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Managing Editor

Neil Madden
neil@bulk-distributor.com
Tel: +33 (0)3 88 60 30 68

Advertising Director

Anne Williams
anne@bulk-distributor.com
Tel: +44 (0)20 854 13130

Features Editor

Paul Stephen
paul@bulk-distributor.com
Tel: +44 (0)1565 653283

Publishing Assistant

Rachel Fehily
rachel@bulk-distributor.com
Tel: +44 (0)1565 653283

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ANNUAL REVIEW IN THE NEXT ISSUE

Road Tankers

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French government forced to suspend écotaxe

The French government has been forced once again to postpone the implementation of a tax on heavy good vehicles (HGVs), known as the 'écotaxe'.

After previous delays due to 'technical issues' the écotaxe was scheduled to be introduced on 1 January 2014.

However, violent protests by hauliers, especially in the Brittany region, provoked Prime Minister Jean-Marc Ayrault to delay its introduction for an indefinite period. He emphasised the scheme was not being abandoned but "time was required to make adjustments to it".

Écotaxe is supposed to apply to all goods transport vehicles over 3.5 tonnes using the 15,000km of the French national road network (N roads). Motorway users – lorries and cars - already pay tolls through the péage system.

The tax is calculated on a kilometric rate that varies according to the vehicle category and can be modulated according to the vehicle's pollution level (EURO class). The 2014 charging categories currently suggested are: 8.8 cents €/km for the first category (2 axles less than 12 tonnes); 11.11 cents €/km for the second category (2 axles of 12 tonnes and more, 3 axles); 15.4 cents €/km for the third category (4 axles or more).

Tax collection is based on an electronic on-board unit (OBU) installed inside the vehicles. All HGVs liable for tax and travelling through France must be fitted with an OBU that will automatically



France's main road haulage federations have been saying for months that the implementation date was unrealistic

record the information needed to define the vehicle's Ecotaxe base. To fit an OBU and comply with the regulations, the user liable for tax should register the relevant vehicle with the French authorities.

Postponing the tax is a setback for France's finance ministry which is desperately trying to plug a yawning gap in the public coffers. It was to have generated annual revenue of €1.2 billion, of which around €240 million would have been paid to the company administering the scheme.

France's main road haulage federations have been saying for months that the implementation date was "unrealistic" because there was not enough time to complete the registration of vehicles.

Food and farming industry interests maintain that the higher transport costs cannot be absorbed by operators and so will inevitably be passed through to retail prices at a time when the government is also under pressure for stagnant real incomes and purchasing power.

Bayer contract for Log4Chem

Joint venture 4PL provider Log4Chem has signed a letter of intent with Bayer Material Science as a result of which Log4Chem will take over the management of bulk polyether transport throughout Europe.

Bayer Material Science, part of the Bayer group, is one of the world's leading producers of basic materials. The start of operation for the strategic partnership between the two is slated for the second quarter of 2014. Initially, the contract has been agreed to run for four years.

In addition to taking over operative responsibility for transport management, Log4Chem will also take charge of the "tactical and strategic

optimisation" of the transport network necessary for carrying out this job. "Continual improvement of transport processes will be a focus here. This includes measures to pave the way for increasing productivity from both human resources and transport equipment involved," read a Log4Chem statement.

This big contract is an important milestone for Log4Chem, whose stakeholders are Bertschi, De Rijke Group and Hoyer, in reinforcing its position as a 4PL supplier in the field of chemical transport in the regions of Europe, Africa and the Middle East.



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Container packing code moves closer to reality

An international code of practice for packing containers and other cargo transport units (CTUs) is closer.

At a seminar in London in October, organised by the International Cargo Handling Co-ordination Association (ICHCA), delegates were brought up to date on the progress of the tri-partite code, which is being formulated by a working group of the International Maritime Organization – the industry body that chaired the IMO's working group on the container weighing amendments to the Safety of Life at Sea (SOLAS) regulations.

The guidelines follow awareness recognition that the way cargo is packed and secured within containers and other CTUs can be critically important to safe carriage, in fact just as important as the weight of the cargo.

Transport mutual insurer the TT Club and other organisations have highlighted that poor CTU packing and securing is responsible for an alarmingly high percentage of incidents along the transport chain, leading to damage, loss, injuries and even fatalities. TT Club's own claims experience shows that 65 percent of incidents involving loss or damage to cargo are thought to be caused by poor or improper packing and securing. The ocean carriers' Cargo Information Notification System (CINS) has also revealed that some 35 percent of incidents investigated relate to poorly or incorrectly packed containers.

The new code of practice is the result of a tri-partite working group, set up by the IMO in conjunction with the International Labour Organisation (ILO) and the UN Economic Commission for Europe (UNECE), which organises international road transport.

The code will be far more comprehensive than the original international packing guidelines published by the same three organisations in 1997. Applicable to all types of cargo moving in dry freight, reefer and tank containers, road trailers and tankers, swap bodies and railcars, the Code will provide parties along the supply chain with information about their responsibilities, including details of how to pack and secure packages and cargo items. It also places a responsibility on the shipper to declare correctly the composition of the cargo, as well as the gross mass of the packed CTU.

Speaking at the seminar, Bill Brassington, of ETS Consulting, who has been involved in editing the code, said that a container ship typically experiences 160,000 rolls in the 25-30 deg range on a sailing between Hamburg and the US East Coast. However, such dynamic forces are largely unknown to many shippers who load for longitudinal forces associated with road and rail transport. But even these land modes can also produce spectacular, even fatal, accidents, such as derailments and lorry overturns.

He cited an 'ignorance is bliss' approach. Inside an ISO container the cargo is effectively invisible, unlike the days of breakbulk cargo. The shipping documents tell container handlers what the contents are, but not how well they have been loaded.

Brassington said part of the problem with poor packing stemmed from the lack of guidance and training for container packers. "The IMO published its first guidelines in 1997, which had a print run of about 1,000 copies, and it took about a decade for the IMO to get rid of them. The information contained in it is simply not very good," he said.

Creation of the new guidelines came about after the IMO

identified a need to update its guidelines on the packing and securing of dangerous goods, after several high-profile maritime accidents involving dangerous goods on containerships, such as the MSC Flaminia. The vessel had to be abandoned by its crew in July 2012 in the middle of the Atlantic after a series of fires broke out in containers which could have been caused by dangerous goods that had not been declared on the manifest by shippers.

Further discussions with officials from the ILO established that the problem of poor packing, and the implications for safety throughout the supply chain, went beyond dangerous goods.

"It soon became apparent that all sorts of things were going wrong that shouldn't," he said. "Our research began to uncover worrying information. Only 23 percent of the industry participants we surveyed were aware of the IMO's guidelines, and only 15 percent were actually using them. More widely used was individual shipping line guidance to customers, or the Health & Safety Executive's road haulage guidelines in the UK."

TT Club's Peregrine Storrs-Fox said the problem of poor CTU packing has been around for decades and the Club and other insurers have published advisory notices and pamphlets on previous occasions to try and raise awareness of the problem. However, Storrs-Fox noted that the scale of the problem has changed not least due to the rapid rise of container vessel size, with the latest ones carrying as many as 18,000 TEU.

Thus, just one poorly-packed container on such a vessel could potentially cause damage or loss to several hundred or even several thousand containers located near to it.

He also suggested that there could be an attitude of indifference among some shippers or even the sentiment that the insurer has to foot the bill in the case of accident so there is no need to spend too much time on proper packing in the first place.

This was disputed by one shipper representative, Chris Welsh of the Global Shippers' Forum. However, it did strike a chord with other attendees. Another participant asked whether insurers could be tougher in refusing to meet claims on the grounds of contributory

negligence. But the problem cited was one of evidence: in a marine accident, how can an insurer prove that the insured party was at fault?

One delegate asked whether shipping lines were also at fault. He suggested they only question whether the shipment contains dangerous goods. Carriers are highly motivated to make sure a container meets its designated sailing, and so want to avoid stripping a container's contents and then repacking them.

A further point made was that even large multinational shippers have for the most part drastically reduced the level of technical expertise available in their logistics functions. Thirty years ago it was said, major chemical companies, might have had technically-qualified cargo managers to oversee the shipment of products, but the rise and rise of containerisation has largely rendered those functions seemingly redundant.

"The key stakeholders agreed that the revision (of the previous guidelines) should focus on transparency and ease of use, rather than taking a regulatory approach," said Chris Welsh. "There was a common recognition that what we didn't want was a whole new set of complex regulations."

"The chief reason for this is to be found in why this problem exists today: because there is a lack of knowledge right through the supply chain. Go back a few decades, and companies such as Unilever would employ 30 people in its shipping department who had in-depth knowledge of how to pack cargo. Today most companies have just a few people in a logistics department."

The consensus was that once the Code is published the important thing will be to communicate its existence and principal guidelines as widely as possible. Although a basic problem is that the draft code is available only in English. There are five other official IMO languages (including Chinese), not to mention the languages of 'new' exporting countries such as Vietnam or Indonesia. If packers are to be trained, the materials must be in their own language, it was pointed out.



Creation of the new guidelines came about after the IMO identified a need to update its guidelines on packing and securing of dangerous goods, after several high-profile accidents such as the MSC Flaminia. Pics courtesy of the Central Command for Maritime Emergencies Germany



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Malaysia's palm oil faces tough times

Malaysia's palm oil industry looks to be in for an uncertain time, with already low prices being pushed down even further.

As of the end of September, Malaysian palm oil prices were down 6 percent on the beginning of the year, says a report by the Oxford Business Group. Moving into October, the commodity was trading at US\$716 a tonne, with predictions it could fall further in the lead-up to the New Year.

Malaysia has seen output rise leading to excess supply. This continued increase in output, which is likely to be maintained for the rest of this year – the high season – could further force down global prices as supply overtakes demand.

Also bearing on palm oil prices is the rising tide of soy oil flowing into the market, with the US soy crop set for a better-than-expected harvest and soybean stocks at higher levels than normal for this time of year. This has pushed soybean prices down to near two-year lows as of early October, a trend that will undercut demand for Malaysian palm oil.

Another factor weighing down palm oil sales and pressuring prices is the drop in the cost of conventional crude oil. With oil prices falling, there is less appeal for biofuels in the market, and rising output from Libya combined with concerns over demand in the US as part of the fall-out from the shutdown of government, have pushed oil prices down. Benchmark Brent crude was trading at less than \$108 a barrel in early October; WTI crude was

lower still, dipping below \$102, with analysts predicting a further decline in the weeks ahead as price instability posed by a potential US military strike against Syria recedes.

According to Dorab Mistry, head of vegetable oil trading with Indian conglomerate Godrej Industries, palm oil could fall to a four-year low of \$617 a tonne in 2014 if crude oil prices go below the \$100-a-barrel mark. This would represent a 13 percent fall on present prices, Mistry told an industry conference in late September.

"The fundamentals of the oilseed and vegetable oils complex are clearly bearish," he said.

The Malaysian government has said it is considering lifting the levels of palm oil added to diesel fuel as a way of boosting domestic demand. Malaysia requires a 5 percent palm oil additive to diesel; the resulting biofuel accounts for a significant portion of consumption, with nearly 250,000 tonnes of palm oil/diesel blend consumed in 2012, a figure the state aims to double by 2014. Indonesia recently announced it would be raising its palm oil input to biodiesel from 7.5 percent to 10 percent next year. Any similar move by Malaysia would help soak up excess production, though the government has yet to set any timeframe for an increase or how far above the current levels the rise would be.



