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© Ashley & Dumville Publishing Ltd  
Bulk Distributor is published by  
Ashley & Dumville Publishing Ltd  
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## UK haulage bosses urge action on driver shortage

**UK haulage chiefs are urging the government to take action over the country's driver shortage. The trucking industry claims the shortage threatens economic recovery in every region of Britain.**

The Road Haulage Association (RHA) said there is a national shortage of truck drivers in the region of 45,000. And with over 35,000 existing drivers due to retire in the next two years, the situation is deteriorating fast, the trade body added.

There are numerous reports of the driver shortage leading to operators turning work away, having to park up trucks and cancelling orders for new trucks.

RHA chief executive Richard Burnett commented: "The RHA represents UK hauliers which, between them, operate over 100,000 heavy goods vehicles. Our members, quite literally, move the UK economy. We are now facing an unprecedented and critical shortage of qualified truck drivers – currently estimated to be in the order of 45,000 across the country. Current retirement levels and low levels of new entrants to the industry are creating a perfect storm.

"The cost of training to be a truck driver is very high – typically some £3,000," he continued.

"This is a serious barrier to individuals wishing to train up. Margins in the small and medium sized haulage companies that make up the bulk of our industry are very tight and this limits their capacity to fund the required training."

Haulage bosses wanted the government to commit to investing £150 million in driver training in the July budget, but were ultimately disappointed with the response.

Burnett commented: "This Budget does nothing to help solve the crisis, despite strong representation from across the industry. He even failed to support the structure put in place by the RHA and JobCentre+ to get unemployed people into driving."

Research from supply management specialist Comensura revealed that the UK transport industry, worth £74 billion a year, could become gridlocked due to the growing driver shortage.

The research backed up the claims by RHA saying the underlying largely causes are an ageing workforce and young candidates being dissuaded by the cost of the Driver Certificate of Professional Competence (Driver CPC).

Over 60 percent of LGV drivers are 45 years old or above, and the average age of an LGV driver is 53.

While the issue requires wider solutions,

Comensura says businesses can take some actions to narrow the gap between the supply of drivers and demand.

These include finding a balanced pay rate that can attract candidates while not paying them over the odds. Business also need to look at the long-term, forecasting their needs over the next 12 months, taking into account workers' holidays and times when demand is high.

Looking within the organisation can help. Instead of looking externally for candidates, companies should see if there is anyone internal to fill the vacant roles.

Commenting on the findings, Jon Milton, business development director at Comensura, said: "It's worrying that the driving sector is suffering from staff shortages and that the majority of recruiters believe it will increase. But provided that organisations carry out our recommended guidance, they can effectively manage their demand to ensure that they recruit the right number of candidates when they need them, which will help to minimise driver shortages.

"A review of the industry as a whole is in order to consider whether it's qualifying drivers in the right way and how well it's attracting people to enter the profession."

## Haulier of the year – again

**For the second year in a row Nijhof Wassink has been named haulier of the year for Shell Chemicals Europe. The award is related to the transport of liquid chemicals within the European market.**

Nijhof Wassink has been awarded the honorary title based on the high level of operational performance. The criteria are on-time loading and delivery reliability, as well as collaboration in the field, number of incidents and spills and the communication of near miss reports to the shipper.

Next to the operational performance there was also a very high score for health, security, safety and environmental (HSSE) related subjects.

The Dutch logistics company said extensive training and actual involvement of its employees were behind the success.

This year the award has been renamed to the "Frans Fiers Award" in recognition to the work of Frans Fiers, who worked for Shell Chemicals Europe for many years before retiring at the beginning of this year.



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## Evonik, duisport in joint venture

**C**hemical company **Evonik Industries AG** and **Duisburger Hafen AG** (duisport) are preparing to establish a jointly controlled company to develop **Evonik's Luelsdorf location**.

The 50:50 joint venture will develop the premises available at Luelsdorf and improve the existing on-site logistics.

Thomas Wessel, chief human resources officer of Evonik, and Erich Staake, CEO of duisport, signed the corresponding agreement in Duisburg in March this year.

"The joint venture is designed to provide incentives for other companies to set up operations at the site. This would create new workplaces and make a sustained contribution to the development of the North Rhine-Westphalia region," explained Wessel.

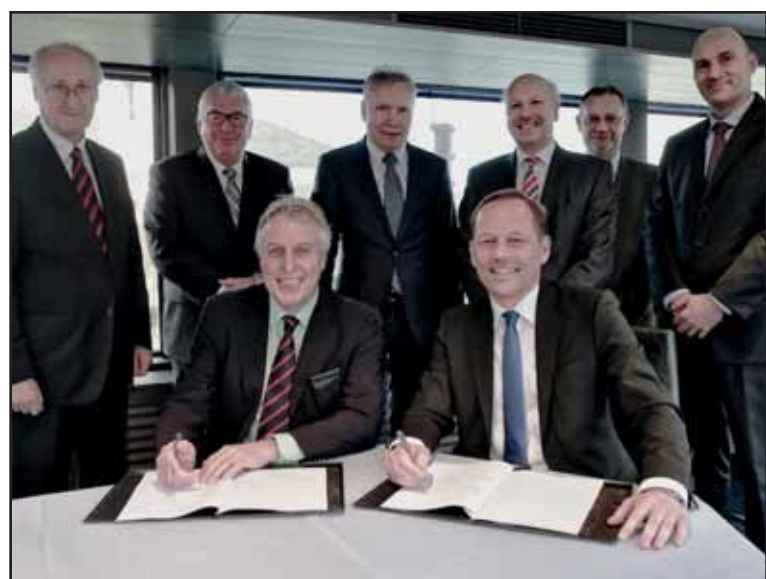
Evonik and duisport have enjoyed a long and successful partnership. At the Marl chemical park, they have been joint shareholders of Umschlag Terminal Marl GmbH & Co KG since 2006. This company operates the container terminal for combined rail traffic.

The Luelsdorf joint venture will go hand-in-hand with the strategic collaboration that the two partners established last year. duisport has considerable logistics know-how in land development as well as port and rail handling. Through the partnership, this expertise will be combined with Evonik's existing logistics competencies at the site.

"The competitive advantage of the North Rhine-Westphalia region lies in the close linkages between industry and logistics. With the joint development of the Luelsdorf site, we are bundling our know-how, which enables us to realise considerable value-added potential in the region," said Erich Staake.

Evonik has some 500 employees at Luelsdorf, where it produces inorganic and organic chemicals, such as alkoxides used in the production of bio-diesel. Approximately, 50ha of the area available at the site will now be marketed to attract production and logistics companies.

Due to its location on the right side of the Rhine between Cologne and Bonn, the site offers good conditions for companies that specialise in both general and chemical-specific logistics. It also offers important infrastructure such as a shipping pier, pipelines and a connection to the rail network. The jointly controlled company and newly added industry companies will also be able to use existing commercial logistics. In addition to the commercial port, rail operations, incoming and outgoing goods processing and a hazardous material warehouse, there are also plans to build a trimodal container terminal. It would offer flexibility in loading containers on trucks, rail or ship and vice versa.



L-r front row: Erich Staake, duisport CEO, and Thomas Wessel, chief human resources officer, Evonik Industries, at the signing of the agreement

## Ghent location perfect for Emulco

**E**mulsions specialist **Emulco** has opened a new factory in **Belgium's port of Ghent** which includes a flexible pilot plant.

Emulco was set up in Belgium in 2005 originally as a laboratory. Although the company already had a research and development centre in Ghent, in the past production only took place in Malaysia. Now, the company will produce a wide range of high-quality emulsions in the port area.

Emulco has worked with polyisobutene, a non-toxic plastic with important water, air and/or gas impermeability. But the disadvantage with this polymer is its high degree of viscosity; the syrupy texture makes it difficult to process and seriously limits the fields of application. So, in 2012, after years of research, Emulco succeeded in obtaining the plastic in a water-based solution, which simplified processing and drastically increased its application range. Together with BASF, Emulco won the 'essencia Innovation Award' for the most promising innovation in the Belgian chemical sector.

In order to produce the globally-patented emulsion, Emulco set up a completely new factory with an accompanying pilot plant in Ghent. The move has generated considerable

international interest. For example, in addition to BASF, discussions and research are underway with other global players and the hope for Emulco is that these developments will enable the company to grow quickly from an SME into an international company.

The factory has a capacity of 50,000 tonnes a year and a flexible setup that enables the production of simple blends as well as complex emulsions. It has sufficient electricity, steam, compressed air and cooling capacity and can handle the following operations: blending, homogenisation (even distribution), dispersion (separation), dissolving powders or liquids. Even high-viscosity products can be processed. The pilot

plant can be used for small volumes from 10-600 kg per batch (volume produced in one run), while industrial production capacity is 5,000-13,000 kilos per batch.

Emulco says an advantage of Ghent is being able to work with the port and the SEA-Tank Terminal Group where the factory has been located. The site on Henri Farmanstraat is right next to water, rail and road transport, which enables Emulco to handle both incoming and outgoing products. SEA-Tank Terminal provides the storage and transshipment operations, as well as logistics, which enables Emulco to focus entirely on production.



Emulco's new Ghent factory has a capacity of 50,000 tonnes a year

## Desiccant site opened

**Clariant** has opened a new desiccant manufacturing plant at its site in **Zhenjiang, China**.

The chemicals specialist will produce its line of Container Dri II products alongside a full range of desiccant bags at the new facility, extending its existing regional support for the Asian market. The cargo desiccants are aimed at protecting goods from the harmful effects of moisture and water damage during shipping via container, rail barge or truck. Container Dri II helps preserve edible cargo and other sensitive goods during long transport across different climate zones.

In Zhenjiang, Clariant has the advantage of access to locally-sourced bentonite clay and the drying facilities offered by its Functional Minerals Business Unit to support the production of desiccant bags for export packagers, machine manufacturers and food packaging.

To meet growing desiccant demand from Asia, Clariant opened its first Container Dri II production plant in Indonesia in March 2014. Both sites are part of Clariant's worldwide network for desiccant manufacturing, which also includes plants in Brazil, Turkey and USA.

"Clariant's desiccant products are highly-regarded within the logistics industry. With our new facility, access to local clay sources, and drying capabilities we have a sustainable

opportunity to provide desiccant bags into the Chinese market at the consistent, high quality level customers expect from Clariant. This site will also help to support our expansion in the area of food protection in the local Chinese market and internationally. We are well-placed to build on our existing strong relationships with global companies who also have operations in China," said Justin Mueller, head of business group cargo & device protection, BU Functional Minerals, at Clariant.



Clariant's new desiccant manufacturing plant in Zhenjiang

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### A quick word with...

**David Andrews, global fleet manager at Albemarle**

*David Andrews talks to Bulk Distributor about how he keeps track of the company's fleet at the speciality chemicals company based in Baton Rouge, Louisiana.*

#### What is a typical day for you?

Our fleet management group is fairly small – me, plus people in China, Belgium and one more in the US. A typical day consists of two things. First, checking emails and looking for problems that people have found overnight and checking that those have been taken care of. I also check the systems to see if I can spot any issues. The second half of the day is more forward planning, looking where we're going to be in six months, or five years from now, and making sure that we are prepared. I'm a liaison between the business units and the manufacturing units.

#### Albemarle serves customers in over 100 countries. How does it manage its transport and logistics functions?

We handle logistics in many countries. There is a logistics unit in each plant and then there are headquarters in different regions, for example in Baton Rouge, Shanghai and in Belgium. Those logistics units are managing the day to day moves – what needs to go where, billing orders, that kind of thing. Fleet management is more concerned about whether they have the right tanks out there and are they going to have the right tanks available moving forward.

#### What services do you use to keep track of your fleet?

We have two different types. The first is SAP-based, so as moves are made such as filling, shipping or receiving a tank, or, in the case of overseas, tanks coming back into the US, then those moves will be marked in SAP. We can look in SAP and see where the tanks are supposed to be. The benefit of that is that you don't have to actually see the tank – as long as you have the information coming to you from anywhere in the world, you can make a move and everyone suddenly has visibility. The downside is that there are a lot of transactions so if someone misses a transaction or, if something was supposed to have happened but didn't then the system can break down.

We also use GPS systems provided by IONX. The GPS unit is going to be receiving signals anywhere in the world so that we can see where the tank is, regardless of whether that is where it is supposed to be or not. It's a physical device so, if anything goes wrong you have to get to the tank in order to service it. Both have their benefits and their downsides. Both of them provide data to us in a way that we're able to analyse and see whether we are on the right track.

#### How do you use that data?

We use dashboards that IONX has built. A lot of those are customised for us and they are a very good tool for things that we want to look at repeatedly. A lot of the work that IONX did for us was focused on working out where things were, how long they had been there and what the process was and how all of that came together. That was the background. A lot of the customisation was around our unique logistical operations and making sure the tools could capture the information necessary to help with resizing and balancing. It was organised in a way that made sense for us.

For example, I have one particular fleet that we are looking at resizing, possibly a 50 percent increase. We can use that data to see where we can make specific spot improvements so

that we don't have to spend the capital on even more tanks. They also provide a download file that is sent to us each night. I can take that file and run a visual basic programme and get other information I need.

Getting that data in real time is one of the biggest issues

#### What are the biggest challenges you face in your role?

Normally, if I get involved and it's not forward planning, it means something has gone wrong with the system! Either something was shipped in an incorrect state or it was held up for some reason, eg, the customer didn't return the tank on time, that kind of thing. When that happens we have to make sure whatever the planned use for the tank was next, a replacement is available. Getting that data in real time is one of the biggest issues. On the SAP system I may know that it was shipped out of Asia a month ago, but I have to go to IONX or the shipping line's website to be able to see where it is now, so not all that data is available in the same place. That makes it difficult to plan. IONX has proposed integrating the GPS data into SAP, which would reduce the steps required to solve issues.

#### Are there any changes in government laws or regulations that you, as a fleet manager, would like to see?

Standardisation would be more helpful than anything else. A good example of this would be the allowable shipping weights. Those depend on where you are in the US and it's different again overseas. If I'm shipping internationally I have to know not just that it's legal to ship here, but that it's also legal to ship when it gets there. The reason for the limits is to cover damage on the road.

However I'm shipping product and I need to know how many pounds of product I can ship, not necessarily how much the total truck weighs. If we ship a truck across from Houston to the East Coast then the truck driver might bring a sleeper-cab truck that weighs more and all of a sudden I could be

overweight, have to unload, and change all the bookings. It would be better if it was simplified, even if the limit was slightly lower as long as it was standard across the board.

#### How did you end up working in fleet management?

I spent most of my career in operations – out in the field, particularly in production. One of the things that they are looking for with this role was someone with real world experience who was able to understand what was going on in a plant and at the same time was available for business to make sure the business team is getting what they need for servicing the customers. This role has a lot of different challenges, and the work is quite interesting.

We are already expanding the fleet but we're trying to do that judiciously and our IONX GPS systems can help get the balance right

#### Where do you see the company growing in the next five years and what challenges will that create in fleet management?

We just bought out Rockwood Holdings, which was comprised of both Chemetall and Rockwood Lithium. With Rockwood Lithium there is a lot of synergy and with this integration process we are looking at ways we can track both those fleets using just one common system, which would make it easier for customer service representatives.

There are also a lot of opportunities. We have been growing our business in organometallics and Rockwood is poised to grow quite a bit as well. I think there will be synergies there. The sales team now have a bigger portfolio with more solutions. From that, I think we should be seeing more sales over the next few years. I have to make sure the fleet is ready for that. We are already expanding the fleet but we're trying to do that judiciously and our IONX GPS systems can help get the balance right. We don't want to spend money too soon but we don't want to be behind the curve, either.

## DG web service launched

**Exis Technologies has launched a new web service which allows companies to integrate the most current dangerous goods regulations into computer-based systems.**

Hazcheck Web Service is a web API based version of Hazcheck Toolkits, a set of dangerous goods data packages and routines for incorporation into cargo booking, handling, ERP and planning systems (for example, SAP and Oracle EBS) that have been used globally by container lines and ports over the past 10 years.

It offers IMDG Code compliance and the additional provisions and/or variations applicable when using the 49 CFR, ADR, TDG and RID regulations with the IMDG Code.

