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## Minimum wage 'anti-competitive'

**A minimum wage for 'transitory' hauliers is anti-competitive, claims Rhenus UK, the British arm of German logistics group Rhenus.**

Moves by the German and French authorities to apply minimum wages on foreign drivers operating in their territories could have a major impact on the UK's export drive, according to David Williams, managing director of the freight forwarder.

While Germany introduced its controversial minimum wage of €8.50 per hour on 1 January, France has now confirmed that it plans to impose a similar minimum hourly wage of €9.61 for drivers involved in cabotage operations within its borders.

Rhenus believes that this move will add unnecessary red tape, bureaucracy and cost to Europe's faltering emergence from the recession.

"This introduction of local wage rates for transitory drivers across EU territories is in my view

a retrograde step that goes against the ethos of the common, single market," Williams said. "The free movement of people and goods was one of the central pillars of the European market concept. These moves bring complexity and cost to a trading bloc that is central to the prosperity of the UK."

Williams believes that if fully enacted, these raises in wage rates could increase haulage costs to EU countries by as much as 5 percent. He continued: "While there will be an inevitable hike in overall transport costs due to these impositions, there are steps that we can take to minimise the impact."

"Our planning department has already started to examine new routes and load factors to minimise the number of milk runs within certain territories. Our understanding is that any loading or delivery of goods within a country is classed as cabotage (attracting potentially higher local wage rates); while drivers passing through a region are

currently exempt. Luckily, we deal with high enough volumes to allow us to go direct with limited stops at distribution centres.

"On the other hand, where this new regime does have an unavoidable impact on wages, we're ensuring our hauliers are fully compliant with all the regulations."

Rhenus understands that in the light of these moves, various MEPs are calling for a single, EU wide minimum wage, however the freight forwarder believes such a ruling may confuse the situation even further.

Williams concluded: "This move from Germany has prompted accusations from Polish hauliers that the German government is breaking EU law. It's becoming a divisive issue that needs clarification from the European Parliament sooner rather than later."

(See p2, Europe on the wrong track, stuck in the slow lane)

## Airedale Chemical invests in fleet

**West Yorkshire, UK-based chemical manufacturer, Airedale Chemical, has invested £500,000 in three new vehicles for its distribution fleet.**

The company, which provides all its own transport, has acquired a road train curtain sider to store IBC and packaged chemicals; one rubber-lined barrel tanker designed specifically for distributing hydrochloric acid and ferric-based chemicals, and one Euro Liner which conforms to European specifications for delivering chemicals such as phosphoric acid.

Over the past three years, Airedale Chemical has achieved growth of 15 percent, with a wider geographic customer base and increased demand for a broader portfolio of products. Airedale Chemical's transport manager, Graham Bird, commented: "As the company has grown year-on-year, so has our product range and, conversely, the volume and reach of our deliveries. Meeting this demand has meant our fleet has doubled in the past three years and with these latest vehicle additions, it is set to continue growing."

Bolstering Airedale Chemical's position is its investment in vehicles that are designed specifically to provide controlled transport for a range of chemicals. For example, its new rubber-lined tanker was acquired to manoeuvre HCL-based chemicals including ferric chloride, ferric sulphate and hydrochloric acid, all of which attack stainless steel surfaces so therefore require non-corrosive storage.

Another significant growth area for Airedale is peracetic acid, a corrosive chemical which requires extra packaged resources. Airedale's two new tractor units are purpose-designed to transport palletised and IBC chemicals, such as peracetic acid, safely and securely.

Transporting Airedale Chemicals' products is a team of 23 which includes two new drivers who have been appointed off the back of the new vehicle acquisitions. All Airedale drivers are trained to meet International Carriage of Dangerous Goods by Road (ADR) regulations.



Airedale's Graham Bird at the wheel of one of the company's new tankers

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# Europe on the wrong track, stuck in the slow lane?

**The past few months have seen more controversy over transport in the European Union.**

At a time when continental Europe is desperately searching for ways to revive its sluggish economy, it seems that some individual Member States still see protecting their national vested interests as a greater priority than forcing through the benefits of the Single Market.

At the annual meeting of the European Rail Freight Association (ERFA), EU Transport Commissioner Violeta Bulc used the occasion to highlight the quality and cost challenges in the rail sector.

Improving reliability, punctuality and efficiency of services must be addressed in order to strengthen rail's competitiveness, she stated. Commissioner Bulc pledged her support for a Fourth Railway Package that ensures "fair competition and removes incentives for discrimination against new entrants".

ERFA president Irmtraut Tonndorf claimed many discriminatory practices and outdated structures deterred growth and investment in the rail sector, while calling for "abuses of dominant position" in Europe's rail market to be investigated. The ERFA president invited EU decision-makers to set the course for a market-oriented infrastructure management.

At the meeting held in Brussels on 24 March, ERFA urged a move away from what it sees 'a

monopoly mind-set' in the sector towards more dynamic and innovative rail services. Delegates heard calls for infrastructure managers to act as business partners of railway undertakings, striving to provide quality services for all operators, and not as detached administrators of a monopoly.

The UK is held up as a model by ERFA for its separation between operators and infrastructure manager. Passenger services have benefited from open access to rail markets, but in many parts of continental Europe this has yet to be applied to rail freight. Jeremy Long, chief executive of MTR Corporation, which operates the London Overground and Stockholm Metro passenger services, pointed to strong growth in demand, highest ever number of services, and improved quality of stations and trains as some of the successes in the UK, where fair access to the rail network is the norm.

The advantage of the separated model in releasing the creative energy of the rail sector was confirmed by Dirk Brueckmann, of the ETH Institute in Switzerland, while Erich Forster, from Austrian high speed operator Westbahn, laid bare the reality of life as a newcomer, where the incumbent has and uses the tools at its disposal to deter competition.

From a shipper perspective, Denis Choumert, director of logistics at Ciments Calcia, confirmed that the lack of a level playing field on the French rail network, among others, was a problem for

customers, as it undermined the competitiveness, innovation and ultimately the attractiveness of rail.

Olivier Onidi, director for the European Mobility network in the European Commission, concluded the seminar by reiterating the stiff competition rail faces from other modes of transport. The principle of competition in rail is recognised by every EU Member State, he stated, strengthening the EC's resolve to conclude a successful Fourth Railway Package. Onidi acknowledged that in co-operation with competition authorities the EU needed to adopt a more aggressive approach on financial transparency.

At a critical time in EU decision-making over the fate of railways in Europe, ERFA took the opportunity to reiterate its call for policy-makers to support the fundamental principles of transparency, non-discrimination and fair and equal access to rail networks, as proposed by the market pillar of the Fourth Package.

In 2014 ERFA welcomed five new members, among them four passenger operators, as the association joined forces with the passenger sector to strengthen its alliance for a shake-up of the European rail system.

## Road rage

Not all is plain sailing, or even driving, in Europe's road haulage sector. At a European Parliament hearing on the EU's White Paper on Transport, the International Road Transport Union (IRU) explained

that national measures, some of which could be construed as protectionist, were also hindering cross-border haulage in the EU and wider Europe.

IRU general delegate to the EU, Michael Nielsen, underlined that road freight transport faces problems as Member States adopt an increasing number of national measures that directly impact the internal market's proper functioning. Nielsen called for an end to 'silo' thinking and modal protection, thus allowing all modes to maximise their efficiency to create a proper European transport system "fit to meet future challenges".

In France and Belgium, national regulations on weekly breaks for drivers are imposing administrative burdens and additional costs on hauliers. Germany introduced a minimum wage of €8.50 an hour, while France is pondering a similar move. (See p1, this issue.)

Further restrictions on transport operations exist in Denmark, Finland and Bulgaria. On top of all this sanctions against Russia and that country's retaliatory measures are estimated to be costing €700 million in lost revenue for EU hauliers.

Nielsen said some Member States were exploiting loopholes in the current system regulating EU transport to create unfair competition. Meanwhile, different interpretations and practices meant the rules operators are supposed to abide by were unclear.

Germany introduced its statutory minimum wage of €8.50 an hour on 1 January 2015. It applies to all economic sectors including all road transport operations. According to the legislation, a foreign transport company has to pay the German minimum wage for the time a truck-driver spends in Germany, including international transport, cross-border trade and transit operations.

The foreign company is also subject to administrative obligations for recording and reporting, and to a fine if the driver is not paid accordingly.

On 21 January, the Commission opened a dialogue with Germany to clarify whether national legislation complies with EU law, interpreted as whether it hinders free movement of goods and services.

A further European Parliament debate on 25 March saw Commissioner Bulc reiterate that national regulations must comply with EU law. The Commission has not yet concluded its



The UK is held up as a model for its separation between operators and infrastructure manager



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Germany introduced a statutory minimum wage for all economic sectors including road transport operations

## Fast track barge service

**F**or clients of the new Asia-Service provided by the Ocean 3 Alliance, which has called at Port of Dunkirk since 14 February, combined waterway transport operator Nord Port Shuttle (NPS) has upgraded its services to offer a 'tranship express' for containers.

NPS undertakes to reload specified containers on barge as soon as the Ocean 3 mother-ship completes operations at the Flanders Terminal on Saturdays. This agreement means that NPS can leave the terminal just hours after the containers arrive from Asia, and transport them overnight for discharge in Dourges on Monday morning and Lille on Monday afternoon, with immediate delivery to the warehouse.

The rotation is made available for containers under the Waterway and Maritime Procedure (PFM), a simplified Customs procedure which allows exemption from NST-type transit documents.

In total, a container coming from Shanghai will take just 30 days to reach Dourges or Lille, via Dunkirk.

NPS chairman Christophe Thebaud stressed the successful launch of the new rotation: "From the first call, the idea of express transshipment has been welcomed by many shippers, as proved by the excellent filling rates already achieved for the weekend barge," he said.

Stéphane Raison, CEO of Port of Dunkirk, noted that "in this innovative system, NPS has succeeded in combining the conventional economic and environmental advantages of waterway transport with the equally important concept of optimised transit time."

NPS has run two rotations a week between Dunkirk's Flanders container terminal and the inland port terminals of Lille (LCT) and Dourges (LDCT) since 2013.

The share of alternative transport modes at Port of Dunkirk has reached 49 percent, an increase of 1 percent over 2013. The modal share for rail was 30 percent. This relies largely on historic sectors, such as coal and iron ore, but the port says it now offers good prospects for combined transport, as can be seen in the doubled frequency of a container shuttle to and from the Greater Paris area (Bonneuil).

Grain procurements have also soared in recent months, extending the hinterland of Dunkirk to new markets. In consolidating overland traffic at the port, shippers are making use of the largest maritime infrastructure available.

Waterway transport continues to develop, with a modal share up one point at 16 percent. The main traffic is grain (1.19 million tonnes), a sector in which the modal share is as high as 52 percent. Combined transport is growing too, and should experience a new boost in 2015 with the deployment of new services for northern France.

Finally, pipeline transport now accounts for 3 percent of traffic, in particular since liquid bulk operators have connected to the Trapil national network. The opening of an LNG terminal should reinforce this mode in the coming years.



investigation of the German measures and their effects, she said. For this reason, Bulc explained, the Commission cannot yet provide a clear response.

However, she said, the Commission would address the question on social standards and working conditions in the transport sector in its legislative proposals for the 'road transport package' planned for 2016.

Germany was the 22nd EU member state to introduce a minimum wage when the regulation took effect on 1 January 2015.

Complaints were submitted from several EU member states, claiming a limitation of competitive freedom and excessively high bureaucratic obstacles.

At the end of January, the German government temporarily suspended the minimum wage requirements for truck traffic.

During the debate, some MEPs stressed the need to prevent what they called 'social dumping' and ensure 'fair competition' among hauliers, even though the first could be seen as negating the second. Some suggested introducing an EU-wide minimum wage and urged the Commission to table proposals to protect drivers' social rights and working conditions, including blacklisting companies which break rules.

Others countered that imposing national minimum wage rules for transit drivers obstruct the free movement of goods, contrary to EU single market and subsidiarity principles, by adding to the costs and administrative burdens on haulage firms from other member states.

## Hoyer extends Esso supply to 2018

**H**oyer Group has extended its contract with petroleum company ExxonMobil Central Europe Holding GmbH prematurely by three years. As a result, Hoyer Mineralol-Logistik GmbH will continue to supply around 600 Esso service stations in northern, western and eastern Germany with fuel until mid-2018. In addition, the logistics specialist will take care of inventory management.

Hoyer has been supplying ExxonMobil with fuel since 2000 and has 45 vehicles a day on the roads for this purpose. "The early prolongation of the contract is the result of good operational work and proves that Hoyer is an extremely reliable partner in fuel supply," claimed Volker Schmitz, managing director of Hoyer Mineralol-Logistik.

The new contract provides not only for the delivery of fuel, but also for the management of the customer's entire logistics process. To determine supply quantities with precision, Hoyer uses IT solutions that it developed itself for the purpose. Sold quantities are monitored and compared with empirical values and forecast data. In this way, the logistics operator ensures that despite limited storage capacity, all of the service stations always have an adequate supply of every fuel type on offer.



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### A quick word with...

#### Frank Verhoeven, CEO of Vos Logistics

#### How did you come to work with Vos Logistics?

I have been CEO of the company since May 2008. I am also the chairman of logistics platform Oss. Before that I was CEO of Rotogravure company Biegelaar and held several different positions at Royal Frans Maas Group.

## Frank Verhoeven, CEO of Vos Logistics

#### Could you provide us with a short overview of Vos Logistics areas of operation?

Vos Logistics was founded in 1944. It has 25 offices or sites in Europe and an annual turnover of €250 million and 1,900 employees. We have four core activities: cargo, bulk, logistics services and fleet services. In cargo, we serve mainly the automotive, consumer electronics, retail and construction industries. In bulk, we mainly transport dry unpacked goods. In addition, for bulk we provide handling, storage and packaging services as well as EFTCO tank cleaning. Our logistics services include forwarding and warehousing, though we also provide full solutions in which we assume the management of our customers' goods flows in full or in part. Finally, we provide transport and distribution solutions to companies with their own dedicated vehicle fleets.

#### How competitive do you consider the market you operate in?

In general the transport and logistics market is competitive. The more generic

the activities are, the more competitive they are as well. It's a matter of providing high quality and consistent solutions to shippers. For this we invest significantly in equipment, training of staff and drivers and quality systems. And it's a matter of understanding the business requirements of our customers. Our sustainability strategy is partly driven on cutting out waste through reducing empty mileage, optimising loading weights and maximising production. Through better understanding of our customers' supply chains requirements and through close collaboration we are able to provide better and more efficient solutions. This way it's possible for both of us to gain!

#### What do you offer to your customers in order to create customer loyalty?

We work hard and go the extra mile – this is part of our values. In the annual customer satisfaction surveys we measure the NPS (Net Promoting Score), which assesses to what extent customers are prepared to recommend Vos Logistics to other shippers. This score is part of our team evaluations. We are proud of the fact that the NPS score

is improving this year for the fourth year in a row.

#### How has the company developed over recent years?

Our strategy is based on controlled growth in the areas of operation with a special focus on dedicated and customised services with value added components for packed goods as well as bulk.

#### You recently completed a management buyout. What were the motivations behind this and how do you see it affecting the company in the longer term?

The buyout enables us to execute a long term strategy of controlled growth management as well as work with an investor (Scheybeeck Investments) which has a long term view. It is our aim to grow the company further on a financially robust basis. This way we are able to create a valuable service proposition for our customers, and provide a long-term perspective and stability for our staff and value for shareholders.

## Hewicks finds FH tankers 'streets ahead'

**W**hen it came to investing in Euro-6 technology last year, Hewicks Haulage Ltd of Bury St Edmunds, Suffolk, UK, turned to Volvo Truck and Bus Centre East Anglia and ordered a pair of FH-540 6x2 tractor units, with XL Globetrotter cabs and I-Shift automated transmissions.

"The pricing on the Volvo tractor units was right and the dealership gave us a good trade-in price on another vehicle," said Hewicks Haulage director Carl Brinkley. "Taking into account the driving environment and the fantastic all-round visibility found in the new FH, Volvo was a natural choice for us."

Support is vital to Hewicks Haulage. "We were offered a five-year Gold maintenance contract that massively lessened the risk," Brinkley added. "Furthermore, the Volvo dealership in Bury St Edmunds is the best dealership I've ever come across and I just know that if we need support it will be there!"

Hewicks Haulage started in 2000 with just two trucks supporting sister company, Cave Liquid Haulage. The latter trades in liquid products, so Hewicks was established to handle the transport side.

The company grew steadily until 2013-2014 when managing director, Chris Hewick suddenly expanded the fleet by more than 30 percent with a £1.5 million investment. It was part of this investment that saw the two Euro-6 Volvo FH tractor units join what is now a 32-strong fleet, which also includes three Volvo FHs from 2010.

Brinkley commented: "This was a big investment and we had to work hard to use the increased fleet size, but I would say the additional capacity is already being used."

"From an operations perspective, a majority of the product we carry is charged at £ per tonne so truck reliability is crucial. I would say uptime is much more important to us than the ability to carry an extra kilo or two!"

The Volvo FH tractor units are dedicated to tanker work where they carry liquid animal feed all over the country. "I must say the drivers of the new Volvo FH trucks love them," said Carl. "They tell me they are a big improvement on the previous generation FH and they are definitely happy that we have invested in them."

The trucks are expected to cover 130-135,000 km a year and fuel consumption is closely monitored. "We look at all our drivers' fuel figures each week," Brinkley explained. "The new tractor units are achieving, on average, about 8mpg at 44 tonnes."

Hewicks uses the Volvo dealer in Bury St Edmunds to monitor the trucks via Dynafleet. "Each Monday I am sent an e-mail containing an overview report," Brinkley continued. "This definitely helps us to operate and maintain our trucks more proactively."



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For Den Hartogh the SQAS assessment is a means for continuous improvement

## Raising the SQAS bar

**D**en Hartogh Logistics says it is showing Safety and Quality Assessment System (SQAS) scores significantly above industry average.

Where the average SQAS score for transport services in the market is at 77 percent, Den Hartogh says its score is 96 percent.

SQAS is a system to evaluate the quality, safety, security and environmental performance of logistics service providers in a uniform matter. This is done by a single standardised assessment, carried out by independent assessors, using a standard and detailed questionnaire. The questionnaire is developed by Cefic, the Chemical Industry Council, representing 29,000 large, medium and small chemical companies in Europe.

The SQAS assessment helps Den Hartogh identify and improve potential weak areas. It is a means for continuous improvement and therefore an important element of Responsible Care applied to logistics operations.

The nine European country sites of Den Hartogh were all re-assessed in 2014 by independent assessors appointed by Cefic. The last assessments dated back to 2011 as the SQAS reports are valid for a maximum period of three years.

The average score in 2011 was already at 86 percent. But Den Hartogh was eager to improve processes and systems even further. The assessments in 2014 showed a strong improvement for each of the assessed sites and the Cefic assessors were impressed by the way processes were embedded throughout the organisation.

In 2014 Den Hartogh, together with the safety specialist organisation Samurai@Work, developed a global multi-year safety programme called *The Power of Safe*. The programme uses the physiological structure of the human brain as basis for safety culture development.

In the Middle East, Talke Group says it is one of the forerunners in SQAS assessments in the Gulf region.