Hazcheck app for DGs

Insurance mutual UK P&I and Exis have produced a Hazcheck application to complement the relaunch of the insurer's Dangerous Goods Guide.

Dangerous goods have long been involved in serious transport incidents, onshore and at sea, resulting in deaths, injuries, massive rescue operations and huge commercial losses.

Typically, packages spill their contents and cause fires, explosions and toxic or corrosive gas releases. Dealing with such incidents is hard enough on land but at sea it can be almost impossible.

Containers may be badly packed and secured or house incompatible substances (see Container Packing article opposite, p2), with the potential hazard masked by poor marking and labelling and reinforced by inadequate or even false documentation. During loading, boxes may be inadequately secured and inappropriately positioned, relative to the contents of others nearby and their exposure to the elements and extreme seas.

However, every day, thousands of containers carrying dangerous goods are moved across the world's oceans and the volume is likely to increase. With 16-18,000TEU vessels coming into service, the risk of incidents and huge consequences create even greater safety issues for everyone involved in the carriage of these goods.

Such considerations highlight the vital importance of complying with the International Maritime Dangerous Goods Code to avoid incidents and to reduce the consequences of those that do occur.

Accordingly, the UK P&I Club has revised and reissued the four booklets in its 'Book it Right and Pack it Tight' series. First produced eight years ago, these practical straightforward, cross-referenced guides have been updated to embrace changes brought in by amendments to the Code.

The booklets explain how all those involved in particular stages of the logistics chain should follow the IMDG Code and work to its stipulations in preparing containerised shipments of packaged dangerous goods for carriage by sea. The second part of each booklet is a comprehensive guide to the Code itself.

The four guides, compiled by Richard Masters for the UK Club's Carefully To Carry Committee, have benefited from advice and information from China Ocean Shipping Company, Evergreen Marine Corp, Exis Technologies Limited, Maersk Group, Malaysia International Shipping Company, Mediterranean Shipping Company, Nippon Yusen Kaisha, Orient Overseas Container Line and P&O Nedlloyd.

They are designed for: shippers and forwarders who classify dangerous goods and prepare the documentation requested by shipping lines; shipping line booking staff charged with receiving and checking the details of dangerous cargoes who have to ensure as far as possible that the information is comprehensive and accurate; managers and supervisors of organisations which pack dangerous goods into shipping containers and conduct loading operations; fork lift operators who work inside containers stacking, loading and securing dangerous goods, and so need to protect themselves.

UK P&I and Exis Technologies are offering a free mobile 'app' that complements the DG guides and provides quick and easy access to information in the IMDG Code Dangerous Good List (DGL). To download the app,

www.ukpandi.com/loss-prevention

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Indian packaging on the rise

The Indian Flexible Intermediate Bulk Container Association (IFBCA) established in 2002 is the exclusive body promoted by the leading and integrated FIBC producers of India in order to represent and promote the objectives of this industry not only in India but also globally.

In the space of 10 years IFBCA now represents an association of manufacturers who collectively produce and export about 90 percent of the total manufacturing and distributing capacity of the industry in India. Established with only six members, the association has grown to encompass 27 members today.

Admission of a member into the IFBCA is governed by a strict set of criteria that reflects the seriousness of an aspirant organisation towards an accepted quality criteria, level of integration and its stated commitment towards the broad goals of the orderly development of this industry in terms of quality and service to the customers. The application for admission is overseen by an empowered sub-committee within the governing body that evaluates the application against the above stated criteria. The result has been that today IFBCA comprises of members who have the minimum benchmarks to aspire to be 'Responsible FIBC Producers'.

Industry experts say the whole Indian packaging industry is worth around US\$18.8 billion and is growing at nearly 15 percent a year. According to a report on the packaging industry in India by The Indo-Italian Chamber of Commerce and Industry, food packaging, cosmetic packaging, pharmaceutical and liquid packaging, are the main demand generators. Today, the role of packaging has gone beyond just preservation and transportation. With technology and innovations, it is used for enhancing brand image as well. An increasing number of companies are asking packaging units to come up with innovative ideas, which are in tune with their brand image. This is one of the biggest changes that have been seen in this industry over the last decade.

The Indian bulk packaging business started growing significantly in the 1990s thanks to economic liberalisation,

globalisation and privatisation. This was the time when the Indian food and beverage, pharmaceuticals and other chemical based industries acquired bulk handling capabilities to compete in the globalised world.

In the new millennium India's bulk packaging markets were spurred on by both export-led and domestic growth in agro-produce and food, chemicals and pesticides, petroleum and lubricants, and bulk drugs and generics. The market grew at around 25 percent for the first six or so years of the new century and then settled down to around 15 percent largely due to the worldwide slowdown. The growth in industrial and bulk packaging is backed by rising demand for containers that comply with state, federal and international regulatory requirements, especially those concerning the transport and handling of hazardous chemicals and the management of hazardous waste. Additionally, demand is likely to be strong from the chemical and oil/lubricants sectors, mainly driven by rising pharmaceutical production due to increasing reliance on medications influenced by health and safety concerns.

The Indian economy is growing and so is the bulk packaging segment of the country's packaging industry. As per industry experts, bulk packaging for various commodities, suitability of polypropylene (PP) woven sacks for packaging of food grains, sugar, tea, similarly for packaging and transport of vegetables and other horticulture produce PP leno bag is an effective packaging system. With changing packaging needs, optimising the packaging role of FIBCs has been highlighted as a trend.

The sales turnover of Indian packaging industry is likely to grow from its present US\$27.6 billion to touch US\$43.7 billion by 2016, according to the Indian Institute of Packaging (IIP).

India's per capita consumption of packaging is only 4.3kg per person a year, as against Germany's 42kg and China's 20kg, which is very low compared with global standards. Initiatives are needed to convert the large range of unpacked commodities into processed, packed and well-presented commodities. There is also scope for innovation, entrepreneurship as well as logistical advances.

www.ifbca.org

Material grinding from NBE

National Bulk Equipment (NBE) has released a bulk bag unloader with four-stage, integrated material conditioning. The company says this conditioning sequence can prepare an extremely agglomerated, rock-like material for supply to a downstream liquification process.

The dual, opposing bag hoist design enables high-volume input of material to the first conditioning stage where two, hydraulic de-blocking rams each deliver 28,000 lbs. of direct material force. Next, dual hydraulic massage paddles, each with 2,200 lbs. of paddle pressure, further reduce material to chunk sizes. A bag spout valve, with 1,000 lbs. of material break-up force, and capable of breaking up a static column of material, then reduces the material for supply to the final stage where a high-capacity, size reduction crumbler breaks material into ¼-ins pieces for conveying downstream.

The heavy-duty construction eliminates previous, potentially dangerous, manual material conditioning measures, improving operator safety and increasing total process throughput.

www.nbe-inc.com



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Jan Backman, Managing Director Fluid Bag

A quick word with...

**Jan Backman,
Fluid Bag**

Can you give a brief insight into Fluid-Bag and the company's history?

In the early 1980s Fluid-Bag saw a need for and began development of a lightweight, flexible container for transportation and storage of industrial volumes of liquids and pastes. Fluid-Bag was actually the company that paved the way for flexible containers for liquids – at that time no other similar product existed. International recognition came early when in 1986 Fluid-Bag was awarded the "Worldstar For Packaging" prize for the most innovative intermediate bulk liquid container. With that, Fluid-Bag's role as both pioneer and leader in the

realms of FIBLCs was officially confirmed. Today the Fluid-Bag systems: Fluid-Bag FLEXI (a one-way solution on a wooden pallet) and Fluid-Bag MULTI (a multi-trip container on a steel pallet) are used for the transport and storage of a wide range of liquids where protection from bacteria, particle, and oxidation, taste or moisture contamination is needed. Suppliers of coatings, paints, glues, silicones, printing inks, lubricants, food, pharmaceuticals and cosmetics use the Fluid-Bag containers in many industrial applications around the world.

What are the advantages of the fluid-bags over, say, conventional rigid IBCs, drums or even tank containers?

For the end users, one of the most obvious savings lie in being able to use 99.5 percent of the product they have bought, without wasting anything. For example a producer of cosmetic or pharmaceutical lotions and ointments can save hundreds of euro per container.

The flexible container also enables air-free handling from filling to discharge and there is no need to open the container at any stage in the supply chain. Our clients and end users rest assured that their products are safe and protected until they have used the last drop of their product. This is especially appreciated in wide varying

sectors; from lubricants and greases to polyurethane glues and silicones, to food and pharma customers.

Our users in the mining industry appreciate the Fluid-Bag's ability to keep the lubricants and greases clean from dust and particles. The lubricants are used for maintaining expensive heavy duty machinery, and large savings can be obtained by minimizing downtime and maintenance in a mine. Our clients in the food and pharmaceutical sectors obtain substantial savings by avoiding all container-cleaning costs, since the inner container is used only once, and is therefore always clean.

And according to producers and users of polyurethane glues there really is no other container solution that is able to handle the sensitive adhesive products in the same reliable way as the Fluid-Bag.

How is the current market affecting your business?

Strangely enough it helps us when markets are slower in general. It seems that during economic downturns the more proactive companies look for alternative solutions, which suits us very well. In booming economies everyone is running at full steam and it's more difficult to find the time to evaluate new methods and replace existing container and logistic systems.

How important is research and development and how is this reflected in your products?

Our customers' needs have and will always continue to evolve. Therefore we maintain an ongoing R&D program in the search for constant improvements. Our R&D is absolutely vital, as we want to serve our clients with the best solutions in terms of chemical resistance, easy handling etc. Our aim is to offer a dedicated solution for each customer, tailor made and adapted to the client's special needs.

What are Fluid-Bag's plans for the future?

Our plan is to grow in our selected niche markets, but also in new geographical areas. Right now we are seeing a big growth in the lubricant and mining industries, but we are also pleased to see that we keep gaining more and more ground working with the key players in the food, pharmaceutical and cosmetics industries. We have a very ambitious growth plan and we offer strong added values and economic benefits to companies that look for an innovative and different solution for handling liquid and semi-solid products.

www.fluid-bag.com

Co-operation between Indus and D&K Schmadel

Indus Integrated Bulk Logistics of The Netherlands, known for their FIBC-handling and storage solution 'Indus Neva', has started a business co-operation with D&K Schmadel, of Germany.

The Indus Neva offers users of FIBCs safe transport, the possibility for stacked storage, easy handling and discharge through the opening with a slide in the centre of the bottom part of the system with a dosage capability.

Under the co-operation with D&K Schmadel an extra step in the material handling process can be provided. The discharge station and the conveying solutions of D&K Schmadel provide and secure continuous, clean and dust-free transport of raw materials from the FIBC (in the Indus Neva) to the processing machines. The conveying process can be adapted to the requirements of the users and the kind of material.



New name for Lohia

Lohia Starlinger Limited has changed its name to Lohia Corp Limited following the exit of Starlinger & Co. GmbH as a shareholder in the company. The company launched its new logo at K 2013 in Düsseldorf, Germany.

Lohia Corp showcased its capabilities and expertise in providing solutions for production of flexible plastic woven fabric packaging for a wide range of applications like bags, sacks, and tarpaulin, FIBCs, carpet backing and leno bags. The Lohia stand received over 350 active enquiries from almost 75 countries.

www.lohiagroup.com



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Discharger dust hood

A new dust hood for Flexicon bulk bag dischargers contains spillage and dust that can escape through seams in the bag and folds in the spout.