The 'off the shelf' web solutions offered by Hazcheck Web Service are: dangerous goods list database; segregation/stowage routines; packaging routines; and restrictions and prohibitions.

James Douglas, director, Exis Technologies, commented: "Hazcheck Web Service allows companies to outsource expertise. Detailed knowledge of global transport regulations, which are very varied and complex, is not required by in-house staff. Data can be integrated quickly and efficiently, dramatically reducing system development time. As Hazcheck Web Service is updated regularly in line with the changes to the regulations, customers always have the most up to date information to hand."

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





# DG storage opens at Schwarzheide

**Bertschi has expanded its STR intermodal terminal on the BASF site in Schwarzheide, north of Dresden, Germany.**

The expansion includes a second crane runway with six railway tracks as well as a gantry crane with a range of 90m.

A new service being offered is dangerous goods storage to supply increasing demand for storing hazardous goods containers. Thanks to this expansion, the Schwarzheide region is directly connected to the north Germany seaports of Hamburg and Bremerhaven with at least three departures a week. A direct connection to Southeast Europe and Turkey has also been opened.

With the expansion, Bertschi is able to extend significantly the capacity at this junction between West and East European routes. The handling capacity has doubled to 120,000 TEU a year and storage capacity has been tripled to 2,400 TEU. Additionally, a steam heating station was installed, which enables up to 16 tank containers to be heated at the crane track simultaneously.

The new terminal module includes dangerous goods storage for 150 TEU according to BlmSchG regulations. Partitioning by means of mobile concrete walls allows the separation of hazardous goods categories into different sectors. In case of need, the storage capacity can be extended at short notice. The launch of this facility bridges a gap in the market for this region.

The block train services from Benelux, Duisburg and Ludwigshafen to Poland and Russia, which have been in place for exist for some years, are now complemented by the new North-South axis linking Hamburg and Bremerhaven. New links to Dunajská Streda (Slovakia) allow intermodal shipments to Slovakia, Hungary, Romania, and further on to Istanbul. Schwarzheide is thus turning into a major hub for combined transport in Eastern Germany, and Bertschi intends to expand logistics services at the location.

In fact, Bertschi sees opportunities beyond Europe. With the setting up of the Asia Infrastructure Investment Bank (AIIB), initiated by China, a modernisation of the Silk Road between China and Europe is on the cards. As a result, Bertschi expects significant investment in rail infrastructure from central China across Urumqi to Europe. Trial runs with combined traffic are already running on the axis, including via Schwarzheide. So the Swiss logistics operator says STR is well-located as a gateway hub and can look confidently to the future, thanks to its central positioning.

Planning of the current extension started in 2011. Construction work, which ended only recently, was initiated in March 2014. Costing in the region of €15 million, the work was an important investment at the location allowing Bertschi to enhance its logistics services for the chemical industry. Twelve new jobs have been created, and with now 220 employees, STR is the second largest employer in Schwarzheide, after BASF.



Mobile concrete walls allow the separation of hazardous goods categories



The STR expansion includes a second crane runway with six railway tracks

# Expanded PTA relationship

**CEVA Logistics is expanding its relationship and contract renewal with BP Zhuhai Chemical Company Limited (BPZ), a specialist in China's purified terephthalic acid (PTA) industry.**

This marks more than a decade of partnership between the two companies in the warehouse management and operation of BPZ's facility. CEVA has been managing and operating the BP Zhuhai facility since 2002. The facility, totalling 10,000 sqm, is manned by approximately 200 CEVA staff equipped with the experience and knowledge of the chemical industry and its stringent safety requirements.

CEVA's Jaap Bruining, MD of contract logistics, Greater China, said demand in China for PTA has grown in recent years, fuelled by the country's thriving manufacturing sector.

"Being able to support BP Zhuhai as logistics partner over so many years is a privilege and a testament to CEVA's operational capabilities and understanding of their business requirements," Bruining commented. "The quality of our service, commitment and strong track record especially in the area of health, safety and environment, were key to BP's decision to continue working with CEVA."

Graeme Stewart, general manager of BP Zhuhai, commented: "CEVA's ability to deliver high efficiency and quality service speaks of a first-class logistics provider in China. With strong support from CEVA, we have achieved the safety goal of 'Zero Lost Time Incidents' in 2014, an excellent achievement that is well appreciated by us at BPZ."

Over recent years, CEVA has rolled out site safety campaigns and set up an emergency response unit (ERU) to provide the site with emergency response, fire facilities inspection and chemical waste disposal services. In 2013, CEVA was awarded a 10-year Safety Award by BP Zhuhai in recognition of CEVA's commitment to the highest levels of health and safety requirements for the BPZ facility.

BP Zhuhai was formed as a joint venture between BP (85 percent) and Zhuhai Port Co, Ltd (formerly Fu Hua Group) (15 percent) in 1997. The venture's first and second PTA plants began production in 2003 and 2008, respectively.

# Liquid Concept gets fruity

**Fresh fruit is the latest addition to the range of products transported by the Hamburg liquid cargo specialist Liquid Concept. Its insulated tank trailers will be shipping the fruit within Europe, especially products intended for further processing.**

The company plans to offer fruit transport throughout Europe all year round and on a daily basis. Wherever demand develops, the network of routes will be expanded and densified.

"The new service expands our portfolio of tanker transport into fresh fruit," said Christian-Eyck Doerre, Liquid Concept managing director.

The facility is aimed at producers and end-users of fresh fruit destined for additional processing. Liquid Concept therefore expects healthy demand, particularly from the fruit processing industry, such as manufacturers of preserves and juices.

Initially, 40 tank trailers with a capacity of up to 35,000 litres each will be deployed on European routes. To ensure that the perishable cargo is protected against adverse temperature effects, the insulated tanks are temperature controlled. Transport by tank trailer is especially suitable for fruits such as cherries, strawberries, apricots, raspberries and red or black currants.



# RL-Trans bulks up

**Finland-based RL-Trans has extended its dry bulk fleet by investing in 20 new units for the carriage of dry materials within its European network.**

The latest additions to the fleet are 10 new Feldbinder and 10 new Spitzer dry bulk silo semitrailers.

"By increasing our fleet significantly we are answering the increasing demand for our services. This measure was implemented in order to expand the flexibility and availability of our dry bulk fleet", said Andreas Lindedahl, market manager.





# Mauser continues global acquisition programme

**Mauser Group is continuing to acquire stakes in packaging companies around the world.** In July, the Bruehl, Germany-based group, took a 50 percent shareholding in Time Technoplast, the IBC business of China's Fanshun Elan.

Fanshun and Time Technoplast, through a subsidiary GNXT Investment Holding based in Singapore, operated an IBC joint venture in Guangzhou, southern China, called Guangzhou Fanshun Elan Plastech Co Ltd.

The operations of Fanshun Elan will be integrated into the existing Fanshun Mauser IBC joint venture, offering better access to the south China market and a broader customer base to supply its range of IBCs. The company will operate as Guangzhou Fanshun Mauser Co Ltd.

Fanshun Mauser is currently producing IBCs in two locations in China, Jinshan (Shanghai) and Jiangyin. The south China operations in Guangzhou will implement the Mauser SM design and quality standard.

Mauser said its investment in Time Technoplast not only reaffirms its commitment to the Chinese market, but also to growing its operations globally.

"We are very pleased with the addition of the south China business and its production facility," remarked Philippe Larretgere, general manager of Fanshun Mauser. "We see tremendous growth opportunity for IBCs in China and the addition of the plant to our existing operations in eastern China will enable us to serve customers more efficiently with our product range."

Earlier this year, Mauser acquired the plastic drum and IBC business of Greif in Sao Paulo, Brazil, after Greif's decided to exit the plastic drum and IBC business in that region.

Ricardo Goldenberg, president and CEO of Mauser Brazil, said the Germany-based group sees "tremendous opportunity in Brazil" and plans to continue its strategy of growing across all the market sectors in the country.

In North America, Mauser bought family owned and operated IBC North America (IBC NA) and Clean Tide Container. IBC NA operates three manufacturing and five reconditioning facilities across the United States.

The acquisition provides not only Mauser but also its reconditioning subsidiary NCG the ability to serve better their combined markets in North America, particularly agricultural-chemicals.

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



## Drum dumper

**MTS's hydraulic lift and seal system is claimed to invert drums safely, and then empty the materials into an existing process.**

It does this by docking the drum to a gasketed pour cone for dust-tight operation, and a clean working environment. The pour cone features a fully-mounted orifice gate and docking flange to mate with an existing hopper.

A patented control link rotation system provides controlled 180deg drum rotation for maximum product discharge. The unit also includes a two speed hydraulic system for a safe and efficient high rate operation.



# Expanding small container capacity

**LiquidCONcept's heatable IBC fleet has now grown to 1,000 units.**

The Hamburg-based liquids transport specialist is continuing to invest in its small container business. Heatable, insulated containers of this type, with 1,000 litre capacity, are used specially for temperature-controlled transports which handle meltable products or storage of fluid foodstuffs and chemicals.

"Our fleet mostly consists of aseptic and standard IBCs. If necessary, they can be equipped with mixers. By investing in additional heatable small containers, which demand extensive maintenance and complex handling, we are reacting to strong demand from our customers," explained managing director Ulrich Schnoor.

These stainless steel IBCs, guaranteeing high standards of safety, hygiene and quality, can match the toughest requirements expected by

customers, the company claims. They also have the advantage that they can be deployed again once they have undergone thorough cleaning.

Liquid CONcept configures suitable containers according to the needs of individual clients. IBCs can be fitted for use with heaters or adapted to meet hazardous goods regulations. For liquid foodstuffs additional agitator units to mix and stir the product can be used. In addition to leasing the IBCs, Liquid CONcept will also take responsibility for cleaning, maintenance, repairs and overall fleet management.

Plants available in Europe offer fully automated cleaning and can cope with a large throughput of units. Safety systems in place ensure that all cleaning and checking carried out by Liquid CONcept are performed properly to meet standards in force.

[www.liquid-concept.eu](http://www.liquid-concept.eu)

# Horen releases new foldable IBC

**Shanghai-based Horen has launched a new foldable plastic liquid IBC.**

OptiFlow 1040 is a foldable bag-in-box container concept designed to simplify handling which is also returnable and reusable, reducing the use of packaging materials compared with one trip IBCs.

By adopting the international size of 1,200mm x 1,000mm, OF1040 conforms to international standards, which enables intermodal transport between countries and continents.

Horen claims that, at 3.5:1, OF1040 has the highest folding ratio of any IBC on the market. The folding rate is an important attribute of a foldable container as it dictates how much space can be saved in a warehouse or truck when the container is folded.

A standard 2.6m trailer can take 182 units compared with 130 other IBCs, claims Horen. For a 3m road-train, 240 units can be carried against only 180 other IBCs.

The lid of an IBC plays an important role in protecting the liner and also preventing excess movement of the liner contents during transport. Conventional IBC lids, says Horen, are heavy and difficult to use, often requiring two people to operate. Horen has addressed this issue with a hanging lid system that allows the lid to be easily opened and closed by one person. There is also the added advantage of not having to find somewhere to store the lid when the IBC is opened as it conveniently hangs on the backwall of the IBC.

The lid has been designed with self-locking

handles. To close it, the operator only needs to press down on the lid and the locks will engage automatically. There are hand-hold areas on the lid which allow the operator to fit it onto the IBC. A full set of instructions of how to fold and unfold the IBC have been moulded onto the lid surface. A tamper evident clip with a unique security number can be placed over the handles keeping the contents of the IBC safe. The lid has also been designed to drain off any excess liquid automatically.

The OF1040 has a double smooth base design, which the manufacturer says is more hygienic and stronger than one smooth base. Anti-slip rubbers on the base keep the container from slipping on the forklift prongs. The pallet base design has stainless reinforced block feet and four corner feet to reduce FLT damage.

The base can be equipped with RFID in the opposing feet of the unit to help track the movement of product. The base slopes from the back of the unit towards the sump so that any excess liquid will automatically escape out of the drainage holes positioned in the bottom of the sump. This function ensures rain or any other liquid does not get trapped in the base of the IBC.

The base also allows the use of Heater Base Boards. HBB's can remain inside the IBC even when the container is folded. A specially designed cavity allows the power cord of the HBB to go through the wall of the IBC.

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

## REPACKED TEMPTATION

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# Hoyer pressure tank

**H**oyer is offering a new pressure tank version IBC for transporting hazardous goods. By adding these type UN T 22 containers to its range, Hoyer is augmenting its own IBC fleet with a variant that makes high operating pressure levels of up to 6.67 bar possible and corresponds to maximum safety requirements.

Thanks to their holding capacity of 1,100 litres, the containers are said to be ideal for the storage and transport of smaller product volumes under conditions of overpressure.

"With these new mini tanks, we have again succeeded in expanding our utilisation spectrum," said Uwe Bartels, European sales manager IBC Logistics at Hoyer. "They will enhance our worldwide commitment in the transport of hazardous goods, for example, toxic substances of class 6.1."

The pressure tanks can be equipped individually in line with customers' requirements. They can, for example, be fitted with GPS or RFID for transport tracking. In addition to this, Hoyer is offering a range of other services, such as rental, transport, maintenance, cleaning and fleet management, for the new tank family as well.



Adding type UN T 22 containers to its range means Hoyer is augmenting its own IBC fleet with a variant that makes high operating pressure levels possible

# Plastic pallets promise

**A**lthough well-known as manufacturer of IBCs, Werit Kunststoffwerke is also successful in the plastic pallets sector.

The IKP pallet range, manufactured from recycled plastic is the economical alternative to wooden pallets, according to Werit. The pallets meet industry-specific requirements, making them suitable for a wide range of applications, from simple handling to complex applications on modern conveyor systems.

Werit's design is a robust one, the company maintains. Up to six reinforcing metal profiles can be added ensuring high-load capacities, needed for high-rack storage. Entry notches on both sides with cavity-free corners complete the profile of the new pallet generation.

The range is made of high quality, homogenous, reclaimed HDPE, available in both Euro (1,200 x 800 mm) and industrial dimensions (1,200 x 1,000 mm). All pallets can be supplied with external or anti-slip edges of 7mm, or a special model with 22mm.

Werit also manufactures the plastic pallets in new HDPE, polypropylene (PP) or ESD-material (electrostatic discharge), and in custom colours for customers in the automotive, electrical and chemical industries. Thanks to a wide range of product materials, Werit is able to meet numerous requirements, including antistatic, conductivity and hygienic specifications.

The PE-pallets are easy to clean and recyclable, in so doing fulfilling environmental specifications.

"Manchester is a very important production location for the Werit Group when it comes to serving the British market," explained Melinda Critchley, sales manager at Werit UK. "It is very important to have the plastic pallets warehoused locally in order to meet demand quickly," she added.

The company has expanded its distribution model in the UK to include the rental of plastic pallets, building on the sales launch of the new pallet generation, in Germany and the UK.

Renting pallets supports the customer to top up the purchased stock in order to handle peak demand without tying up capital. Critchley added: "The secret to a successful renting scheme is a straight forward and easy to understand tariff system, and a high quality, durable product which is usable across all industries. Traditionally, rental systems have been quite complex. The Werit system removes complexity and makes for a cost competitive system that is transparent and easy to manage. This is especially valid for pallets which are used in a pooling system."

The pallets are designed for repeated re-use without the need for repair. Werit says they are easy to clean and do not absorb moisture. At the end of its service-life the Werit pallet is fully recyclable. The pallet is a living example of sustainability, 'reduce, re-use, recycle'.

[www.werit.eu](http://www.werit.eu)

# Securing IBCs, barrels and kegs – today's challenge

**T**here are rules and regulations about cargo securing both in normal road traffic and particularly in the transport of dangerous goods. These rules require the cargo to be secured either by blocking, supporting or lashing.

Many trailer manufacturers have different levels of strength in their construction of walls, doors and bulkhead depending which standard they rely on. EN12642 describes two levels (code L and code XL) for strength of the walls, doors and front bulkhead.

National requirements might have been also applied for trailer construction, but if none of these are mentioned in trailer's type label, then the trailer construction does not offer any support in cargo securing. The level of strength in the construction that can be used for blocking cargo is depending on the payload of the trailer, but cargo securing requirement levels in EN12195 are higher than any of these.