At the beginning of 2015, Talke was one of the first logistics service providers for the chemical and petrochemical industry to complete successfully a Gulf SQAS Warehouse assessment in the region. Its hazardous goods warehouse in Dubai World Central

Logistics City scored 83 percent, while Talke's Qatar site achieved a score of 92 percent.

Room for improvement was identified in the area of environmental considerations. The two companies will now examine and implement the proposed changes.

The assessments were carried out as part of a pilot for the GPCA's Gulf SQAS initiative. The aim is to create a unified benchmark for the evaluation of health, safety, security, environment and quality (HSSEQ) for logistics service providers in the region.

"With the continued expansion in the chemical and petrochemical industry, there is a growing number of service providers in the Gulf," explained Alan Izzard, SQAS programme director at GPCA. "SQAS provides a platform to determine their strengths and weaknesses, and gives them the chance to turn weaknesses into strengths transparently through a structured framework of improvements."

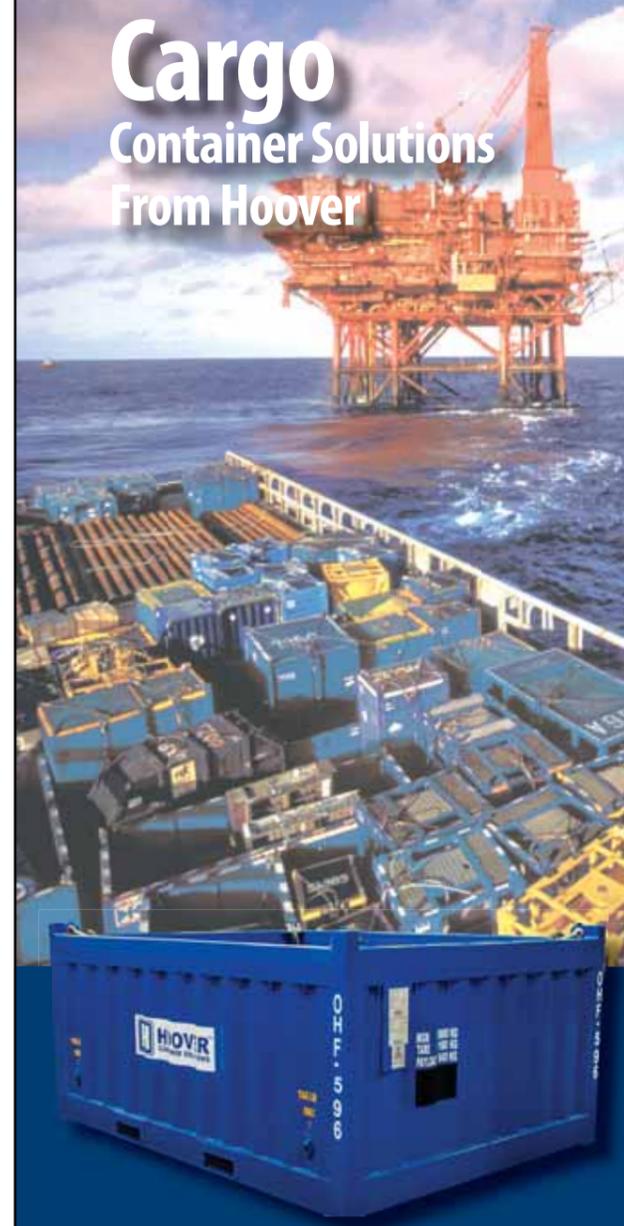
The first pilot project – which took place early in 2014 – included five SQAS Transport assessments at regional transport companies. The Transport Services Module was subsequently launched in August 2014. At the beginning of 2015, the second pilot followed with four Warehouse assessments, two of which were conducted at Talke sites. "We felt it was vital for our sites be part of the pilot project," said Richard Heath, Talke's director for the Middle East & Asia. In his work at the GPCA, he actively contributed to the introduction of Gulf SQAS assessments in the Gulf region. "Systems like SQAS provide an important reference point concerning how we can improve on our high HSSEQ standards," says Heath, explaining his commitment to the program. "This also applies to the Gulf region, where there are sometimes limited legal frameworks in place for the storage and transport of hazardous goods. Specific regulations such as the European ADR are still not implemented here. For us, compliance with these high standards is simply a given and equally pertinent to our operations in the Gulf region. By participating in the pilot project, we hope to help raise awareness of HSSEQ standards among other industry stakeholders and customers."



The Talke site in Qatar (pictured) and the Dubai site of the RSA-TALKE joint venture have successfully participated in GPCA's SQAS Warehouse pilot assessments

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# Tank Container Village keeps growing

**This year's ITCO Tank Container Village - organised as part of the *transport logistic* 2015 exhibition in Munich, Germany - is set to be the biggest so far arranged by the organisation.**

Comprising 56 exhibition stands and over 60 ITCO members in total, the 2015 Village represents a 15 percent increase over 2013, which in turn was 20 percent larger than in 2011. Located in Hall B4 of the New Munich Trade Show Centre, the 2015 Tank Container Village will again offer ITCO members, exhibitors and visitors an important opportunity to meet customers and partners in a dedicated environment.

ITCO Members exhibiting in the Village will be displaying a wide range of equipment and services, with the majority of the world's leading tank container operators, leasing companies, manufacturers and component suppliers taking part. In addition, there will be tank surveyors and inspection companies, together with a number of leading cleaning and repair facilities.

The growth in the size of the Exhibition reflects the growing range of products and services that ITCO is offering to its members - and also the increasing membership of the organisation. ITCO will be show-casing a number of initiatives that it has been developing over the past year. These include the development of an e-learning course to be launched during 2015, the establishment of a Work Group focusing on 'Corporate Responsibility in the Tank Container Industry' and the planned publication of 'Recommended Guidelines for Tracking Systems on Tank Containers'.

In addition, prior to this year's *transport logistic*, ITCO will publish the latest version of its annual 'Global Tank Container Fleet Survey',

providing a resource for all industry stakeholders, giving detailed data about the size, ownership and growth of the world's tank container fleet. ITCO will also be re-launching its website, in time for the show. This will include a new ITCO mission statement, reflecting the ongoing growth and modernisation of the organisation.

Commenting on the ITCO Tank Container Village, Heike Clausen, ITCO president said: "This year we will be hosting 56 exhibition stands. From one trade show to the next, ITCO can announce one record year after another. I'm sure that this will also result in a record number of visitors from the chemical, food grade, and pharmaceutical industries, as well as representatives from operators, forwarders and logistics companies."

Apart from the various new projects that it is working on, ITCO is also expanding the number of events that it is running this year. The organisation recently held its first North America Regional Event, while its next General Meeting will take place in Antwerp, Belgium on Wednesday 21 October.

In addition to the exhibition stands, the Village features a central bar and meeting-lounge area. Two evening receptions are being organised:

- ITCO Welcome Reception on Tuesday 5 May at 18:00; and
- Wine-Tasting Evening, sponsored by Perolo, on Wednesday 6 May.

Visitors to *transport logistic* 2015 will find the Tank Container Village in Hall B4 (Stand 221/322).

Further information can be found at [www.itco.be](http://www.itco.be)



## ITCO exhibitor list

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CCR, France  
China Railway Multimode Transportation, China  
CIMC ENRIC Holdings, China  
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Curt Richter, Germany  
CXIC, China  
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**What's on the programme?**

As well as providing a platform for a wide array of services and products, *transport logistic* will again be accompanied by a high-calibre conference programme, organised in co-operation with industry sponsors. Some key conferences include the following.

**Sustainability as a platform for growth**

Tue 5 May 2015  
13:00-14:30  
Forum II Hall A4

On Tuesday 5 May, a conference on *Sustainability as a platform for growth* will look at how seriously companies in the chemical industry are taking their social responsibility and what scope they give their purchasing departments.

Among the panel discussion participants for this forum is **Heike Clausen**, President ITCO and General Manager, VOTG Tanktainer GmbH, Hamburg.

She will be joined by **Prof Dr Thomas Krupp**, Faculty of Economics, Business Administration and Law, Cologne University of Applied Sciences, Cologne; and **Gabriele Willenbrinck**, Head of Processes & Quality, LANXESS Deutschland GmbH, Langenfeld.

Organised by CHEManager Wiley-VCH Verlag GmbH & Co KGaA, the conference is moderated by Jens Tosse, general manager, teamtosse GmbH. The forum will be translated simultaneously in English and German.

**Transalpine freight transport**

Infrastructure, technical and operational challenges, using the example of transport across the Brenner  
Weds 6 May 2015  
12:00-13:30  
Forum III Hall A4

For the European economy smooth transport and information processes are essential. Innovative concepts are necessary to control and arrange the flow of the goods though Europe and over the sensitive Alps.

Current studies forecast an increase of freight transport of 38 percent in Germany until 2030. Cross-border traffic is forecast to grow disproportionately, by 42 percent. How can infrastructure be adapted to this growth?



Within the framework of the German Federal Transport Infrastructure Plan various projects should be pursued in order to ensure efficient freight transport. A prime example is the current debate about the northern access route to the Brenner Base Tunnel in the Bavarian 'Inntal. Realisation of the northern Brenner access routes will only succeed, if the various interests are brought together by, and within, a transparent process.

Participants confirmed:

**Dr Karin Jäntsch-Hauke**, chairwoman of Deutsche Verkehrswissenschaftliche Gesellschaft, Bezirksvereinigung Südbayern eV, Head of Division Road and Rail Transport, Logistics in Bavarian Ministry of the Interior, Building and Transport; **MdL Joachim Herrmann**, Bavarian Minister of the Interior, Building and Transport; Prof Dr Konrad Bergmeister, CEO of Brenner Basistunnel BBT SE; **Karl Fischer**, CEO LKZ (Logistic Competence Centre) Prien GmbH.

The forum will be translated simultaneously in English and German.

**Modal shift of transport just for the environment?**

*Or can other arguments persuade shippers and forwarders to shift to the rail network?*  
Weds 6 May 2015  
16:00-17:30  
Forum II Hall A4

Rail freight transport has become much more attractive in the past few years, which has been rewarded by shippers and forwarders in Germany with an increase in demand. However, customers consistently mention that rail has to improve further if it wants to gain considerable volumes from the road.

Public and politicians also intensively discuss the modal shift to rail. However, the arguments for rail are often reduced to environmental and transport policy aspects. But do these arguments really suffice to convince shippers and forwarders that they should shift their transport? Or should talk more about the logistics abilities of rail, its practical advantages for shippers and forwarders and customers' demands?

Modal shift from the point of view of logistics is the central subject of this panel discussion.

Participants:

**Dr. Martin Henke**, Managing Director, Railway Traffic Sector, Association of German Transport Companies (VDV), Cologne; **Michael Stahlhut**, CEO, SBB Cargo International AG, Olten (CH); **Joachim Berends**, CEO, Bentheimer Eisenbahn AG und Vice-President of VDV, Bad Bentheim; **Günther J. Ferik**, Head of VTG Rail Logistics Europe, Hamburg; **Joachim Zimmermann**, Managing Director, bayernhafen GmbH & Co. KG, Regensburg

The forum will be translated simultaneously in English and German.

Additional information on the trade fair and supporting programme can be found at:

[www.transportlogistic.de/en/Program](http://www.transportlogistic.de/en/Program)

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## Crowley tanks up

In response to high customer demand Crowley Maritime Corporation's liner services group is deploying new equipment, including hundreds of chassis, tank containers and high-cube containers, for use in the company's services between the US, Puerto Rico, the Caribbean and Central America.

To date, 534 of 1,300 40-ft chassis have been received, with the remaining 766 scheduled to arrive in Jacksonville by 1 April. Additionally, 240 new 20ft tanks have also been delivered, replacing 145 units that had been in service for more than 30 years. Accompanying the tanks are 145 matching chassis, which will be compatible with the company's new Commitment (C) Class vessels – some of the first LNG-powered, combination container and roll-on/roll-off ships in the world, designed especially for service between the US and Puerto Rico.

The company's 40ft high-cube containers are also starting to trickle in, with half of the 2,300 ordered expected to arrive by the beginning of May.

Crowley's equipment acquisitions follow an announcement in the first quarter that it would be increasing its capacity and sailing frequency in the US Mainland–Puerto Rico trade. To accommodate growth, the company said it would be adding more than 6,000 pieces of equipment in 2015, which would be comprised of chassis and dry and refrigerated containers.

"Fulfilling the needs of our customers is a top priority," said Crowley's John Hourihan, senior vice president and general manager, Puerto Rico liner services. "As a whole, Crowley is working hard to improve its shipping and logistics services, first and foremost by delivering top-quality equipment in the trade lanes where it is most needed. The high cube containers are ideal, especially in the US to Puerto Rico trade lane, for shippers sending foodstuffs, consumer goods and heavier cargo."



240 new 20ft tanks have been delivered into the Crowley fleet

## NewPort opens in India

NewPort has opened its own office in Mumbai, India. The tank specialist says it is the first global tank container operator with an own office in the fast growing country, with the goal to expand its position in the Indian market. The office opened in early 2015.

NewPort sees great potential in the Indian market. "Opening NewPort India Pvt Ltd supports our global growth strategy," said CEO Michael de Rijk. "Our goal is to get closer to our customers, especially in key markets around the globe. Through our own global office network, we're able to develop a stronger relationship with our customers which will allow us to support their strategic initiatives."

Rob van Mourik, vice president EMEA, added: "Until last year NewPort was working with a local agency in India so we know the market well. More importantly, we see the potential to develop our presence in the Indian market. Our experienced local team enables us to ensure consistent quality service."

NewPort India Pvt Ltd is sited at B205, Dynasty Business Park Andheri, Kurla Rd, Mumbai 400056.



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# Eurotainer deploys swap bodies for China market

**Eurotainer recently received its first swap bodies designed for use in China.**

The 31,000 litre capacity units comply with Chinese regulations for domestic tank containers. The tanks were designed specifically for the Chinese market. They are insulated, clad and built with a large heating surface area. The tare weights are lower than older swap bodies which allow for higher payloads and more efficient shipments of liquid cargoes.

Components include a large walkway area, collapsible handrails, safety relief valve, sampling port, and cleaning hatch.

Eurotainer sees a growing demand for these larger capacity containers in China. As such the tanks were built to meet this requirement and will immediately go on lease to current clients.

The introduction of swap bodies in Asia Pacific represents a significant step for Eurotainer as this is the first time the leasing company's fleet of swap bodies have been used outside of Europe.

Last year, Eurotainer celebrated 10 years of operating in China. It opened its first office in Shanghai in 2004. Two years later, Eurotainer Tank Leasing (Shanghai) Co, Ltd was established. Since then the business has grown significantly and a second office has been opened in Tianjin.

The company has identified significant tank container leasing opportunities in North China and the Tianjin office is located to target additional business growth in the region.

In June 2014, Eurotainer held a tenth anniversary banquet in the Huang Pu District of Shanghai to celebrate the achievement and to thank clients and suppliers for their support over the previous decade.

The banquet was attended by more than 200 guests enjoying a dinner and night of fun overlooking the Huangpu River. Members of the Chinese chemical industry throughout Asia Pacific, transport companies and service providers joined Eurotainer for the event.

In a separate move, Eurotainer has become an Associated Member of APLA, the Asociacion Petroquimica y Quimica Latinoamerica (Latin American Petrochemical and Chemical Association).

APLA members are the most important chemical and petrochemical companies of each country in the region. The association constitutes a business forum to boost and promote business in the Sector.

As a member of the association since July 2014, Eurotainer has already participated in the 16th Latin American Logistic Meeting and the 34th Latin American



The lessor held a banquet in Shanghai to celebrate 10 years of operating in China



Eurotainer sees growing demand for larger capacity containers in China

# Suttons appoints regional director

**Suttons Group has appointed Steve Lonsdale as Regional director for the Americas.**

Moving from his previous role within Suttons as director of network operations, Lonsdale is now based at Suttons' New Jersey offices and will be responsible for leading the company's development and broadening the number of services it provides in the Americas.

He has more than 25 years' experience in tank container logistics and supply chain, during which he has held a number of key senior operational and sales focused roles within Suttons.

Managing a large sales and operations team at Suttons' offices in Iselin, New Jersey and sales office in Houston, Lonsdale is looking to capitalise on the success of the company in the region.



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# ITCO CR workgroup

The ITCO Corporate Responsibility Workgroup has been formed to work on the upcoming 'ITCO Corporate Responsibility Code of Practice' to be signed by all members, evaluated through the organisation's regular measurement, covering a definition of CR, key CR commitments as well as targets and KPIs.

The workgroup aims at providing a comprehensive document, that is easy to understand and work with, and which helps to develop the reputation of the tank container industry as a whole, as well as making sure that ITCO members follow key requirements of CR.

The workgroup will meet on 4 May 2015 in Munich at the transport logistic event. In preparation for this meeting members will provide information, data and examples for the single business divisions.

ITCO members who still wish to join the workgroup should contact Tanja Laube, WG Moderator at: [tanja.laube@laubecomunications.com](mailto:tanja.laube@laubecomunications.com)

At the ITCO North America meeting held in Houston, Texas, held on 18 February, another workgroup on Developing Guidelines for Tank Container Asset Management Tracking took place.

The meeting aimed identify the aims of the workgroup and evaluate what would be feasible for it to achieve. It was agreed that ITCO should consult with other groups, such as shipping companies, railroads, and trucking companies to ensure that its guidelines harmonise with their operations.

Attendees agreed that the guidelines would be optional and not enforced. Due to the wide variety of tank designs, a recommendation was made that it specify areas where monitoring equipment should not be installed, rather than specify approved areas.

Labelling issues were discussed, but attendees recommended that contact information should not be part of the guidelines. Attendees agreed that vendors should meet a minimum set of guidelines to be included on a 'recommended' list. One purpose of this list would be to help the industry identify valid devices, for example, during tank inspections.

# M&S inspires Britain

Sandbach, UK, based M&S Logistics Ltd has been recognised in the London Stock Exchange's '1000 Companies to Inspire Britain'.

The annual report is a celebration of the UK's fastest-growing and most dynamic small and medium sized businesses. To be included in the list, companies needed to show consistent revenue growth over a minimum of three years, significantly outperforming their industry peers.

Founded in 1996, M&S Logistics is a logistics provider of bulk liquid transport specialising in the use of ISO tank containers.

M&S Logistics managing director David Kew attributed the company's success to "the global management team whom along with dedicated, driven and experienced colleagues enables the company to have a great understanding of the different markets in which it operates. We all pride ourselves on our ability and willingness to provide excellent customer care while focusing on cost efficiencies and ensuring high levels of quality and standards are maintained."

Over the next five years, M&S Logistics aims to double both the size of its fleet and its staff count by expanding its global office network.

Xavier Rolet, chief executive of London Stock Exchange Group, commented: "This report is a significant part of LSE's broader campaign to support UK high growth companies in their journeys from start-up to stardom and to create an entrepreneurship revolution. I'm delighted that a strong alliance between the UK government, financial market participants, investors, entrepreneurs and companies has been created to support these inspiring businesses."

A searchable database of all of the companies on the list along with a downloadable pdf of the publication can be found online at: [www.1000companies.com](http://www.1000companies.com)



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# Conference discusses progress on Russian composite tank

**Russian Maritime Register of Shipping hosted a meeting in St. Petersburg, Russia on 17-18 March on 'Containers and container transportation of petrochemicals and gases'.**

About 40 organisations from the container industry engaged in design, manufacture, testing, transport and operations of containers made up the participants. The specialists discussed various aspects, such as the harmonisation of national and international requirements, perspectives for development of container transport of goods, the peculiarities of tank container operations in the post-Soviet era, and designing and launching new models of containers.