The six-sided enclosure seats against the rim of a hopper or flange of downstream equipment, and is equipped with an exhaust port for dust collection and a hinged door with inspection window.

The top of the enclosure contains a circular opening that allows passage of the bag spout to the equipment connection point. The flat bottom of the enclosure supports a Tele-Tube telescoping tube that pneumatically raises a spout-lock clamp ring which connects the clean side of the spout to the clean side of the equipment.

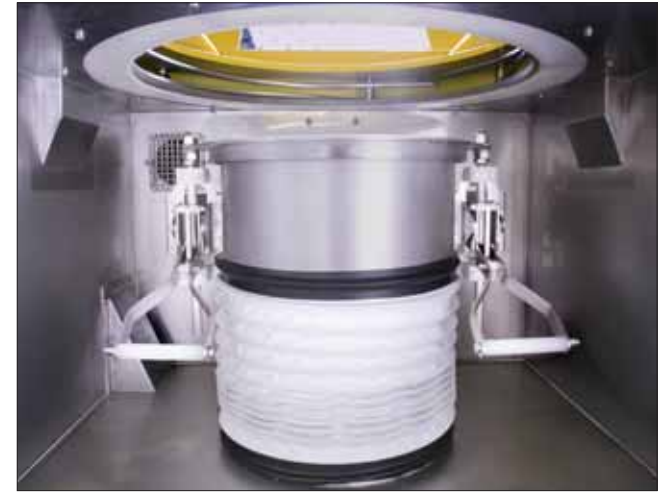
Allowing the telescoping tube to descend under its own weight maintains constant downward tension on the spout as the bag empties and elongates, as Flow-Flexer bag activators raise and lower opposite bottom edges of the bag at timed intervals to loosen compacted materials, promoting material flow and complete discharge from the bag.

The enclosure contains incidental leakage of fine powders from seams in the bag, as well as material released from bag spout folds during connection and disconnection activities. Associated dust is vented through the sidewall-mounted port to an optional Bag-Vac dust collector or plant bag house, preventing contamination of the environment.

For applications requiring retying of partially empty bags, an optional Power-Cincher pneumatically actuated flow control valve cinches the spout concentrically on a horizontal axis for easy tie offs, and vertically in a tight zigzag pattern to prevent leakage of powders.

Constructed of stainless steel finished to food, pharmaceutical and industrial standards, the Dust Hood is offered on all Flexicon dischargers including models requiring forklift loading of bulk bags, models that load bags using an electric hoist and trolley, half-frame dischargers that require a forklift or plant hoist, and split-frame dischargers for forklift loading of bags in low headroom areas. All can be integrated with the company's mechanical, pneumatic and tubular cable/disc conveyor systems, and are available with controls for automated weigh batching directly from bulk bags.

Flexicon also manufactures bulk bag conditioners, bulk bag fillers, bag dump stations, drum/box/container tippers, weigh batching/blending systems and plant-wide bulk handling systems with automated controls. www.flexicon.co.uk



Flexicon's new Dust Hood contains material dislodged from folds in the bag spout during connection and disconnection, as well as incidental leakage of fine powders through seams in the bag, while associated dust is vented to an optional dust collector or plant bag house

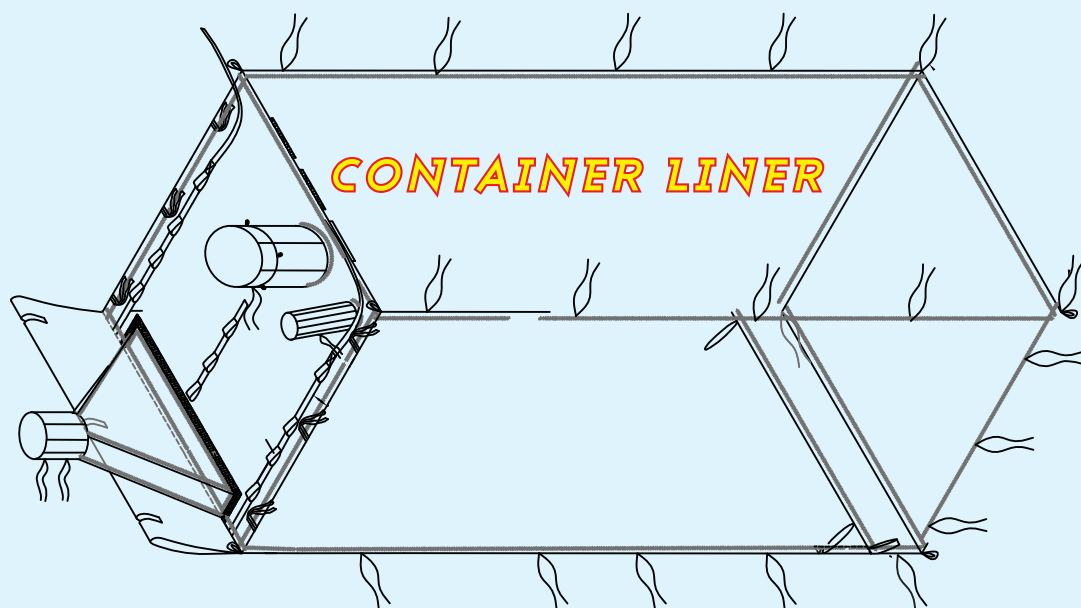
Full order books for Starlinger at K 2013

Starlinger says it concluded important sales projects during the 'K' trade show in Düsseldorf, Germany, and the Starlinger Open House, which was held around the same time in Weissenbach, Austria.

"The visitor quality during this year's K exhibition was extraordinarily high," said Starlinger sales director Herman Adrigan. "Most of the people who came to see us were experts from the respective industries – woven packaging production and plastics recycling – and knew what they wanted. And as always, also many long-time customers used the opportunity to come by and discuss current or future machinery investments." With the multinational Starlinger sales staff and many of the Starlinger agents present at the booths in Hall 9 and Hall 16, plastic bag manufacturers and plastics recyclers from all over the world met with competent partners to find the best solutions for their needs and requirements.

All four Starlinger business units – textile packaging, consumer bags, recycling technology and viscotec – closed important sales contracts during the eight exhibition days. Together with the Starlinger Open House at the company premises in Lower Austria, the total sales generated during the exhibition period reached close to €30 million.

www.starlinger.com



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Testing steers customers in right direction

Few people buy a new car without a test drive, or a house without at least one visit and evaluation. So why would a manufacturer make a significant investment in new capital machinery without having the chance to test it?

Spiroflow says it is one of the few suppliers of conveying and weighing equipment to offer a full state of the art testing process prior to purchase. The company believes that customers should have complete confidence in the efficiency of their new systems, regardless of the level of investment.

The manufacturer of conveying and weighing systems actively encourages customers, old and new, to use the fully equipped test centre at its Lancashire, UK, site before purchasing any of its flexible screw conveyors, aero mechanical conveyors, tubular cable and chain drag conveyors, vacuum conveyors, bulk bag dischargers, bulk bag fillers or ingredients handling and weighing systems.

Whether the equipment is required for conveying food ingredients, such as flour, cereals and coffee granules, or accurately

controlling the flow of materials for the chemical and water treatment sectors, high quality testing facilities like those at Spiroflow can reassure customers that the systems they are planning to invest in will provide optimum performance and offer value for money.

Spiroflow says that carrying out thorough throughput and degradation trials using its conveying, bulk bag filling and discharging technology - replicating the client's working conditions including temperature and humidity - can iron out any flaws and ensure each system will meet requirements. Spiroflow works closely with the customer on the testing, sharing the results for analysis and, if necessary, conducting follow-up tests.

After sales manager Jeanette Carter explained: "We offer a comprehensive testing and installation facility because we want to make sure the client is buying the right equipment for the product. Once we have a guideline from the customer, a dedicated test engineer will set up the trial in accordance with those requirements.

He will also make additional recommendations if he believes it will improve the process.

"For example, if we set up a system with a spiral conveyor and the product is smearing or sticking to the tube wall, we can change the profile of the spiral to achieve the result the customer is looking for and the throughput requirement that they are aiming for as well. We can monitor changes to bulk density during conveying or assess the effect of conveying at very steep angles. Obviously we are also careful to ensure safe working practice and satisfy COSHH and ATEX regulations."

The company's technical and engineering expertise has led to it developing an international reputation for an unrivalled range of products with state-of-the-art control systems. Underpinning this high quality equipment is Spiroflow's willingness to invest in a modern testing facility as part of its first-class customer support.

www.spiroflow.com



Spiroflow says that carrying out thorough throughput and degradation trials can iron out any flaws and ensure each system will meet requirements

Stronger position for LC Packaging



Now 90 years old LC Packaging has strengthened its position in the FIBC market. Last month LC Packaging's Belgium Branch moved into new premises (pictured). Office and warehouse space measures 5,000 sqm and the warehouse facilitates 6,000 pallets spaces through a racking system combined with latest warehouse management software.

Belgium is an important hub in Europe for both LC Packaging's cardboard and FIBC division, but also the customer base in northern France and south-west Germany will directly benefit from this new distribution and service centre. After completion of new offices and warehouses for LC Packaging Hungary in 2009 (the logistic hub for central Europe and the Balkans) and LC Packaging France 2011, the Belgian offices and warehouses are considered as a new milestone.

In 2014 the Dutch headquarters near Rotterdam will be extended and renovated. Office space will double to house all employees. In recent years activities like IT, quality assurance, finance, and international customer support have been centralised in The Netherlands.

FIBC sales account for more than 40 percent of group turnover. Despite the economic downturn the company has heavily invested in human resources, service centres and integration of all branches (15 to date) to a single ERP system, including the latest CRM software. This software integration includes online ordering and stock checking portals. A brand new designed website will be launched in January 2014. The website will be informative in a practical way, serving the needs of actual FIBC users as well as future clients.

LC Packaging puts a strong focus on CSR initiatives. Marcel Schouten, director FIBC, commented: "Our word is our bond. Since 1923 we have striven for long term and sustainable relationships with our employees, production partners and customers. Producing products in the so called 'Low cost countries' does give responsibilities and obligations. Through the SA 8000 certificate (the leading standard for corporate social responsibility and accountability) LC Packaging's customers are guaranteed that health & safety, good working conditions and fair remuneration are 100 percent maintained and controlled".

LC Packaging offers customers reconditioned FIBCs. Reconditioning of FIBCs is a sustainable and cost effective way to give a second life to a used FIBC. The strict procedures that the company adheres to while providing this service offer customers the advantage of safe reuse of their FIBCs, lower packaging cost and a sustainable manner of working.

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Delivering Advantages

Hoyer agitates foodstuffs

For transporting smaller volumes, Hoyer showcased a heatable, stainless steel IBC especially suitable for temperature-controlled foodstuffs like chocolate, edible oil or glucose at Europe's largest fair for foodstuffs and food ingredients held recently in Frankfurt.

The IBC can be outfitted with an agitator (pictured) to prevent the products' sedimentation during transport and ensure even temperatures. A novel transport box was developed in order to guarantee the agitator's safe and sanitary storage. The box comprises a sturdy high-grade steel body and a glass plunger in which the hanging agitator is stored. "When developing this solution, hygienic and practical handling requirements of foodstuffs were of paramount importance for us," said Alessandro Sellaro, European sales manager IBC logistics. "As a result, cleaning the box according to the HACCP standard is simple and effective. After remaining in the transport box, the agitator can even be used for kosher or halal foodstuffs without any delay."