Additionally if trailer construction is to be relied on as load securement the load has to be uniform, loading the walls has to be even and almost none empty space is allowed. The gap between cargo securing requirement and possible support gained from the trailer construction has to be covered with proper cargo securement.

These are explained in European Best Practice Guidelines 2014 (fig. 1 and 2).

The standard plastic IBC is one of the most common ways to transport chemicals over the road. The challenge is how to secure these as their construction does not allow high surface pressure. If you tighten, for example, a strap over the cage, you might bend it and if you try to secure the container by threading the strap through the cage, you could damage it.

Placing plywood sheets on top of the containers would solve the problem, but it is rather difficult to do and requires personal safety gear as you need to climb on to the cargo space.

Finnish company NWE suggests using a fabric to cover and tighten the load.

NEW's Fix Road is a woven polypropylene sheet of fabric with sewn connection points for tensioning. It covers the entire load and divides the tension caused by tensioning devices evenly. Then the surface pressure is a fraction of what it would be with chains or straps, but the overall surface pressure can even be higher without damaging the load. The fabric also forms itself around the shape of the cargo and keeps every single item on the place. This is particularly

beneficial for securing round objects, paper coils, barrels and kegs.

FIX Road is tested by Dekra and TÜV in Germany and approved to be used as load securing in road traffic and sea freight. Breaking strength is 50kN and lashing capacity is 2500daN for every lashing point. In a normal trailer there are 12-15 lashing points per side. With 12 points per side FIX Road can secure higher weights than a trailer of the same length can carry.

[www.fixroad.fi](http://www.fixroad.fi)

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



FIX Road forms itself around the upper surface of the cargo and keeps even small objects in place

EN 12642 L			
	Headboard: $F_R = 40\%$ of payload P, maximum 5000 daN Rear wall: $F_R = 25\%$ of payload P, maximum 3100 daN		
EN 12642 XL			
	Headboard: $F_R = 50\%$ of payload P Rear wall: $F_R = 30\%$ of payload P		

Fig 1. Support from construction acc. to EN12642

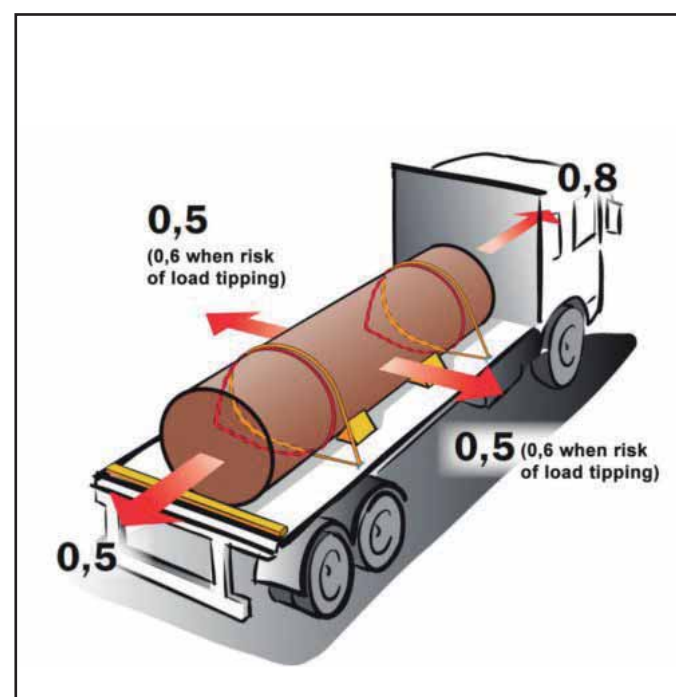


Fig 2. Required by EN 12195-1



## Safely stored

**D**enios's new multistore system is a multifunctional walk-in store suitable for keeping a wide range of hazardous materials in IBCs, drums or small containers stored on or in spill pallets, on spillage decking elements, in dispensing stations or on hazardous materials racking.

It is also suitable for large waste containers, bulk goods containers or stackable containers.

The Multistore is manufactured from weather resistant, corrosion-free polyethylene (PE). A lockable shutter door offers effective protection against unauthorised access. Multistore is ready for pipe and cable routing as well as for floor mounting and is supplied ready assembled. A cantilever rack system as well as document pocket are also available as options.

Denios has been a specialist in hazardous material storage, environmental protection and safety in the workplace for over 27 years. The spill pallet for hazardous substances was just the beginning and now Denios offers over 10,000 products for the safe storage and handling of hazardous materials and work safety.

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



## Top coat

**A**t this year's European Coatings Show in Nuremberg, Germany, Schuetz unveiled an integrated impeller for stirring even minimal product residues inside an IBC.

Coatings industry products are usually viscous. To ensure a smooth consistency and optimum processing, such filling goods often need to be stirred. However, the mere immersion of the agitator of stationary or mobile mixing systems represents a potential contamination risk, says Schuetz, because every time the packaging is opened and every time it comes into contact with other equipment, the filling goods risk contamination.

However, the integrated impeller prevents this contamination. The impeller is a one-way stirring system, which is integrated into the IBC's screw cap. The system is available for all 1,000 and 1,250-litre Ecobulk types and fits both the DN 150 and DN 225 filling openings. The component is made entirely of HDPE, so the filling goods will not come into contact with steel later on – a further advantage in terms of product purity.

The screw cap with integrated impeller is pre-installed in the filling opening of the IBC at the production plant. For filling purposes, the system is either briefly removed or remains fixed in place – depending on the filling process and container configuration. The main advantage is that IBCs with impellers form a self-contained packaging system. After filling, the IBC can remain permanently closed and sealed all along the supply chain until the product is to be used – even during the stirring process.

For stirring, a conventional drive system is simply connected to the impeller by means of a matching adapter. The drive system, on a frame mount, is placed over the screw cap and fixed to the steel grid. The drive shaft locks positively into the plug of the screw cap, which passes the rotation on via tightly connected rods to the impeller inside the container.

The system is also practical when it comes to emptying the container: ventilation can take place via the impeller opening in the screw cap, so that there is no need for a further plug to be opened while the agitator is connected.

The use of the impeller as a one-way system eliminates the risk of filling goods becoming contaminated with residues of other substances that may be encrusted on the agitator. As a result, there is no need for elaborate cleaning and the associated costs. Empty IBCs

are collected, complete with impeller, by the Schuetz Ticket Service, and inner bottle and impeller are processed into HDPE recyclate in the course of reconditioning. The material gained is then reused to make new Schuetz products, such as plastic pallets.

At ECS 2015, Schuetz also presented the new Ecobulk HX as a packaging solution for highly viscous filling goods.

Preventing residues from remaining inside packaging is a challenge in the handling of highly viscous filling goods because unused quantities equate to financial losses, as the residues can no longer be further processed or used.

So, the Ecobulk HX was displayed as a process-supporting solution, also available as a Cleancert model, combining the benefits of the Cleancert line, such as full material, product and process safety, technical cleanliness, just-in-time production and silicone-free content.

Thanks to its sloping base and closed supporting cushion, optimised discharge geometry and low-level discharge valve, the container ensures drainability to under 0.3 litres even for viscous materials.



Schuetz IBC with integrated impeller. With this self-contained packaging system, after filling, the container remains permanently closed and sealed all along the supply chain until the product is to be used



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# A view from...

Phil Pease busts some common myths about fibre drums and explains the difference between recycling and reuse



The Industrial Packaging Association  
www.theIPA.co.uk

## The use & reuse of fibreboard drums

**Environmental awareness and concern is at the highest level ever – no longer the sole property of hippies or so-called ‘new-age’ activists.**

However, with so many confusing and often conflicting statements and opinions, it is perhaps understandable that many people simply do not know what the best practice is or considered what is truly ‘sustainable’.

Industrial packaging has an excellent and enviable historical record for safety and environmental efficiency, on a truly international scale – from the days of repairing wooden casks to the current high-tech, multi-trip composite designs.

One key sector has, however, seemingly been overlooked, as it has quietly been getting on with business without the spotlight of publicity, despite an incredible record for safety and also as one of the most environmentally efficient and sustainable packaging products available anywhere; the fibreboard drum.

Using kraft fibre, produced from managed, sustainable forests and requiring a fraction of the energy to produce compared with other materials, these drums are among the most cost-effective and efficient packaging types available on the market today.

As mentioned, in terms of their use and true environmental performance, there are a few misconceptions and market anomalies that need to be explored.

### Myth one: fibre drums cannot be used for dangerous goods

This is easy to answer, as it is simply not true. There are a number of UN Certifications issued to fibreboard drums for manufacturers in the UK, Europe, USA and numerous other countries.

### Myth two: fibre drums cannot be used for liquids

Another easy one – a number of manufacturers also have approved design-types that are specifically intended for liquids and make use of the latest barrier technologies to provide a very stable packaging that is ideal for liquid use.

### Myth three: fibre drums are great, but unable to be stored outside

Why not? Many fibre drum manufacturers have designs that are suitable for outdoors storage, alongside their plastics, steel and composite cousins.

### Myth four: fibre drums aren’t suitable for recycling

Card and paper packaging products consistently achieve the highest recycling rates of any packaging materials – to the extent that, with

recycling exceeding 80% in many countries, there has been an impact on the production of new, raw materials! This would be a benefit for any other raw material – reducing the impact on earth’s resources – but is simply not relevant when the raw material can be grown, as with any managed crop.

However, it is a common error to say ‘recycling’ when actually meaning ‘reuse’. These are actually very different environmental options. This is such a common error it requires clarification.



**Recycling** is the destruction of an item (often following cleaning to remove contamination or residual content), followed by recovery of the component materials to enable reprocessing into a secondary product. Even if this results in the same packaging type being constructed from the recycled materials, there is of course the energy requirement to be considered for all the processes, including; cleaning, materials separation and deconstruction, followed by reprocessing (melting, extruding, pulping, etc) and the final production of the recycled materials into the product ready for use.

To quote the latest ISO definition (ISO/DIS 21067-2: 2014 Packaging – Vocabulary 2.4.2) Recycling Process: “physical or chemical process which converts collected and sorted

used packaging, together in some instances with other material, into secondary (recycled) raw materials, products or substances, excluding energy recovery and the use of the product as a fuel”

Reuse is pretty much just what it says – simply using something again. This represents a much more environmentally and energy efficient option than recycling. After drinking from a cup, it would be madness to break it and recover the materials to remake it into another cup – simply clean it and use it again – repeatedly!

This brings us to a final consideration about Fibreboard Drums.

### Myth five: fibre drums are not suitable for reuse

This is a more complex consideration than the other statements, as there is a difference between countries, markets and established practices. Simply put, fibre drums are suitable for reuse. The key question is: is there a reuse market or system to enable reuse available to the end user?

*Simply put, fibre drums are suitable for reuse*

In the USA there is an established market for fibre drum reuse – including reconditioning companies who clean and refurbish these containers to enable multi-trip reuse.

However, in Europe the reconditioning and reuse of fibre drums is not common practice. Why is this? There are actually no real barriers to the reconditioning and reuse of fibre drums in Europe. Considerations as to why Europe differs from the USA in this respect include: low cost and ease of destruction for materials recycling; low cost of new fibreboard drums (due to lower raw material and energy costs), which creates a reduced margin for any refurbished items and hence this less attractive to reconditioners; market differences – with the EU typically having higher specification, pharma/chemical products which are not suited to refurbished packaging; and established practices and national habits.

The above reasoning about why the reuse of fibreboard packaging is not more commonplace can be easily changed through improved understanding and clarity of the actual capabilities of the packaging. However, resistance to change is a long-standing and very real barrier that may take some time and education to overcome.

The fact remains that, in terms of cost, environmental efficiency and sustainability, fibreboard drums are one of the best options available and work extremely well alongside the various steel, plastic and composite industrial packaging currently available.



Phil Pease is CEO of the Industrial Packaging Association, which is headquartered in Harrogate, North Yorkshire, UK  
[www.theipa.co.uk](http://www.theipa.co.uk)



## Best quality-to-price ratio FIBC to give our customer additional benefits

Tisza Textil is a fully vertically integrated producer of Big Bags for various industries. Our customers value the dedication of Tisza Textil to deliver bags that meet their needs exactly. Whether it is the chemical modification of the polypropylene outer bag to improve mechanical or UV resistance or special constructions for the inliner, Tisza Textil can make changes at short notice.



Our R&D and technical department in Europe offers extensive knowledge of customer requirements and can turn these into products in a very short time.



Tisza Textil offers two main types of Big Bag: the standard class and the premium class bags. Both are ready to meet our customers' demands. Standard class bags provide the well-known Tisza Textil quality and come with a flat or star base bottom, have basic suspended liners and provide simple print. Our premium product is equipped with additional features that provide:

- Better dart test results, resulting in fewer losses due to holes
- Safer bottom construction to prevent losses of fertilizer / PRODUCTS due to moisture/water coming in through pin-holes which were created by floor debris and other environmental impacts / influences.
- Better holding of the inliner during opening, so less risk of wasting time getting the inliner out of the fertilizer tray
- Pre-blown technology to speed up filling and achieve higher outputs

Our plants are certified according to ISO9001, ISO14001 and ISO15378 in order to meet the customers or the product needs. Tisza Textil is an active member of EFIBCA and supports the goals of this organization, as Tisza Textil is the European based supplier of quality bags.

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### A quick word with...

**Oliver Grueters, General Manager, Boxon and President of EFIBCA**

#### In April EFIBCA put out a press release on the raw materials shortage and the spate of declarations of *force majeure*. Have there been any developments since then?

As a bit of background, we have been experiencing shortages for certain types of polypropylene (PP) and polyethylene (PE), the main raw materials for FIBCs. In fact, more than 40 *force majeure* situations for polymers and upstream chemicals had been declared in a period of only four months. We observed suppliers cancelling contracts, causing shortages and driving raw material prices to record highs. As a consequence, some affected companies even had to slow down their production.

The *force majeure* situation in Europe is obviously very unsatisfying and has been a challenge for European production within the plastic industry. With support of the German Association for Plastics Packaging and Films (IK), this situation has been published in different media and the consequences like supply shortage, price increase, lead time, etc, came to the attention of the users. Within the last month the situation has improved regarding the availability of materials.

#### How do you think the situation can be resolved?

Measures are underway. The plastic converting industry in Europe has joined forces and set up the Alliance for Polymers for Europe under the umbrella of European Plastics Convertors (EuPC). This Alliance is aiming at removing the import duties on plastics that cannot be supplied reliably by production within the inner-European market.

Also, the dialogue within the supply chain needs to be intensified. Given that a *force majeure* situation is a very rare exemption caused, eg, by act of nature, terrorism or other situations that are out of the control of the organisation, it is indeed hard to understand the high number of recent *force majeure* declarations.

#### Apart from the raw materials shortage, what are the main issues that EFIBCA members are facing at the moment?

Besides the difficult currency situation with the weak Euro, our members have a strong interest in standards and regulation.

## Oliver Grueters, General Manager, Boxon and President of EFIBCA

One everlasting challenge for responsible FIBC producers and traders remains the competition from cheap bags that often do not meet quality standards or lack ethical production standards. This phenomenon has to do with the constant shift of production to countries with cheaper labour costs. Over the past 20 years, we have been observing such a shift, eg, from Turkey to countries like India and Bangladesh, which are now within the top three importing countries of FIBCs into the European market.

But new facilities often have to undergo a learning curve before being able to satisfy international quality and safety requirements as well as labour standards. While some companies prove that they have done their homework and are delivering excellent products while being responsible employers, others still lag behind and compete through market-damaging prices.

This is one of the reasons why EFIBCA has launched voluntary initiatives for its member companies like the EFIBCA Code of Conduct and the EFIBCA-Q Quality Pledge (more information is available at [www.efibca.com](http://www.efibca.com)). These projects help our members to reach international standards regarding quality, regulations and ethics. We encourage FIBC user industries to build these into their supplier audits and hope that the European market values responsible entrepreneurs.

