction 7 of the M53.

With existing planning consent for port use, Port Cheshire could be developed within a 9-12 month window. The owner has appointed AEW as its specialist logistics architects and Jones Lang LaSalle and B8 Real Estate as the marketing team for the 75 acre site.

Over recent years there has been significant development activity in the Ellesmere Port area, with firms such as Interserve, Regatta, Scania and Prowell building and operating warehousing and distribution facilities. Port Cheshire has a catchment area of 10 million people, which means potential occupiers will have access to a skilled local workforce, living within an hour's drive of the site.

Andrew Martin, group land and property director, said: "Port Cheshire offers customers unrivalled flexibility, through existing rail and water links, enhanced by direct access to the region's motorway network. It provides the perfect platform for port centric development linked to the new Liverpool2 terminal and the Manchester Ship Canal.

Liverpool2 is the post-Panamax deepwater container terminal currently under construction in

the River Mersey. The terminal will double the capacity at the port when it opens for business in 2015.

"Our strategic port locations and our diverse commodity expertise mean that we not only offer the best solution for importing and exporting goods, but we also provide the quickest and most efficient routes to market.

"The development of property and assets both on and near our port estates is at the core of our strategic thinking and with sites across the UK we are able to further diversify and strengthen our offering to our customers, across a variety of sectors."

Perth Harbour is being marketed by Bidwells on behalf of Perth and Kinross Council, which is looking for investment to secure the harbour's future as a logistics hub.

The agents say the working sea port provides a lower cost alternative to larger coastal ports and is situated on the River Tay just 30 miles from the North Sea. Perth is Scotland's newest city and one of its fastest growing. The city is less than 50 miles drive to Edinburgh or Glasgow.

Perth Harbour currently operates 24 hours a day handling coastal and dry bulk ships up to 90m in length, carrying up to 2,500 tonnes of cargo from Europe, the Baltic and Scandinavia at its four main berths. Operations work in time with the tides with vessels arriving on one high tide and departing on the next to ensure maximum efficiency.

The property comes with surfaced car and lorry parks, a large warehouse and is located within a well-established commercial estate with an expanding community of businesses including many of Perth's most successful and long established companies.

Graeme Duncan, head of commercial property at property firm Bidwells, said: "Perth Harbour is unique in the area because of its location – moving away from the large coastal ports such as Aberdeen and Dundee brings costs down while keeping the advantages of proximity to the North Sea and excellent rail and road transport links.

"The harbour would make the ideal investment for a company looking for a logistics hub in the centre of Scotland. We will be accepting expressions of interest over the next few months to allow all prospective bidders to come forward before a closing date is set."



Port Cheshire comprises a 75 acre former brownfield site



Aerial view of Perth Harbour

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ADPO, Solventis complex

ADPO and Solventis are to develop a new 12ha tank storage terminal on the left bank of the River Scheldt, in Port of Antwerp.

Called ADPO Liefkenshoek Logistics Hub (ADPO LLH) the first phase of construction is already well advanced. The made logistics configuration for the exclusive use of Solventis will be accessible by road, rail and water and will house 27,000 cbm mild steel and 10,000 cbm stainless steel tank capacity. There will also be 10,000 sqm of chemical storage warehouse and two fully automatic drum and IBC filling stations.

Completion of Phase 1 is scheduled for May 2015. A 3ha ADR tank container parking area is included as is a multi-purpose stainless steel blending plant. Phase two allows for the development of a further 60,000 cbm of free tank storage capacity.

ADPO has for many years been a principal provider of logistic services to Solventis at its Kallo terminal in Antwerp and the latest agreement will provide Solventis with additional storage capacity as well as enabling the company to concentrate its drum and IBC filling and blending on one site.

David Lubbock, CEO of Solventis, said: "We are delighted to be working with ADPO to create a state of the art terminal in Antwerp as the heart of the chemical distribution centre for Europe, to help us further our aims to grow as a global distributor of solvents and a manufacturer of automotive products."



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