An ambitious project in Russia is the development of a tank container with a boiler for composite materials. The project is being implemented as part of a work flow chart analysing the 'development of the composite materials production industry.'

It is planned to design and manufacture a container of polymer composites which would be resistant to aggressive substances, chemical and petrochemical products used in container shipments and would comply with the international standards for combined transport. Among the intended advantages of the new tank containers is reducing the mass by at least 20 percent as compared with similar steel containers but retaining the same performance characteristics when carrying aggressive substances over a period of at least 15 years depending on the type of the cargo carried.

Aleksandr Fetisov, head of the container department at Russian Maritime Register of Shipping, said: "The scope of container transport keeps growing worldwide. In a number of European ports it exceeds 90 percent of cargo turnover. As one of the leading organisations of the transport industry, RS is striving to improve the effectiveness and safety of cargo shipping."

The creation of new tank container with a boiler of composite materials is unparalleled anywhere in the world. It combines the efforts of all transport process participants – science, manufacture and transport operators."

Evgeny Bogdanov, technical director of operator Spectransgarant, added: "Performing the task of transporting the most corrosive and aggressive products, Spectransgarant faced problems related to the protection of the vessel's internal surface. Despite the serious financial and technical expenses, the abundant experiments with various protective surface technologies had no adequate result. Thus, an alternative arose to create a conceptually new tank container with a vessel of composite materials."

"We have developed and suggested to Russian manufacturers a technical assignment to design a container for transporting hydrochloric acid, one of the most aggressive products. To meet the

versatility condition, two more corrosive and difficult-to-transport products – phosphoric acid and caustic soda - were suggested for the review."

The fundamental was achieving a competitive price, because the end product cost should not exceed the average market price of a chemical container being used for similar traffic. Following discussions, the technical assignment was accepted for design work by Uralcryomash.

The manufacturer's chief designer Oleg Cheremnykh, said: "Multimodal transport of cryogenic liquids, such as hydrogen, oxygen, liquefied natural gas, have a number of advantages. For designing a new tank container, Uralcryomash is looking to solve the task focused on improving the efficiency of transporting chemically aggressive substances, including the maintenance of product quality in the tank during its filling, transport and discharge; use of versatility or individuality of structural solutions for transported products similar in thermo-physical and chemical properties (oxygen-nitrogen-argon; LNG-methane; hydrogen; helium); increasing carrying capacity, while ensuring high safety and security levels."

Finally, Andrey Ushakov, professor at Skoltech, stated: "The design and certification of a composite tank container requires carrying out complex experimental and analytical research on the state and

behaviour of materials within the structure. To address this issue, the research group of Skoltech developed mathematical models of composite materials, methodologies of FE simulation of a tank container structure keeping account of the fabrication process, and methodologies to test coupons and elements. Our research is based on the implementation of accelerated design methodology which enables us to reduce significantly the volume of full-scale testing through the application of verified models of material behaviour and mathematical simulation methodologies."



## Nijhof-Wassink on the move

**As of 1 March, Antwerp is now the home base of Nijhof-Wassink BVBA.**

Port of Antwerp is one of the fastest-growing ports in Europe, and is the second largest seaport in Europe, after Rotterdam. In 2014, Antwerp achieved a record transshipment of over 199 million tonnes and the port is home to the world's second largest chemical industry cluster

Because of the growing activities in the Antwerp region, Nijhof-Wassink felt a branch in the city had become essential. The new branch is centrally located in the port and is accessible from nearby highways. By moving from Torhout to Antwerp the group says it can implement its strategy more effectively.

Meanwhile, Finland-headquartered Haanpaa has relocated its Netherlands operation to cater for growing transport business. Haanpaa BV is now in the Barendrecht industrial area south of Rotterdam.

The address is Zuideinde 59, 2991 LK Barendrecht.



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# TWS Rent-a-tainer on the rise

**The core business of TWS is the rental of tank containers for liquid products used in the chemical industry, but also for liquid foodstuffs.**

Besides offering standard equipment a focus has always been on purpose-built equipment and market niches. TWS provides custom-made solutions in order to meet specific customer demands, such as reefer tank containers.

The special reefer tank for the foodstuff or chemical industries allow the liquid products to be cooled to -20degC and heated up to +50degC to +80degC, depending on the type (electrical or diesel). Some tank containers are equipped with an agitator or cip-units (cleaning-in-place).

Due to optimised frames as well as special walk ways a reduction of weight is achieved.

The capability of the cooling/heating device is 7,000W. There are stream channels and vacuum rings all around the container including front- and rear bottom as well as insulated tubes for the cooling liquid and complete foam insulation for the least possible temperature loss. Maintaining an almost constant temperature also reduces energy costs.

The tank containers are equipped with certain specialities such as a complete discharge compartment with cover and bottom to keep the valve clean, close box for product samples, adapter pieces or similar, insulated man lid with 500mm manhole, box to close for nitrogen line, surge tank for the cooling liquid glycol and a digital thermometer.

The cooling device can be handled very simply because it is installed at the rear bottom for setting the desired product temperature as well as for readout of errors (display flashes). Lead-sealing is certainly possible.

Within the foodstuff industry the containers are mainly used for the transport of fruit juices or concentrates, chocolate, beer or wine.

The chemical industry uses these containers for any product which needs to be transported at a certain temperature.

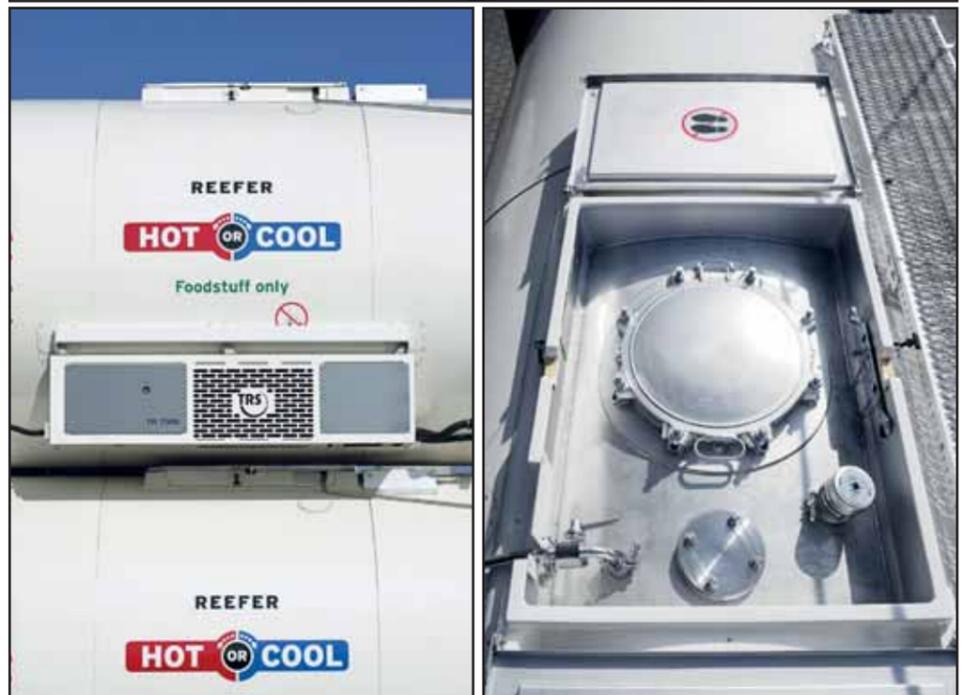
The current fleet of TWS fleet stands at about 6,000 units consisting of 20ft standard tank containers with a volume of 14.5 to 26 cbm, as well as swap bodies with volumes between 29.5 and 35 cbm.

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

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

When the company started 25 years ago the main business field used to be within Europe but new markets have been developed in the Far and Middle East as well as North and South America. In January a new own office was established in China. In 2014, turnover amounted to €18.5 million.

TWS will once again be presenting its range of services at the ITCO Village at *transport logistic*.



TWS provides custom-made solutions in order to meet specific customer demands such as reefer tank containers

## CIMC Enric buys Burg Service

**CIMC Enric Holdings has agreed to acquire from its substantial shareholder, China International Marine Containers (Group), the entire issued and outstanding shares in the capital of Burg Service BV for €1.675 million.**

Burg Service's principal business is the operation of two depots located in the Netherlands.

CIMC Enric Holdings turnover rose by 10.1 percent to RMB11.2 billion for the financial year 2014. Profit attributable to shareholders was up 4.5 percent to RMB1 billion.

Announcing the results, Zhao Qingsheng, chairman, said: "While 2014 was a challenging year for CIMC Enric, the Group has demonstrated the strength of its core competitiveness and ended the year with solid financial performance. We strive to become a world-leading manufacturer of specialised equipment and provider of project engineering services in energy, chemical and liquid food industries."

Chemical equipment turnover, which includes tank

containers, rose by 7.1 percent to RMB3.3 billion and contributed 29.6 percent of the overall turnover, making it the second top grossing part of the group.

Turnover of liquid food equipment increased by 44.2 percent to close to RMB2.5 billion and contribution to overall turnover increased from 16.8 percent in the previous year to 22 percent.

On the back of a gradually recovering global economy, the group's chemical equipment division, with tank containers as its major product, has recorded modest growth in recent years. CIMC Enric expects that the standard tank container business may fluctuate with the cyclical nature of the chemical market in 2015.

"This division will remain committed to maintaining its leading position in tank container manufacturing business by controlling production costs, improving quality and enhancing operational efficiency," a statement read. "To pursue a healthy and sustainable growth in revenue, the chemical equipment segment will step up its effort to develop special and high-end products, such as LNG tank containers."



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# Suretank skips into Aberdeen

**Suretank has completed delivery of a range of custom-made mud cutting skips to Augean North Sea Services (ANSS) in Aberdeen, UK.**

The mud cutting skips were tailor designed to meet the operational requirements set out by ANSS, and this recent batch of 250 units takes Augean's fleet to 750 units.

Mark Pett-Ridge, sales manager for Suretank, said: "Augean is a fast growing operation in Aberdeen. We've been delighted to be able to work closely with all the staff to produce an engineered solution that meets the requirements of the waste treatment services it offers to rigs and platforms in the North Sea.

"Taking into consideration the requirements for both onshore and offshore operations we match these to meet DNV 2.7-1 certification. This recent delivery demonstrates our commitment to engineering great products that meet operational, logistic and health and safety requirements."

Derek Richardson, technical sales manager for Augean North Sea Services, said: "We selected Suretank as they have a good reputation within the industry. They supply a quality service at good



The mud cutting skips were tailor designed to meet the operational requirements set out by Augean

value. The process to design what we wanted was helped greatly by the team at Suretank and they added value with their input and guidance."

In Brazil, Suretank, has manufactured the country's largest offshore container for trading company CISA Trading S/A.

Commissioned by Brazilian energy giant, Petrobras, the units were manufactured at Suretank Latin America's state of the art facilities in Caxias do Sul.

Following extensive discussions with the customer, two separate sizes were produced with six units measuring in at 4.3 x 4.3 x 4.5m and eleven units at 4.3 x 4.3 x 3.5m, and all certified to DNV 2.7.3.

Marco Pfeifer, CEO of Suretank Latin America, said: "Offshore cargo carrying units of this scale have never been manufactured in Brazil before and it is fitting that we at Suretank have pioneered the approach and succeeded in this engineering feat. We work closely with CISA's engineers to help develop solutions that suit their specific requirements and this has been one of the most stimulating and exciting projects in the history of Suretank Latin America.

"The containers have been collectively named, 'Mother's Heart', a title that the team felt emphasised the effort invested in the project and, from an engineering perspective, the sizeable capacities of the containers."

Once the CCU's were completed, the focus shifted from engineering to logistics competence, with special transport required for the delivery of the containers.

Pfeifer continued: "Units of this size can bring challenges from a handling perspective, but with the support of logistics specialists Flecha de Prata, the units successfully made the 1,600km trek from

Caxias to Macaé, all within the boundaries of Brazil."

Edward Karic, director from CISA Trading, Rental Services Division, added: "We turned to Suretank for their engineering excellence and experience in manufacturing offshore containers. This successful project is an illustration of Suretank Latin America's domestically unrivalled engineering aptitude."

The Ireland-based group has also acquired a majority ownership in Louisiana, USA-based manufacturer AmGulf Fabrication, LLC. The company has been rebranded as Suretank USA.

Having acquired a minority shareholding in 2013, Suretank has developed a strong working relationship with AmGulf offering its range of DNV 2.7-1 certified offshore tanks and cargo carrying units (CCUs) from the company's facility in Houma, Louisiana.



The offshore container for CISA Trading is the largest of its kind ever produced in Brazil

Finally, Mel Fitzgerald has been as the group's chairman. Fitzgerald has enjoyed a distinguished background within the oil & gas sector, having held the position of CEO of Subsea 7 Inc as well as serving as VP of Halliburton's Energy Services Group.

With a reputation for developing constructive industry collaborations within the offshore industry and a successful record of supporting the sector through building links with government, Suretank believes Fitzgerald will offer crucial guidance on the group's ongoing growth and expansion within global markets.

Speaking about his new position, he said: "I am excited to be working with Suretank. The company has a well-known pedigree within the offshore industry and their record of growth and development speaks for itself. The recent acquisition of Prior Diesel brings a new dimension to the services that the company provides and the moves into the USA and China provide significant opportunities to serve customers better than ever before."



New Suretank chairman Mel Fitzgerald

# Bromine tanks designed

**WEW has added a range of bromine tank containers for a specific client.**

Bromine is highly flammable when in contact with air and so the tanks had to be built with lead linings to ensure safe transport. The liquid form of this reactive halogen is used in the manufacturing of numerous daily items, from plastic bottles to protective coverings around cables.

As with all tanks built by WEW, the units are manufactured at the company's plant in Weitefeld, Germany. Employees at the factory include qualified welders and craftsmen working according to ASME-Code, Sec. IX, AD-Merkblatt and EN 287.

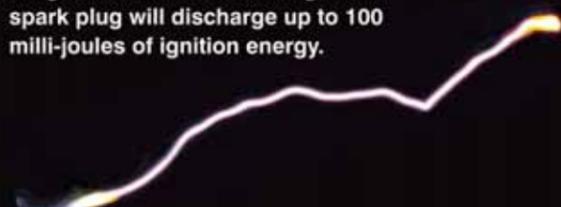
Welding engineers have recognition by the US National Board, ASME, Lloyd's Register, Bureau Veritas, Germanischer Lloyd, TÜV, Selo, railway authorities and other leading classification societies. An in-house technical office works on project development, design, calculation and statics.

In the past couple of years WEW has opened additional refurbishing and repair halls, including a 12,000 sqm covered and crane accessible production area.



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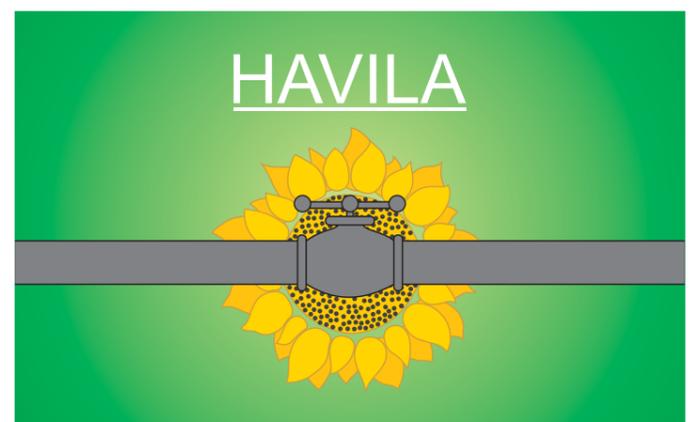


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# Den Hartogh goes on-board Android

**D**en Hartogh Logistics has signed a contract for the roll-out of the Astrata DriverLinc+ on-board computers in all trucks. The tablets are fitted with the Android operating system. This offers the possibility to integrate customer-specific, industry-specific and driver monitoring solutions into business operations.

The roll-out of the Astrata computers has now started.

"The DriverLinc+ corresponds with what we need to work efficiently and to offer our customers in the chemical sector the best possible services," said Joep Aerts, operations director liquid logistics.

There were two important reasons to search for a different on-board computer. The company wanted to respond effectively to various technology-based requests from one of its most important chemicals sector customers. Secondly, the possibilities to scan with the aid of the on-board computer, the workflow, the 'driver coach' solution, camera options and the advantages of integrated TomTom truck navigation supported the decision-making process.

The DriverLinc+ met all of the requirements and was also the only modern on-board computer to offer a hybrid solution and the options available on tablets, such as swiping between Android apps, Den Hartogh's own apps and those of customers.

The DriverLinc+ is based on Android. Astrata has laid a fleet management interface designed for the driver over this platform. Den Hartogh Logistics now has the possibility to add applications developed in-house to this and to implement applications of both customers and parties offering operational efficiency solutions.

Meanwhile, Den Hartogh's Cleaning division has opened a second food line in Dordrecht, The Netherlands.

The company said this was a response to global developments, such as the establishment of an increasing number of major chemical factories outside Europe. This has led to a shift in 'Rotterdam work', where the focus had largely been on chemicals, to food becoming the dominant factor.

A consequence of this development was that Den Hartogh Cleaning Dordrecht had increasing excess capacity in chemical cleaning. This was in sharp contrast to the shortage of possibilities for food cleaning. As many as five drivers regularly report for this simultaneously, causing waiting times of four or more hours.

Den Hartogh Cleaning's management team raised the issue of a second food line in Dordrecht with the group board. On 29 July 2014, the green light was given for the project.

After preparatory work, such as demolishing the existing installation and thoroughly cleaning the soil, building work started in October 2014. An installation that meets all modern requirements was built in less than three months under the supervision of the Den Hartogh Cleaning's technical service.

Cleaning according to HACCP or SGF procedures is can be done, as is working in accordance with customers' detailed instructions.

A complete monitoring system, in which all data is stored, provides complete insight into the process, such as the quantities of soap and water used, and also the procedure followed.

Building a second food line was one step, and awareness among customers was an important second step. The market was approached with a tool that is as simple as it is effective. Businesses were visited in

the Netherlands, Belgium and France and were presented a cake in the shape of a clock (representing time saved) with the text: "2nd Food Line is opened in Dordrecht".

The doubling of the capacity that has now taken place in Dordrecht offers customers, such as Albert Keijzer Transport, the possibility to come and clean more frequently per day, with shorter waiting times.

That also immediately involves extra responsibility, in order to keep the quality and the cleaning times optimum. This is why customers are constantly asked about their opinion, experiences and judgement. The feedback is then used in practice.



The Android based on-board computers allow swiping between Den Hartogh's own apps and those of customers

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# Flow simulation gives OMV a glimpse into the future

**B**efore making a large investment many companies would like to take a look into the future.

Whether purchasing more machinery, building a new factory or extending existing premises, often the most difficult thing to assess is whether the investment will have paid off over a given number of years, or even whether the new factory is found to be too small after a short period of time.

But predicting the future can be made possible, albeit within certain parameters, using material flow simulation, says the Institute for Integrated Production Hannover (IPH), a non-profit service provider in the fields of manufacturing and engineering.