*It is indeed hard to understand the high number of recent force majeure declarations*

#### What are the challenges involved in reconditioning FIBCs? Is there a reason why it is not very common in Europe?

The reconditioning of FIBCs is requested from the market mainly in those segments where this gives an economic advantage. In some major segments like chemicals or food, the collection and cleaning of FIBCs remains difficult and risky. However, the recycling of FIBCs is very common since FIBCs are made from PP and PE which are easy to recycle locally in most European countries. This is an advantage of FIBCs compared to many other types of industrial packaging.

#### How do you think the FIBC market will look in five years' time?

We expect an ongoing growth of the FIBC market in Europe for the coming years. Industry investment in FIBC equipment remains high. No other industrial packaging can be adapted to the customer and the product that goes in it like an FIBC, so we do expect that FIBCs will remain the most important packaging for bulk materials in the industry. That means this growth will probably be at the expense of other bulk packaging. A big advantage of FIBCs is their flexible material, which

makes handling and storage of filled and empty bags very convenient. Furthermore, the expectations of the market regarding product quality and social aspects will continue to gain in importance.

#### How did you end up working in FIBCs?

I started in a packaging company selling different packaging materials to industrial customers. From the beginning the FIBC appeared to be packaging with high potential since it is tailor-made to customer needs. Working in FIBCs is very international and users are from various industries – all this makes the FIBC business varied and interesting.

#### EFIBCA has an Open Meeting coming up in September in Barcelona. What are the main reasons why those involved in the industry should be attending?

This year EFIBCA will host its Fifth Open Meeting on 30 September in Barcelona, the day after we have the Annual General Meeting for EFIBCA Members at the same place.

The EFIBCA Open meeting concept is to create a forum with a positive atmosphere to draw together all kinds

of companies from across the business (users, distributors, producers, equipment and raw material suppliers, test institutes, etc). An open meeting always aims at informing participants on the latest developments affecting the industry.

This year the speeches will cover a wide range of topics including the FIBC market, sustainability, quality assurance and safety. In addition to the content of the speeches, the possibility of meeting, information exchange and networking are good reasons to participate. This year for the first time we are offering table top exhibits for ancillary services. In addition, EFIBCA non-members can join in a social event and dinner usually reserved for EFIBCA Members after the general meeting, another debut. We expect both to support the goals to promote exchange of information and ideas while having a good time.

*With 17 years' experience in the FIBC business, Oliver Grueters has been president of EFIBCA since 2011. Having served for the maximum two consecutive two-year terms this year, this is his closing interview as president of EFIBCA. His successor will be elected at the Annual General Meeting in Barcelona this autumn.*

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# Spiroflow helps make breakfast

**Food and beverage manufacturers always require high quality conveying systems that are easy to operate while at the same time maximising production.**

Spiroflow, which specialises in dry ingredients conveying and bulk bag handling equipment, has been able to meet these challenges in two recent orders, one for a coffee supplier and the other for a breakfast cereals maker.



On assessing the customer's factory lay-out, Spiroflow designed an enclosed conveying system to maximise floor space at the plant using the T6 bulk bag discharger

Spiroflow recently won additional orders from Eight O'Clock Coffee after it initially designed a customised conveying solution to support a new high-speed packaging system at its plant.

Eight O'Clock Coffee, headquartered in Bergen, New Jersey, USA, was so satisfied with the efficiency and increased productivity that resulted from the automated Cableflow tubular drag conveying system for transferring coffee from multiple roasters at the touch of a button, it purchased two more of the conveyors.

Maintaining the quality and consistency of ingredients while in transit through a factory is vital to ensure that the end product is in mint condition for packaging and distribution, which is why the hot beverages supplier turned to a conveying system from Spiroflow.

It gently moves whole bean and ground coffee to the packaging line at a rate of over 4.5 tonnes per hour – a key attraction for Eight O'Clock Coffee plant manager Richard Holiday. "Tubular drag conveying is a slow moving system that allows us to gently convey a lot of coffee. It's very reliable and dependable and our operators love it," he said. "Spiroflow is also very service-oriented with great support and resources."

Other features Holiday cites as beneficial include the tubular drag conveyor's ability to make directional changes, its slide gates that allow material to go to several different machines, the gentle conveying for whole beans, and the clean-out cylinder. This cylinder allows the coffee to be easily drained into an IBC tote with no need to connect pipes, drains or hoses like the previous system required.

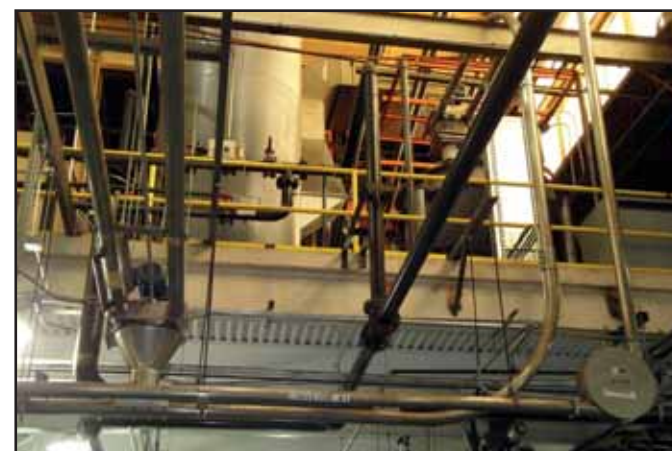
Previously, Eight O'Clock Coffee had been using mechanical and dilute-phase pneumatic conveyors to move whole bean and ground coffee from roasters to the packaging equipment. The addition of the new packaging equipment required an additional conveying system that could transfer coffee from 11 roasters to bagger hoppers above the packaging equipment while minimising material degradation.

Designed to fit into the existing plant footprint, the conveying system runs with minimal operator interaction for optimum productivity, eliminates dust in compliance with OSHA, improves sanitary operations with advanced handling techniques and provides Eight O'Clock Coffee with a rapid return on its investment.

Spiroflow has supplied six tubular drag conveyors to the coffee suppliers. All use 304 stainless steel cables with UHMW polyethylene discs and are fitted with Spiroflow's patented dynamic automatic rope tensioning system (DART) which maximises cable life and minimises operator maintenance.

The conveyors and process equipment are fully automated and integrated with a central controller, allowing remote control and monitoring of the entire process from one location. Using the controller interface, an operator enters the code for one of the company's coffee products and pushes the start button. The controller then automatically opens and closes the necessary valves, and the conveying system moves the beans or ground coffee through the production process from the roaster to the packaging system.

In addition to Cableflow Tubular drag Conveyors, Spiroflow also manufactures flexible screw conveyors, aero mechanical conveyors, chain drag conveyors, bulk bag dischargers, bulk bag fillers, and ingredients batching and weighing systems.



Designed to fit into the existing plant, the Eight O'Clock Coffee conveying system runs with minimal operator interaction

## Cereal conveying

For breakfast cereal manufacturers preserving the integrity of ingredients between processing stages is crucial. They need conveying systems that can get the product from its raw state to mixers or packaging machines as gently and as efficiently as possible to minimise degradation and avoid waste.

So, one of the UK's leading breakfast cereal brands turned to Spiroflow Ltd for a streamlined transport process for taking ingredients to three lines of process hoppers via multi-outlet conveyors

Flexibility and totally secure handling are required from conveying

keeps your industry going

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equipment if cereals have to travel dust-free over long distances and complex routes within an operating plant.

On assessing the customer's requirements and factory lay-out, Spiroflow designed an enclosed conveying system to maximise floor space at the plant using the T6 bulk bag discharger, a fully self-contained unloading station with integral hoist for dust-free and controllable bulk bag emptying connecting directly to a feed screw that doses product into a mixer.

At this point different ingredients are added into the mixer via a sack tip station. The base of the mixer is connected to a triple inlet screw which takes product to three intermediate hoppers located on a mezzanine above the three process lines. From these holding hoppers, multi-outlet flex screws feed the three process lines, each with 30 discharge points, Isolation valves at each conveyor outlet shut off feed when a process hopper is full or if maintenance is required.

This type of conveyor suits the transport of powdered, granular and flaked materials to a maximum distance of 20m, although multiple units as used in this application can extend to greater distances.

The main advantage of the flexible screw conveyor is its simplicity, which results in short installation times and low maintenance – the whole system can be stripped down for cleaning in minutes. Being a mechanical system there is no separation of mixed ingredients, an essential requirement in any food process.

It fulfils the highest levels of hygiene and dust containment for transporting delicate ingredients, such as oats, wheat, rice and corn, within a factory environment, from their raw state through each production stage before being transformed into clusters, loops, puffs and flakes - ensuring the end product is in perfect condition for distribution.

Spiroflow's UK and Ireland sales manager, James Podevyn, said: "Our customer wanted fully-automated, time-saving conveying equipment that would maximise production. The flexible screw conveyors have helped reduce manual handling and degradation of the product during the process, saving time and money."

In addition to flexible screw conveyors and bulk bag dischargers, Spiroflow also manufactures tubular cable and chain drag conveyors, bulk bag fillers, aero mechanical conveyors, bin activators, vacuum conveyors, ingredients handling and weighing systems.

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

## Easy loading

**M**aterial Transfer & Storage (MTS) has launched a high output filling system with an 'Easy-Load' rotary bag hanger that brings all bag strap connection points directly in front of the operator for quick and easy access.

After bag connection and inflation, the bulk bag is filled by weight to a programmed set point. Once the fill cycle is complete, the bag inlet spout and straps release, the fill head raises, and the filled bag is discharged with a powered roller conveyor.

A remote Allen-Bradley PLC with a colour PanelView operator interface provides easy access to system status, recipes, and operational parameters.

Systems can be custom designed for particular applications.



## Height-adjustable conditioner

**H**ydraulic bulk bag conditioners are used to loosen bulk materials that cannot be loosened by pneumatically-actuated flow promotion devices integral to bulk bag dischargers.

Flexicon says its new, patented Block-Buster hydraulic conditioner can condition bags ranging from short to extra tall using hydraulically-actuated rams that automatically adjust in height during conditioning cycles.

The rams of the new design provide approximately 2m of vertical travel, roughly double the range of most conditioners employing scissor lifts to raise the bag, while the fixed-height turntable reduces loading deck height by about half.

The user can programme single or multiple heights at which the rams condition the bag, the amount of pressure applied by the rams' contoured end plates, the frequency of ram actuations and the number of 90 deg rotations of the turntable, loosening solidified materials throughout the bag for discharge through the bag spout.

The system controller can be mounted remotely or on the exterior of the safety cage, which incorporates full-height, safety-interlocked doors.

The unit measures 221cm high x 338cm wide x 198cm deep, requires only an electrical power connection for operation and is available constructed of stainless steel (shown) or of carbon steel with durable industrial coatings.

The company also manufactures bulk bag conditioners that utilise

scissor-lifts and conditioners integral to bulk bag dischargers, as well as bulk bag fillers, flexible screw conveyors, tubular cable conveyors, pneumatic conveying systems, manual dumping stations, drum/box/container tipplers, weigh batching systems, and automated plant-wide systems integrated with new or existing process equipment.

[www.flexicon.com.co.uk](http://www.flexicon.com.co.uk)



Flexicon's Block-Buster conditioner features hydraulically-actuated rams that automatically adjust in height for conditioning of short to extra-tall bulk bags, while reducing height of the loading deck by about 50 percent



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## EFIBCA open meeting 2015

Registration is underway for the upcoming EFIBCA annual general meeting (AGM) and the EFIBCA Open Meeting. The two events 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.

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.

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

## Ocean view for FIBCA

FIBCA is holding its next meeting on 14-16 October 2015 at Coronado Island, near San Diego, California, USA.

The venue is just minutes from San Diego International airport and a short stroll from the Pacific Ocean.

Details are being worked on, but the event will include a board of directors meeting and Welcome Reception on Wednesday 14 October.

On Thursday 15 October there will be a general meeting with speakers, followed by an evening networking reception. Friday 16 October will feature committee work sessions and the FIBCA golf tournament.

<http://fibca.com>

## American Starlinger-Sahm moves home

In June 2015, American Starlinger-Sahm completed the move into its new North American headquarters.

Located in Fountain Inn, South Carolina, the facility covers 23,000 sq ft and consists of a machine exhibition area, spare parts warehouse, and office space.

"North America is an important market with strong growth potential both in woven plastic packaging production and in plastics recycling," said Jimmy Cranford, president of American Starlinger-Sahm.

American Starlinger-Sahm is owned by Austria's Starlinger and handles sales, service and spare parts supply for Starlinger & Co GmbH, which supplies machinery and complete lines for woven plastic bag production and PET recycling and refinement, and winder specialist Georg Sahm GmbH & Co KG.

In addition, the company also acts as a representative for Roblon twisters and SAB material handling products.

"In our new headquarters with its machine exhibition area our customers can see Starlinger and Sahm machinery in operation and make test runs with their respective input materials," added Cranford.

In the new location Starlinger and Sahm will offer the full range of their products and services. Over the summer machinery from Starlinger's textile packaging, recycling technology and viscotec operations, as well as Sahm machinery will be set up in the new machine exhibition area. "A recoSTAR universal recycling line, the viscoSHEET and deCON equipment, and Sahm winders will be available for demonstration runs and trials," said Cranford.

The grand opening of the new headquarters will be held as a two-day event on 23-24 September 2015. Starlinger and Sahm customers will have the opportunity to network, attend expert lectures on textile packaging, recycling and winding technology and witness live machine demonstrations with customer materials. The official inauguration ceremony will take place on the evening of 23 September, and will be attended by local dignitaries and experts from the plastics industry.

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



The new headquarters of American Starlinger-Sahm in Fountain Inn, SC

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## Lines opting for ships over containers

**Container shipping lines are investing heavily in new containerships but are less keen to spend money on new containers.**

Drewry Maritime Research's recently published Container Census 2015 annual report, which tracks developments and provides forecasts for the production and pricing of containers, reveals how shipping lines continue to invest less than their leasing company counterparts.

The report says that in 2014, despite some revival in the shipping lines' direct investment in new box equipment, the majority was again acquired by leasing companies. The rental box fleet expanded by almost 9 percent during last year, as against 4 percent for that owned (or financed) by the lines and other transport operators, such that leasing companies now (just) have the majority of the total global container count.

In recent years shipping lines consolidated their fleets rather than expanded them, with many still opting – in preference to outright replacement – to transfer older containers into leasing company ownership by way of sale and leaseback.

This activity has boosted leased fleet size, at the direct expense of shipping companies, and contributed to the rental industry's disproportionate rate of fleet growth during the past five years.

The box lease industry has historically tended to own the biggest share of equipment, although the situation changed markedly after 2004 when a financially strong container shipping industry took the lead and gained considerable ground within a few years.

However, this ended abruptly with the downturn in 2009, and leasing companies have since recovered virtually all of their earlier losses.

While the financial health of the container shipping industry has improved since then, many are still heavily debt burdened with only limited access to capital. In this environment carriers have

preferred to focus their investment on the latest generation of bigger and more fuel efficient containerships.

Drewry estimates that approximately US\$10 billion was spent (by both shipping lines and non-operating companies) on new containership orders totalling 1.06 million TEU of capacity in 2014. That figure will be surpassed in 2015 as already by the halfway stage of the year total investment in 1.14 million TEU reached \$9.5 billion.

Since then Maersk Line has announced a \$1.1 billion order for nine (plus options for eight more) 14,000 TEU vessels. In contrast, shipping lines and other transport owners invested about \$4.2 billion in new containers in 2014, a 17 percent rise on 2013 but still some 35 percent short of the 2011 outlay. In addition, shipping lines are estimated by Drewry to have received back about \$1 billion for used equipment through sale and leaseback, thereby reducing the total net spend.

Drewry adds that an old rule of thumb was that for every TEU of new containership capacity ordered there should be three additional container units – one for each end of the landside calls and one for the sea voyage. For example, Maersk's new 14,000 TEU ship order should in theory create demand for nearly 380,000 TEU worth of new containers.

However, the ocean container to slot operating ratio is now closer to 2:1 as carriers have looked to reduce their container CAPEX, although the current ratio is markedly higher than it was at the end of 2009.