By developing the box, Hoyer says it is continuing to offer the highest level of safety and



sanitation when transporting IBC agitators. And, as a result, the logistics company is adhering to the strictest hygiene standards for foodstuffs.

Missouri break for IBCs

IBC North America and Clean Tide Container are opening a new facility in Chillicothe, Missouri to manufacture and refurbish IBCs, investing more than US\$5.1 million and creating 87 new local jobs.

The 50,000 sq ft facility will be the third operation centre for IBC North America and the fifth for Clean Tide Container. The Midwest plant is needed to keep up with increased demand, particularly from the agricultural sector. The location will also allow the companies to provide more efficient service to customers in the Midwest, including St Joseph where both IBC North America and Clean Tide Container have a strong client base.

"Missouri's skilled workers and stable, business-friendly climate played a key role in our decision to invest here and we are very excited about the opportunities this expansion will present for our company and this region," said Dick Harding, president and CEO of IBC North America. "As we continue to expand, we look forward to strengthening relationships with our existing Missouri clients as well as developing new partnerships across the state."

Missouri governor Jay Nixon commented: "By holding down taxes, protecting our Triple-A credit rating and investing in our workforce, we've made Missouri one of the best states in the nation for businesses to locate and expand. Today, our proven, pro-growth policies continue to pay off for Missouri families. The decision by IBC North America and Clean Tide Container to invest and create jobs in Chillicothe is great news for this region and another example of the continued economic growth we're seeing in every corner of our state."

IBC North America, based in Clarkston, Michigan, manufactures IBCs and has a global free pick-up service for empty containers. The company was founded in 1997 and has experienced rapid growth since then, requiring a new facility to be opened in Lawrenceville, Georgia.

Clean Tide Container was founded in 2004 as a reconditioning operation headquartered in Robertsdale, Alabama. The company claims to be one of the fastest growing IBC reconditioning, collection and recycling companies in the USA, with facilities in Stanton, Ky., Perris, Calif., and Clarkston, Mich.

To assist IBC North America and Clean Tide Containers in moving forward with their growth plans, the companies could be eligible for a 'strategic economic incentive package' from the state of Missouri if they meet the strict job creation and investment criteria of each programme.

Schütz prepares ground near Lyon

Contracts for a second factory in France have been signed by Schütz. A new factory is being built this year on a 15,000 sqm site and equipped with the latest technology and an efficient infrastructure.

In Saint-Étienne the alteration work will soon start for the new factory. The capital of the Loire département lies 60km to the south-west of Lyon, at the foot of Mont Pilat on the eastern border of the Massif Central. After completion, which is scheduled for the beginning of 2014, Schütz will be supplying IBCs to the south of France from the new factory. The portfolio will then also include the new Ecobulks manufacturer in a triple-layer extrusion process and later the reconditioning of used containers.

The decision to expand production capacity in France was taken in light of the steady increase in the volumes produced in the existing factory in Marcoussis in northern France. As the market is expected to continue growing, the new factory sees the company strengthening its position in time to meet rising demand. "Since the positive market trend can be expected to continue, we are making sure to boost our presence and our capacities in good time," said Andrea Adolf, general manager Schütz France.

With this second factory, the packaging specialist is also moving closer to customers in the Rhône-Alpes area – the region with the second-largest economy in France – and Switzerland. This will enable Schütz to increase service flexibility and boost supply security. As well as its geographic location – situated centrally in Saint-Étienne and with a direct connection to the A72 motorway – the site also offers several other advantages: shorter transport distances mean that both logistics and the company's carbon footprint will be improved, both of which benefit the environment. Additionally, maximum hygiene standards can be guaranteed by loading the

containers inside the hall. Schütz is also helping the region to flourish by creating many new jobs.

As part of the launch of the new Foodcert IBCs the new factory will also be prepared for certification according to the industry standard FSSC 22000 (Food Safety System Certification). The requirements, for instance with regard to risk minimisation, will all be included in the conversion plans for the building.

Schütz has also installed an extrusion blow-moulding system at its factory in Nilai, near Kuala Lumpur, Malaysia. Thanks to the new system, the Nilai plant now also produces the 160-litre and 220-litre F1 plastics tight-head drums. Due to its high cold-impact and stacking-pressure resistance, as well as its optimised resistance to stress cracking and chemicals, the drum is claimed to be ideal for the safe and economical transport of hazardous goods.



Andrea Adolf, general manager Schütz France

Hoover acquires Tote

Hoover Container Solutions has acquired the assets of Tote Systems, LLC, Liquid Division, a provider of stainless steel IBCs in the United States.

Headquartered in Fairhope, Alabama with offices in Nashville, TN, and Burleson, TX., Tote Systems, Liquid Division's assets include a fleet of 350 and 550 gallon stainless steel IBCs.

Tote Systems, Liquid Division's customers will now have access to Hoover's full range of products including standard and customised IBCs, containment basins, stands, transport frames and bottle racks, offshore chemical tanks and ISO tanks, standard and specialized baskets, cutting boxes and waste skips, dry goods containers, slings, trash compactors, food disposal units and various other related products and services including tank cleaning, technology and transportation.

Hoover CEO Donald Young said: "We are excited to acquire the impressive fleet that (Tote Systems) has built over the past four years. This acquisition continues Hoover's strategy to expand its rental fleet and offer additional high quality products and excellent service to its customers."

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Will the CTU Code of Practice improve cargo securing?

One big question after all the work put into developing the new IMO/ILO/UNECE Cargo Transport Unit (CTU) Code of Practice is will it improve the way in which freight containers are packed and secured?

Certainly there is a need for improvement as can be seen in the figures presented by the TT Club during the October ICHCA CTU Code seminar in London in October. One third of all freight containers carrying dangerous goods are reckoned to be improperly secured and 30 percent of incidents reported can be traced back to poor container packing. As the Code is not yet legislation, the answer to the question depends on how all stakeholders in the logistics chain take their responsibility and the need for improvement.

According to David Parrin, senior advisor of Cordstrap, a global leading manufacturer and supplier of container cargo securing systems, the new CTU Code represents "a great move forward". "We see ourselves, on a regular basis, photos coming in of cargoes damaged due to insufficient or



According to the TT Club one third of all containers carrying dangerous goods are reckoned to be improperly secured

incorrect packing and securing. The CTU Code now gives the extra backing; we as advisors to the industry need to convince manufacturers, shippers and forwarders that, in many cases, things can and need to be done better," he said. "The code sets out clearly what their responsibility is and the measures they need to take to make sure cargoes arrive safely."

A second major question is how to make sure the new CTU Code reaches the right people, ie, those at the sharp end of the chain, actually carrying out the container packing. David Parrin is clear on this. "We as advisors to the industry have a major role to play in making customers aware of the Code and how to use it. This we do face-to-face with our customers at their own loading dock or together with them in our training centre in Oostrum, The Netherlands. In a couple of days we can take them through the new Code and provide them with the practical insights and develop the skills needed to tackle the job."

Does the new Code provide all the answers the industry needs to ensure proper cargo securing? Parrin adds: "It goes a long, long way which is a tremendous improvement on the old CTU Guidelines. However, rules and regulations differ from one part of the world or cargo type to the other. Also, specific transport modes like rail transport in the USA do require specific solutions. With our worldwide based organisation we can tap into local requirements and provide expert advice and the optimal solution. These solutions are tested and certified meeting the new CTU Code requirements and match national standards such as the EN 12195:1-2010 recommended for dangerous goods transport. Our new FloorLash System has been developed especially for this purpose and with a minimum of effort we can ensure that hazardous cargoes in IBCs, drums and big-bags remain where they belong; in the container, in the same place they started from and undamaged on arrival."

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It takes a team to be clean

Rotterdam's NTC Tankcleaning uses systems from Gröninger that feature Wilden air-operated double-diaphragm (AODD) pumps

In May 2013, a steady stream of tank trucks began to line up outside pristine bay doors, signifying one of the available entry points to the 14 positions inside NTC Tankcleaning Services newly-constructed facility in Rotterdam, The Netherlands.

Stretching over a distance of 40 km and an entry point for mass volumes of European commerce, the importance of Port of Rotterdam and the consistent movement of materials through the five distinct port areas and three distribution parks cannot be overstated. Facilitating the needs of a hinterland with 40 million consumers, Rotterdam is the perfect place to host an operation with the scale of the NTC tank cleaning facility.

For almost 25 years, NTC has been providing complete cleaning service to both operators and leasing companies at sites in Rotterdam and Moerdijk. Since 2010, a new depot in the Botlek has been operating with an area of 50,000 sqm.

The new Rotterdam facility, one of the larger stations in Europe, offers 14 cleaning positions, and is key to maintaining future growth in the market for the transport of liquid substances where tank containers are increasingly used.

"(The NTC facility) has worldwide coverage coming in for cleaning, but the majority is European-based tank container operators and leasing companies. Eighty percent of our cleaning has a European base and 20 percent has an international base," said Michel Bosch, director of cleaning for NTC Tankcleaning Services. "On a daily basis we have a full capacity of 350 tank cleanings, but to keep it operational at a certain level we are targeting 200-250 cleanings a day."

The growing need for transporting liquids in tanks has also given rise to a need for increased regulation and stringent legislation governing sanitary conditions and ensuring compliance among transporters.

From corrosive chemicals or lubricants to foods such as yoghurt, milk or orange juice, tanks coming into the NTC facility can carry a diverse range of materials. NTC's responsibility is to make certain the tanker's interior and exterior surfaces are cleaned, disinfected and sterilised appropriately in preparation for the next load in order to avoid any possible contamination from the previous content.

In addition to providing thorough cleaning



A combination of the proper chemicals delivered by high-pressure dosing machinery and sprayers, highly trained and capable site personnel, and the AODD pumps

services, time is an essential part of measuring the effectiveness of any cleaning operation. "Quality is very important, but it is something that is at the core of every business," said Bosch. "The lead time needs to be as low as possible for the drop-offs and the cleaning time as a whole needs to be as short as possible."

According to Bosch, making the most of the time available to handle a tank boils down to the equipment. "We need to have perfect quality products that are well-maintained and properly operated. That's why we use Gröninger, which is renowned for its quality cleaning systems," he said.

To Bosch, facilities like NTC do not build themselves. The tank cleaning operation in Rotterdam, with its high-tech equipment and specialised features, is made possible by Gröninger Cleaning Systems BV, of Schiedam, The Netherlands, a specialist in high-pressure cleaning systems and equipment. Gröninger's experience brings together specialised equipment with distributors and equipment suppliers.

"In Europe, there are about 700 tank cleaning stations — about 200 of which we have built — that do approximately four million cleanings each year," said Henk Klein, director of Gröninger Cleaning Systems. "Our systems do about 25

percent, which is one million cleanings per year, meaning that per working day there are about 4-5,000 cleanings performed by Gröninger systems."

At its core, the cleaning system is complex. When you look at the service volumes at a facility like NTC, those numbers can only be obtained by using the most reliable equipment.

The NTC facility is filled with high-pressure machines, high-pressure guns, rotor jets and spinners that clean the tanks from the inside. According to Klein, the detergent and chemical dosing is highly controlled and the tank is cleaned according to a specific recipe, based on what



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material was previously carried inside the tank.