IPH was founded in 1988 out of work done at Leibniz University Hannover, in Germany. It provides research and development, consulting and training in process technology, production automation and logistics.

Since 2012, IPH has been working on a simulation project with Austrian oil & gas company OMV.



Is there still room for more trains? With simulation IPH can clarify whether a goods station is full or if there is underutilised capacity

OMV Refining & Marketing operates its own rail terminal, where trains load or unload crude and heating oil, gasoline and diesel. The group wanted to know whether its infrastructure would still be sufficient in 10 years or whether new tracks would need to be laid.

Even today the number of rail cars handled in its marshalling yard runs into four digits. This is likely to grow given OMV's expansion plans and moves to switch more of its logistics from road to rail.

IPH developed a realistic terminal simulation based on its existing Plant Simulation software. Analysing how many additional trains were likely to be loaded and unloaded at the terminal, and so when the infrastructure would reach capacity, can now be accurately predicted using the simulation.

However, the model was complicated to create. IPH engineers have been working on it since 2012. In order to map the track facilities realistically, they developed special algorithms to model trains and implement them in the Plant Simulation software.

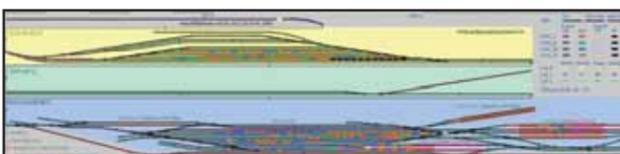
This required entering numerous details, including speed limits, closure of certain tracks, maximum permissible weights, maximum length of the trains and staff shift patterns.

IPH found the biggest challenge was the human factor. To create a realistic simulation, IPH had to replicate the human element. Train movements were programmed for different types of move as if the trains were being shunted by many different drivers, thinking and making decisions independently. In fact, just like a real terminal.

Thanks to the simulation OMV can now organise its terminal operations more efficiently using 'hidden' capacity. For example, IPH engineers found that the locomotives were running empty almost half the time with no wagons waiting for traction.

The company can now see if it is worthwhile building additional tracks or even new terminals even after the excess capacity has been exploited to handle more traffic within the existing set up.

"Material flow simulations can make depicting complex logistical problems extremely realistic," said George von Dömming, project engineer and simulation expert at IPH.



For the computer model of the marshalling yard IPH specially developed its Plant Simulation software

# Start-up investment by CMA CGM

**F**rench container carrier CMA CGM has contributed capital to Traxens, a container tracking start-up based in Marseilles.

Two other investment funds – CAAP Création (Crédit Agricole Group) and SCR Provençale et Corse (BPPC Group) – are also part of the initiative. The capital increase will be dedicated to financing new research and development, as well as helping with commercialisation of the start-up's product range.

CMA CGM is the third largest container shipping company in the world, carrying more than 12 million containers each year. The group said the capital injection was motivated by its constant search for high-value, innovative solutions in container technologies.

Elie Zeenny, senior vice president for the carrier's group IT systems, added: "With this technology, CMA CGM brings the shipping industry into a new era. In a world where information is key, we are taking a significant step. We will now be able to collect data in real-time, which is equally important to us and to our clients. Containers are becoming 'connected devices'."

In 2015, Traxens will equip the first CMA CGM containers with the patented tracking technology. As a result it will be possible to

know in real-time not just a container's position, but also its temperature, vibrations it is subject to, any attempted theft, the presence of traces of specific substances in the air or even the regulatory status of the cargo.



CMA CGM is the third largest container shipping line carrying more than 12 million boxes each year

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# Global partnerships for box makers

**G**lobe Tracker International has formed partnerships with two specialist container designers.

Unit45, which designs and manufactures 45ft containers, has partnered with Globe Tracker to offer what the two companies say is the first commercial 'Smart Refrigerated' container. The new system will combine data from the refrigeration unit with data collected from wireless sensors reporting condition and security variables from both inside and outside the container.

The compilation of this data offers a 'true picture' of cargo-in-transit, reducing risk and loss. The companies displayed the system at the Intermodal Asia show in Shanghai in March.

"We are pleased to partner with Unit45 to bring this exciting technology to the global market. This solution is a direct result of listening to the customer and understanding the challenges of the global supply chain," said Jim Davis, CEO of Globe Tracker.

top) and the lid is raised and lowered by any standard handling equipment. By doing away with doors Cakeboxx says the system is inherently more secure against unauthorised intrusion.

CakeBoxx will offer customers a factory-installed Globe Tracker communications unit and a 12-month complimentary subscription to Globe Tracker services.

The two companies said these capabilities will complement CakeBoxx's secure line of shipping containers in a global cargo transport market "that is increasingly plagued with theft, damage, national security and loading efficiency issues".

"There has always been a natural nexus between the shipping container and asset tracking services," said Daine Eisold, president and CEO, of CakeBoxx Technologies. "At CakeBoxx, we continue to look at the container more as a solution than merely a cargo conveyance.

Teaming with Globe Tracker to integrate the two services at the production level makes total sense. Our customers appreciate the safety, security and



Unit45 has partnered with Globe Tracker to offer 'the first commercial Smart Refrigerated' container

In a separate move, Globe Tracker and CakeBoxx Technologies announced a strategic partnership, under which the companies will combine services and products to supply the shipping market with a pre-configured, off-the-shelf tracking solution.

CakeBoxx sells a line of patented doorless containers. These have two separable components, a bottom deck and lid (the sides and

efficiency of our products, now we've taken the complexity of two more important decisions out of the equation — to track or not to track, and, whose service to use?

"The asset tracking sector is highly competitive. With Globe Tracker we will offer our customers industry leading performance and innovation at an incredible price, so they can see the value for

themselves without the angst of a complicated market analysis."

Globe Tracker's Davis added: "Globe Tracker and CakeBoxx Technologies share a common vision around the proliferation of smart containers. We are excited to work with CakeBoxx to bring the future to our customers today."



The CakeBoxx doorless container has a lid that is raised and lowered by any standard handling equipment

# Savvy on display

**S**avvy Telematic Systems is presenting its freight traffic solutions at this year's transport logistic show. Among other things, the machine-to-machine (m2m) solutions provider is putting two new telematics devices on view - the Savvy CargoTrac-Ex and the Savvy MultiTrac.

The Savvy CargoTrac-Ex, certified for zone 1, is an ATEX-certified unit making it possible for hazardous goods shipment companies to use the entire range of available telematics and vehicle logistics applications to achieve optimal transport processes. At three notifications a day, its expected service life is up to 15 years.

The device is claimed to have an unbeatable price/performance ratio, and Savvy also says it is maintenance-free with autonomous operation guaranteed throughout the product life cycle, even under the harshest conditions.

By launching Savvy MultiTrac, the company is introducing a smaller alternative to its existing products CargoTrac and FleetTrac. Equipped with a more compact battery, Savvy MultiTrac is a cost-effective telematics systems solution in cases where there is very little room in vehicles and machines to install units or where usage cycles are relatively short.

In addition to the new products, Savvy Telematic Systems will be showing visitors scenarios in which m2m-based process optimisation can be used in container and rail freight services. Besides highly developed tracking and tracing functionalities,



Savvy will be presenting different areas of application such as monitoring circulation, yard management, shock detection and damage analysis, temperature monitoring and control for containers and refrigerated wagons, and recording and displaying wagon status, including parameters such as kilometre reading and flat spot detection.

At the centre of all of this is the Savvy Synergy Portal, where the data from the telematics units are aggregated, processed and turned into information that is visualised. The management system can be adjusted for any specific branch needs and, thanks to a high-performance BI module, enables complex, tailored evaluations. The Synergy Portal offers the functions necessary for quick integration with IT infrastructures and existing processes. It is possible, for example, to access the temperature profile of individual containers remotely via an encrypted connection and, with the right authorisation, control the corresponding units.



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# Minimising tyre bursts

**Verilocation has joined forces with Continental Tyres to integrate Continental's tyre pressure and temperature monitoring system, ContiPressureCheck, into the group's telematics system.**

The aim is to reduce tyre breakdowns and save fleet operators fuel and extend tyre life.

ContiPressureCheck from Continental Tyres consists of sensors mounted inside the tyres that wirelessly send pressure and temperature information to the central receiver.

Verilocation has now linked ContiPressureCheck to on-board GPS tracking devices which send this information to Verilocation's web-based tracking account in real time. This new system allows tyre pressure information to be fed directly into a fleet's own telematics system for the first time.

When pressure loss is identified in the tyre, a warning is sent to a nominated email address, while low and medium alerts also warn the driver via the Verilocation Driver Dashboard app, enabling him to find a safe place to pull over.

The two companies stress that if tyre punctures are caught early enough, corrective action can be taken, preventing costly blowouts and saving vehicle downtime.

The Verilocation system also generates reports that fleet managers can use to ensure that pressures are kept at optimum levels, which helps save on fuel and ensures that tyres last longer.

Bristol-based Paul Smart Transport, which has the product on trial, runs a fleet of 30 bulk tippers, all involved in the distribution of aggregates, asphalt and animal feeds / agricultural products throughout the UK.

Managing director Paul Smart already uses Verilocation's tracking and telematics system and Driver ID and has high expectations about being able to incorporate tyre pressure monitoring into this information suite and its impact on operation costs.

"Being able to monitor tyre pressures and tyre temperature in real time will save us money – the primary saving is fuel and the secondary saving is the tyre life itself," said Smart. "As an example we had two tyre blow-outs – on different vehicles – about 12 months ago now. These two incidents ended up costing us about £3,000!"

Paul Smart is using one vehicle for the trial – a Scania G410 eight-wheeler. But if the trial is successful the company "would put it on every vehicle and trailer in the fleet."

"We will need to evaluate the TPMS for a six-month period. If a tyre incurs a puncture causing it to deflate the driver and our transport office would be notified immediately, allowing us to action a repair before the tyre fails completely."

Tracey Hyem, Continental Tyres' commercial marketing manager, added: "Continental Tyres is delighted to join forces with Verilocation, taking our ContiPressureCheck System to the next level with telematics integration and the ability to proactively communicate tyre pressure warnings back to the fleet base. This partnership is a great demonstration of our business looking to enhance the system and support fleet managers and drivers in identifying tyre-related concerns in advance."



# Hunter has the power

**Switzerland-based Hunter Global Tracking used the Intermodal Europe event in Rotterdam to launch a range of tracking units for the transport industry and other mobile assets.**

The units are either solar or long-life battery-powered with multiple sensor and interface capacities. They are also remotely customisable by the user.

The system enables customers to ascertain the exact whereabouts of their assets with past history in tables and maps, and a dashboard giving the status of different parameters chosen. Customers can remotely set their own options from any internet access point. For example, they can determine how many times they want to know where an asset is per hour, day, week or month.

Hunter says the range is unique because units do not rely on any external power source like engine batteries. The cable-free trackers are either rechargeable or primary battery-powered with an extremely long battery life, as in the 'Bulldog' model, or solar-powered, the 'Ridgeback' model.

The most recent primary battery unit, released in July 2014, lasts up to 15 years - at 1 position/day - and can be attached to the top, side, underneath or inside of containers, wagons, trucks or any mobile asset, constantly giving positions if a container, swap-body or a trailer is 'lost', stolen or hijacked. The tracking unit will continue to transmit its whereabouts independently.

Customers can choose from five tracking units according to needs: solar-powered (with a back-up battery of six months when in darkness) or battery-powered, primary or rechargeable, depending on the length of autonomy required. Water- or weather-proof options are also available, and customers can choose units for use outside or inside the asset. Extra technical options, such as multi-sensor capacity including interfaces with reefers, wagon coupling systems, door locks, intrusion alerts, can be selected. The units also have different attachment solutions, such as magnets, inside or outside container/truck door brace, rivets, cable-ties, Velcro or adhesives.

Both the range of hardware and the software platform are made in Germany.

# Parking on the web

**Truck Parking Europe is now available as a web portal with detailed information and individual search options. Outside of the app, drivers and dispatchers can find, rate and add to over 18,000 truck parking options along their route – free of charge throughout Europe.**

A range of filters can be applied to display options along a route. The portal only displays parking options that drivers can reach via a defined route and which allow them to return easily to the main route after their break.

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# Coupling safety with flexibility

*EMCO Chemical Distributors fitted its new packaging and distribution facility with OPW hose couplings and Civacon ground-verification systems*

**W**hen Edward Polen decided to change his careers as a pharmacist and chemical salesman in 1971 so that he could incorporate his own chemical packaging and distribution company in suburban Chicago, IL, he probably never envisioned that his E-M Co would experience days like 6 August 2013.

That's when Polen cut the ribbon on a new 300,000 sq ft corporate headquarters and distribution facility in Pleasant Prairie, Wisconsin, USA, a few miles north and 42 years after it all began in Polen's garage.

"We are thrilled to be expanding our company by opening this new facility in Pleasant Prairie," Polen told the audience at the dedication event, which included Wisconsin Governor Scott Walker. "Although we have been doing business in Wisconsin since 1971, we are excited to have a physical presence with the opening of our state-of-the-art manufacturing/distribution facility and corporate headquarter. This expansion allows great opportunity for EMCO to grow."

Thanks to Polen's 40-plus years of determination and vision, EMCO Chemical Distributors, Inc, the name that replaced E-M Co in 1985, has grown into one of the 10 largest privately owned distributors, blenders and custom packagers of industrial chemicals, specialty chemicals and fine ingredients in the United States, and the 44th largest in the world, with more than US\$300 million in annual sales.

The opening of the Pleasant Prairie facility was the culmination of a three-year design, engineering and construction process that was

initiated with the purchase of a vacant facility that had previously been used as a resin and ink plant for the printing industry.

## Comfortable connection

Working with a vacant facility was an advantage for EMCO's design team that was headed by BJ Korman, vice president of engineering, Stuart Levy, VP maintenance, and Mark Serdar, facilities maintenance manager. The empty building was like a blank canvas on which they could imprint their ambitions for the facility. The result is a state-of-the-art operation that features 10 miles of stainless-steel pipe, 64,000 miles of wire, more than one million gallons of liquid-storage space, upwards of 70 dedicated storage tanks, a 25-car railway siding, and side-by-side transport-truck and railcar loading/unloading docks.

However, a project of this scope can only be successful if exacting attention is paid to even the smallest of details. That's one of the main reasons why EMCO decided that it would build its own hoses that would be used for loading and unloading at the docks, and colour code them so that the proper hose would always be used to handle the appropriate chemical.

"We make our own hoses, mainly because of the optimised turnaround time. We make them 'right now' and get them out to the guys that need them," said Serdar. "We make it any length we need and if the ends get wrecked, we just cut a foot off and put a new end on."



EMCO's side-by-side tank-truck and railcar loading/unloading dock features numerous loading racks that are dedicated to specific products or raw materials.

A crucial component of the hose is the coupling at each end that is used to connect the hose to a truck or railcar and the loading/unloading rack. These couplings cannot leak and must be easy for the operator to handle, with no wasted time. For this task, EMCO chose Autolok and Kamlok Quick Disconnects from OPW Engineered Systems, based in Lebanon, Ohio. The Autoloks feature OPW's patented Twin-Kam feature that holds the adaptor more securely for increased protection against an accidental release. Kamloks are known for their ease of use and reliably safe operation.

"The Autoloks and Kamloks are great, they keep the guys from accidentally popping the coupling on the hose," said Serdar. "It's also a very simple end to disconnect and reconnect with gloves on, so the simplicity of working that connection is important to the guys. We must have around 500 Autoloks and Kamloks in use. We do all of the pressure testing and each hose gets an ID tag so we can track that hose, and the Autoloks and Kamloks make the certification process that much easier."



With the different types and large volumes of chemicals that the new EMCO facility handles, VP Engineering BJ Korman needs dry and quick disconnect couplings that are both highly reliable and easy to operate



Autolok Quick Disconnect Couplings play an integral role in ensuring the safe and reliable transfer of hazardous chemicals at EMCO's new distribution facility

## How do quick disconnects work?

**C**hemical-handling operations are only optimised when two critical operational parameters are successfully met: complete product containment and efficient time management.

An example of the quick disconnect coupling technology available today is the Kamlok from OPW Engineered Systems. The Kamlok features the Twin-Kam arm design to help prevent accidental releases and Spring-Ring to ensure proper position of finger rings for ease of operation.

Here's how it works:

- Couple in any position
- Cam arms lock the coupler and adaptor together

This method of operation not only prevents accidental product spills, but makes it easy to operate as the connections and disconnects are accomplished by simply closing and opening the two cam arms that lock into the mechanical groove around the circumference of the mating adaptor.

The Autolok Quick Disconnect Coupling uses a self-locking Twin-Kam system to hold the adaptor more securely for increased protection against an accidental product release.



OPW Autolok Quick Disconnect Couplings

### Making up ground

Helping deliver the highest level of operator safety at the loading/unloading docks is a Model 8030 Ground Verification Monitor system from Civacon, Kansas City, Missouri. The 8030 ground system has been designed to visually confirm a ground connection between the truck or railcar and the loading terminal. If no ground connection is verified, the loading or unloading process will not be allowed to begin.

"The reason we chose the 8030 is that it gives a visual indication that something is grounded," said Korman. "At EMCO, safety is of the utmost importance and that is one of the reasons why we chose the 8030 grounding package. Not only do you get a good visual of what's going on, whether the vehicle is grounded, but we also tied it into our Programmable Logic Controller (PLC) so that a pump won't start unless there's a ground, and if it loses ground during a pumping operation, that pump will automatically turn off."

The recommendation that EMCO use the OPW disconnects and Civacon grounding package came from Joe Cervantes, pump sales engineer for EMCO's long-time equipment supplier, Anderson Pump & Process, Brookfield, WI.

"They were looking for the best type of coupling and ground-verification equipment and asked what we recommended, and we were quick to recommend OPW and Civacon," said Cervantes.

It's often the little things that result in greater success and EMCO Chemical Distributors has helped ensure the viability of its new facility by choosing top-of-the-line equipment and components, all the way down to the hose couplings and loading-dock ground-verification equipment. After just eight months, EMCO's new facility is reaping the benefits from incorporating Autolok and Kamlok couplings and Civacon ground-verification systems in its operation.

"The moral of the story is that if you team up with the right people and design systems per the requirements, you're going to get a great result, and in our situation it has exceeded our requirements," said Korman. "The reliability and service of OPW and Civacon have made them a partner forever."

*This article was written by Dave Morrow, product manager for OPW Engineered Systems, part of Dover Corporation's OPW division [www.opw-es.com](http://www.opw-es.com)*



By some estimates, there are currently more than 500 Autolok and Kamlok Quick Disconnect Couplings in use at EMCO's distribution and packaging centre



Raw materials and finished chemical blends are transported and stored in the expansive warehousing area of EMCO's facility in Pleasant Prairie

## How do ground-verification systems work?

**In chemical handling and transfer, staying grounded can have life-or-death consequences. Many of the chemicals that are shipped, pumped, transferred, loaded and unloaded can be hazardous, meaning that they must not only be properly contained, but also handled in the safest manner possible.**

When chemicals are loaded into or unloaded from tank trucks and railcars, operators must take care that no electrical charges or sparks are produced, which could potentially ignite flammable materials. The best way to do this is to install a ground-verification system at the loading/unloading dock. The Model 8030 Ground Verification Monitor system from Civacon has been designed to provide visual verification that confirms a ground connection exists between the transport vehicle and the loading/unloading terminal.