The leasing industry remains generally better placed to raise competitive finance for fleet expansion, having enjoyed five years of ready access to funding and strong investor support. This applies particularly to the top ranking companies, many of which are publicly owned or

The report is available from the Drewry website [www.drewry.co.uk](http://www.drewry.co.uk)



Drewry reckons the container to slot operating ratio is now closer to 2:1

## Boxes going waterborne

**Waterborne coatings on maritime containers are on the rise, according to a report from the Container Owners Association (COA).**

However, the COA says that despite this increase, usage is still limited. Since the 2014 report, the number of dry cargo containers manufactured with waterborne coatings has increased, from 20,000TEU in 2013 to approximately 130,000TEU in 2014. But, despite the increase, this figure represents only 4 percent of containers produced in 2014.

Moreover, of the 130,000TEU painted with waterborne coatings last year, some 120,000TEU were built at one particular factory, Maersk Group's MCI Dongguan facility. MCI Dongguan has produced containers with waterborne coatings since mid-2014.

The Chinese government is taking action to curb pollution and this will lead to the replacement of solvent based paint on containers with waterborne. Growing pressure is being applied by regional government in the form of restrictions on emissions of VOCs from the use of solvent based paints and taxes on their use, but this has served to highlight the challenges faced by the container manufacturers to adapt their production lines to use waterborne paint.

One paint supplier offers a two coat waterborne system at a similar cost to existing solvent based paint, which can be applied with little modification of the production line, except for an increase in ventilation, but this uses a resin based anti-corrosion primer. For many years, the industry has used a three coat system with a zinc primer and to apply a waterborne version of this coating system will

require substantial changes to container production lines to allow for curing between the application of coats.

This and other factors unique to waterborne paint will add costs to the manufacture of containers on top of the fact that the paint itself will be more expensive.

As the COA report states, it is therefore not surprising that most factories are still using solvent-based paints on containers and most buyers are still specifying them. Apart from MCI Dongguan, just a few factories – such as CIMC Dalian, Singamas Qidong and HXIC – are using waterborne coatings, and when they do, it is just on a fraction of their containers.

"We have seen an increase in the use of waterborne coatings in 2014," said Nigel Stribley, moderator of the COA's Alternative Materials Committee and director of Blue Sky Intermodal, "but this is in no way representative of the industry as a whole. It comes as no surprise that, with profitability under so much pressure in the industry, many companies are prioritising operational costs over environmental issues and are reluctant to risk potential coating problems on their new containers."

"The container industry will have to move to waterborne paint but the conversion will only gather momentum when container manufacturers are forced to tell buyers that, because of environmental rules, they can no longer use solvent-based coatings," added Stribley. "Until then, most companies will continue to choose the cheaper and well proven route of solvent based paint".

The full report is available to COA Members. [www.containerownersassociation.org](http://www.containerownersassociation.org)



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# Portable containers for on-demand fuel needs

**F**uel storage projects, with their lengthy set-up timelines and need for extensive, on-site installation crews, traditionally require a sizable investment to become operational.

This is especially true when time-sensitive or remote location projects come up — the logistics and associated set-up costs can be staggering. America's shale oil revolution is a good example.

In today's business environment, tank farm managers are looking for alternative ways to reduce costs and improve operational efficiency. Modular container fuel tanks are quickly gaining recognition as an alternative solution for meeting tight timelines and reducing operational costs.

Built offsite and shipped ready to be installed, portable containers can be set up quickly and efficiently as soon as they arrive at their destination. What's more, the work site can be prepped simultaneously with the tank manufacturing to reduce downtime.

A further advantage is that minimal civil work or infrastructure is required for the placement of modular container tanks, so the amount of site preparation time is greatly reduced compared with traditional projects. A simple hardstand or skid is all that is needed for a modular container tank base, and no special footings are necessary.

The time required for the installation of a modular tank farm or terminal is also relatively short. The portable tanks are simply moved into place and interconnecting pipework is installed between tanks. All pumping, overfill protection and safety systems are already installed by the manufacturer, so the installation is complete after the tanks and the systems are linked to the existing infrastructure or generators. This shortened and simplified installation process enables tank managers to cut costs because fewer man-hours are needed.

Although modular container tanks arrive completely assembled, the tanks are built to the standard dimensions of shipping containers, so no oversize charges are incurred. And because the tanks are typically CSC-approved, there are multiple shipping

options available, including transport by train, truck or ship.

A unique benefit of modular container fuel tanks is that they can be easily reused once a project has been completed, extending the lifespan of the tanks and providing a greater return on investment. Modular units simply need to be disconnected from each other and the local infrastructure. The pieces can then be transported by road, rail or sea to the next project location, where the entire setup can be reassembled and reused.

Western Global is a leading provider of portable, on-site fuel storage equipment. Today, Western Global's TransTank series is being used globally to address fuel storage projects, including many that would not have met tight deadlines and remote location constraints using traditional tanks.

The portable ISO container series is made for easy transport by road and/or rail, and is ideal for applications that benefit from an on-demand fuel supply without the wait, such as large tank farms and storage facilities using ISO tanks.

The future of fuel storage is now, and portability is the key to addressing critical industry demands — with greater efficiency and at a reduced cost.

[www.western-global.ca](http://www.western-global.ca)



The portable tanks are simply moved into place and interconnecting pipework is installed

# LNGtainer eyes Russia market

**F**innish company LNGtainer recently launched a new type of LNG tank container in the presence of no less a luminary than Russia's Prime Minister Dmitry Medvedev.

The most important aspect of the new container, and what provides the basis for the advanced design, is that the insulation has been moved from the outside to the inside.

Other benefits claimed for the tank are that it is 30 percent lighter due to its lightweight aluminium construction, but with 10 percent greater volume than existing LNG tanks. The developer also says it has fast loading, provides a plug in for gas output with the unit being remotely controlled and monitored. Furthermore, the tank has an integrated regasification unit meaning no additional equipment is required to get gas out directly.

LNGtainer CEO Tom Sommardal said at the launch: "Our monitoring system makes it possible to follow the tank container's position, and the amount of LNG in it, while enabling us to be able to deliver LNG on time to meet the customers' needs in the most efficient way."



Modular container tanks are built to standard dimensions of shipping containers, providing multiple shipping options

# Suretank expands cryogenic range

**S**uretank has added a 20ft T75 cryogenic tank for transporting liquefied gases at very low temperatures. The 20ft tanks are the latest and largest addition to Suretank's current cryogenic range, which also includes 10ft and 13ft tanks, with capacities up to 20,000 litres.

The first shipment of 20ft tanks is destined for the Middle East to a well-known provider within the oil & gas industry, where they will be used to carry liquid nitrogen. The CSC rated tanks, with a working pressure of 17 Bar, are suitable for both onshore and offshore storage and are approved for road, rail and sea transport.

John Fitzgerald, Suretank CEO, said the company's engineers worked in partnership with the customer throughout the design and manufacturing. "The customer is delighted with the results, which will allow them to fulfil their storage and transport requirements for many years to come," he said.

"One of the key benefits of working with Suretank is that we don't just produce a standard range of products, we create engineered solutions to meet our customers' needs exactly. We enjoy the challenge of producing something that is new and innovative and are constantly looking for new opportunities to grow and diversify our offer."

The Suretank range covers 10ft, 13ft and 20ft cryogenic tanks designed to hold liquid argon, liquid oxygen, liquid carbon dioxide and liquid natural gas. All are suitable for both onshore and offshore usage and are built in accordance with DNV2.7-1, EN12079. The working pressures range from 3 Bar to 24 Bar.

Suretank is the world's largest manufacturer of tanks and cargo-carrying units for the offshore oil & gas industry and all of its products are produced to DNV 2.7-1 certification as standard.

Meanwhile, Suretank has appointed William Wilson as sales manager for Norway.

Wilson has over 20 years' experience working in sales roles

within the Norwegian oil & gas sector and has a wealth of knowledge and industry connections that he will bring to the company.

Philip Murphy, director of customer care for Suretank, commented: "We are delighted to welcome William to Suretank. He will be responsible for liaising with current and potential clients to grow and extend our business in the region and for introducing processes that will benefit everyone in the supply chain."

Speaking about his appointment, Wilson added: "I am excited to be joining Suretank at a time when the business is expanding into new areas, with the acquisition of Prior Diesel and innovative new product developments."

Originally from Ireland, Wilson studied Business Management at university in Edinburgh. He then moved to Bergen, Norway, where he now lives with his wife and two children. A lifelong rugby fan, he plays for the local team and coaches the juniors.

For North America the company has appointed Jim Kinser as sales manager.

Suretank has a base in Houma, Louisiana from which the company supplies DNV certified offshore tanks and containers to the markets located in and around the Gulf of Mexico.

Kinser has 35 years' experience of working within the oil & gas industry and worked for businesses including Schlumberger and Halliburton with specific expertise in fluids and tanks.

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



Suretank's 20ft T75 cryogenic tank for transporting liquefied gases

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## Dow receives catalyst units

**L**eading chemical company Dow has taken delivery of a series of specialist tank containers manufactured by WEW for transporting catalyst.

WEW's solution involved building a robust 5,000 litre tank inside an ISO style frame and fitting it with a special agitator.

"WEW worked closely with us in designing the solution for transporting the catalyst. It was very much a partnership between the two companies which has resulted in a tank fit for purpose," said Gaston Garayzar, from Dow Chemicals.

Dr Ulrich Bernhardt, managing director of WEW, added: "Dow quite rightly demanded a very high level quality transport solution which met or exceeded international transport requirements. Our deep experience enabled us to provide the company with a solution to meet its requirement."

The 5cbm units have been designed to meet ATEX requirements fully. WEW worked closely with its suppliers to source the right agitators and valves before integrating the components into the tank manufactured at the company's facility in Weitefeld, Germany.

In a separate move, WEW has launched a new 8,350 litre (2,205 US gallons) bromine tank.

The tank is manufactured from pressure vessel quality steel, SA 516 GR 70N, and is lined with lead which is resistant to the corrosive properties of bromine.

The 20ft x 8ft x 8ft unit is fitted with a flanged manhole, two filling/discharge connections on the manhole, a pressure connection and a safety valve connection, has maximum gross weight of 30,480 kgs and a working pressure of 13.8 bar or 200 psi.

The containers have been tested to a variety of standards including CSC, ASME VIII Div. 1, U-Stamp, ADR, RID, IMDG T22, CFR 49 T22, and ISO 1496/3 and UIC 592 as far as applicable. Prototypes have been built and successfully tested by major bromine producers and one leading leasing company.

Bromine is used widely as a flame retardant, a fuel additive, in oil exploration and in a variety of chemical compounds used across industry.

[www.wew.de](http://www.wew.de)



WEW's solution for Dow involved a 5,000 litre tank inside an ISO style frame fitted with a special agitator



WEW's new 8,350 litre bromine tank

## Van Hool, BASF in prototype 45ft tank

**V**an Hool has developed a 45ft tank container for rail transport in co-operation chemical giant BASF.

The 20-30ft tanks currently used for combined transport (rail, water and road) formed the basis for the development. The aim was to create a new system that could make conventional rail transport as flexible and fast as combined transport without compromising on the advantages offered by the existing, high-load capacity of conventional rail shipping.

With 63 cbm capacity and a maximum allowable weight of 75 tons, the 45ft tank container has a loading capacity double that of a conventional tank container and comparable to that of a rail tank car.

It uses the same techniques as 20ft and 30ft units. The 45ft tank containers can be used for rail transport, inland waterways and (when empty) also for road transport. Furthermore, they can be put into container depots for storage. They are also equipped with modern insulation techniques and heating systems. The new tank has a higher loading capacity in relation to its own weight compared with the rail tank wagon. Thanks to its properties of being removable from the container wagon and stackable, the 45ft tank requires less infrastructure and

offers more flexibility for loading and unloading.

Van Hool and BASF said a significant part of total transport costs in conventional rail tank transport can be saved during the transport between loading site and rail terminal as well as between the terminal and discharge site.

The removable tank offers the advantages of needing fewer wagons for a given shipment. In addition, the use of a crane improves supply, and cleaning and repair can be carried out faster.

On top of these logistical advantages, further cost savings are possible in comparison to rail tanks. The annual mileage of a rail tank amounts to nearly 25,000 km, whereas that of a container wagon is 180,000 km. "Overall, the 45ft tank container is contributing significantly by making conventional rail transport more competitive and taking more loads off the road onto the railways," said Van Hool.

BASF plans to start using the tanks from 2017.

[www.vanhool.be](http://www.vanhool.be)



At 63 cbm and maximum allowable weight of 75 tons, Van Hool's 45ft container for BASF has a loading capacity double that of a conventional tank



Van Hool and BASF say the new tanks offer logistical advantages and cost savings compared with rail tanks

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# InterBulk, TAL in sale & lease back

**InterBulk Group has inked a US\$9.4million sale and lease back arrangement for a proportion of the group's owned tank container fleet with leasing company TAL International Group.**

Under the deal, InterBulk will receive proceeds of \$9.4m and will enter into a back to back arrangement to lease the equipment over a five year period based on a daily rental cost per unit.

The proceeds of the sale will be used to repay an element of the group's bank term loans.

Finance Director Scott Cunningham said: "The transaction has allowed us to use our own asset base to repay early an element of our bank term debt. While this does not reduce our overall net debt it is a further step in improving the mix and flexibility in our sources of funding."

For the six months ended 31 March 2015, InterBulk reported profit before tax (before intangible amortisation and exceptional items) of £2 million up from £0.7 million in the corresponding period last year.

Revenue declined 11 percent mainly due to the impact of destocking in the chemical industry caused by the drop in the oil price. Underlying margins, the group said, improved through a combination of business selection, margin management and a 15 percent reduction in administrative expenses.

Net debt was reduced by £4 million in the six month period partly due to positive operational cash flow, and partly (£2.3 million) from translation of Euro denominated debt. At 31 March, net debt stood at £56 million, against £66 million at 31 March 2014.

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



InterBulk will enter into a back to back arrangement with TAL to lease the equipment over a five year period

# Exsif moves east

**Exsif has appointed a new agent in the Russian Far East.**

PrimFinanceGarant has been based in Vladivostok since 2008 and will support potential and existing customers with business based in the region.

All lessee contracts will be signed directly with Exsif Worldwide Inc in New York or its branch office in Sergiev Posad.

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



# Eurotainer technical day

**In June Eurotainer US held its first Technical Day for invited clients, in Philadelphia, Pennsylvania, USA.**

The event was held at the Wells Fargo Center, home of Philadelphia's professional hockey and basketball teams.

The half day event enabled customers to see, touch, operate and explore the different tank containers that Eurotainer leases worldwide. The focus was on hands-on and interactive sessions that are not commonly and readily available.

Clients came mostly from the Philadelphia/New Jersey area, but also from as far as North Carolina.

Key tank container components and parts suppliers were also in attendance and were an integral part of the sessions, making themselves available to answer questions.

A diverse collection of tank containers was on site for review and operational instruction, including, cryogenic, refrigerated, gas and T22 type tanks. A special lined tank was displayed for the viewing and inspection of a variety of linings.

In addition a number of sessions were held with Eurotainer personnel and vendors.

Clients watched Eurotainer representatives use CAD (computer aided design) videos that demonstrated loading techniques for a tank container and how Eurotainer uses this to manage modification projects on equipment.

There was also an introduction to, and demonstration of, various valve types and components. Representatives talked about the



latest innovations in valving, including pneumatic valves, thermometers, level gauges, bursting discs, fire safe vales and other new products. Key suppliers representatives from Fort Vale and Perolo also provided information on these subjects.

Klinge Corporation presented on temperature controlled systems, while representatives from Virginia Sealing Products (VSP) discussed the importance of having the right match between product, tank and gasket.

In addition to the tank with linings displayed, Carboline Company discussed its products and the levels of chemical resistance the various linings provide.

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



# Ferguson expands regional range

**Ferguson Group Singapore unveiled the expansion of its chemical tank fleet at OGA 2015.**

The tanks will be available throughout Malaysia and the surrounding region, for the offshore transport of chemicals that operators and services companies commonly use as part of their offshore activity.

Ferguson Group Singapore currently has a fleet of 4,000 litre chemical tanks and has just taken delivery of 10ft 8,000 litre tanks, and larger 20ft 20,000 litre units will soon be available from the base in Singapore, to be used with a variety of industrial chemicals.

Simon de Koning, general manager, said of the new arrivals: "Our customers have asked us if we could supply larger chemical tanks to help them with everything from well stimulation and cementing, to decommissioning. We are expanding our fleet to have three different sizes as these will better support our customers."