"We also do everything that has to do with wastewater treatment, the heating, the steam boiling and the purification systems," said Klein. "We choose to work only with eight suppliers, a standard set of high-end suppliers."

In addition to the obvious electronic equipment required to orchestrate the cleaning process, the use of high-pressure pumps is an essential part of Gröninger's formula. For a solution, Gröninger has consistently relied on air-operated double-diaphragm (AODD) pump technology from Wilden, of Grand Terrace, CA, USA, part of the Dover Corporation's Pump Solutions Group (PSG).

"For the pumps we use for dosing and wastewater treatment systems, we have been working with Wilden for 25 years," added Klein. "The relationship has developed and has worked quite well. Especially when you look at dosing equipment, which is a major component in tank cleaning."

Together with Wilden, Klein said Gröninger developed a dosing system that ensures a good cleaning result that meets the customers' expectations. The use of dosing pumps makes reliability and required maintenance intervals a necessary consideration for choosing equipment.

"The pump is the heart of the system. The pumps are very, very important; without pumps there is no cleaning possible," said Bosch. "The reliability of the pumps is paramount. They must be very reliable and the Wilden pumps are extremely reliable. They have proven themselves for years."

Bosch stressed this reliability, but he also mentioned the need for safety, a key consideration when many of the materials that are being removed from a tank or are used in cleaning it can be dangerous, flammable, corrosive and/or toxic. Cleaning these substances and properly removing the wastewater and

disposing of it are a matter of safety and of stringent regulation.

"The chemicals used in tank cleaning are very industrial products and may damage inferior pumps. It's important that the material in the pumps is of top quality," said Klein. "For some purposes, very aggressive chemicals are used and it's important that, together with a supplier like Wilden, we select the right material that is resistant to the aggressive materials used at a tank-cleaning site."

In addition to their compatibility with a wide array of corrosive or aggressive materials, Wilden AODD pumps, which are available in either metal or plastic Original clamped and Advanced bolted styles, feature a positive displacement operating principle that guarantees the product flow rate will remain volumetrically consistent, which is a critical concern when dosing tank-cleaning chemicals. A variety of elastomer options, including PTFE, are also available to meet any abrasion, chemical compatibility and temperature concerns.

Additionally, Wilden's Original and Advanced Series AODD Pumps are now available with the Pro-Flo SHIFT Air Distribution System (ADS). This incorporates an air control spool that helps reduce the pump's air consumption by up to 60 percent with no corresponding reduction in flow or production rate.

To ensure consistency and access to Wilden pumps, Holland Air Pumps has been Gröninger's pump supplier of choice for 20 years. Holland works with Gröninger to create solutions using the Wilden pumps. Attaining the proper dose of chemicals in exactly the right percentage, before the pumps are brought to pressure, is very important because chemical usage is one of the major cost components for tank cleaning and the overall quality of the outcome.

"Imagine that you load one product and then need to load the next product, it needs to be

clean, if you deliver foodstuffs — yoghurt one time, next time orange juice, you don't want contamination," said Gerrit Klaassen, commercial director for Holland Air Pumps.

The NTC facility uses 40-50 Wilden AODD pumps, which have a very broad resistance to whatever might be inside a tanker. According to Klaassen, a Wilden pump can handle a broad range of products.

"You can pump everything with them — thin to thick, acid to caustic, and never worry about the pump," said Klaassen. "That's very important because they never know what's inside a tanker."

Indeed, client uptime is a key component for success. If the tank cleaning site's pumps stop working, the whole process can be shut down,

which is a worst-case scenario for a transport business that constantly has its margins under pressure. Downtime for a pump equals loss of revenue.

"Over the years, we have tried all sorts of pumps for dosing, but we have found in the past 20 years that Wilden really uses the highest quality of materials in their pumps and they have been proven to last in all situations, and we really trust them in our tank-cleaning systems," said Klein.

This article was written by Bernd Reitemeyer, regional manager – Western Europe for Wilden and Pump Solutions Group www.wildenpump.com



Michel Bosch, left, of NTC Tankcleaning, Gerrit Klaassen, centre, of Holland Air Pumps, and Henk Klein of Gröninger Cleaning Systems put their heads together to come up with the best solution for NTC's new tank-truck cleaning facility at Port of Rotterdam. Key to the system's cleaning capabilities are a series of Wilden air-operated double-diaphragm (AODD) pumps

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Chemical usage is one of the main cost considerations in tank cleaning and Wilden AODD pumps offer leak-free operation and accurate dosing that helps optimise that chemical usage

ITCO depot code of practice drafted

Over 90 participants attended an ITCO Meeting on Tank Container Depot Efficiency and Guiding Principles on Depot/Client Management, held in Rotterdam in September.

The first draft of a Code of Practice: Guiding Principles of Tank Container Depot/Client Management has been written (available to members on the ITCO website). This was discussed at the Rotterdam conference, with a number of proposed changes and recommendations recorded, and again at the ITCO General Meeting in Houston in November. Overall, the draft was well received without major changes being requested.

The proposed Code of Practice is being driven by an initiative at the ITCO General Meeting in November 2012 where a multi-discipline workgroup determined the need for such a Code and prepared the summary from which the document has developed.

ITCO outlines a number of objectives that the Code will address. First, it should assist stakeholders from each of the relevant sectors to seek the most efficient depot operational procedures. It should also ensure all parties are aware of each other's constraints and organise procedures to alleviate inefficiencies with partner companies.

In addition, it would provide a benchmark and a structure to facilitate individual discussions, and improve efficiency by providing a platform to structure initiatives.

Finally, the aim is also to highlight issues that may not be apparent from a remote office location, and also to provide a training reference for new recruits

The Code should be finalised in the first quarter of 2014.



The proposed code looks to ensure all parties are aware of each other's constraints and organise procedures to alleviate inefficiencies

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MTR opts for Depot Software

Moerdijk Tankcontainer Repair (MTR), The Netherlands, has chosen Lucrasoft's Depot Software to control its depot and other activities. MTR started when Frans de Wit Holding BV took over all of Transmo's tank container depot, repair and testing activities. The personnel as well as the activities have been incorporated into MTR.

Offering customers an even wider range of services in a 'one-stop-shop', MTR needed a reliable solution to keep track of every process and manage all activities properly.

Lars de Wit, of MTR, said: "In our opinion Depot Software by Lucrasoft is the ideal software to keep all of our activities in sync."

Based near Port of Rotterdam Lucrasoft has over 13 years of depot experience. The software is built in close collaboration with partners and people who work in the industry, the company says.

The Windows-based comprises a core application that provides the everyday features needed to run the depot yard. When more functionality is required, the system can be easily expanded with a variety of additional modules.

This Depot Core features user and security roles, print and email infrastructure, export to Excel, audit trails, archiving, inter-department memo system, custom fields for all tables, and fall-back printers for business-critical processes.

Additional modules include customer management, Handling and storage equipment registration, order registration, visual container lifecycle workflow, handling in/out, print interchanges, storage calculation, customer price agreements, container history logs, pre-announcements, off-hire macros, terrain maps, storage conditions, chemical products database with comprehensive trade names management system and product validation system.

Using a process wizard, services like handling, storage, cleaning, repair, etc, can be selected for all possible scenarios. Sub-orders are automatically generated and can be adjusted afterwards. Departments view the sub-orders using easy-to-use data grids and plan boards. Finished sub-orders can be invoiced separately.

Brake test

A cotac depot in Germany is trialling a new brake tester for trucks with rollerset lifting equipment providing "state of the art testing efficiency".

The brake tester features the latest PC technology with rapid detection of all measured data and is suitable for 'one-man-operation'.

The rollerset lifting equipment is required to test multi-axle-vehicles, as well as for weight simulation of light vehicles. The wheels of 3-axle-vehicles and trailers without heavy weights generally tend to block during brake tests. Therefore no realistic braking figures can be measured. The input pressure within the brake cylinders is also not significant. Generally, total deceleration tends to be measured below the limits. However, complex loading or connecting of trailers takes time.

By raising the axis to be tested, cotac says the contact pressure on the new tester is increased on the brake, the slip switch-off of the brake test is delayed and the brake test is more accurate.



Sadara is the largest, single phase petrochemical project in the world and will require several thousand tank containers following the start-up of its 26 production units from the end of 2015

Middle East offers huge opportunities for tank containers

Countries of the Gulf Co-operation Council (GCC) offer some of the most exciting opportunities for tank container owners, operators and related service providers. In his latest Middle East Tank Container Market Review, Leslie McCune, Managing Director, Chemical Management Resources Limited, explores what he sees as "The largest tank container opportunity in the world"

Sadara is a US\$19.4 billion joint venture between Dow Chemical and Saudi Aramco in Al Jubail, Saudi Arabia. Sadara - colloquial Arabic for 'leading' or 'pioneering' - is the largest, single phase petrochemical project in the world and will require several thousand tank containers following the start-up of its 26 production units from the end of 2015.

The 3.2 million tonnes a year complex is forecast to be extremely profitable, despite the majority of its feedstock being based on Aramco's naphtha from the adjacent refineries of SATORP and SASREF in Al Jubail, and from Aramco's Ras Tanura refinery.

Low cost ethane feedstock – still the world's lowest priced gas at \$0.75/million British Thermal Units (mmBtu) – will also be used and be fed from Aramco's Master Gas System. This will include gas from the Ju-aymah, Berri, Khursaniyah and Wasit gas plants. The Saudi gas price compares favourably with an average shale-based Henry Hub gas price in North America of \$2.75/mmBtu in 2012 and \$3.77/mmBtu year-to-date 2013. The impact of shale-based gas as a feedstock for ethylene-based petrochemicals has been dramatic in North America, where the average price has more than halved since 2008, when it was priced at \$8.70/mmBtu. Even within the GCC1, Saudi's gas price is exceptional. Industries Qatar average price for gas feedstock was \$3.29/mmBtu in the first nine months of 2013.

Sadara's sales will be \$8 billion within four years of start-up while EBITDA over the project's first 10 years of operation will be exceptionally high at 35 percent. When financing large petrochemical projects such as Sadara, debt is cheaper than equity – the interest paid on debt financing is tax deductible which, despite reducing net profit, boosts the cash flow available to pay debt holders and reward shareholders. Sadara will be paying 3.5-4 percent interest on its \$12.5 billion of debt with the remainder being financed through equity. Dow and Aramco will each have 35 percent in the project, with the remainder put up for public subscription.

Dow is forecast to generate \$500 million of equity earnings a year from the Sadara project alone – this is equivalent to 93 percent of Dow's entire global equity earnings of \$536 million in 2012.

After start-up in 2015, 45 percent of Sadara's products will go to Asia; 25 percent to Middle East

markets and 30 percent to eastern and central Europe, Africa and India.

Saudi Aramco's successful relationship on this project with Dow – the world's fourth largest chemicals company with sales of \$57 billion in 2012 - contrasts with Aramco's frustrating experience at Petro Rabigh, a \$10 billion joint venture with Sumitomo Chemical – the world's fourteenth largest chemical company with 2012 sales of \$21 billion.

Petro Rabigh has had recurring reliability problems since starting up in 2009. Power outages on 29 December 2012 and, again, in September are said to have caused \$50 million of damage to the cracker's furnaces providing the facility's essential energy, water and steam.

A \$7 billion second phase is being added at Petro Rabigh. The 23 new process units will provide more opportunities than Phase I for tank container operators with several hundred thousand tonnes of liquid methyl 2-methylpropenoate, propanone and phenylic acid to be exported or delivered locally.