Specifically, the ground-verification monitor is equipped with green and red LED lights. When a proper ground signal is detected, the green LED will light and a permissive signal will

allow the loading rack to be operational. If a ground is not detected, or if it is lost, the red LED will light, indicating a non-permissive state that will shut down the loading the operation.

Civacon Model 8030 Ground Verification Monitor System





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## Don't take risks with DEF

*Durapipe's PLX brand manager David Naylor discusses the dangers that can come with the storage and transfer of diesel exhaust fluid for bulk refuelling*

**W**ith AdBlue, a trade name for diesel exhaust fluid (DEF), now required by all Euro 6 vehicles, transport operators need reliable storage and transfer to cater for the large volumes required. However, the highly corrosive nature of the fluid is leading Durapipe UK to issue a warning not to take risks with the fuel conveyance systems that are installed.

European emission standards define the acceptable limits for exhaust emissions of vehicles in EU member states, with emissions of nitrogen oxides, total hydrocarbon, non-methane hydrocarbons and carbon monoxide regulated for cars, vans, light commercial vehicles, lorries, trains and tractors.

Since European emission standards were introduced in 1992, they have become ever more stringent with every update. The Euro 6 standard for all diesel cars and light commercial vehicles up to 1,750kg, which came into force in January 2015, requires nitrogen oxide (NOx) emissions to be capped at 80mg/km, an additional reduction of more than 50 percent, compared with the previous Euro 5 standard. For HGV's with a diesel engine, the current Euro VI standard stipulates a 0.4 g/kWh limit, a reduction of 400 percent compared with Euro V limits.

In order to meet the regulations, vehicles are fitted with selective catalytic reduction (SCR) emissions control systems. Carefully metered amounts of DEF are injected into the catalyst within the SCR system, with the heat turning the urea within the DEF into ammonia, which in turn reacts with the NOx in the exhaust gases converting it into nitrogen and water vapour.

Every new vehicle with a diesel engine now requires DEF and so fleet operators have needed to accommodate the large volumes of the substance required to inject into their vehicles. While there are different options for the storage and transfer of DEF, they all require a pipework system to transport the fluid to the refuelling dispensers. However, caution needs to be taken as DEF is highly corrosive and could potentially damage equipment and the environment if suitable systems are not installed.

The aqueous urea solution contains 32.5 percent high purity urea, which will cause corrosion of many metal systems. It is vital that DEF remains clean as contamination of the fluid, through corrosion, could lead to damage of the vehicle engine and/or harmful emissions being released into the atmosphere.

DEF, which in addition to AdBlue is also known as AUS32, can pollute surface and groundwater, while if it remains puddled on concrete for long periods it could also damage surfaces, so appropriate precautions must be taken when storing and dispensing the solution to ensure leaks do not occur.

Due to its corrosive properties, plastic pipework systems are preferred when conveying the fluid. However, Durapipe UK is advising that not all plastic pipework systems offer the same performance capabilities and transport operators should give careful consideration to the solution being installed. With the use of DEF only set to increase, some manufacturers are looking to cash in on the opportunity and many are marketing existing standard fuel pipe products as suitable for conveying DEF.

At the very least, a dual contained pipe system should be selected to ensure that, if any leaks do occur, they are contained within the system and are not at risk of polluting the atmosphere or damaging the environment and personnel operating the equipment. Ideally, a specially developed solution should be installed, such as Durapipe's PLX Blue, which has been purpose-designed to carry DEF safely without fear of the additive corroding the pipe wall or leaking into the environment.

Manufactured from a specialised high-grade polyethylene, a superior quality material that is extremely robust, PLX Blue provides exceptional resistance to rapid crack propagation and long term stress cracking. PLX Blue comprises a protective liner, which increases permeation resistance against DEF ensuring there is no permeation of fuel through the pipe wall 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.

Damage to fuel equipment and vehicle engines, through the unsafe transportation of DEF, would not only be costly for fleet owners to repair, but could also result in a loss of revenue while vehicles are off the road. DEF will soon be common place for all diesel vehicles in service, so it is important for transport operators to invest in reliable equipment that can assist with the safe and successful operation of transport fleets.

[www.durapipe.com](http://www.durapipe.com)



Durapipe's PLX Blue has been purpose-designed to carry DEF safely

# Crude-by-rail debate heats up

**America is still battling with the issue of derailments and fires from tanks carrying crude oil.**

Growth in Canada's tar sands production and shale oil extraction in parts of the US have served to boost rail transport across North America in recent years. Delays in approving and constructing new pipeline infrastructure to deliver crude oil to coastal refineries has provoked a dramatic rise in demand for rail tanks simply to get feedstock to where it is needed.

However, this rush to move product out of mid-continental regions, such as Alberta province and North Dakota's Bakken region, has been accompanied by a number of high profile rail accidents, the most deadly of which was the disaster at Lac-Mégantic, Quebec, in July 2013, in which a runaway train carrying Bakken crude derailed and exploded in the middle of town, killing 47 people.

In the first quarter of this year separate accidents have occurred in northern Illinois and West Virginia, while northern Ontario, Canada has seen two such incidents.

Fortunately, these derailments happened in sparsely populated areas, but some observers believe it is only a matter of time before a train derails in a densely populated urban centre, risking mass casualties.

The US Department of Transportation predicts more than 200 crude and ethanol carrying trains will derail over the next 20 years, including 10 in urban areas.

The plethora of accidents has focused attention on safety concerns; notably, the seemingly high flammability of shale oil and structural integrity of older DOT-111 tank wagons which in many cases seem to have ruptured with worrying ease.

But a blame game is also underway. On 16 March, a letter was sent by Charles T Drevna, president of the American Fuel & Petrochemical Manufacturers (AFMP) to Transportation Secretary Anthony Foxx in response to the what the AFMP says was the "department's failure to adequately address track integrity as a cause of train derailments".

The letter was written in response to comments attributed to Sarah Feinberg, acting head of the Federal Railroad Administration (FRA), who was quoted as saying: "We are running out of things that I think we can ask the railroads to do." She further stated, "Railroads, from what we can tell, have not only met all of our demands, they have gone above and beyond."

In the letter, Drevna said rail tank standards only address one element of safety. Measures should also be taken to address "what has been continuously shown to be the lead cause of rail accidents: track integrity". He said rail car breach, explosion, or fire "have not been cited as the root cause of any crude-by-rail derailments".

"We believe that comments such as these show a fundamental misunderstanding of the root cause of rail accidents," wrote Drevna. "FRA's own data shows that there were over 1,100 Class 1 derailments in 2014, averaging more than three each day; the number one cause being the result of poor track conditions. We cannot believe that you (Secretary Foxx) and the rest of the DOT staff believe that these results are acceptable and that a more robust track integrity programme would not have an impact on reducing derailments of any kind."

The AFMP is that proposal on tank car and rail operations by the Pipeline and Hazardous Materials Safety Agency (PHMSA) issued last August, while calling on tank owners to spend billions of dollars on tens of thousands of new and retrofitted tank cars to mitigate the impacts of accidents, it did not require railway companies to buy new track inspection equipment, nor hire more qualified inspectors or inspect one more mile of track.

Continued on page 24

# DOT orders replacement of unapproved rail tank valves

**The US Department of Transportation's Federal Railroad Administration (FRA) issued a Railworthiness Directive on 13 March requiring rail tank car owners to replace unapproved valves currently installed on some tank cars.**

The valves in question are UNNR ball valves manufactured and sold by McKenzie Valve & Machining LLC (McKenzie). The directive said recent FRA investigations revealed that the valves were not approved for use on rail tank cars. Additionally, the 3ins ball valve, when not properly configured, is leading to tank cars leaking small quantities of hazardous materials.

The problem was first discovered when multiple FRA investigations identified several tank cars leaking small quantities of hazardous materials. One instance occurred during the week of 11 January 2015 and involved a train of 100 cars loaded with crude oil being transported by BNSF Railway Company (BNSF) from Tioga, North Dakota, to a refinery in Anacortes, Washington. BNSF discovered 14 tank cars leaking crude oil on the route. The FRA then inspected seven of the identified leaking cars that BNSF removed from the train in Vancouver, WA.

The FRA inspector observed each of the car's top fittings and found product leaking from the liquid line ball valves and around each valve's closure plug.

Further tests conducted by the FRA found that certain closure plugs installed on the 3ins valves caused mechanical damage and led to the destruction of the valves' seal integrity. In addition, testing found that when a 3ins closure plug was applied and tightened in the 3ins McKenzie valve, the plug contacted and damaged the ball. Further testing revealed that the application of downward force on the valve ball applied by the 3ins plug resulted in the over-compression, damage, and misalignment of the inboard seal, causing the valve to leak.

While additional tests conducted by FRA concluded that McKenzie 1ins and 2ins ball valves do not appear to present the same safety concerns as the 3ins valves, they are not approved for use on rail tank cars and must also be replaced. To date, FRA is not aware of any non-accident releases or other releases from railroad tank cars involving the 1ins or 2ins McKenzie valves.

Federal regulations require all valves applied to tank cars must be of an approved design by the Association of American Railroads (AAR) Tank Car Committee. The DOT added that FRA investigations demonstrated "clear inconsistencies between the type of valve design that AAR approved versus the design of the valve actually being used, which raises questions about the approval process and a manufacturer's adherence to an approved design type".

The FRA is working with AAR to commence a full audit of the Association's process for approving tank car valves and other components in order to prevent incidents like this from occurring again.

"Ensuring the safe transport of hazardous materials is a top priority for the Department of Transportation," said Transportation Secretary Anthony Foxx. "I expect this audit to force a stricter adherence to the structures in place to keep our railways safe."

The directive requires all tank car owners to remove, within 60 days, any 3ins McKenzie UNNR ball valves in tank cars used to transport any hazardous material described in 49 CFR 172.101. Further, the directive requires all tank car owners to remove the 1ins and 2ins valves within 90 days. The directive requires tank car owners to replace the valves with valves approved for use on rail tank cars. Since 2009, McKenzie sold approximately 11,200 of the 3ins valves to a variety of tank car owners and tank car facilities.

FRA estimates that approximately 6,000 DOT Specification 111 railroad tank cars are equipped with the unapproved 3ins McKenzie UNNR valves. In addition, McKenzie indicated that it has sold more than 37,000 1ins and 2ins valves to a variety of tank car owners and tank car facilities. The removal and replacement of these valves are not expected to significantly disrupt freight rail traffic.

Although the precise amount of hazardous materials released due to the use of these unapproved valves cannot be quantified, FRA said investigations and subsequent testing have determined that only small amounts could have escaped through the unapproved valves. "Any type of hazardous materials release, no matter how small, is completely unacceptable," said Acting Federal Railroad Administrator Sarah Feinberg. "The removal of these valves from service will help to reduce the number of non-accident hazardous materials releases."

After tank car owners have removed the unapproved valves on each affected tank car, and replaced and tested new components, they may once again use the tank cars to transport hazardous materials. Alternatively, if on an adequate showing demonstrating the safety of the 1ins and 2ins valves, McKenzie obtains approval for the use of those valves on tank cars, cars equipped with these valves may be returned to hazardous materials service.

The directive can be downloaded at [www.dot.gov/briefingroom](http://www.dot.gov/briefingroom)



BNSF discovered 14 tank cars leaking crude oil en route



Aftermath of the rail disaster at Lac-Mégantic, Quebec, in July 2013, which killed 47 people



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users the ability to work the way they want to without changing their procurement processes.

Another aspect of fulfilment systems is the case where there are volumetric changes in material used in a process. Caustic treating process is one example. Caustic can be used to remove sulphur from certain petroleum chemical processes. The used caustic needs to be recycled – dumping it into the water system would be a costly waste, as well an environmental disaster. This means the fulfilment process needs not only to keep the right amount of full containers on site, but also send extra empty containers in the right proportion to handle the volume increase.

For example, every three full railcars need one

empty car. The material from the three full railcars is loaded into the process unit. And the four empty cars are staged to receive 'spent' caustic containing sulphur. In this case the railcars are transported full of dirty caustic to a regeneration facility where the sulphur is removed by a different process and then reloaded into the washed railcars. The orchestration of railcars through the process is key to the operation of multiple plants.

**If I don't have scales?**

Railcars weigh a lot and you do not always know precisely how much product has actually been

loaded into one since not all loading spots have scales. Does the railcar contain 173,343 lbs or the full 180,000 on the order? In many cases the railcar needs to be transported to a different location with certified scales. Only after the order has been 'delivery noted' from the ERP application and shipped does the shipper find out the actual amount loaded. This impacts inventory records, invoices, and paper work.

A highly automated railcar fulfilment solution will contain the necessary electronic messaging capabilities to update the ERP and planning algorithms with most recent scale information to ensure proper planning and accounting occur.

A well-designed system has bottom-line

implications for a business by keeping the factory up and running with a continuous supply of raw materials. Materials arrive promptly at their destination, reducing the number of emergency shipments required. By automating the fulfilment process, you increase the accuracy of data in ERP systems and eliminate data latency by getting orders into the system instantly. Working capital is reduced by keeping the optimum number of railcars on site at any one time, eliminating stock-outs that can lead to customer dissatisfaction. These efficient fulfilment systems save time, resources and money, while providing a clear competitive advantage.

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# VTG builds on past growth

**VTG Aktiengesellschaft says it has built on the growth it experienced in 2014 and again increased revenue and results.**

Unaudited figures released in March confirmed turnover growth of 4.4 percent (€818.3 million). Operating profit (EBITDA) rose by a total of 4 percent, to €191 million.

The acquisition of Ahaus Alstätter Eisenbahn Holding AG (AAE) will clearly have an effect on VTG's revenue and results in 2015, the group stated.

"We have successfully built on our business in 2014 and, in purchasing AAE, we have taken a considerable strategic step," said Dr Heiko Fischer, CEO of VTG AG, announcing the results. "In the coming months, we will set our focus on integration, develop sector and customer-oriented service packages and bundle our procurement and service activities with the intention of generating significant increases in productivity."

Even in 2014, positive developments in the Railcar Division were founded in the distribution of numerous new wagons to various customers and good cost management as well as a slight increase in fleet utilisation. Revenues increased by 3.7 percent to €345.4 million. EBITDA rose by 7.3 percent to €194.4 million and utilisation increased to 91 percent (previous year: 89.8 percent).

However, the political situation in Europe was particularly reflected

in the results of the Rail Logistics Division. In terms of turnover, in the industrial goods segment, Rail Logistics Division benefited from consolidating the VTG and Kuhne + Nagel rail logistics at the start of 2014. However, tensions between Russia and Ukraine almost led to a complete halt of traffic in that region. Import and export flows were also heavily disrupted.

In addition, heavier competition led to sales losses in liquid goods. Correspondingly, contrary to the expectations of the joint venture, revenue rose by only 7.9 percent from to €322 million. Furthermore, the clearly expanded cost structure had a particular impact on EBITDA which €200,000 in the red, against a profit of €3.8 million the year before.

"The introduction of a new structure and process optimisation which are already in place have ensured that the foundations allowing the Rail Logistics Division to make a positive contribution to the company's net profit in 2015 have already been laid," the group stated.

In spite of a further decline of prices, turnover in Tank Container Logistics was almost at the same level as 2013 and stood at €150.9 million, only 0.9 percent below the previous year's €152.3 million. EBITDA was much more positive. As a result of one-off investments, it increased by 38.7 percent, from €9.2 million to €12.8 million.

With the purchase of AAE, VTG has consolidated its position as the

largest private wagon hire company in Europe. As the approximate sum of 30,000 wagons owned by AAE have been added to the current 50,000 already belonging to VTG, the fleet now numbers around 80,000.

With the addition of new types of wagon, mostly from the intermodal section, VTG says it is closing an important gap in its product portfolio and will soon be able to offer a full range of rail services for almost all shipping and railway companies as well as freight carriers.

"The acquisition of AAE is leading to a clear increase in revenue and operative results but integration costs will have to be taken into consideration," the group stated.

Overall, the VTG AG executive board expects positive business developments in 2015. Revenue of €1-1.1 billion is expected as well as an EBITDA of between €325-350 million. Moreover, the Board intends to propose the payment of a dividend of €0.45 for the 2014 financial year, an increase of seven percent.

- VTG, ZSSK CARGO and another investor are participating in the launch of Cargo Wagon as, a company founded in order to acquire the Slovak State Rail Freight Operator's fleet.

ZSSK CARGO will retain 34 percent of the shares, while VTG and the group of investors will each acquire 33 percent. The parties are jointly putting a total of €7 million in the equity of the company.

Cargo Wagon will receive additional funding from an international banking syndicate.

"We are delighted that our freight wagon management expertise can help ZSSK CARGO to take a major step forward with respect to its competitive ability and capital efficiency," said Dr Heiko Fischer, CEO of VTG Aktiengesellschaft.

"This is the first sale-and-leaseback transaction of any state railway wagon fleet in Europe. It could be the prelude to a fundamental redefinition of the investment and risk partnership between wagon hire companies and railway undertakings which dates back several decades," Fischer added.

The basis for VTG's involvement in Cargo Wagon and, with it, the acquisition of ZSSK CARGO's freight cars, was the Slovakian Ministry for Transport's Europe-wide tender in 2014. VTG's new acquisition, AAE, was awarded the contract. Negotiations about the participation began in the previous year and were concluded today with the signing of the transaction.

A total 8,200 wagons will be hired back to ZSSK CARGO.

The transaction is a continuation of a long-standing co-operation between AAE and the Slovak State Railway companies. In 2001 and 2006, approximately 1,000 wagons were purchased from ZSR, the state-owned railway infrastructure company in Slovakia, and ZSSK CARGO, refurbished and rented back to them.



Heavier competition led to sales losses in liquid goods

## Continued from page 21

"Any effort to enhance rail safety must begin with addressing track integrity and human factors, which account for 60 percent of derailments," Drevna continued in the letter. "Investment in accident prevention would result in the greatest reduction in the risk of rail incidents."

Drevna pointed out that AFMP member companies have voluntarily spent some \$4 billion in enhanced tanks in the absence of a DOT tank car standard over the past four years. The commitment to safer transport by the refining industry and others has led to an 18-month backlog in orders for enhanced tank cars as demand has exceeded the production capacity.

"If DOT wants to embark on a comprehensive approach to safely transporting crude-by-rail, then the Department needs to build on existing investment and regulatory activity that are focused only on enhanced tank cars," he added. "It should also explore what measures the rail industry must take to reduce derailments through better track conditions, maintenance and improvements in operations. Unfortunately, the PHMSA rule that will soon be finalised is very heavy on mitigation and very light on prevention."



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The 7<sup>th</sup> GPCA Supply Chain Conference will offer delegates the opportunity to explore in detail what strategies international and regional chemical producers are implementing to strengthen their supply chains and build future capabilities. In addition, conference attendees will benefit from the insights of industry experts on how they are preparing for the future supply chain requirements, challenges and opportunities. Under the theme "Strengthening the supply chain backbone - Paving the way forward for 2020" the program will shed light on capability and infrastructure developments in the chemical supply chain.

Key topics and areas for discussion include:

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- Africa's supply chain challenges and opportunities;
- New technologies in supply chain management; and
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# Greif, Inc set for 'transformation'

**Greif, Inc has unveiled recent actions to reduce fixed manufacturing costs and better align assets with what it identifies as new market trends and customer requirements.**

Among the measures the packaging group is taking to complete the transformation of its rigid industrial packaging and services business are the consolidation of steel drum manufacturing in Fenton, Missouri into the Greif Chicago operations, consolidation of Harahan, Louisiana steel drum manufacturing into two existing steel drum operations in Houston, Texas.