The chemical tanks can also be used for well returns, including solutions such as hydraulic oils, turbine oils, potable and produced water. They are constructed from 316L stainless steel and have a remote vent valve, level gauge and dipstick. They have been approved from transport under IMDG/ADR/RID.

In May, Ferguson hosted an open day for clients in Malaysia.

The company has made a number of important gains in the region in the past few years. It has increased its Malaysian fleet considerably and alongside its partner, Tiger Oilfield Services, held a meet-and-greet with customers, where, over lunch, they were able to learn about the merits of the DNV accredited fleet.

Over the course of the day, over 150 guests visited the partner event and were able to learn about the latest additions to the fleet.

[www.ferguson-group.com](http://www.ferguson-group.com)



# Your experts in tank container technology

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

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TPSC is one of the largest producers of high quality general purpose polystyrene in SE Asia



## Suttons Singapore supply chain win

**C**hemical logistics and supply chain company Suttons has been awarded a supply chain management contract by polystyrene resin producer TPSC Asia Pte Ltd (TPSC).

Based in Singapore, TPSC is one of the largest producers of high quality general purpose polystyrene (GPPS) and high impact polystyrene (HIPS) in South East Asia. The company's product is distributed to more than 30 countries worldwide and Suttons has been given the responsibility to oversee all aspects of the supply chain from TPSC's manufacturing site for all inbound and outbound logistics.

Suttons will take control of the management of all logistics activities including on-site logistics, movements in and out of TPSC facilities, together with tactical and strategic optimisation of their logistics network.

Suttons says it will add significant value to the customer through a

focus on service reliability, continuous supply chain performance analysis to identify and remove waste and a commitment to deliver class leading standards of safety and compliance.

Supply chain visibility is the key enabler for Suttons to drive benefits and unlock value in the supply chain. To achieve this Suttons has implemented a centralised control tower model. The control tower is a central hub with the required technology, organisation and processes to capture and use supply chain data to support decision making and provide more control of the supply chain and optimise all operations.

The logistics provider will manage all of TPSC's suppliers and work to a strategic set of key performance indicators (KPIs) designed to maximise value, improve service and strengthen TPSC's service to its customers.

Ng Chye Ming, TPSC's head of supply chain, said of the agreement:

"We selected Suttons based on its innovative contractual terms, flexibility, significant experience and success it has demonstrated in understanding our chemical logistics requirements. We used to manage a number of logistics providers all working to different contracts and targets and we didn't have the level of visibility of our logistics activities that we felt was necessary to support our growing business.

"Through Suttons' innovations, we can confidently achieve a cost saving of more than 10 percent in our current financial year. This certainly has a significant impact on our bottom line. We now have one point of contact for all transport and logistics activities, a clear target driven strategy that ultimately improves the service we provide to our customers and frees up our team to focus on our core business."

## High interest for next ITCO GM

**R**egistration is now open for the 2015 ITCO General Meeting, taking place at the Hilton Hotel, Antwerp, on Tuesday 20 October 2015.

ITCO says registration numbers are already proving to be very high, compared with previous meetings and so asks anyone interested to reserve their place as soon as possible.

The Meeting will commence with a 'Welcome to Antwerp' Cocktail Reception on the evening of Monday 19 October, followed by a full day conference programme (plenary and workgroup sessions) on Tuesday 20 October. The 'traditional' cocktail reception and closing dinner will take place later that day, after the Conference.

The date has also been set for the Second North America Regional Meeting. This will take place again at the Hilton Post Oak Hotel, in Houston, Texas on Wednesday 24 February 2016.

In other work, ITCO's Corporate Responsibility workgroup has finished the first version of the ITCO CR Code of Practice. The code is being reviewed, with a final discussion at the Antwerp General Meeting in October.

In addition, the workgroup is driving the 'Designed for Life' project. In this project the group looks at all aspects of a tank container over its 20-plus year lifetime in order to identify areas in manufacturing, operation, maintenance and repair as well as scrapping that can be improved in CR terms.

The next CR workgroup meeting will take place on 1 September 2015 in Hamburg. ITCO members who still want to join the CR Workgroup should contact Tanja Laube (tanja.laube@laube-communications.com).

Finally, the ITCO website, of which the current version was launched in 2011, is being updated and improved.

<http://international-tank-container.org>



## Stolt's results improve

**S**tolt Tank Containers reported second quarter operating profits of US\$18.6 million, up from \$16 million, driven by increased shipments and the positive impact of the stronger U.S. dollar.

Operating revenue in Q2 was \$131.3 million, up from \$126.1 million in the first quarter. Revenue was driven by a seasonal 7.5 percent increase in shipments, though top-line growth was held down by the impact of increased price competition and lower freight costs, which were passed along to customers.

Utilisation rose to 71.3 percent from 70.2 percent in the first quarter, primarily reflecting the increase in shipments. The number of tanks in STC's global fleet was essentially unchanged in the second quarter.





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# Weighty issues at @tco Asia GM

**The Asian Tank Organisation's (@tco Asia) held its ninth general meeting in Singapore in June, the fifth time the Lion City has hosted the meeting.**

@tco Asia president Reginald Lee opened proceedings by welcoming members and guests.

The first speaker Phillip Emmanuel, of the TT Club, gave a presentation in which he highlighted that nearly 50 percent of all claims the insurance mutual receives are due to cargo contamination. He went on to talk about the new regulations that will come into effect next year which will require all shippers to ensure they declare the correct weight of each container.

Next up was Ms. Joe Bao chief engineer, China Container Industry Association (CCIA), who reported on the applicability research on flexitank usage in ISO containers from the CCIA findings.

Ms. Bao asserted that after various tests and data collected damaged could be caused to the container and also to the flexitank resulting in leaks and loss of product.

After the break delegates heard from one of the chemical

industry's major companies in Asia. Dow's chemical customs & trade compliance leader - Asia Pacific, Bal Dhaliwal gave her presentation titled 'Managing Complex Trade Compliance Regulations'.

The last speaker was Graham Wood, @tco technical director. His presentation focused on the dangers of transporting non-hazardous free flowing liquids in any form of transport. Tanks, flexitanks and other containers react to surge in a similar way to hazardous free flowing liquids, but there are no filling ratio regulations. There is also no requirement for labelling on dry box containers to indicate that they are loaded with a flexitank. An accident caused by free surface effect is not specific to the hazard of the cargo and it could cause serious injury, or even death.

The president then introduced Sophie Ahmed, event director for Informa, who spoke on the next Intermodal Asia 2016 show in Shanghai.

She gave a short introduction to Intermodal Asia 2015, which was held in Shanghai in March 2015, showing photos of the various stands and exhibitors. Ahmed explained that the organiser had

invited @tco to hold a tank forum at this show which was well received, and Informa is again inviting @tco and its members to participate next year.

Reg Lee commented that this is the only true logistics type show in China, where the admission is free and it offers @tco and its members a great opportunity to show case the industry to a wider audience in China. The @tco board will again discuss this issue of attendance at the next @tco board meeting and will notify the membership accordingly.

In his closing remarks, Lee thanked all four speakers for their presentations. He went on to say he believed that all meetings should have some points that 'strike home' and can be taken away to be used by them in their own day to day business practices.

The president reminded attendees that the next @tco general meeting will be held on Wednesday 4 November 2015 in the Eton Hotel, Shanghai. He invited all members and their invited guests to again attend.

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



## New jetty for RBC

**From January 2016, RBC Container Terminal in Rotterdam will also be loading and unloading laden tank containers.**

According to company's website, work recently started on the construction of a new jetty for inland shipping and the redevelopment of the storage yard.

Port of Rotterdam Authority has outsourced the construction of the jetty to contractor De Klerk. RBC Container Terminal is working on the redevelopment of the yard in collaboration with KWS.

The terminal, which is located in the Botlek, wants to load and unload both laden and empty containers and tank containers at the new jetty, in accordance with the latest safety regulations and environmental requirements. A fully electric crane will be placed on the jetty, so that it will be possible to lift containers weighing 30 tonnes from a distance of 30m.

The yard, which now mainly accommodates empty containers, is being designed partly for the storage of laden tank containers, thanks to the use of, among other things, liquid-repellent and fully liquid-tight floor structures. As a result, it will also be possible to store tanks laden with dangerous goods. The modifications to the yard are being implemented in phases and the first phase has already been completed successfully.

Investment in the terminal means a positive addition to the handling, storage and transport of containers in port of Rotterdam. Shortly, the terminal will be suitable for the storage of laden tank containers too, which, moreover, can then also be shipped in and out by inland shipping, thanks to the construction of the new jetty.

RBC is acting with sister companies CETEM Containers and RMI Global Logistic Services.



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# A view from...

Lutz Harder explains the redesign of EFTCO's Food Assessment programme



## The right ingredients for cleaning

**The European Federation of Tank Cleaning Organisations (EFTCO) has launched the second phase of its food development system to meet the demands of the food industry and tank cleaning stations.**

EFTCO is a non-profit association, which represents 510 tank cleaning depots in 22 European countries.

Tank cleaning is an essential part of the food supply chain. It is important that this service is carried out by professional and reliable partners. This is one of the main objectives of EFTCO and the purpose of the European Cleaning Document (ECD).

The ECD is owned by EFTCO and used by the cleaning companies to record in a multilingual format the services completed. The ECD has unique numbering to provide traceable provenance by EFTCO's members of any legitimate ECD. The EFTCO cleaning codes have been translated to all the languages of the national associations.

The ECD has become a document that is commonly accepted as proof that the tank cleaning was carried out as the customer requested, at a high-quality level and in compliance with all legal, safety and environmental requirements.

Initially used by the chemical industry, EFTCO and members saw that there was an increasing demand from the food industry also to use the ECD and to implement a quality assessment system.

Food related codes used with the ECD provide the documentation of food cleaning and the preparation of tank transport equipment for loading food.

### EFTCO Codes for Food

F	Foodstuffs
F01	Cleaning with potable water only
F50	Food approved detergent
F51	Food approved sanitising agent
F60	Turbidity measurement
F61	Conductivity measurement
F62	ATP measurement
F63	pH-value measurement
F64	Membrane filter test
F65	Allergen test
F85	Sanitising with hydrogen peroxide
F86	Sanitising with peracetic acid

The quality demands of the loading industry and its related associations have steadily grown concerning food safety and food hygiene. In response to this demand, EFTCO launched its audit

process – EFTCO Food Assessment – in 2013, which was the result of an international workgroup within EFTCO. The aim was to integrate all the relevant European legal, technical regulations and guidelines into the questionnaire as much as possible, so as to achieve a practical solution, in which the interests of all parties – the loading industry, the transport companies and the tank cleaning stations – are taken into consideration.

The EFTCO Food Assessment should be seen as a food specific supplementary part of the SQAS tank cleaning assessment.

In 2015 EFTCO improved its food assessment system to meet the recent demands of the food industry and tank cleaning stations. The 2015 questionnaire is improved and valuable feedback received from the industry since launching the first questionnaire in 2013 has been taken into consideration.

EFTCO has decided to allow the food industry to evaluate the results of the EFTCO Food Assessment Report. In the past EFTCO set out Knock Out-criteria in the assessment, but as different food sectors have their own criteria, which may or may not mirror the KO criteria previously set by EFTCO, the decision as to the suitability of a tank cleaning station will now be left to the food industry.

The aim of EFTCO was to integrate the European legislation into the EFTCO Food questionnaire as much as possible. During the compilation of the questionnaire, the fact had to be taken into consideration that there are no special legal requirements for foodstuff cleaning. That is why the general legal requirements are incorporated into the comments of the questionnaire. The aim was to achieve a practical solution, in which the interests of all parties – the loading industry, the transport companies and the tank cleaning stations – are taken into consideration.

A complete EFTCO Food Assessment consists of 3 parts:

- SQAS core with general management, quality and safety questions;
- SQAS tank cleaning with general tank cleaning questions; and
- EFTCO Food Assessment questionnaire with food specific questions.

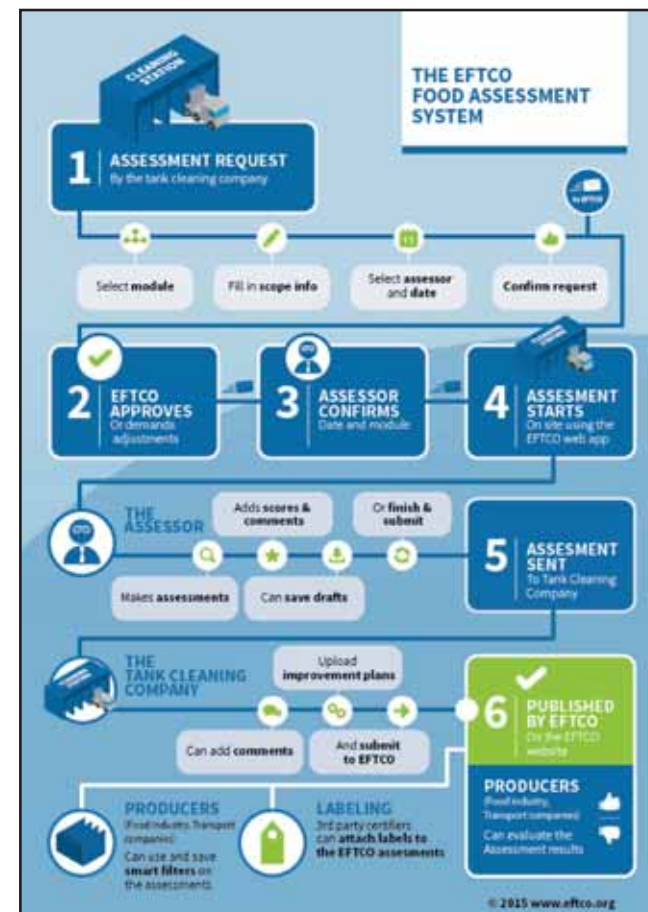
The EFTCO Food assessment documentation does not include a rating, but contains all necessary information for the food industry and their transport and logistics partners to arrange their rating based on their individual demand for food cleaning.

Tank cleaning companies can request an assessment and select EFTCO-trained and approved assessors to schedule an assessment date.

The audit results will become available for all registered and authorised partners on EFTCO's internet platform for

individual quality rating. The quality rating of the audit results are subject to the individual/specific standards of the food industry and can only be executed by the industry and/or their logistic partners.

All food cleaning stations carrying out this assessment across Europe are authorised to use the EFTCO Food logo.



Lutz Harder is general manager of DVTI (Deutscher Verband für Tankinnenreinigung) and work group leader, EFTCO Food [www.eftco.org](http://www.eftco.org)

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# Middle East depots start to fill the gap

**O**ver the past decade the Middle East has risen from being simply a feedstock supplier in the form of crude oil to major global player in petrochemicals production.

With this rise has come growing demand for tank movements in and out of the region, and Europe-, Asia- and North America-based operators and leasing companies have steadily grown their presence in the region to meet demand.

However, the region still lacks a substantial network of tank cleaning and repair stations. A reasonable number of tank wash stations exist, but few are equipped with the necessary equipment to handle ISO tanks, for example, or lift trucks or chassis.

But some companies are starting to plug the gap. In Egypt, Egytrans Depot Solutions (EDS) started operations in October 2010 in Alexandria.

EDS provides specialised cleaning, repair and depot services for ISO tank containers, a service that the Egyptian market was previously lacking.

Cleaning by steam is one of EDS's areas of specialisation.

Tanks are unloaded from their trucks and suitably placed for cleaning. The cleaning heads are secured to the cleaning hatch and the cleaning process is carried out based on the recommended procedure. Cleaning is performed using chemicals, high pressure and high temperature steam jets.

EDS issues a cleaning certificate for each tank cleaned at its facilities in compliance with international standards.

The facility also has a 2,400 sqm of storage yard suitable for storage of hazardous and flammable products.

EDS has made an agreement with the Alexandria Governorate Environmental Authorities for waste disposal. Through this agreement operators are assured of the disposal of effluent through environmentally-friendly methods in compliance with international codes. EDS's yard is a safe and controlled environment that undergoes regular audits.