Kuwait offers medium-term growth

Ironically, Dow was the original partner-of-choice for Aramco for Petro Rabigh but withdrew to pursue the ill-fated K-Dow joint venture with PIC in Kuwait. The Dow/PIC K-Dow contract was signed on 28 November 2008 but cancelled by PIC 30 days later, eventually leading to a \$2.2 billion penalty payment from PIC to Dow. Dow still has six joint ventures in Kuwait including the so-called 'K companies', but most of Kuwait's petrochemical exports are ethane-based or aromatic-based commodity products, many of which are moved in chemical product tankers rather than tank containers.

Many of these relatively undifferentiated products face medium term over-supply in the key Asian countries. This would inevitably depress prices, reduce margins and make Kuwait's petrochemical sector less attractive as an investment destination.

However, this strategic vulnerability - and the need to move the economy towards a more diverse and robust industrial and service base - has been recognised and consideration is being given to the development of a less commoditised portfolio of liquid-based products.

In the long term, this would generate demand for tank containers. In the medium term, Kuwait's

huge port-under-construction on Bubiyan Island will be the platform for the reconstruction of Iraq and its potentially massive oil and petrochemical assets. In the short-term, tank container opportunities in Kuwait centre on the supply of oil-field chemicals, including thousands of tonnes of α -aminoethyl alcohol and 2,2'-iminobisethanol (used to sweeten Kuwait's high sulphur oil and gas).

Elsewhere, tank container demand has been boosted by the start-up in Saudi Arabia's Eastern Province of some major new petrochemical production units, though this has not been without its administrative problems. A Dammam-based haulier moving tank containers from Saudi Arabia's second largest tank container operator had all its loads turned back at the Saudi/UAE border crossing at Al Ghufeifat because the producer had not organised its export license in time.

In April, administrative delays resulted in a 20km queue of trucks, which had to wait for up to six days to pass through the border crossing – one reason why there are so many ship feeder services between Jebel Ali port in the UAE and King Abdulaziz Port in Dammam, Saudi Arabia.

Saudi inspection procedures are still slowing tank container movements. The new inspection regime was imposed after the discovery in Jeddah Islamic Port of a diesel fuel smuggling operation involving six million litres of diesel fuel/engine oil. Diesel fuel was being mixed with the used engine oil and exported to India and the Philippines. When shipped, the mixture was labelled as 'Used Engine Oil', despite it being 90 percent diesel. On arrival, the used engine oil was separated from the diesel fuel, which in India is sold at 10 times the price in Saudi Arabia.

Tank containers were not used to transport the oil/fuel mixture and therefore not implicated but, following the discovery, the Saudi authorities implemented new inspection procedures for all refined petroleum products in small lot sizes. These new procedures slowed the export licence approval process for refined petroleum products being shipped in tank containers, resulting in a tank surplus. Surplus tank containers were then positioned for use in the petrochemical sector, which has also suffered from the slow approval process - depots have been at full capacity. One GCC-based trader, which typically uses 400 tank containers a month, has recently been able to

move only 200 a month. The Saudi Ministry is sensitive to the restraint of trade that the inspections have caused and is assuring the market that the clamp down is only temporary.

Other projects

Other new, world scale petrochemical announcements focus on liquid specialty chemicals. Most petrochemical activity in the GCC is world-scale and the announcement of the world's largest carbonic anhydride purification and liquefaction plant in Saudi Arabia is the latest development. Raw carbonic anhydride from SABIC's ethylene glycol plants will be purified and used in SABIC's methanol and urea fertiliser plants. The plant will be capable of producing 200 tonnes a day of food-grade liquid carbonic anhydride which will be supplied by truck to the beverage and food industry.

Elsewhere, the new Sadara/Solvay joint venture is breaking ground on one of the largest liquid oxidanyl plants in the world (300,000 tonnes a year). This will provide the raw material for methyl oxirane, the precursor for polyether diols and 1,2-dihydroxypropane (both of which are moved in tank containers).

These, and other announcements, will boost the GCC's production capacity by 40 percent, from 131 million tonnes in 2012 to 183 million tonnes in 2017. The number of products produced will increase from 65 in 2012 to 170 in 2017. Many will be hazardous liquids that will be partially or completely dependent on tank containers for local or global delivery.

Leslie McCune, Managing Director, Chemical Management Resources Limited, is an independent petrochemical and petrochemical supply chain expert, focused on the GCC. He works with a range of well-known clients on a short-term, project-specific basis. Projects include advice on competitive positioning, market intelligence on GCC product flows/production/demand and partner identification

Tel +44 7783 042 664
lm@chemicalmanagement.co.uk
www.chemicalmanagement.co.uk

Peacock acquires GCS Singapore

Tank container leasing specialist Peacock Container has acquired 100 percent of the shares of the Singapore-based company GCS Global Container Solutions Pte Ltd.

GCS was founded in 2002 as a container repositioning and agency services company and subsequently engaged in the leasing and trading of tank containers. Currently, GCS owns a fleet of 135 tanks. It also acted as Peacock's agent for the Asia-Pacific region during the past 12 years.

The current staff of GCS will remain with the company. In the coming period Peacock will explore the possibility of strengthening the team in Singapore. The acquisition of GCS and its local expertise gives Peacock a solid base to build its presence and to provide additional services to its growing customer base in the Asian region.



The GCS acquisition gives Peacock a solid base to build its presence in Asia

Follow-on order for WEW

Expertise in manufacturing transport containers for highly dangerous chemicals has led to WEW GmbH being awarded a follow-on contract to supply a further 50 units for an undisclosed customer.

The purpose designed tanks will be used to transport aluminium alkyl (triethylaluminum) also known as TEAL, a colourless, highly volatile liquid which is highly pyrophoric, igniting immediately on exposure to air. This is consumed in the industrial production of polyethylene, one of the constituents of a wide variety of plastics.

The 1,880 litre capacity purpose designed carbon steel tanks are fitted with special hand lever security valve systems to ensure that the opportunity for the TEAL to come into contact with air is reduced to an absolute minimum.

"Our expertise in providing high quality, robust and secure logistics solutions played a major part in securing this order," said Dr Ulrich Bernhardt, CEO of WEW, adding "With a record of providing liquid transport solutions for over 70 years, our customers have come to expect that we will meet their needs, however complex."

The tanks are designed to be transported throughout the supply chain whether by road, rail or sea and are fitted with lashing facilities and forklift pockets. The 1,000kg units can operate to a maximum of 12.55 bar/182.0 psi and in a temperature range from -40degC to +93degC.

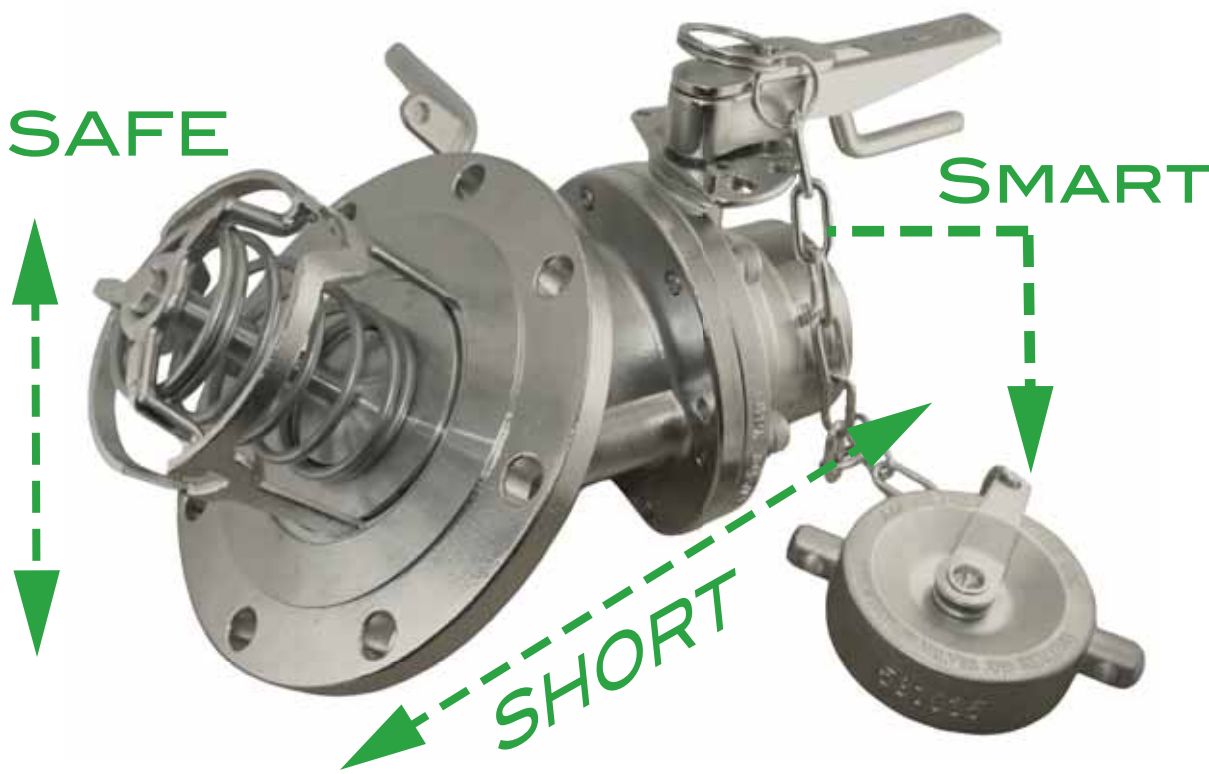
During the design phase the units were tested to a wide range of international standards including ASME VIII Div 1, U-Stamp, ADR, RID, IMDG T21, CFR 49 T21 and CCC and have received approvals from both Lloyds and the German customs.



WEW is to provide a further 50 units to transport TEAL, a colourless, highly volatile liquid that can ignite immediately on exposure to air



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Stolt Q3 results down

Stolt Tank Containers reported third-quarter operating revenue of US\$132.1 million, down from \$140.3 million in the second quarter. Shipments decreased by 3.1 percent to 29,047 from 29,967, as markets softened and competition strengthened in the wake of STC's seasonally strong second-quarter performance.

Utilisation was down to 72.9 percent from 75.4 percent in the second quarter. Revenue per shipment slipped lower in the third quarter due to a continued increase in the proportion of intra-regional versus deep-sea shipments.

The total number of tanks in STC's fleet decreased slightly to 31,224 from 31,428 because of a decline in the number of managed third-party tanks in the fleet.

STC reported a third-quarter operating profit of \$17.1 million, down from \$20.8 million in the second quarter.



Heidi Sommerville – Managing Director GEM Containers

drives GEM to succeed in a competitive market.

Are there not already sufficient tank container leasing companies?

Before establishing GEM, we carried out our own research on the growth opportunities for tank container usage based on a cross section of products, customer profiles and geographic regions. The major drivers of growth in the industry are global economic conditions, environmental considerations and commercial targets. This analysis endorsed our view that these factors interact to create a continuing demand for tank containers which looks set to remain strong for the foreseeable future, especially in the emerging markets. We believe that the tank container leasing market will maintain its material share of the overall business. Based on increased demand and our desire to provide a bespoke and personal service, we believe that there is definitely a place for GEM in the leasing sector.

It seems fair to argue that container leasing is in large part driven by cost of funds. How does GEM propose to compete here with established players?