Outside the USA, manufacturing is being consolidated in Hanweiler, Germany, while reconditioning operations will be moved from the Mendig, Germany, plant to Rumbeke, in Belgium.



Greif is consolidating its steel drum manufacturing operations

"This announcement demonstrates our resolve and commitment to make swift and strategic interventions and transform Greif into a more efficient company better positioned for growth," said David Fischer president and CEO. "By proactively managing our portfolio, we are fully executing on our stated goal to improve capacity utilisation throughout the Greif network. These actions will have no effect on any of our previously announced growth platforms."

Chief operating officer Pete Watson added, "Our customer needs are constantly evolving. These consolidations ensure we are operating the right number of plants and production lines in the right locations to meet current and future customer needs."

Watson said he was confident that the group could meet customers' needs with a smaller, more efficient production footprint in certain regions. "We are also undertaking necessary commercial steps, including pricing actions and SKU rationalisation. Throughout the transformation process we will relentlessly pursue efficiency gains necessary to improve our business and to ensure a fair return to our shareholders," he commented.

Karen Lane, global senior vice president of human resources Greif faced difficult decisions regarding those employees whose jobs were being eliminated. "We are mindful of the personal impact of these changes and are committed to assisting our affected employees through their transition," she said.

Greif's net sales in 2014 were US\$4,239.1 million compared with \$4,219.9 million for 2013. The \$19.2 million increase was attributable to paper packaging (\$30.8 million increase) and rigid industrial packaging & services (\$14.9 million increase), while land management saw a \$3.6 million decrease, and flexible products & services dropped \$22.9 million.

The 0.5 percent increase in net sales for 2014 was primarily due to an increase in sales prices of 2.5 percent, partially offset by a decrease in sales volumes of 0.8 percent and a 1.2 percent negative impact of foreign currency translation. Volumes decreased in the rigid and flexible packaging with prices increasing in all divisions.

Gross profit decreased to \$811.0 from \$832.2 million in 2013. Gross profit margin was 19.1 percent versus 19.7 percent for 2013. The decrease in gross profit margin was principally due to lower volumes in rigid packaging & services of 0.6 percent and in flexible packaging of 5.9 percent.

EBITDA was \$395.6 million and \$486.1 million for 2014 and 2013, respectively. The \$90.5 million decrease was primarily due to the same divisional results that impacted operating profit. Depreciation, depletion and amortisation expense was \$155.8 million for 2014 compared with \$157.6 million for 2013.

While the group expects the overall global economy will continue to reflect a modest recovery in fiscal 2015, with the positive aspects of the improving economy in the United States being offset by the negative trends globally, particularly in Europe and Latin America, Greif expects net sales and net income to remain relatively flat.

Foreign currency will continue to be a challenge as the strengthening of the US dollar will continue to impact revenues and net income. In addition, an expected approximately two-week shutdown of Greif's Riverville mill for the installation of upgrades will negatively impact 2015 net income.

# Liquid CONcept on the road

**Hamburg IBC and container logistics specialist Liquid CONcept is now accredited for foodstuffs transport in line with the tough standards demanded by SVG Zert in Frankfurt.**

Independent certification agency SVG Zert certified that the company has successfully complied with the audit for ISO 9001 (International Organization for Standardization) and HACCP (hazard analysis and critical control points). The assessment was carried out on Liquid



The audit for ISO 9001 and HACCP was carried out on Liquid CONcept's container fleet, transport procedures and quality management

CONcept's container fleet, transport procedures and quality management.

Compliance with the strict norms of ISO 9001 and HACCP and verification by an independent certification body is of crucial importance to Liquid CONcept, the company said. "In the business of transporting perishable foods, safety, quality and transparency are of the essence," said a spokesperson. "Through this positive assessment, Liquid CONcept has not only achieved one of its primary corporate goals, it is on a firm footing for the future and has a new marketing tool."

Liquid CONcept expects that ISO 9001 and HACCP certification will trigger further growth in its food transport business. The high assessment criteria will boost demand long term and also enhance clients' perception of the logistics company. The certificates prove compliance with the strict international criteria for hygiene, safety and quality.

"Demands on us as service providers are continually changing," said Eycke-Christian Doerre, managing director. "We want to retain maximum flexibility and yet still be able to guarantee our customers smooth-running operations, process reliability, and thus sustainable high quality and satisfaction."

Last year, Liquid CONcept added 120 units to its IBC fleet. Designed to serve the US market, the new containers can be used to carry high quality coatings. They are rectangular in shape and have a capacity of around 1,300 litres. They can also be

used to transport and store smaller quantities of product.

Back in Europe, a major new contract was netted late in 2014 for transporting liquid petrolatum (Vaseline) for production of antiseptic and healing ointments in Freiburg im Breisgau, southern Germany.

To meet increased demand for special transport and to meet the requirements of the contract, the group last year invested €250,000 in a fleet of small containers. More than 100 heatable IBCs have been modified to accommodate the client's production processes and quality specifications.

Rather than using the 200 litre drums initially foreseen for transport of liquid petrolatum, Liquid CONcept is using heatable containers for the first time. The advantage is that, unlike transport in unheated drums, the crude mixture retains its fluidity during transport and does not set, so there is no need for a melting phase of production in heating chambers. Deploying heatable containers not only shortens the manufacturer's production cycles for ointments and creams, it is also more efficient and cost-effective.

The client is currently working on the basis of a monthly transport volume of around 25 tonnes of crude material. If, as expected, demand should increase, the volume can be adapted flexibly to production requirements. Heated tank containers are also under consideration. The initial contract is fixed for two years.



Liquid CONcept added 120 units to its IBC fleet designed to serve the US market

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# Mauser opens new Turkey plant

**Mauser Group is opening a facility in Turkey. Mauser Ambalaj is located in Gebze/Kocaeli, an important maritime and industrial centre about two hours east of Istanbul. Adjacent to the company's steel and plastic drum facility the new site provides customers with a more convenient location in Southern and Eastern Europe as well as in the Middle East to source high quality composite IBCs.**

Mauser Ambalaj is capable of supplying customers with UN certified 1,000 litre IBCs for industrial liquids and ingredients. In addition, Mauser can also provide reconditioned units as either 'washed' or 'rebottled', and a laundry service through its National Container Group (NCG) organisation.

"After the successful addition of plastic drum production in recent years and the continuous success of steel drums, the investment in a new production line was the next logical step to serve customers in the region," said Ali Ozbudak, general manager of Mauser Turkey.

"The recent investments in fast developing markets reflect our commitment to foster the relationship with customers and to offer a production footprint based on market needs," explained Dr Jurgen Scherer, head of the Mauser SBU Europe.

Following the installation of the production line, first deliveries were shipped to customers in January. Mauser Ambalaj is offering the entire range of the SM IBC product family which comprises the SM 6 wooden pallet IBC, the SM 13 composite pallet IBC and the full plastic pallet SM 15 IBC.

Various customising options like 3ins valves, 225mm lids or black colour IBC inner bottles are available.

"Differing from the majority of the regional market and based on Mauser's highest global quality standards, we are able to offer our IBCs with UN certification issued by the German Federal Institute for Materials Research and Testing - BAM," said Gonul Olcay, head of sales, Mauser Turkey.

Before the end of 2014 the group invited its licensing and know-how partners to the company's 23rd International Know-How and MIPI Conference in Milan, Italy.

"This was an excellent opportunity to present and exchange our view on how to provide best products and services to a global customer base in co-operation with our know-how and technology partners worldwide," explained Hans-Peter Schaefer, CEO of Mauser Group. "Mauser's global expertise and latest innovations were directly reflected by the local market knowledge of our partners and thus all parties have gained valuable findings for the future."

More than 100 participants from Europe, the Americas, South Africa and Asia Pacific accepted the invitation to learn more about Mauser's product innovation, sustainability measures, technical services, regulations and machinery. Besides that, various side meetings provided the opportunity to initiate or follow-up international projects and initiatives. Actual and new market trends as well as the current MIPI status and activities were presented and discussed in a separate MIPI session, led by Jorg Wotschak, chairman of the Mauser International Packaging Institute (MIPI).

"Operational excellence and technology leadership go hand in hand with corporate social responsibility and protection of the environment when developing new products and solutions," confirmed Klaus Peter Schmidt, head of global product development and global sustainability manager. "We strive to deliver exceptional quality and added value to our clients, helping them to succeed in their development initiatives."

"Mauser's approach to offer full lifecycle management for industrial packaging has found great acceptance with our global customers", noted Siegfried Weber, senior VP sales and marketing.



# The benefits of renting IBCs

*Tom Wilkins, owner of Metano IBC Services Inc, explains why renting IBCs may make more sense than buying*

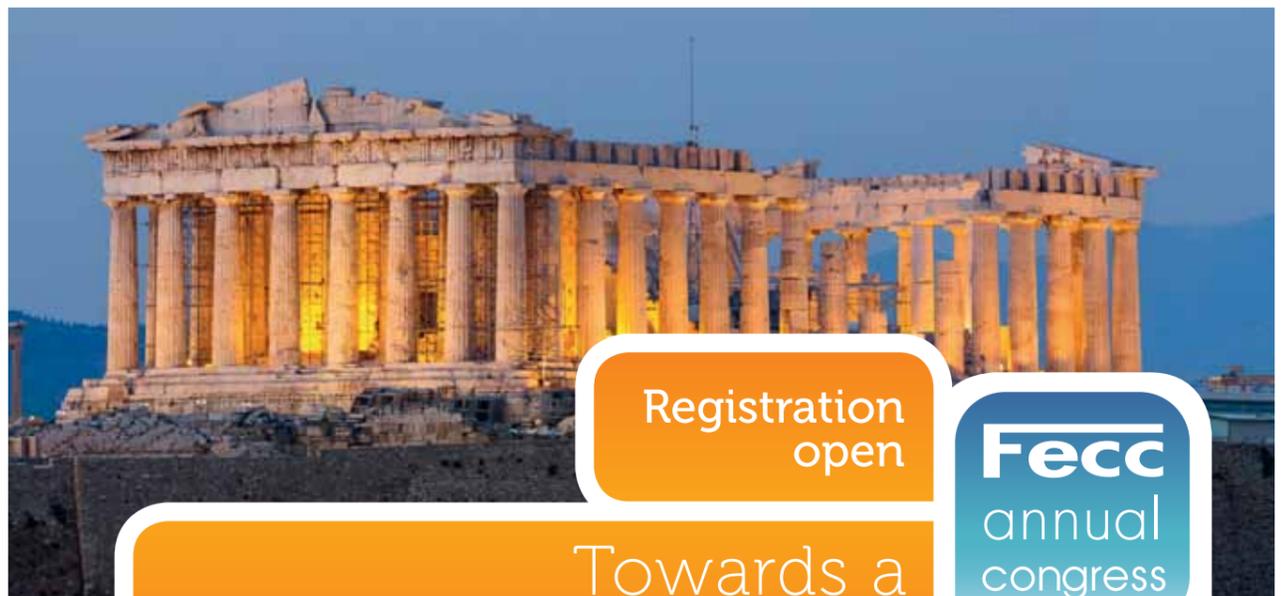
**It's a common industry challenge — your production levels spike or rush orders arrive. Suddenly, you need additional IBCs to transport liquids, and you need them now.**

Unlike purchasing, a flexible IBC rental plan lets customers quickly access the stainless steel IBC storage they need without a large investment or long-term commitment. They simply order the tanks they need, keep them as long as necessary and return them when they are finished. No need to worry about expensive disposal costs or management of obsolete equipment. Instead, users can expand-on-demand at a low-daily rate, and reserve capital for other expenditures.

The advantages of renting IBCs include simple, easy-access design to save time in processing, and provide large storage capacity as you can store more liquids in fewer containers. It is also convenient as you can order in one call and have them delivered quickly and with no long-term commitment required. In addition, they can provide excellent value with low daily rental rates, with flexible terms, flexible financing and better inventory control.

A major producer of consumer products contacted Metano IBC Services when it won the bid to manufacture a brand new fragrance line. The customer needed 32 stainless steel IBCs immediately to kick-start production and meet tight shipping deadlines. But unsure if this would be a lasting business activity, it did not want to commit tight capital to a long-term purchase. And it wanted to avoid the hassle of cleaning and tracking new IBC inventory.

Just 24 hours after receiving the call, Metano's team produced a flexible rental plan and delivered the stainless steel tanks to the customer's production door. The tanks were clean, certified and ready-to-fill, which gave the company a jump on production and delivery. And best of all, it realised significant savings by renting, instead of owning the IBCs. At a value of just US\$1.50 per tank/per day for a six-month timeframe, it had the tanks it needed, without having to manage excess inventory.



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## Keeping liquid goods airtight

**W**erit says its UN-certified TOPline IBC is the first such container approved to handle densities that are well beyond standard.

Almost all liquid goods with a density up to 2.4 grams per cubic centimetre can be packed securely including dyes, acids, varnishes, foodstuff, or other special solutions.

Werit Kunststoffwerke specialises in the development of products, primarily made of plastic, for domestic engineering, industrial packaging and special products. The Germany-based group also distributes IBCs as well as canisters and plastic pallets for food production and transporting hazardous goods.

With the TOPline IBC range, Werit says special applications, such as the transport of special paints, can be packed securely.

To guarantee the performance of the IBC in transporting material of extreme density, Werit conducts a stress test. The plastic container is filled and stored holding the original content for six months. This exposes the packaging to any potential damaging impact from the liquid. After this period of conditioning, the IBC is cleaned of all residues from the original charge then filled with water and antifreeze.

Within 48 hours, the mixture is cooled down to -20degC and then dropped from a height of 2.4m. A conventional IBC would only have to withstand a drop from 1.9m maximum, Werit says. "Outstanding results are achieved due to the design," said the group. Then, the leak test, vibration test, lifting test, stacking test, and hydraulic internal pressure test with 100 kPa take place over 24 hours.

"There have been no approved IBCs to date that can handle such extreme densities," explains Udo Hummelsberger, technical product manager. "With the upgrade of the products' capabilities, Werit is expanding its diversified product range with a clear focus on quality and safety. A whole new range of packaging solutions enables our customers to transport hazardous goods in a safe and secure manner."



## Schutz commissions Saint-Etienne site

**S**chutz has officially opened its second site in France, which since May 2014 has been supplying IBCs to customers throughout the southern part of the country.

Built in only a few months, the factory in Saint-Etienne, the capital of the Loire department, was officially commissioned by Roland Strassburger, Schutz CEO, and Andrea Adolf, general manager Schutz France.

They welcomed guests from industry, business and politics, customers from the food, pharmaceuticals and chemicals sectors, as well as journalists from regional media and international trade media to attend the official inauguration event which concluded with the ceremonial cutting of a ribbon.

Political representatives included Fabienne Buccio, Loire prefect; Gael Perdriau, mayor of Saint-Etienne; Jean-Louis Gagnaire, local member of parliament and vice-president of the Conseil Régional Rhône-Alpes; Maurice Vincent, senator for the department; Klaus Ranner, general consul of the Federal Republic of Germany, and Bernard Bonne, president of the Conseil Général de la Loire.

The factory site is situated in the Technopôle industrial park, which is 60km south-west of Lyon at the foot of Mont Pilat on the eastern border of the Massif Central.

Andrea Adolf emphasised the advantages of this geographic location for Schutz: "This second site puts us even closer to our customers in the Rhône-Alpes area, the region with the second-largest economy in France and Switzerland is also within easy reach." This will enable Schutz to increase service flexibility and boost supply security. The direct connection to the A72 motorway ensures

shorter transport distances and improves the company's carbon footprint.

In a factory tour guests were given a glimpse of the current portfolio, including the production of new Ecobulks in a three-layer extrusion process and the reconditioning of used containers. All loading now takes place within the hall to ensure compliance with hygiene standards as required by the FSSC 22000 certification (Food Safety System Certification). The factory is currently being prepared for this industry standard, which is essential for the production of the new Foodcert IBCs. From Saint-Etienne, Schutz France will be supplying IBCs to the entire Midi region which includes all of southern France and parts of Switzerland.

In 1989, Schutz opened the company's first international site in France and in the group started producing IBCs in Marcoussis. This factory is situated 35km south of Paris, close to central motorway junctions and Orly Airport. To meet steadily increasing demand Schutz invested in expanding the factory and included the site in its international Ticket Service, which collects and reconditions used IBCs. As part of this global recycling system the company reuses the recycled inner bottles to make plastic components, such as corner guards and pallets.

In 2012, the factory just outside Paris received FSSC 22000 certification, which documents the compliance of materials, the production process and the finished products with the highest safety and purity standards. The Schutz Foodcert packaging produced according to this standard fulfils the highest hygiene and food safety standards and complies with the demands of the food industry.



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which can carry the whole world.



## Finncont Sweden office

**F**inncont has opened in March a new office in Sweden in Billdal, near Gothenburg. The Finnish company has a strong market position in Scandinavia and a new office allows the company to be closer to its customers there.

Magnus Steneby the company's Scandinavian sales manager, shares responsibility for the office with the current sales manager Ahti Salminen.

Finncont's market position in Scandinavia is based on metal and plastic IBCs as well as active containers, such as cooling, heating and mixing functions, which are tailored according to customer needs.

# India overtakes Turkey as No1 big bag supplier

Imports of FIBCs into the European Union (EU) for the first half of 2014 showed a marginal increase of 0.6 percent to a total value of €182 million, according to figures from the European FIBC Association (EFIBCA).

A look at the volume based figures for the same period gives a more positive picture. With growth of 4.3 percent to almost 76,000 tonnes, the increase in volume shows that the market grew, albeit at a slower rate than in 2013 (8.7 percent).

Possible explanations for the difference between the value and volume growth rate are the increase of imports from countries with lower production costs and fluctuating exchange rates, ie, the Euro appreciating with respect to other producing country currencies compared with the same period in the previous year.

A look at the country figures showed that the FIBC market is highly competitive and dynamic. The shift from traditionally strong supplier countries like Turkey to countries with cheaper production, for example, India and Bangladesh, continues.

In comparison with the same period in 2013, India overtook Turkey and was clearly the leading supplier of FIBCs to the EU28 zone with a 50 percent import share by quantity and 43 percent by value. India and Turkey together accounted for more than 75 percent of imports.

Still, the competition between the rest of the leading countries is stiff. The figures show especially strong growth of imports from Bangladesh and Serbia. Bangladesh has even overtaken China and is now ranked third of the top six exporting countries to the EU. China and Turkey showed the sharpest decline for the first half of 2014, while Thailand entered the top six and Vietnam dropped out of the ranking.

## Open meeting 2015

In 2015, the EFIBCA annual general meeting (AGM) and the EFIBCA Open Meeting coincide and will be held together in the Spanish port city of Barcelona. While the AGM is exclusively for EFIBCA members, the Open Meeting is for anyone.

“By hosting the Open Meeting directly following the AGM in this beautiful city, we hope to generate a positive atmosphere for networking and information exchange,” said EFIBCA secretary general Dr Isabell Schmidt.



Imports into the EU were marginally up last year

The Open Meeting is a platform for exchange and networking across the FIBC industry. Various expert speakers will present on a variety of business aspects, ranging from the FIBC market and sustainability to quality and safety management.