Three wash bays for tank containers and one bay for tank trucks are available with state of the art cleaning equipment and multiple spinners per bay.

Computerised systems make use of the reference chemicals database to conduct cleaning operations efficiently. EDS is licensed to clean a wide variety of hazardous and non-hazardous materials.

The depot area is fully equipped to ensure repair and maintenance performed by highly-qualified and well-trained technicians within a planned work schedule.

A wide range of spare parts, specialist materials and components are kept in stock for emergencies.

The tank truck bay contains the latest automated machines and detergents. The facility is designed to allow an easy pass for trucks from outside to inside the depot and vice versa.

At the client's request, EDS can discharge any remaining product inside the tank into IBCs in order to store until delivery to receivers.

An IBC cleaning head is available at the depot and the operation only takes a short time due to the up to date equipment and process workflow.

EDS provides pneumatic tests to pressures up to 1 bar (14psi).

In Dubai, UAE, Joint Tank Services FZCO (JTS), was officially opened in January 2013 by Jamal Majid Bin Thannaih, vice chairman of DP World and group CEO of Port & Free Zone World.

Located in Dubai's Jebel Ali South area JTS also includes nearly 20,000 sq ft for handling and storage of empty tank containers. Stacking capacity is 3-high, lifting capacity up to 9 tons, total storage capacity of 600 empty tanks.

Cleaning of class 3, 8, 9, 4.1 and 6.1 and non-hazardous materials is carried out, as well, as cleaning of difficult cargoes such as resin and



Egytrans provides specialised cleaning, repair and depot services for tank containers that the Egyptian market previously lacked

synthetic latex. The facility can also wash IBCs and road tankers.

JTS has 12 cleaning bays and six spinning heads.

Tank repair services include structural and shell. Statutory periodic testing of 2.5 and five years as required by IMO legislation can be carried out too, in addition to pre-trip inspection and leak-checks of tank containers.

The facility has a number of value added services to offer. These include steam heating for products to facilitate discharge, nitrogen purging/blanketing, on-hire & off-hire survey, off-site technical assistance and emergency response, tank container leasing, tracking and co-ordination services, and logistics including transport and shipping.

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

[www.jts.ae](http://www.jts.ae)



## "The First ISO Tank depot in Egypt & North Africa"





# Russia – a bumpy but promising path

**Sanctions against Russia might be damaging consumers and industries such as finance, but the country's industrial base – its huge petrochemical industry – still looks reasonably healthy under the circumstances.**

The world's largest country, a relative novice when it comes to container transport, is still a land of opportunity for modern logistics systems. Indeed, the most significant challenges come not from the current geo-political stand-off, but from the problems of providing decent infrastructure and greater transparency in business dealings, particularly when attracting private investment.

Last year, Russia managed record post-Soviet production levels of oil & gas condensate of 10.58 million barrels per day (bpd). This is expected to fall over the next five years, due to sanctions but should still remain above 10 million bpd.

According to research from BMI, Russia is increasingly focusing its investment on projects to support the diversification of exports away from China and Europe. Looking downstream, output is standing strong with upgrades improving efficiencies in the country's major refineries.

BMI has downgraded its refined fuels consumption forecast due to a weaker economic outlook for the country. Russia is expected to enter recession this year, with private consumption among the hardest hit sectors. Despite middle distillate production growing last year, with increased volumes of diesel, jet fuel and fuel oil being output, gasoline output fell.

On the other hand, negative risks are set to hit petrochemicals production in 2015 with end use markets like construction and automotive industries contracting sharply. BMI's latest Russia Petrochemicals Report warns that petrochemicals projects will be delayed and could be cancelled altogether as a result of the crisis, if it persists into next year. Already, producers are revising project timelines and capacities.

A number of projects have been pushed back due to the economic crisis affecting the country. New polymer plants are planned, although no major expansion is scheduled in 2015. Some delays have been accompanied by revisions in planned capacities, often upward revisions. These plans could be revised further, depending on the depth and longevity of the country's economic recession. In turn, this will be affected by political events, notably the Ukraine crisis which has prompted EU and US sanctions against Russia.

BMI expects Russia's freight sector to record contractions across all transport modes during 2015 given the frail outlook for the economy.

The outperforming freight mode in terms of year-on-year tonnage growth is set to be rail freight, which will record the smallest contraction of 1.2 percent for the year. Other modes will record more significant declines, with road at falling 2.5 percent and air freight volumes set to contract by 3.7 percent. This is reflective of the wider economic picture, with real GDP forecast to contract by 5.2 percent in 2015 as private and public consumption losses weigh on demand for freight services.

Russia's first quarter 2015 real GDP contracted by 2.2 percent year-on-year, marking a downward revision from the previous estimate for the quarter of -1.9 percent. Though inflation is beginning to fall, partially due to stability in the rouble, the outlook for Russian consumers remains bleak with growth of real wages and disposable incomes deeply in negative territory.

This poor domestic outlook, says BMI, combined with "notable external challenges" will continue to present headwinds for Russian trade over the next 12 months. This has knock on effects for its freight sector, with across the board contractions expected due to lower trade volumes.

Russia relies on its rail freight network for the bulk of heavy trade, and in 2015 BMI expects this mode to perform poorly given subdued demand for oil products, on top of EU-led sanctions on many Russian exports. Nevertheless, rail freight will gain from growing trade links with China and other Asian states thanks to regional connectivity. In the medium term, the research firm expects investment in Russian coal mines, combined with rising appetite from neighbouring China will increase demand for rail freight services. In terms of volume, BMI forecasts a year-on-year decline of 1.2 percent to 2.27 trillion tonnes-km in 2015, though volume growth will rebound to 2 percent annually between 2016 and 2019, from 2.3 trillion tonnes-km in 2016 to 2.5 trillion tonnes-km in 2019.

The slowdown in private consumption will have a bigger impact on road freight. Volumes carried are set to contract by 2.5 percent this year, falling from 246 billion tonne-km in 2014 to 245 billion tonne-km in 2015. Over the medium-term forecast period, however, BMI expects this level of growth to increase by 1.6 percent annually; as consumer confidence slowly picks up.

*The slowdown in private consumption will have a bigger impact on road freight*

Russia's logistics sector is well developed. Its past focus on commodities has gradually shifted towards also catering for the country's growing consumer base. This sector is not, however, without its risks, the most pertinent being the drop in infrastructure investment due to the downturn in the Russian economy. This investment is much needed to ensure the modernisation of Russia's utilities and transport network and protect against the growing threat to investors from shortages and congestion. Russia scores above the global average in the BMI Logistics Risk Index, at 57.3 out of 100 ranking the country 12th out of 31 states in the Emerging Europe region.

## Getting the tanks rolling

Russian tank container operator Infotech-Baltika was established in 2007, and now has a fleet of approximately 2,300 tanks, as well as its own rolling stock of 40ft and 60ft platforms.

Despite the fact that first the spot tank container transport movements within Russia appeared in 1980s, the market is still "very young, undeveloped and, therefore, promising". The primary challenges to its growth are infrastructure, a relatively small tank fleet lacking critical mass and internal issues associated with implementing and developing this form of intermodal transport within the Federation.

"Even taking into consideration the obvious benefits of tank containers, compared with other tare, the switching process is not easy," the company states. "It is always difficult to get used to such changes, especially when they require investment from all the participants in the market."



Last year Russia managed record post-Soviet production levels of oil & gas condensate. Photo: Gazprom



The country relies on its rail freight network for the bulk of heavy trade



Loading facilities at many production plants were constructed for rail tanks, not containers, and require modification



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Regulations and tariff conditions for tank containers have made considerable strides

The first non-spot, including more or less dedicated tank container transports started to take off on the railways in 2000-2001, followed in 2002 by more truck movements. During that time, the sector gained some essential recognition among shippers for its ability to deliver of bulk cargoes.

Today, the capacity of the Russian market in terms of rail deliveries is around 280,000 tonnes per month, comprising 160,000 tonnes of internal transport, 90,000 export, 15,000 import, and 5,000 transit.

The total fleet owned by Russian operators is still not huge, says the Moscow-based operator, approximately 10,000 units. Basically, these are 20ft tanks of different types.

Recently the market has been more dynamic in terms of annual volume increase, both for domestic and international traffic. Despite the difficult economic situation, increase of tank container rail transport appears to be growing as much 20 percent a year.

"Our feeling is that this trend will continue further in the absence of a radical tariff policy change by Russian Railways (RZD)," says Infotech-Baltika. "It is not a secret that most of the volumes of liquid cargoes in tanks containers are transported in the Russian Federation by rail also because of the competitive tariff model. That is why the Russian market does not hide its high dependence on RZD's tariff policy."

## Recently the market has been more dynamic in terms of annual volume increase

A further dynamic in favour of tank containers is decommissioning of an ageing rail tank wagon fleet, particularly for shipping chemicals. This is reckoned to amount to as much as 15 percent annually.

"If these conditions and trends remain, the share of tank container transport in total volume of containerised chemical cargoes could soon reach 30 percent," the company says.

Getting hold of equipment, either through leasing or purchase has not been a problem for operators, the company states. All the major manufacturers and lessors are well-known and operate in the Russian market.

Even in today's complicated situation, sanctions are not seen as causing significant problems in this respect.

"Most of the challenges are internal ones," says Infotech-Baltika, "which starts from the moment you try to convince a potential client to switch from one transport mode (usually rail tanks) to another (tank containers)."

"We found the tank container market in Russia, when it was in its infancy and we took an active part in the development, increased our competence and knowledge enabling us to explain its benefits to clients. But what is more important, in spite of the day-to-day complications we see promising possibilities for further development of this sector."

In addition, regulations and tariff conditions for tank containers have made considerable strides,

which should also encourage further containerisation of bulk liquid chemicals within the country.

However, infrastructure remains problematic, and has been so for a long time. There is a saying about the poor quality of Russian roads appearing even before the advent of the truck age; "unfortunately," says the company, "this has not lost its relevance even today."

But in the age of technology and the variety of funding opportunities, it is possible to use new ways to solve old problems.

"The question of appropriate infrastructure for tank containers in Russia is still crucial, there is obviously a lack of cleaning stations, maintenance and survey depots, and the ones which are functioning often offer services that do not meet international standards," the operator continues.

Another problem is loading facilities at production plants. These were constructed for rail tanks, not containers, and require certain modifications.

Combined, these and other factors make it harder and slower to switch potential volumes of liquid chemicals to ISO tanks.

"For the sustainable development of the economy in future, Russia will need to increase significantly the volume of infrastructure construction in all areas and, therefore, significant financial investments," says Infotech-Baltika. In respect of the infrastructure for tanks containers that does exist it is clear that these issues were addressed and are solved only by private investments, without any involvement of state funds."

"This trend, unfortunately, will continue. Our company 'plays long' and we realise that for further business development, investments have to be made. And, investment in infrastructure is a key factor for future growth. That's why we are focused on cleaning, maintenance and survey depots. We rely on ourselves and other market participants."

Russia's chemical and petrochemical industry comprises about 1,000 large and medium-sized plants. On the world market, Russia acts as a supplier of petrochemical production with low added-value, and most domestic production is in base chemicals.

For this reason, some 80 percent of the country's tank container fleet is standard containers.

However, Infotech-Baltika still sees a trend to expand the range of transported goods and, along with it, the expansion of ISO tank models.

"For ourselves, we set the task to switch 'complicated' products to be delivered in tank containers – acids, liquefied gases, goods requiring special temperature, high-heated products, etc," the company adds

"That's why we are actively participating in the design and commissioning of tank containers that meet the requirements for these specific products as well as for base chemicals thereby improving the quality and range of equipment," says the operator.

"We pay special attention to infrastructure, having a number of investment projects in cleaning and maintenance, and we also participate in open discussions related to the improvement of the legal base and internal standards of tank container transport within the Russian Federation."



# COA meeting sets out objectives for flexitank division work

**A total of 70 delegates attended the 11th Container Owners Association (COA) Flexitank Meeting, which took place on 16 June in Hamburg.**

The COA was established in 2005 to represent the interests of all owners of freight containers (both shipping lines and leasing companies), with owners being Full Members, and suppliers of ancillary equipment/services (including flexitanks) being Associate Members. The COA's flexitank division was established to create a Code of Practice for flexitank companies, which would enable shipping lines to check that the flexitanks they are carrying have been tested correctly and that production and operations have been audited.

The latest COA flexitank meeting gave an update on a number of projects being undertaken, including a revision of the COA Flexitank Code of Practice (which is currently taking place and will be launched in September 2015); and an update on PAS 1008, the publicly available specification published last year by BSI, intended to permit the certification of flexitank materials and flexitank manufacturing.

One of the keynote presentations - an analysis of the global flexitank market - was given by Andrew Watson, COO of Braid Group.

Watson projected that the number of flexitank loads in 2015 could be just short of 1 million, having topped 800,000 last year. In 2016 this could even reach just under 1.4 million loads and 1.8 million by 2017.

A regional breakdown of loadings showed Asia to be the biggest point of origin with around 60 percent of shipments, followed by Europe at 15

percent, North America (8 percent), South America (7 percent) and the Rest of the World accounting for 10 percent.

The most popular product categories were non-hazardous chemicals, edible oils, and base oils, each with 20 percent of shipments. Latex and foodstuffs accounted for 15 percent each, followed by wine shipments at 10 percent.

In terms of service categories, full service (supply & fit, plus other value add services) accounted for 20 percent of loadings, supply and fit 35 percent, and supply only 45 percent.

Watson noted that commodity markets generally select the supply & fit or supply only options, while major global majors tended to select a full service package.

Among future developments he foresaw further innovations in the fields of heating, barrier technology, more flexitanks in 40ft containers, PE resin development, specialist mixing systems, greater food compliance in manufacturing.

As previously reported in *Bulk Distributor*, the COA has now established a Flexitank Management Committee (FMC) to ensure good governance and management of the division.

Five shipping lines were appointed: Maersk Line, Hapag Lloyd, Hamburg-Sud, CMA CGM and MSC.

It is worth noting that Maersk, MSC, CMA CGM and Hapag Lloyd are the four largest container carriers accounting for some 43 percent of the world fleet in TEU terms. Hamburg-Sud is the ninth biggest carrier with a 3.1 percent market share.

The five flexitank companies appointed to the FMC are: Braid Logistics, Trans Ocean/Hillebrand, Qingdao Laf, Contralo, and Philton.



Asia generally and China specifically will likely occupy much of the COA flexitank division's time over the next few years

In addition to the FMC, which will primarily focus on the overall governance, strategy and work programme of the Flexitank Division, a COA Technical Work Group (TWG) has been established.

Any flexitank member that wants to contribute to the technical projects of the TWG can join the group. The TWG will mainly work as a correspondence group by email, and its first project is to review the current PAS 1008 and identify any changes that may be required.

The FMC met on 15 June 2015, to review the progress of the division, with the agenda covering a range of items, including possible approval of

the China Railway Test & Certification Centre (CRTCC) and the railway impact facility which belongs to China South Railway Vehicle Manufacturing.

In fact, Asia generally and China specifically will likely occupy much of the division's time of the next few years. The FMC recognises that the COA needs to work harder to promote its work and projects in Asia, especially China.

Therefore, the involvement and engagement of all flexitank division members in promoting the COA's work in Asia is now a particular objective of the FMC.

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# Think globally, grow locally

**I**neffective supply chain management remains an issue in international commodity training. Gaps within the industry are leading many small enterprises to continue to trade in a restrictive and localised environment, preventing them from entering into wider global markets.

Often, this also forces them to sell product on an ex-works basis, shifting the responsibility for logistics and supply chain management to the buyer.

In this instance, the seller loses the financial advantages of managing their own supply chain. As for large producers, these companies often tend to sell their products at their own facilities, which can deprive them of an additional revenue stream as well as their brand recognition on a global scale.

There have been big transformations in the international commodity market, none more so than market volatility, which has led to a growing number of short-term contracts for small and medium batches of products. At the same time, traditional risks, such as loss of cargo and contamination because of transshipment, is becoming an increased risk that requires key strategic management to ensure margins are protected.

These combined factors have led to the flexitank industry becoming a recognised system that traders can use in order to gain a commercial advantage in a demanding market.