GEM has worked hard to establish a range of funding sources which have defined financial and performance criteria over given periods. This diverse structure provides GEM with the necessary flexibility to offer a variety of lease transactions to grow the fleet.

Have you encountered any major barriers to entry?

As with many new ventures, one major barrier that we have experienced has been the impact of

timing. The initial cycle of sourcing funding, placing equipment orders, securing lease transactions and establishing cash flow has been a challenge. Now, with lines of funding available, production underway and a healthy transaction deal flow we are looking forward positively.

What specific advantages do you believe GEM Containers brings to the market?

We operate in a very competitive environment where it is sometimes difficult to distinguish between product quality and pricing. For me it is all about offering flexible solutions, personal service and transparency and excellence in all that we do.

How do you intend to stay competitive in the market?

We believe in tailor-making solutions followed by a highly personalised service. Also, as a small company we are able to react quickly and adapt to changes in the market. I value our competitors in the market as they force us continually to challenge our practices and improve our services.

With your current business plan, where do you see GEM containers in, say, five years?

GEM's five year business plan is to grow the fleet to 2,500 units. Based on the funding opportunities that we have available and the current lease transaction deal flow we are confident that we will achieve this target. We look forward to becoming an important quality supplier in the tank container leasing market and will continue to work hard to secure our success.

www.gemcontainers.com

A quick word with...

Heidi Sommerville GEM Containers

Please tell us something about the journey of how GEM Containers came into being?

GEM's journey began as an idea shared between long-standing associates. We wanted to create a specialist tank container management company that would be recognised for its customised and personal service. Taking that idea and developing it into a distinctive leasing business has taken the dedication and commitment of an experienced team.

I have taken on the role of managing director with determination to achieve our vision. For me business is all about people and we are committed to building successful relationships with our customers and suppliers over the long term.

What prompted the entry of the company into the tank container leasing market?

I have been involved in the tank container leasing market for over 22 years. During this time I have seen the tank container leasing model change from a more unique product and service based structure, to one characterised by volume commoditisation. I believe strongly that there remains a need for individualised lease solutions backed by a high level of personal service. The desire to deliver quality in all that we do is what

From Chemical to Chemical

Italian company Chemical Express has changed its name to Chemical Express following an internal reorganisation.

After more than 34 years of history and experience in bulk liquid chemicals transport, Chemical Express decided to adopt a new structure aimed at making it more efficient and closer to customers' requirements. As a result the transport branch has been conferred to the new company and renamed.

Chemical Express says it can offer customers extensive know-how inherited from Chemical Express, and a specialist team able to offer tailor-made solutions based on high quality, cost awareness and safety.

The company is headquartered in Naples, with offices in Novara (near Milan) and Valencia (Spain).

The new structure is claimed to be leaner, with a modern and reliable transport fleet for a wide range of services - chemicals transport, tank container rent, supply chain, transport of temperature-controlled products, dangerous products, unloading with tip chassis for highly viscous products).

Intermodal (railway-road or short-sea- road) and road transport also allows the company to propose more appropriate solutions to suit each customer.

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Royal recognition for Fort Vale

HHRH the Duke of Kent visited Fort Vale to open a new £1.5 million research and development centre.

The Duke toured the company's headquarters at Simonstone, Lancashire, UK, and unveiled a plaque in the new facility, which reflects Fort Vale's on-going commitment to enterprise and training.

The Duke's visit followed Fort Vale's receipt of a fourth Queen's Award for Enterprise in International Trade earlier this year. Managing director Ian Wilson said: "We were honoured to welcome the Duke of Kent to continue what has been another exciting and excellent year for us all here at Fort Vale. The opening of the research and development centre underlines our commitment to investment in training and innovation, which, along with the people here, are cornerstones of our success."

"We pride ourselves on developing first-class engineers, who make a high quality product which has made us key exporters to new and existing markets and helped us become world leaders in our field."

Fort Vale Engineering now employs over 350 people at its Simonstone site and has boosted annual turnover to close to £45 million. The company, founded by Edward Fort OBE in 1967, exports 95 percent of its production worldwide and recently secured a number of new orders within the US rail network. It also has bases in the Netherlands, Singapore, China, Russia, and the USA.



HRH The Duke of Kent with directors and apprentices at the opening of Fort Vale's new R&D facility

Suttons reports successful year



John Sutton - this past year has been positive for the group, increasing turnover, margin and operating profit despite challenging conditions

Suttons Group reported a 4.1 percent increase in revenue to £154.7 million in its latest full year results.

Despite adverse economic conditions in Europe and the USA, the group continued to grow thanks to its range of services and the geographical diversity of its operations. The group's focus on efficiency and utilisation also led to operating profit growth of 7.1 percent to £8.4 million.

Suttons continued to invest heavily in its capital programme, spending £13.4 million on new assets during the year. Cash generation remained strong with net debt rising by only £0.8 million, despite the level of investment made.

The International division benefited from significant capital investment in new tank containers and performed strongly in Asia. It also continued to invest in its joint venture, Suttons Arabia, which won its first major contract during the year.

The UK division, incorporating road tankers, warehousing and drumming operations, also saw growth from new and existing customers. Despite difficult economic circumstances and upward cost pressures, it performed ahead of the prior year. The group also replaced a number of its vehicles and road tankers, representing a considerable investment in the future development of the Road Tankers division.

Suttons Group CEO John Suttons said: "This past year has been positive for the group. We have increased our turnover, margin and operating profit despite challenging conditions. We have also invested significantly in both our UK road tanker and international ISO tank fleets, ensuring our customers



Suttons' International division benefited from significant capital investment in new tank containers

continue to receive the highest standards of service in the industry.

"Highlights of the year include new business wins and contract extensions for our UK Tankers Division, significant progress in Asia and an important contract for our joint venture Suttons Arabia."

Suttons recently appointed a new regional director for its European business. David Kerr previously worked for Suttons from 1995-99, where he was operations director and then business development director. He re-joins the company from DB Schenker Rail (UK) Ltd, where he was commercial director for seven years. Prior to this, he spent five years with TDG Plc, as business development director in the European chemicals division.

In his new role Kerr will be managing a team of 85 employees in the UK and across mainland Europe. He will be based at Suttons head office in Widnes.



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VOTG revenues stable

In the first nine months, revenue in VTG's Tank Container Logistics Division (VOTG) remained stable, at €118.2 million (previous year: €117.7 million). However, due to the continuing competitive pressure and a recent weakening of the US dollar, EBITDA decreased by 11.1 percent to €7.8 million (previous year: €8.8 million).

From the second quarter of 2014, VOTG will be project partner in an industry network that will assume operational responsibility for the management and strategic optimisation of the supply chain of Bayer Material Science in the transport of isocyanates. The chemical product is used, among other things, in the production of foams. The contract will run initially for four years. The total volume of revenue within this collaborative network amounts to hundreds of millions of euros. VOTG will be responsible for the global tank container transport.

Bottom discharge assembly

Pelican Worldwide's Triple S product line has been expanded with the recent addition of a bottom discharge 'Flowmaster' valve. The valve was designed with the highest quality standards in mind. The triple S stands for 'short, safe, and smart' all of which are features of the Flowmaster valve, says Pelican.

The bottom discharge valve combination boasts a compact design with a high flow rate equalling short discharge times. The Triple S Line results in the smallest possible overall dimensions and is the shortest valve line in the industry.

The Triple S Flowmaster bottom discharge, butterfly valve and outlet flange combination is made for easy maintenance as the butterfly valve can be disconnected from the assembly as usual. This means that there is no need to demount the whole foot valve assembly for a small repair, such as replacing a spindle gasket in the butterfly valve.

The Triple S is claimed to increase safety by placing the shaft of the spindle on the release side of the flow. The high quality casting technology contributes to the smooth surfaces inside and out for flawless operation and easy cleaning.

A solution for sloshing?

On display at this year's Intermodal Europe exhibition was a proposed solution for the safer transport of liquids in flexitanks in ISO containers.

Eikboom, a company specialising in fibre reinforced plastics (FRP) based in Rostock, on Germany's Baltic coast, has been working in conjunction with various partners, notably the University of Rostock, to develop the Eikboom Vessel.

Essentially, the Vessel is a large FRP box with corrugated sides that holds the flexitank when fitted into a 20ft container.

The main advantage claimed by Eikboom is that the side walls of the vessel can withstand the dynamic forces caused by the sloshing and other movements of the liquid in the flexitank better than many container sidewalls. It is also claimed to eliminate damage and/or contamination caused by a leak as any product leaking from the flexitank is contained within the vessel. Eikboom says the integrity of the system has been backed up by a number of dynamic tests, such as full braking at 85 km/hr.

A further claimed advantage is in terms of optimised return logistics. Each vessel comprises an upper and lower shell, and when not in use these can be separated and one placed inside the other. In fact, up to six shells can be fitted into a container, so assuming no return cargoes are available a shipment of three container loads of product would require just one container to return the shells. It also negates the need to survey the container before use to establish whether it is suitable for carrying a flexitank.

Capacity of a flexitank inside the vessel is about 20,000 litres.

No published cost per unit is yet available as the system has only just become available for commercial application. However, it would seem to face the obstacle of being an additional cost for what are often relatively low value cargoes. In fact, the reason why shippers often turn to flexitanks in the first place is to reduce the costs of bulk shipping.

Eikboom responds that it does not expect the system to add significantly to the cost of flexitank handling. On the other hand demonstrating the increased safety from using the vessel could make cargo insurance cheaper. Indeed it could enable the shipper to get insurance in the first place if, as has been reported, some insurers refuse coverage for flexitanks in containers.



The Eikboom Vessel outside and in

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- The system inside heats the core of the flexitank while the heater pad heats the bottom resulting in a **fast discharge**
- Requires standart heater pad underneath to work along with the **integrated system inside**
- For mild climate destinations, possibility to use **without the standart heater pad underneath**
- No bulkheads required
- COA and AAR tests passed
- No sidewall pressure

Trans Ocean sees healthy growth



Trans Ocean says its bulk activities and business levels are progressing very well in the current economic climate, with a healthy increase in both volumes and container throughput year-on-year.

The company attributes this growth to continuing and significant investment in sales, operational and manufacturing resources around the world, and an improved, "full-service value proposition".

The use of flexitanks for bulk liquid transportation is rising across a number of market sectors and geographic regions. Growth in the market is also being underpinned by increased demand for flexitank logistics services in developing markets, such as Brazil, Russia, India and China. With a global network of offices (in 80 countries worldwide), supported by a network of hubs, depots, manufacturing plants, and field technicians, Trans Ocean says it is well-positioned to provide services to these developing markets.

In terms of market sectors, bulk beverage shipments (handled by sister company JF Hillebrand) are showing strong growth. Meanwhile, base oil and lubricant businesses are, among others, high performing sectors in the industrial market.

As part of the Hillebrand Group, Trans Ocean forms part of a global network, giving it worldwide coverage with local office expertise involved at every stage of the supply chain.

Trans Ocean operates three wholly-owned manufacturing plants, located in China, Malaysia and South Africa. Owning and operating its own manufacturing facilities gives the company complete control over equipment supply and quality, supported by an in-house team of technical experts and engineers.

With these manufacturing facilities supplying a global network of hub depots, Trans Ocean has more than enough capacity to meet rising global

demand for flexitanks, while also ensuring customers of equipment and service supply.