The AGM takes place on 29 September and the Open Meeting on 30 September, both at the Pullman Barcelona Skipper Hotel.

Directly following the last AGM, held in the Czech capital Prague, delegates attended a workshop dedicated to discussing the challenges posed by damage to FIBCs caused by ultraviolet light exposure and weathering.

Dr Daniel Müller, of BASF, presented from the technical side which chemical means are available to stabilise polymers against harmful weathering factors such as UV light and methods to test durability.

Maxence Wittebolle, from testing house BVI discussed the evolution of the prevailing testing regime under the ISO for UV

resistance and weathering. Finally, Jeffery Quill, of Q-Lab, presented a paper on the shortcomings of UV resistance test according to ISO 21898:2004 and the need to find a correlation between an FIBC outdoor lifespan and accelerated testing done in labs.

Workshop participants discussed and prioritised the top UV-related topics facing the industry. The participants agreed on the need to understand better the correlation between UV lab tests and real weathering in different climate zones in order to find ways to make more reliable lifetime estimations for FIBCs.

A new EFIBCA member is BAOBAG SAS, headquartered in Marseille, France. BAOBAG supplies and reconditions flexible packaging for industry, agriculture, environmental professions and retail.

Further information is available from [www.efibca.com](http://www.efibca.com)



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# Testing the UV resistance of FIBCs

Allison Bouchat, of EFBCA, discusses the limits of using laboratory tests to assess the UV resistance of FIBCs and explains how the Association is tackling the issue

Big bags are most commonly made of woven polypropylene, a polymer that, like other materials, is damaged by exposure to sunlight over time. This degradation process can ultimately cause the fabric to tear when exposed to strain and put both content and personnel at risk. Fortunately, through the use of UV stabilisers in the polymer and the proper handling of FIBCs, the risk of photochemical damage can be reduced to a minimum. It is, however, vital that FIBCs are covered or stored away from the sunlight during usage, transport and storage.

## Questions emerge

Standardised tests to demonstrate the UV resistance of FIBC have been in existence since 1989. The UV resistance test according to Annex A of ISO 21898:2004 is currently the prevailing standard. However, standardised test conditions inevitably vary from the real-life conditions that FIBC are exposed to during use. Not only does the spectrum and intensity of UV radiation vary in different climate zones, but also other weather factors like temperature, humidity or frost play a role. Furthermore, substances in contact with the polymer, like pigments and even the goods filled into the FIBC, may also have an influence on the UV stability of the bag.

The combination of these elements will influence the speed of photochemical degradation of the polymer fabric of FIBCs in real life. This has led to voices from the industry questioning how well the laboratory tests set out in ISO 21898:2004 correlate to real-life conditions and can predict the life-time of FIBCs used in different climate zones around the world.

Ultraviolet light is harmful to plastics because it attacks the carbon bonds in the chemical structure, releasing free radicals that in turn react with oxygen in the air, destabilising the plastics' chemical structure and degrading it.

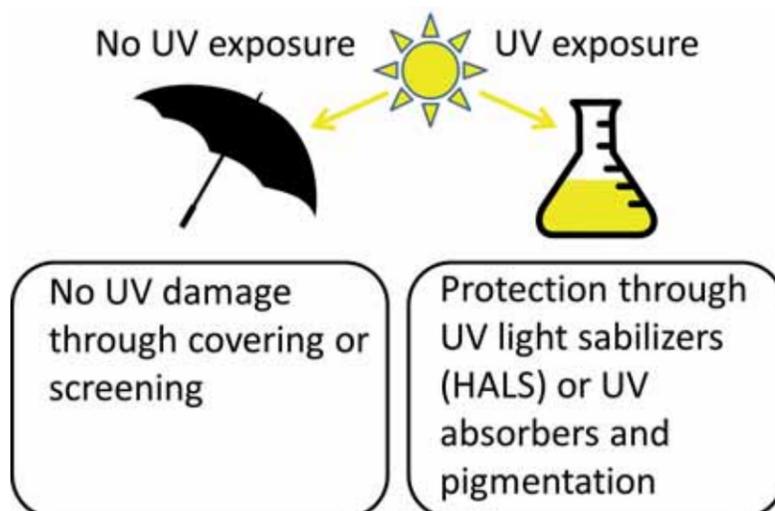


Figure a: protection against photochemical degradation

## Improving protection

The most obvious way to mitigate the degradation of an FIBC due to UV radiation and other weather impacts is physically to protect the bags from the elements. Although FIBC handling instructions routinely advise against outdoor exposure, this is not always practical for users and certainly not controllable by FIBC producers and traders.

Chemical alternatives are available and widely used to help polymers like polypropylene maintain their properties longer against degradation through environmental influences. To counter the harmful effects of UV light on FIBCs, two main methods are used:

UV light absorbers, eg, Triazine or Benzotriazole, and light stabilisers, ie, HALS (Hindered Amine Light Stabilisers). These additives, which absorb or stabilise UV light respectively, are often introduced to the base formula for the polypropylene material out of which the FIBC are woven. Both methods can retard the damaging effects of UV light but cannot stop it altogether.

Either way, photochemical degradation remains a reality that must be taken into consideration. The question becomes how well we can predict the lifespan of the FIBC given that it will be exposed to environmental stress. This is the job of the testing system.



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Actual photograph taken during testing by American Rail Road Association

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Standardised tests to demonstrate the UV resistance of FIBC have been in existence since 1989



Laboratory testing equipment used to simulate weathering exposure

conditions. Therefore we cannot predict how well that test correlates to real life exposure to light, temperature and other environmental influences in different climates from the arctic to the tropics where FIBCs are being used.

### Finding a solution

Committed to providing a forum to discuss and inform about known and emerging topics affecting the FIBC community, EFIBCA hosted a UV Workshop in October 2014 for its members. A panel of experts spoke to the assembly about the technical, legal and practical aspects of photochemical degradation and weathering.

EFIBCA UV Workshop delegates reached a consensus that improved life-time estimations of FIBCs are of vital interest for the industry. That would not only help mitigate UV-related risks, but also allow cost savings through better adapted

polymer formulations and more specific handling advice.

“We debated a wide range of UV-related issues, from the influence of various factors on UV stability to the shortcomings of the UV testing standards, but the group decided that understanding the correlation between different test standards and outdoor weathering is central to progress in other areas,” said Dr Amir Samadjivan, EFIBCA vice president for technical matters. EFIBCA has therefore formed a UV experts group that will further investigate the correlation between accelerated laboratory tests and real-life weathering of FIBCs.

EFIBCA has been dedicated to promoting end-user safety and the correct handling and use of FIBC since the beginning. Initiatives for the education of end users like the EFIBCA Question and Answers brochure promote the safe and correct use of FIBCs. Further, the EFIBCA-Q Quality Pledge puts forward all regulation and quality standards pertinent for FIBCs to which subscribers adhere. Quality and Safety Management will be a central theme at the upcoming EFIBCA Open Meeting on 30 September 2015 in Barcelona, Spain. [www.efibca.com](http://www.efibca.com)

### Laboratory limits

The aim of testing is to recreate environmental strains in a controlled laboratory environment and examine the durability of samples against a battery of tests. In this way, accelerated laboratory UV tests allow quality control on FIBC without performing extended outdoor tests. Ideally, the results confirm the load-bearing capacity of the FIBC upon which decisions on usage of the FIBC are based.

Specific mention of UV resistance requirements had already emerged in European regulations for polypropylene sack used for transporting food aid in 1989. Since then the governing international regulation is the UV resistance Annex to ISO 21898:2004. The regulation lays down rules for laboratory tests using UV B lamps (based on ASTM – G154-98). In a cycle that alternatively subjects samples to 8 hours of UV light at 60degC at a time and then 4 hours of condensation at 50degC at a time for at least 200 hours, the weathering strain on FIBC is simulated. Once the exposure is complete, the samples are to be tested for their breaking force and the elongation of the fibre at the breaking point. The results are then compared to a control sample.

The UV resistance tests under ISO 21898:2004 give a common set of accelerated laboratory testing procedures that are repeatable and require the results of the tests to be expressed in terms that are comparable. Still, the International Standards Organisation concedes that “a number of factors of uncertainty are inherent in the procedure, so comparisons should be available between the method used and exposures in the environment in which the product is to be used”.

This caveat in the preamble of Annex A of ISO 21898:2004 hints at a central shortcoming of the accelerated UV resistance test with UV-B lamps at 60degC – it does not adequately represent real outdoor



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## Isbir has bags of room

**G**lobal FIBC manufacturer Isbir claims to have the largest big bag production facility under one roof and it is continuing to increase capacity with big bags exceeding standard specifications.

The facilities are equipped with state-of-the-art production machineries and have manufacturing capabilities of 17 million big bags a year with an indoor area of 180,000 sqm under ISO 22000 and AIB certificates.

Following recent investments and €35 million capital increase, Isbir started-up special purpose manufacturing centres for sophisticated big bag needs, further extending the product portfolio with bags made in a clean room. Company officials describe clean room manufacturing as having "architecture and infrastructure set according to ISO 14644-Cleanrooms and Associated Controlled by Environments approved by independent auditors to fulfil the requirements of ISO 14644 and ISO 8."

In this 'certified' clean room, FIBCs can be manufactured for the high purity needs of pharmaceutical, food, chemical and engineering plastic industries, which require attention to hygienic conditions. Isbir claims that clean room production conditions comply with higher standards than the internationally accepted GMP regulation. It was stated by company officials that, "besides standard FIBC models used all over the world, our product portfolio also includes flame retardant fabric, aluminium and conductive aluminium liner production, Gambo big bag production, typed permanent antistatic production and liquid big bag production."

Company officials further stated that, in today's world where cost reduction has the highest priority, the average 12 day production option eliminates the need to keep stock for many customers. In addition to this, Isbir co-operates with warehouses around Europe for storage, boasting delivery within 24 hours.



Isbir's production facility

## Bluepack's organisation and control

**W**ith ISO 9001 now in place, packaging company Bluepack, of Funen, Denmark, says it has not only made internal work procedures more efficient, but also means all packaging has become traceable in every detail.

Bluepack believe this shows it is putting corporate social responsibility into practice and the company stated this was important as a clear attitude makes a world of difference when it comes to quality, safety and environment.

"We want to make what suits the attitude of our company. This we can do even better with the ISO 9001 certification which we have now implemented. It is a quality management system where the work is well organised and where it is possible to trace the products delivered from our supply chain, thus providing full traceability of the products," said managing director Poul Strandmark.

Certification, organisation and traceability are three key concepts for the foodstuff industries using big bags from Bluepack in its logistics and production. Due to increasing requirements from the foodstuff industry following the food scandals of recent years, the onus of accountability has also increased the requirements on companies such as Bluepack.

The company claims it can now show it matches these stringent requirements to an even greater extent because the certification organises everything providing uniform procedures. Strandmark added: "When it comes to dealing with our suppliers in countries like India and Turkey, today we can provide full documentation on everything to our customers, our quality tests have been organised, and there is a high degree of

knowledge sharing internally and in relation to customers. At the same time the certification provides us with tools for carrying out uniform and regular audits with suppliers."

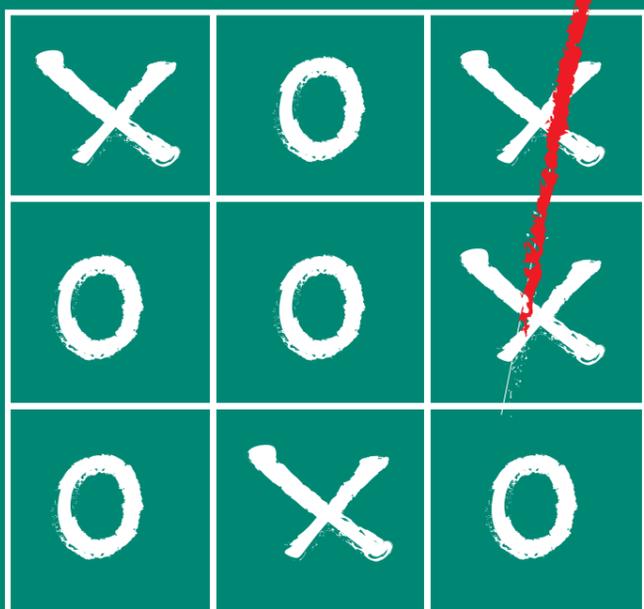
All employees, on every working day play an important role in managing the requirements of the ISO certification, Bluepack said. Karin Frostrup, who is a trained internal auditor and the QA quality manager at the company, also plays a key role in the audit of existing and potential suppliers. In these the company focuses on the supplier's ability to deliver the necessary traceability information so that Bluepack can trace the packaging material.

As part of this process Frostrup asks the supplier to complete a paper audit before a visit to the factory. "We check the procedures, CSR, HR, managing of complaints, etc," she said. "To work with this makes us respected by our customers and suppliers because we are in control of things. It gives them and us an extra value. I also believe that we can lift our collaborating companies in this way."



ISO 9001 means all Bluepack's packaging has become traceable in every detail

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**A quick word with...**

**Raj Lohia, Chairman of Lohia Group**

**Please give a brief history of Lohia Corp.**

My family until the mid-1960s was involved in trading food grains and manufacturing edible oil, later diversifying into manufacturing of high-tech engineering products like water pumps, textile machinery and automobile. I joined the Lohia family business after my graduation in Economics at the age of 22. I founded Lohia Starlinger Limited in 1981 as a joint venture with Starlinger & Co GmbH of Austria for manufacturing circular looms and the company changed its name to Lohia Corp Limited in March 2013, consequent to the exit of Starlinger as shareholder. Other companies were started around the same time namely Threads (India) Limited for manufacturing

# Raj Lohia, Chairman of Lohia Group

industrial sewing threads and Injectoplast Pvt Limited producing injection-moulded engineering plastic products under the banner of Lohia Group.

We are also running as a part of Lohia Group a 'Technical Training & Research Institute' for human capacity building in operation, maintenance and troubleshooting of sophisticated industrial machines as part of its corporate social responsibility.

Since inception we have set a vision for the company to be an end-to-end supplier of the machinery and solutions for the plastic woven industry. Accordingly, after fully absorbing the know-how for the circular loom, we expanded our portfolio in 1984 by adding tape extrusion line and lamination machine in our production programme.

Continuous investments in upgrading the in-house manufacturing capabilities, together with state-of-the-art research & development facility assisted by qualified technicians, engineers and managers, led not only to up-grading our weaving, extrusion and winding technologies, we also added products like, conversion and PP multifilament extrusion lines. Today, we have full range of machinery in each of the technology vertical to cover almost the complete range of end use application of the plastic woven fabric and are the largest producer of such machinery.

**How has the company developed over recent years?**

The company has been continuously upgrading and developing new products with higher productivity and efficiency. We commercialised the production of 'autoroto' winders with automatic transfer mechanism to produce bobbins with equal length of tape leading to reduced wastage, increased machine efficiency at lower labour cost.

Also, we introduced 'duotec' tape extruder that uses a two-stage stretching technology to reach production speeds of up to 600m/min with better process control to optimise the tape properties as per end use requirement. During the period we also introduced higher speed 'nova' series circular loom with 6 & 8 shuttle for small bags to big bags, tarpaulin to geo-textile. We introduced a redesigned coating and laminating machine, expanded the range of spin-draw wind machine for PP multifilament yarn, Special purpose FIBC machines like the fabric cutting machine, webbing (belt) cutting machine, baffle panel/profile/hole cutting machine, bag cleaning machine, hydraulic bale press were added to our manufacturing range.

**How competitive do you consider the market you operate in?**

The market is intensely competitive as the largest portion of the plastic woven fabric goes into manufacturing of bags for commodities like food grains, minerals, plastic granules, cement, etc, which are cyclical industries. The manpower intensity

in the industry is high and therefore the industry is sensitive to labour costs in addition to electricity costs.

**What does Lohia offer to your customers to create customer loyalty?**

We provide reliable and efficient products at competitive prices and support our customers over the complete life cycle of machinery. We have local sales offices in USA, Brazil, UAE, Indonesia and Thailand, supported by dedicated sales agents in all major global markets for day to day interaction with customers.

We as an organisation invest on a continuous basis with emphasis on in-house manufacturing of the majority of technology parts. This not only keeps our costs under control it also helps to ensure the quality and faster up-grade of products based on customer feedback.

**What is important when manufacturing an FIBC?**

Manufacturing FIBCs involves multiple components of varying specifications produced on various kinds of machinery for assembly together by manual operations in a batch production environment. Good manufacturing practices, with proven quality assurance system using appropriate technology & machinery supported by trained workmen and supervisors, are key components of manufacturing FIBCs.

To read the full interview, visit [www.bulk-distributor.com](http://www.bulk-distributor.com)

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**LIVE CHAT WITH US VIA OUR WEBSITE**



# Trans Ocean pushes sustainability

**S**ustainability in the bulk logistics industry remains very high on the agenda. Recycling and the provision of greener logistics options are becoming a prerequisite for doing business with many organisations.

Trans Ocean's says its position on sustainability is clear: "We continue to make strides in reducing our own carbon footprint and environmental impact," the company states. "In addition, we are increasing resources dedicated to flexitank recycling and bulkhead recovery to enable us to provide closed-loop solutions from manufacturing through to recovery and recycling."

In fact, Trans Ocean is inviting its customers to open a dialogue on how the flexitank solutions provider can support its own initiatives towards sustainable operations. "We will work with our customers to develop and implement customised flexitank recovery and recycling operations to suit our customer's business requirements," it says. "To date we have developed, with great success, recycling facilities in each continent, providing full end-to-end solutions."

Trans Ocean's flexitank material is manufactured from virgin-grade linear low density polyethylene (LLDPE), which is fully recyclable. The fact that each part of the flexitank is recyclable is unique, the company says, and is in contrast to other multi-layer flexitanks on the market. The low residue/heel levels of Trans Ocean's flexitanks also give them an advantage when it comes to recycling. After use, the units can be collected, drained, baled, shredded, cleaned and granulated before being reformed into new products.

In addition, it actively manages the collection of steel bulkheads, which are collected after use before being refurbished and reused throughout the provider's network.

"These initiatives demonstrate our commitment to reducing our environmental impact, a commitment that has also seen us engage in United Nations Global Compact initiative, a globally recognised policy framework for the development, implementation, and disclosure of our environmental practices," the company states.

## Market challenges in 2015

Professional and trade accreditations are very important for the industry as they apply a clear professional standard and set of procedures to adhere to.

Trans Ocean operates three wholly-owned manufacturing plants, located in China, Malaysia and South Africa, where its flexitank products are designed and manufactured entirely in-house. "Owning and operating our own manufacturing facilities gives us complete control over our equipment supply and quality, supported by our team of technical experts and engineers," it says.

"At our manufacturing plants we are always working to achieve the highest and most up to date standards. By maintaining such a strict and clear focus on meeting professional accreditations, we can ensure that – unlike some flexitank market entrants – we adhere to stringent and globally recognised procedures."

All Trans Ocean factories have full ISO 9001:2008, HACCP and FSSC 22000 certification. In addition, it states that it is the first flexitank operator to comply fully with the COA recommended Code of Practice for flexitanks.

A full list of our accreditations is available on the company's website.

"In addition, we are also pleased to restate that our products are completely free of Bisphenol A (BPA). BPA is an industrial chemical used in the manufacture of food packaging (including beverage bottles and cans). When foods and beverages are in direct contact with packaging material, BPA can migrate into the product which, while safe at low levels, could lead to health risks," Trans Ocean adds.