## Global market accessibility

The core business of BeFlexi Ltd is supply chain management. Benefiting from long experience in international trade and logistics, BeFlexi's specialists offer clients door-to-door delivery services around the world. Over the years, BeFlexi has established partnership relations with expeditors, freight forwarders, shipping lines and Customs brokers, which have allowed the company to integrate all the components into a coherent supply chain.

Nonetheless, BeFlexi felt it was still too far from realising its mission "to make the global market accessible for everyone". The original idea was to provide a packaged solution of trade, logistics and financial services sufficient for both a giant petrochemical plant producing base oil in Saudi Arabia and a farmer growing coffee

beans in Ecuador.

Today, international trade is very demanding; it requires specific professional knowledge in law, trading, finance and languages. For BeFlexi it became obvious, as a company handling flexitank shipments all over the world, that its mission would be unachievable without understanding local cargo owners' mentality, habits and traditions.

Just recently, BeFlexi & SGS Laroute combined their global strengths to provide a package of services covering the full breadth and depth of international trade.

SGS is one of the world's leading inspection, verification, testing and certification companies, recognised as a global benchmark for quality and integrity.

Andrey Chizhevsky, at SGS Laroute, commented: "We are very keen to explore the collaboration with BeFlexi, which aligns with our strategy to expand our portfolio of Oil, Gas & Chemical services. The combined strength of both companies means an optimal solution - in terms of sustainable trade facilitation and breakbulk cargo using the latest flexitank technology - is now available to the industry."

"The most important thing is to explain to small and medium cargo owners that when entering the international market they can get better prices as well as market information without additional investments and risks," added Stas Bukhtiyuk, global flexitank project leader at SGS. "Today, SGS's Oil, Gas & Chemicals, as well as its Agricultural services, will also offer transport logistics."

According to German Cairo, regional business development leader at BeFlexi, the client base of the company, including base oil, bulk wine and edible oil producers, has significantly increased due to the SGS engagement.

"As the developer of this unique and innovative supply chain management solution, BeFlexi is well prepared to meet the needs and challenges of the global trading community today," said Cairo. "We are proud to collaborate with SGS on this project to streamline and automate flexitank and bulk cargo handling processes worldwide, resulting in increased efficiency and cost savings for all users. Our mission is to make global markets accessible for everyone through cost optimisation, global presence, easy transaction management and risk minimisation, cash flow optimisation, and the safest flexitank installations."

# Structure-flex rocks!

**A**s a diversion from the company's day job, UK-based Structure-flex recently printed 13 images on one of Europe's most advanced digital printers for an exhibition by rock photographer Nick Elliott.

The exhibition, 'Size Matters', featured 8m high images as individual free-standing exhibits which were unveiled to an audience of 65,000 at Cholmondeley Pageant.

The show included a collection of black and white creative images captured by Nick over his career of performers including E-Street Band's Nils Lofgren, Thin Lizzy's Ricky Warwick, Beverley Knight, Motorhead's Lemmy, The Darkness' Justin Hawkins, Simple Minds' Jim Kerr and Europe's Joey Tempest, among others.

Paul Reeve, managing director at Structure-flex, commented: "Innovation is always challenging but we're proud to have been able to have been involved in such an impressive project and to contribute our expertise."

Established 45 years ago, Structure-flex's graphic division recently invested £450,000 in the latest technology and has a wealth of experience in wide format digital printing being one of Europe's leading suppliers of a diverse range of products manufactured from flexible, heavy-duty, PVC coated textiles.

[www.sfx-digital-print.co.uk](http://www.sfx-digital-print.co.uk)



Nick Elliott in front of Size Matters



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Actual photograph taken during testing by American Rail Road Association

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# EIKBOOM Vessel seen as multifunctional solution

**Eikboom gave an update on its composite vessel design at transport logistic in Munich.**

Eikboom, a company specialising in fibre reinforced plastics (FRP) based in Rostock, on Germany's Baltic coast, launched the vessel in 2013, having worked in conjunction with various partners, including the University of Rostock, to develop the unit.

The vessel is a large FRP box reinforced by a steel frame that holds the flexitank when fitted into a 20ft container. This results in what Eikboom says is a three-shell concept – the flexitank itself, the FRP vessel and the ISO container.

The vessel is divided into two separate and stackable shells which are claimed to minimise the effects of sloshing during transport, thereby virtually eliminating not only the potential for damage to the container side walls, but also spillage from the flexitank and any resulting clean-up costs.

Eikboom says these additional safety factors are important as they could help shippers reduce transport insurance costs.

The loaded capacity is just over 20 cbm, which Eikboom says gives the vessel higher loading rates than some other bulk containers. Additional the system enables to transport 2 different liquids at one transport.

According to Gunnar Klement, Eikboom's sales & marketing manager, the vessel is also being viewed as a low cost 'ship-to-storage' solution for end customers as it negates the need for transfer to fixed storage tanks. Once the vessel is discharged from the container it can be placed in a holding area until the product is required.

When empty the vessel can be moved by forklift truck into a storage area until it is needed for a further shipment.

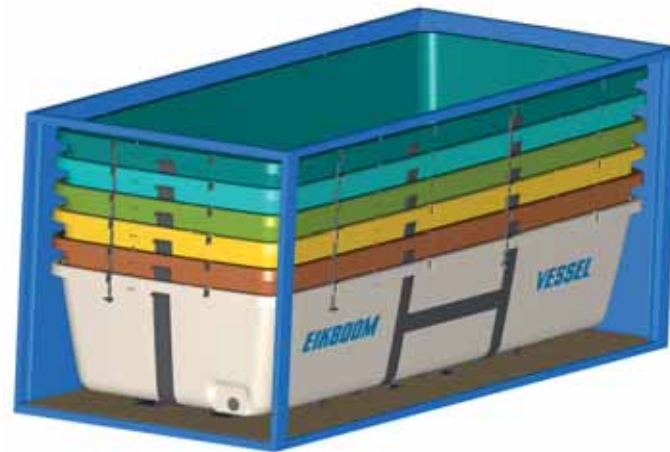
Overall loading time is cut by eliminating the need for suitable container selection and survey beforehand and reduces the man hours before transport. A further advantage is the opportunity to optimise return logistics. Each vessel comprises an upper and lower shell, and when not in use these can be separated and stacked inside the other. Up to six shells can be fitted into a 20ft container, so if no return cargo is available a shipment of three container loads of product would require just one container to return the shells.

Each vessel measures 5.86m x 2.3m x 2.26m and has a pressure load limit of about 2 bar. The unit is also temperature resistant. Tare weight is about 2 tons.

Eikboom, as the producer, is aiming to cooperate exclusively with a logistic partner to application- optimize the Vessel. "We offer an additional transport and storage medium beside the conventional tank systems for special customer needs".

<http://eikboomgmbh.de/en/eikboom-vessel>

Up to six shells can be fitted into a 20ft container



When empty the vessel can be moved by forklift truck into a storage area



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# Protecting against container rain

**I**magine having bought an expensive new phone. Most reasonably minded people would also get some kind of protective case to go with it. You might not drop the phone today, or even tomorrow. But there is always the risk of an accident with costly, yet preventable, consequences. So we take precautions to avoid this.

However, when it comes to protecting tens of thousands of dollars-worth of cargo against moisture damage during shipping, many shippers close their eyes and hope for the best. They cut corners and depend on methods that are far from secure. Not only do they put a lot of money on the line, but risk ruining relationships with customers.

Over the course of a voyage, goods in containers are constantly at risk of moisture damage. This can lead to mould, fungus and rotting of products. At the same time, damp and damaged packaging may be unfit for retail, while rust can be a problem when shipping machinery, motor parts or canned goods. This damage is caused by 'container rain'.

'Container rain' is a result of moisture in the container evaporating when the temperature increases, and condensing when the temperature lowers again. When this happens condensation collects on the container walls and ceiling, forming droplets of water, which then fall onto the cargo below.



The click-on-top system allows the user to hang the Hyblanket in no more than five minutes

This process is repeated throughout the journey, as the temperature is constantly rising and falling with warm periods during the day and cooler nights that follow. Meaning cargo is always at risk of damage.

The main contributor to the moisture content inside the container is usually the goods themselves. Often this level can vary between 10 and 20 percent, which can lead to a number of problems. For example, corn gluten meal can have a moisture content of about 13 percent, of which 2-3 percent might evaporate into the container atmosphere and contribute to container rain formation.

One thing that is important to remember is that humidity in itself isn't a problem. But when this humidity condenses the cargo is most vulnerable. It is for these high-risk moments that Eurolog Packing Group has developed the Hyblanket, which creates an absorbent shield between the condensation on the container ceiling and the goods below.

"Over recent years we have seen

advancements across all stages of the supply chain meaning we have greater faith that the cargo we ship arrives on time and in good condition," said Cal Cleary, of Eurolog Packing Group. "But for some reason, we don't show the same concern when it comes to protecting against moisture damage. We rely on the same outdated methods that were used decades ago. And we pay for it."

Despite having only been introduced to the USA little over a year ago, it is already a serious option for a number of major exporters across a number of industries. One of the key reasons for this popularity is its unbeatable absorption capacity. A single Hyblanket can absorb up to 115 litres (30gal) in condensation, meaning that the protection that it offers is second-to-none, particularly when compared with humidity absorbents.

Although desiccant bags can offer good protection, they won't absorb humidity during the first few days of use, instead working slowly and gradually. But the Hyblanket will absorb any condensation right from the start. Similarly, desiccant bags often reach their maximum capacity before a voyage has finished. However, the Hyblanket will continue to absorb any moisture present in the container, ensuring that your goods are safe and dry, even during those last few days of shipping.

One of the biggest risks that cargo faces during shipping is when moisture evaporates and condenses quickly. This occurs when there is a sharp shift in temperature—a common problem during maritime shipping. When this happens desiccant bags can't absorb all the humidity present in the air before it condenses, again risking the onset of container rain. However, Cleary says the Hyblanket will act as an ever-present shield, constantly absorbing condensation that threatens to damage the cargo.

Manufactured with high-tech and lightweight fabrics means that handling is easy. The click-on-top system allows the user to hang the Hyblanket in no more than five minutes. And, importantly, the Hyblanket is non-toxic and can be used with foodstuffs.

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



The main contributor to the moisture content inside a container is usually the cargo itself

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# Panama boosts US East Coast ports

**Following the Panama Canal expansion in 2016, up to 10 percent of container traffic to the US from East Asia could shift from West Coast ports to East Coast ports by 2020, according to research\* by Boston Consulting Group (BCG) and CH Robinson.**

Rerouting that volume is equivalent to building a port roughly double the size of the ports in Savannah and Charleston.

The research — which involved extensive scenario analyses based on differing levels of demand, capacity, and costs — is believed to be the most comprehensive public study of how the canal's expansion will likely change the way cargo moves, by both water and land, into and within the US.

The US\$5 billion expansion will permanently alter the competitive balance between ports on the East and West coasts. With global container flows rising, West Coast ports will still handle more traffic than they do today, but they will experience lower growth rates and their market share will likely fall, the report states.

Goods shipped from East Asia through West Coast ports are currently transported by rail and truck as far east as the Ohio River Valley. The canal's expansion will permit bigger and more efficient container ships — which have two to three times the capacity of current vessels — to reach the East Coast. Those ports will then become more cost competitive because it is cheaper to move cargo by water than over land.

West Coast ports, however, will remain the destination of choice for shippers who need to use the fastest routes possible.

After the Panama Canal expands, the battleground region in which East and West Coast ports compete for customers will likely grow and shift several hundred miles west toward Chicago and Memphis, encompassing a region that accounts for about 15 percent of US GDP.

"With the Panama Canal's expansion, shippers will have more options and carriers will compete to provide those options," said Peter Ulrich, a BCG partner and the leader of the firm's transport and logistics topic area in North America.

"Rail, truck, and ocean carriers will all have to reconsider their routing and investment decisions. And shippers will need to make fundamental choices, such as where to locate distribution centres and how to segregate their cargo heading for the heartland."

In 2014, about 35 percent of container traffic from East Asia to the US arrived at East Coast ports. According to the report, current growth trends would push that share to 40 percent by 2020 without the canal's expansion. But with the canal expansion in place, the East Coast's share could reach 50 percent — a 10 percent increase in market share.

The report also analysed four additional scenarios to help define the boundaries of how much container traffic will swing from West Coast to East Coast ports under different conditions for energy prices, canal tolls, infrastructure investments, and economic growth. High energy prices, for example, encourage fuel-efficient water travel and favour East Coast ports. Depending on the scenario, these shifts ranged from 0 to 10 percent.

Under any scenario, all major US ports will have greater container traffic in 2020 than they do today. But the largest of the West Coast ports, the Los Angeles–Long Beach complex, will handle less traffic than if the expansion were not to occur. That complex will likely experience growth at an average rate of 5 to 10 percent a year through 2020, compared with double-digit growth rates at some East Coast ports.

On the East Coast, the New York–New Jersey port complex and the Southeastern ports of Norfolk, Savannah, and Charleston are well positioned to gain traffic by virtue of their relative proximity to the battleground region and attractive rail routes to major markets. As the East Coast's largest ports, they are also likely to be on the routes of the new, larger vessels, which tend to make fewer, longer stops than smaller vessels.

"Companies accustomed to shipping to the West Coast and relying on relatively fast rail service to cover most of the country will need to take a much more segmented and dynamic approach," said Sri Laxmana, the director of ocean services at CH Robinson. "When

time is of the essence, that routing may continue to make sense. But for other products, the savings of shipping through the Panama Canal will likely outweigh the extra time in transit."

*\*Wide Open: How the Panama Canal Is Redrawing the Logistics Map. A copy of the report can be downloaded at [www.bcgperspectives.com](http://www.bcgperspectives.com)*



From West to East

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

**FachPack 2015**  
29 Sep-1 Oct 2015  
Nuremberg, Germany  
[www.fachpack.de](http://www.fachpack.de)

**EFIBCA Open Meeting**  
30 Sep 2015  
Barcelona, Spain  
[www.efibca.com](http://www.efibca.com)

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

**ITCO General Meeting**  
20 Oct 2015  
Antwerp, Belgium  
[www.itco.org](http://www.itco.org)

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

**10th GPCA Annual Forum**  
17-19 November 2015  
Dubai, UAE  
[www.gpcforum.net](http://www.gpcforum.net)

**ECTA 2015 Annual Meeting**  
26 Nov 2015  
Düsseldorf, Germany  
[www.ecta.com](http://www.ecta.com)

## Change of plan for Antwerp LNG

**Antwerp Port Authority has issued a request for proposals to build and operate an LNG bunkering and filling facility.**

The port wants barges to be able fill up with LNG at a permanent facility by the beginning of 2019 at the latest. Truck-to-ship bunkering is already possible, but the port wishes to augment the availability by setting up a permanent station. Antwerp says the exhaust from a vessel driven by LNG contains hardly any particulates, and emissions of NOx are also drastically reduced.

Since 2012, LNG has been collected by truck at an import terminal in Zeebrugge and brought to the quayside in Antwerp from where it can be filled directly into a barge. Building a permanent facility will make LNG available in Antwerp on a continuous basis. So, the port of Antwerp is now looking to offer a build/operate concession on quay 528.

The request for proposals represents a change of policy for the port authority: until the beginning of this year the plan was for the authority to invest in such a facility itself and then to have it operated by an independent company. However, a changed view of the market has led

Antwerp to abandon this approach.

Quay 528 sits on an area of around 7,304 sqm. The site was chosen after extensive screening, taking into account safety, waterfront and road access. On the basis of a preliminary design with storage capacity of 450 cbm, a safety study has shown that up to 45,000 cbm of LNG could be bunkered annually at a filling rate of 100 cbm/hour.

Additional safety precautions may ultimately permit a higher throughput, depending on the final configuration. The five barges that currently run on LNG each have a tank with a capacity of 50 cbm, enough for a return trip between Antwerp and the Swiss Rhine port of Basel.

The port authority does not exclude the possibility of transshipment of LNG from feeder ships, transshipment of LNG by trucks and LNG/CNG filling for road users also being developed on the site. It would also be possible for other fuels to be stored or made available.

Interested parties have until 5 October to submit proposals. The text of the RfP (in Dutch) can be found on the port's website:

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







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