"As such, we have attached a high importance to undertaking a new series of independent tests to reconfirm the fact that all of our flexitank products are totally BPA free."

As part of the JF Hillebrand Group, Trans Ocean forms a network of offices with operations in 87 countries worldwide. With its global reach, it can help clients tap new geographic markets, with local expertise.

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### A quick word with...

**Nicola Altobelli,**  
commercial director,  
Eceplast

*Nicola Altobelli of Eceplast talks about the new products that will be unveiled at transport logistic and the challenges of maintaining quality in a cost-focused market*

#### Can you tell us a bit more about how you came to work with Eceplast?

Eceplast is my family's company. Exactly 20 years ago my father decided to change our lives, becoming an entrepreneur and involving the whole family in his lifelong project with his passion and vision. I can proudly say that I personally contributed to the production of the first samples of liners when I was still a student. My choice then was very straightforward. After my college graduation in 2003, I joined the company in the sales team with a focus on developing the European market. Nowadays I am the commercial director, my father is still the CEO and my two younger brothers, Vito and Alessandro, both engineers, are working for the company developing new products and improving the efficiency of our production plant so that we can stay very competitive on cost and be one step ahead of the competitors.

#### Could you provide us with a short overview of Eceplast's areas of operation?

Linerbags, in a wide variety of versions, still represent the core business, but 2015 is a turning point and at *transport logistic*

## Nicola Altobelli, commercial director, Eceplast

this year we will present new products and services introduced thanks to strategic partnerships developed in the past two years and that we are now ready to disclose. As a matter of fact we are now ready to offer flexitanks, thermal liners and FIBCs. We intend to offer this wider range of products to our established or new customers, having selected premium class partners to expand our market globally.

#### How has the company developed over the past five years?

If I looked 5 years back I would not see a big difference in terms of market share and revenues, but this is probably the wrong way to look at things. In fact we have followed a strategic development plan to look at the next 5 years as the most challenging and promising in our history. We have invested deeply in our human resources, employing more young and skilled workers, building up R&D and a quality team of five engineers that nobody else in the market has. We have built an internal liners and flexitank test facility and have also developed new automated production lines to better face our cost-based competition. In total, the expansion of the Italian headquarters with a production plant and company offices gives us a covered area of 30,000 sqm in our home town of Troia, Italy. Targeting a global market will also include some strategic investments abroad, with India and UAE in the first row, followed by sales offices and warehousing locations in the West and East coast of the USA.

#### How competitive do you consider the market you operate in?

It is a very competitive and price-oriented market. It is hard to understand sometimes how even very important and wealthy companies can be tempted by savings of a few cents, risking huge economic and image problems in case of failure, but this is the case. It is our job to look constantly for cost optimisation, and

to develop innovative solutions helping customers to convert more and more products from packed to bulk. In the long term, our policy to build partnerships with customers is the best way to stand out from the crowded environment of low-cost Asia-based producers.

#### What do you offer to your customers in order to create loyalty?

The quality and reliability of our products are not negotiable. We never promise what we cannot deliver, either in terms of price or service. For example, with product liability insurance, when others simply say: "Sorry we only replace a faulty liner", we can cover all costs. We also provide technical support and know-how to develop innovative solutions, and thanks to the newly installed test facility, developed in co-operation with University Politecnico of Bari, we can load and test internally new materials to be transported in bulk containers.

#### What differentiates a good product from a poor one?

This is a very hard and challenging question. Most of the time the customers are not able to identify or classify packaging materials apart from in a very

simplistic way: failed or worked. Of course, this makes the life of high-quality packaging producers very hard. Normally in the long term (thousands of pieces) bad quality results in massive extra costs.

#### How does Eceplast ensure that its products are environmentally friendly?

This is one of the latest developments that we are working on at Eceplast. Even if we start from the assumption that all our packaging materials are naturally replacing many other pieces of smaller packaging, they also help to optimise the transported volumes and quantities and reduce loading and unloading operations. We have just commissioned a formal analysis of what the real impact of our products is in terms of their carbon dioxide footprint. We will come back with more interesting news in the next interview.

#### What plans does your company have for expansion?

Our plan is to scale up our company model through building strategic partnerships worldwide, implementing new products in our product portfolio to offer a wider range of packaging and related services to our existing and new customers.



L-R: Giuseppe, Nicola, Vito and Alessandro Altobelli



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### TRUST FLEXITANKS EXPANDS

Trust Flexitanks, European flexitank manufacturer of high quality single layer flexitanks, announces its ambitious plans to expand its business worldwide with new factories outside Europe.

Trust CEO Raf Herman comments: Global chemical and food companies are relying on our flexitanks due to its superior quality. Our patented rectangular shape avoids any type of stress on the film during the journey and assures a failure free trip from loading to discharge. Also the easy recycling and discharge of the single layer flexitanks makes the blue chip companies choose our products.

Global customers need global service and therefore Trust has projected to build 2 new manufacturing sites in Russia and South America with other continents to follow.

Together with our strategic partners we are now in the process of certifying fitting stations to assure a fully certified quality system according to ISO and PAS standards.

Trust passed the COA test in Pueblo USA according to new PAS standards in January and will be one of the first manufacturers to be fully PAS certified.



More information: [www.trustflexitanks.com](http://www.trustflexitanks.com)  
email: [info@trustflexitanks.com](mailto:info@trustflexitanks.com)



### PROGECO HOLLAND EXPENDS FLEXITANK DIVISION

Within the world of containers Progeco Holland BV has acquired a reliable position in the market. Having started in Marseille France in 1988 as a Container Service Depot, Progeco can be rightly called an European player with an International scope and a lot to offer what every customer requires.

Progeco Holland operates a full mobile service network with 15 service vans to cover all inland Terminals in the Netherlands, Belgium and Germany to repair containers or serve the customer with additional customized services.

#### FULL FLEXITANK SERVICE

The Flexitank Service of Progeco Holland is unique. Progeco offers this service across Europe; Support, Supervision, Training and Management from one central point: Rotterdam. But the operational implementation and local communication stays between depot and the customer. Our main objective is to achieve the best Full Service which is completely customized & tailor made for Flexitanks with same professional approach against same rate.

#### CROSS PUMPING SERVICE & NEW WAREHOUSE

Last year due to substantial growth and demand for CROSS PUMP SERVICE Progeco Holland purchased a new air-driven pump with full size stainless steel tray. This service will be offered only after approval from all our related partners on your location or inside our NEW Warehouse in Rotterdam: Bunschotenweg 134



#### PROFESSIONALISM

PROGECO HOLLAND BV has been a full member of the COA (Container Owners Association) Flexitank Working Group since its first meeting in Paris in 2007 and our aim is to achieve the best possible professionalization of the Flexitank product.

# Quality, innovation and growth at Braid

It is five years since Braid publicly announced that it was on track to exceed 100,000 flexitank shipments for the calendar year and the company reports that steady growth has continued since that time with volumes now running at an annualised level of 150,000 f/t shipments, a direct result of a commitment to quality and resources for same that has been sustained by the company for many years.

Technical director Andrew Sangster commented that the focus at Braid is on compliance with the quality system with a focus on complete control of the manufacturing and operational supply chain (including on the operational side, container selection, fitting and customer loading) in order to assure the highest level of safety and reliability in the Braid service.

While some manufacturers – whose focus is on sales not logistics – and some service providers for that matter have cost as their prime objective, Braid says it assesses that the best client value is a combination of cost, service and quality. Costs of incidents from low cost suppliers are not immediately apparent or quantifiable, but ultimately are a vital consideration within the cost and value chain.

## Customised solutions

Sangster went on to explain that Braid's full service and focus on quality and bespoke flexitank design prove popular with the multinational clients in the industrial and chemical markets, as well as the food sector, that increasingly are central to the company's business strategy and growth.

Discerning clients value the quality system and infrastructure that underpin Braid's service and the level of global technical support that the company is able to provide. Being both the manufacturer and service provider, Braid says it is uniquely able to customise its products and services to bespoke client requirements and also to provide the same equipment and service levels to specific multinational clients in different parts of the world, something that, Braid claims, no other service provider can match.

Major clients frequently visit the company's production facilities, some of them carrying out their own QC audits which Braid encourages as a means of developing business partnerships and better understanding the evolving needs of such clients.

## FSSC 22000 accreditation

Over a year ago, having already been accredited to HACCP standard, Braid became the first flexitank service supplier to be independently certified to FSSC 22000, the highest and most demanding food grade standard in the industry and one that has full recognition from the Global Food Safety Initiative management board.

GFSI is a collaborative body, incorporating food safety experts from manufacturing, retailing and service providers, that seeks to enhance food safety through the entire supply chain. Given the scale of Braid's transport of a wide range of food grade liquids in its flexitanks, Sangster explained that clients have confidence in the company's products and commitment to safety knowing that all



Braid food grade tanks - including its aluminium foil barrier wine tank - are produced to this standard.

## Global initiatives

One of Braid's distinguishing features is the company's ability to offer bulk logistics services worldwide via the dual modes of flexitanks and ISO tanks, Braid operating a fleet of 1,700 food grade tank containers (of which 60 percent are owned) in parallel with its flexitank services. Established in Glasgow, Scotland, UK in 1955, the company points out that it entered the ISO tank market in the 1980s, with entry into the flexitank market in 2002, commencing flexitank manufacture in Singapore and China in 2003 and 2004, respectively, and in Teesside, UK in 2007. Braid currently has an own office network covering some 20 countries throughout Europe, North and South America, Asia including China, South Africa and Australia, complemented by a network of a further 68 exclusive

agencies.

Growth is generated via existing clients as volumes build and new clients or new products – all new liquid cargoes are compatibility tested – as well as via the general opening up of emerging markets, such as China, Russia, India and Brazil, which have their own individual economic and commercial factors and imperatives to contend with.

Braid often also generates new flexitank business in competition with tank containers, notably in the non-hazardous industrial and chemical sectors as well as by conversion from drums or other non-bulk (as ISO tank operators also do) and from other flexitank companies. The industry is, the company acknowledges, increasingly competitive given the arrival of numerous low cost suppliers over the past five or 10 years, but Braid's focus remains on delivering superior client quality and value, this being an imperative for an ultimately integrated global bulk logistics service provider.

[www.braidco.com](http://www.braidco.com)

## Report on Chinese industry

A report on the Global and Chinese Flexitank Industry, 2009-2019 has been published by Radiant Insights.

Although covering the global industry, the report carries a focus on the Chinese market.

The report provides a basic overview of the industry including its definition, applications and manufacturing technology. Then, the report explores the international and Chinese major industry players in detail.

In this part, the report presents a company profile, product specifications, capacity, production value, and 2009-2014 market shares for each company.

Through the statistical analysis, the report depicts the global and Chinese total market of the flexitank industry including capacity, production, production value, cost/profit, supply/demand and Chinese import/export. The total market is further divided by company, by country, and by application/type for the competitive landscape analysis.

The report then estimates 2014-2019 market development trends. Analysis of upstream raw materials, downstream demand, and current market dynamics is also included.

[www.radiantinsights.com](http://www.radiantinsights.com)

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# COA update

**An amendment to the Container Owners Association (COA) Code of Practice for Flexitanks is scheduled to be published in 2015. This amended version is required because the recently published PAS 1008:2014 supersedes section 2 of the current Code of Practice.**

Since the beginning of this year, work has been done to develop the activities of the COA Flexitank division to improve the information provided to members, and to ensure that shipping lines are informed of latest developments.

A flexitank management committee has been formed to ensure good governance and management of the division. A technical work group (TWG) has also been established.

The use of flexitank systems for the transport of non-hazardous bulk liquids has grown substantially in recent years. This has been enabled by the development of new technology materials and manufacturing processes that ensure that industry provides a reliable and economical global service. It is estimated that 700,000 flexitanks will be transported in 2015.

The COA says it is committed to the safe operation of flexitank systems and continues to work with container owners and the flexitank industry to develop existing quality management standards. The focus on 'reliable quality' led to the development of the Code of Practice, first published in 2009 to formalise guidance for the key functions of manufacture, testing and operation.

This original Code of Practice was refined

by updated versions, the latest of these, being version 3 released in October 2011. In the past two years, the COA has participated with BSI to publish a recognised international flexitank standard, which resulted in *PAS 1008:2014 Specification for the performance and testing of a single-use flexitank*.

Companies that demonstrate that they achieve the required standard are included in COA Members' Code of Practice Quality Management List.

The division has also accepted a number of new member companies:

**BeFlexi:** manufacturer of flexitank equipment

**Bornit:** flexitank manufacturer

**Nantong Pangron Packaging Material:** packaging materials

**Nantong Yueyang;** packaging manufacturer

**Qingdao SAFT Package:** manufactures bulk liquid packaging

**Qingdao Zhongxiang Packaging;** flexitank manufacturer

**Safetmade:** manufacturer

Registration for the 11th COA Flexitank Meeting, taking place at Le Meridien Hotel, Hamburg, on Tuesday 16 June, is now open. Key themes will include: market growth, cargo management, new materials for flexitanks, container design and specifications, COA Quality Management List, CoP update Version 4, PAS amendments, a dedicated flexitank website, and training

[www.containerownersassociation.org](http://www.containerownersassociation.org)



## South African wine on the up

**Despite sluggish economic growth and rising costs, South Africa's wine industry has ramped up its exports, increased employment and its contribution to the country's GDP.**

A report on the macro-economic impact, prepared by Conningarth Economists for South African Wine Industry Information and Systems (SAWIS), says that in 2013, the wine industry contributed 1.2 percent or R36.2 billion to the annual GDP of South Africa, up 37.8 percent from 2008. Included in this calculation are agriculture, manufacturing, trade & hospitality - which includes wine tourism.

However, local wine consumption has been almost stagnant for a long time with local wine sales amounting to 366 million litres in 1997 and just 369 million litres in 2013. As a result the industry has been forced to market itself aggressively internationally and exports, as a percentage of local production, have increased from 38.3 percent in 2003 to 57.4 percent in 2013.

South Africa's total wine exports, a combination of packaged and bulk wine, amounted to 525 million litres last year. Of this 183 million litres were packaged. Flexitanks are widely used for exporting bulk wine. A recent local media report quoted a South Africa agent for German container shipping line Hapag Lloyd as saying the carrier transports around 100,000 TEU each year with wine from producing areas such as Australia, Chile California and South Africa, equivalent to 288 million litres. A "significant amount" of it is carried in flexitanks.

Demand for bulk shipments has risen sharply in recent years. It is an attractive option for shipping young and relatively inexpensive wines in particular, as the costs per transported litre can be substantially lower than cased wine.

However, the SAWIS report suggests that greater exports of packaged wine could be around the corner as South African producers gear up to export more higher quality vintages rather than bulk wine, to take advantage of a windfall from the European market. The EU has increased South Africa's duty free quota to 110 million litres from 50 million litres.

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# Peel flies the flag for Liverpool

**Peel Ports Group scooped the top prize at this year's Mersey Maritime Awards.**

Thanks to a series of significant investments and a commitment to making a positive impact to the economy of the Liverpool (UK) region, the company beat off competition from Cammell Laird and Seatruck Ferries to take home the Business of the Year award, after demonstrating its strategy for growth, which will see it create more than 5,000 direct and indirect jobs with the development of the new Liverpool2 container terminal.

Peel Ports' investments at Port of Liverpool over the past 12 months include a programme to enhance its dry bulks, containers, and metals facilities, as well as new infrastructure.

The Liverpool Animal Feed Warehouse, a GAFTA (Grain and Feed Trade Association) approved £8 million project got underway, as well as a £3 million steel facility.

But the most significant investment is the construction of the new £300 million deepwater container terminal Liverpool2, which will more than double container capacity at the port. The new terminal will remove the current lock-gate restrictions and enable Liverpool2 to accommodate 95 percent of the world's container vessels.

The development will reaffirm Liverpool as the UK's leading transatlantic port, while enabling direct market connections with South and Central America, India, Far East, Mediterranean and the Baltics.

Mark Whitworth, CEO of Peel Ports Group, said: "This award recognises the fact that we are a progressive business committed to the development of assets and infrastructure, sustainable business partnerships and customer focused logistics solutions, all with the purpose of aiding and accelerating the economy of the

Liverpool City region.

"Liverpool is a city rich in maritime history, highlighted by the fact that this year is the 300th anniversary of the world's first commercial enclosed wet dock opening in 1715. Today the city's economy is still heavily reliant on the maritime sector, which is why Peel Ports is making such significant investments at the Port of Liverpool.

Peel Ports Group was shortlisted in two further categories, for Vocational Skills thanks to the hard work and positive contribution shown to the business by apprentice Josh Stewart, as well as the Supply Chain Partnership Award. This was secured as part of a joint entry with DBIS, delivering supply chain excellence, through investments in operating system technology at Liverpool's agribulks terminal.



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## Events

**MultiModal 2015**  
28-30 April 2015  
NEC Birmingham, UK  
[www.multimodal.org.uk](http://www.multimodal.org.uk)

**GPCA Supply Chain Conference**  
3-5 May 2015  
Dubai, UAE  
[gpcasupplychain.com](http://gpcasupplychain.com)

**transport logistic**  
5-8 May 2015  
Munich, Germany  
[www.transportlogistic.de](http://www.transportlogistic.de)

**FECC**  
6-8 May 2015  
Athens, Greece  
[www.fecc-congress.com](http://www.fecc-congress.com)

**ACHEMA**  
15-19 June 2015  
Frankfurt, Germany  
[www.achema.de](http://www.achema.de)

**PPMA**  
29 Sep-1 Oct 2015  
Birmingham, UK  
[www.ppmashow.co.uk](http://www.ppmashow.co.uk)

**49th EPCA Annual Meeting**  
3-7 October 2015  
Berlin, Germany  
[epca.eu](http://epca.eu)

**Intermodal Europe**  
17-19 November 2015  
Hamburg, Germany  
[www.intermodal-events.com](http://www.intermodal-events.com)

## Sting back on the Tyne

**Sting was the star attraction at the 13th annual South Shields Lecture organised by former MP for South Shields David Miliband and sponsored by the Port of Tyne.**

The legendary musician jetted in from Dubai to add his name to the long list of national figures who have given the annual address at Harton Technology College in South Shields.

Before the show, Sting took a boat trip on the river which inspired his latest album and Broadway Musical *The Last Ship* as guest of Port of Tyne.

Andrew Moffat, the Port's CEO, said: "It seemed fitting to invite Sting and David back to the river. Sting was interested to see ships being loaded and was pointing out Wallsend to his friends on the pilot boat."

Later the audience at Harton Technology College were kept entertained by a mix of memories and music, as Sting spoke about his upbringing on Tyneside and played tracks from his latest album as well as past hits like Roxanne and Message in a Bottle.

Despite decades at the top, playing to sell-out audiences, all over the world, he admitted he was nervous about his South Shields show.

Sting said: "This is the first time I have performed in South Shields. I played Dubai on Friday night and Perth the night before. I didn't bat an eyelid playing in front of 12,000 people, but I felt rather nervous coming to speak here today. To speak in front of your own people, to your own community, can be tough."

After a standing ovation, Sting was whisked away by David Miliband to his favourite South Shields 'chippie' (fish & chips shop), Colman's on Ocean Road, for a taste of home.



Sting back on the Tyne

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