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

New initiatives

With the environment and recycling high on the agenda (indeed, it is becoming a prerequisite for doing business with many organisations), Trans Ocean is increasing resources dedicated to

flexitank recycling and bulkhead recovery.

It has a proactive and long-term plan to leverage recycling opportunities, assisting clients in design and implementation of local recycling solutions. In the past year the company has developed new recycling facilities in Europe and Asia, enhancing its full end-to-end solution – from manufacturing to disposal and recycling – for a range of bulk customers around the world.

In addition, as part of its waste management strategy "reduce, re-use, recycle, recover", it actively manages the collection of steel bulkheads, which are refurbished and reused throughout the network.

Trans Ocean says these initiatives demonstrate its commitment to reducing its environmental impact, a commitment that has also seen the company engage in the United Nations Global Compact initiative, which encourages businesses worldwide to adopt sustainable and socially responsible policies. Participation in the UN Global Compact has allowed it to adopt an established and globally recognised policy framework for the development, implementation, and disclosure of its environmental and social policies and practices.

Current challenges

One challenge has been the lack of a formally recognised standard of certification across the flexitank industry. With this in mind, Trans Ocean fully supports the impending launch of the PAS 1008, and is confident that it will raise standards in manufacturing and testing across the entire flexitank industry. Alongside the COA the company has for many years campaigned for, and championed, best practice in the flexitank sector.

"We truly believe that the development and implementation of a recognised and formal standard will benefit all stakeholders in the global bulk market (including shippers, receivers and shipping lines), ultimately creating an even safer and more professional industry," the company says.

Following the successful implementation of COA Recommended Code of Practice for Flexitanks in 2011/2012, Trans Ocean views the PAS as the next step towards a formal standard. Since achieving full compliance with the Code Of Practice, Trans Ocean has been involved throughout the democratic and multiple stakeholder process of moving towards the PAS: "We are hopeful that certification for flexitank manufacturers will begin early in 2014, allowing the industry collectively to elevate itself to an even higher level of professionalism in flexitank activities."



Innovations from Liquatrans

Liquatrans has had another busy year full of innovations. In addition to its products such as E-Flex Easy Flexitank, with no bulkheads and no sidewall pressure, T-Flex Trailer Flexitank for road transport and R-Flex Reefer Flexitank for reefer containers and trucks, the company added two new products to its E-Flex line.

H-Flex Heater Flexitank. The H-Flex is able to melt and discharge its cargo up to seven times faster than conventional flexitanks, the company maintains. H-Flex integrates a heating system inside the flexitank. The design is such that there are two bags on top of each other. The heating is made possible by inserting a sleeve in between and around the two bags. At time of discharge, steam is blown into the sleeve and thus the cargo in the flexitank is heated from the core of the H-Flex. Depending on the climate of the discharge location and the nature of the product, a standard heater pad underneath the H-Flex might be used. It makes a big

difference for consignees who sometimes wait up to a week for discharge, as they can now finalise the process within the same day. Liquatrans has seen great interest for this product from palm oil producers in Malaysia and glycerine producers from various parts of the world.

E-Flex 26,000 litres. The second product developed by Liquatrans this year is the higher capacity E-Flex 26,000 litres unit, which the company says is the highest capacity flexitank in the industry. It is designed for products which have a lower specific gravity than 1. Shippers with such products were not able to make the loadings up to the weight limit in many parts of the world as the highest available capacity for flexitanks was 24,000 litres. So with the new E-Flex 26,000 litres shippers will be able to load up to 2,000 more litres and still be within the weight restriction of 24 tons for most parts of the world. In effect such an increase in capacity saves over 8 percent in shipping costs. Edible oils, fatty acids and base oils are

just a few of the products that can take advantage of E-Flex 26,000 litres flexitank.

With its network of distributors in 39 countries of the world, Liquatrans boasts manufacturing products with "the lowest carbon footprint in the industry". The highest volume product of the company E-Flex Easy Flexitank does not need bulkheads. Bulkheads leave a lot of carbon footprint starting from production stage of the metal bars, wood or carton barriers and other accessories up to their transport to worldwide destinations. This does not exist for E-Flex, says Liquatrans, claiming a 40 percent lower carbon footprint compared with its counterparts.

Liquatrans is also among the companies to sponsor the development of the PAS 1008 for the manufacture and testing of flexitanks with the British Standards Institution. The company is looking forward to get its products certified according to the new PAS 1008 as soon as it is finalised.

A WOW of a year for JMP

In July JMP Holdings launched the Trust Flexitank to the Australian market with immediate uptake across several commodities.

Officially launched at the WineTech trade exhibition held in Sydney, the advantages of the new system were recognised by way of JMP winning the Wine Industry Suppliers Australia (WISA) WOW Award. This is awarded to the exhibitor offering the best new product/stand launch at the trade show. Only held every three years, JMP secured the award from among some 130 eligible exhibitors.

"We were delighted that the Trust Flexitank was recognised for the impact it can have on the Australian wine industry value chain. For a company not directly involved in the viticultural or winemaking side of the industry it really is an excellent endorsement of the potential of the product," said Jason Beattie, JMP General Manager (Cargo Care Division).

Moving on from the launch of the Trust Flexitank, JMP has been working hard to support customers in the important process of implementing the product. "It was a succinct and carefully planned launch to make sure we ticked the boxes necessary not only to provide an improved product to market but also to deliver it at a competitive level," added Beattie. "Once we could demonstrate the business case to our existing and new customer's uptake was rapid with a number of new clients being early adopters of the technology. Being highly customer focused we travelled extensively to be present at the majority of new loadings to gain first hand feedback from loaders and we were encouraged with their positive comments relating to the product."

JMP says there are three key advantages to the Trust Flexitank. First, rather than the traditional pillow shape design the unit is a tailored rectangular shape that fits perfectly in a 20ft GP (flexitank grade) container. This ensures that stress on the film is reduced and once filled there are no folds in the corners of the flexitank which can be an area of failure in pillow shape designs.

Second the manufacturing process is automated. Through automated manufacturing with machines that are constantly reviewing their performance a far greater level of consistency,

quality of welds and overall performance are achieved. For the wine sector, the third advantage is the EvOH single layer barrier film available for sensitive cargo.

Trust Flexitanks and JMP Holdings commissioned the Australian Wine Research Institute (AWRI) to test the oxygen transmission rate and also taint migration of a number of possible compounds with outstanding results. "It is the three key elements of this product that has peaked interest from the wine industry. We are the only provider able to offer a truly one layer barrier film to protect their products from not only stress cracking of film due to excess materials but also from oxygen transmission and possible taint migration," said Beattie.

In recent weeks director Raf Herman visited the JMP operation in Melbourne to discuss the ongoing interest in the product. "At Trust we choose our partners carefully and my recent visit to Australia reinforces our decision to appoint JMP as our distributor and operator in the Australia/New Zealand region. Given the success of the product in this region in such a short period, we are confident that 2014 will see our relationship grow even further," said Herman. "There has been little or no significant changes in flexitank design in the past 30 years. While others have focused on building their networks and forwarding aspirations the evolution of flexitank design has been largely neglected. As specialist packaging companies the Trust and JMP partnership has already begun educating flexitank users and they are seeing the financial and operational benefits of this. We look forward to ongoing greater success in the coming year."

Along with flexitanks, JMP offers a range of cargo care products such as Envirotuff Thermal Liners to protect temperature sensitive cargo from extreme temperature peaks and troughs along the supply chain. It also offers fast fill dunnage air bags, plastic slip sheets, a wide range of plastic and composite pallets, desiccants for moisture control and an extensive stable of dry bulk container liners.

www.jmpholdings.com.au
www.trustflexitanks.com



JMP Holdings launched the Trust Flexitank into the Australian market at the WineTech exhibition in Sydney winning the event's 'Wow' Award for best new innovation. Pictured from left: Marty Green (Cargo Care operations manager), Matthew Moate (regional sales manager), Jason Beattie (Cargo Care general manager)

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SiloadMaxx broadens focus to bulk containers

The SiloadMaxx system has successfully been used for transporting dry bulk products in ISO standard containers. Now the developers have come up with another solution for the intermodal transport of dusty materials deploying the estimated 100,000-plus bulk containers reckoned to be in use today.

“We stack bulk cargo in the reusable packaging of a standard sea-container,” commented Christian Hanses, director of sales at Westerdaltrucks. “Depending on the route, handling and packaging costs of €12-190 per ton can be saved.”

Bulk material is filled directly into a container instead of in sacks or FIBCs. The loading procedure of the mobile SiloadMaxx system is based on the method of pneumatic material transport. The core component of the system is an electro-mechanically extendable pipe system over which the material is transferred into an ISO standard container that was lined before with a material-appropriate liner.

Put under pressure of maximum 2 bar and a high through flow volume the material is transported pneumatically, gently and quickly. Either stationary compressors at the loading site or truck with integrated compressors provide the required compressed air. For this, a flow rate of about 800 standard cubic meters is needed.

The pneumatic loading forces the liner bag to coat the container wall like ‘paint’. The wrinkle-free installation of the liner bags ensures a safe operation and prevents the liner bag from tearing during the unloading procedure. The immediate extraction and filtering of the conveying air containing dust particles enables the loading of nearly all dusty kinds of material.

There are numerous variants concerning the feeding of the bulk material: the direct way is loading from a high tower silo into the SiloadMaxx. However, in practice, there is often the need to keep the space clear from trucks underneath a silo. With a normal forklift the mobile OnTop- SiloadMaxx can be installed under the silo in a matter of minutes only and allows the on-going container loading at the truck loading station.

Together with the customers the SiloadMaxx application engineers develop solutions for repeated loading operations positioned alongside the silo loading space.

‘Truckloading’ makes sense when the pre-carriage of the silo-truck has to be reorganised with a return freight and when an empty ISO container needs to be delivered.

Loading materials from debris or the loading of easy flowing material with a vacuum blower directly from the pile into a hopper with rotary valve is another method supported by the SiloadMaxx technology. All connections of the system are in accordance with DIN or ISO standard.

In order to unload the containers safely and to thus offer a closed process to the user, the CQF – Container Quick-Flow - has been developed. “We came to this decision, because now there’s no need to convert bulk containers,” said Hanses, “but to adapt the unloading techniques to the customer’s containers.”

Having completed a project in Turkey, the logistics company using the CQF sends the device to the next project. This is all the more important since even in large logistics companies there are different types of containers. “With the mobile solution of the CQF-TT, the technology is so flexible that a majority of these containers can be handled with the same unloading device,” Hanses maintained.

The unloading system is based on the principle of gravity. Depending on the kind of material, the container is tilted with a tipping chassis during the unloading procedure. The material then moves towards the exit of the unloading portal. From there, the bulk material is pneumatically conveyed via a rotary valve or pump directly into a tower silo or into production. Dust resulting from this operation is returned back into the liner bag in the container (at the connection of the rotary valve).

Besides the tipping, there are more aids for compacting materials, such as bulk shocker, fluidising, and screw conveyor in order to achieve the optimal degree of filling of the rotary valve. With the help of the CQF even compacting material can be unloaded quickly out of a standard sea container into a tower silo. “We have broken records in the transshipment of compacting materials. The transfer of 25 tons from a standard sea container into a silo-truck was possible at a speed of 40 seconds per ton,” added Hanses.

The classic unloading scenario is the discharge from the container into a silo. For this, the unloading device is mounted to the container and both are tipped after a certain time. The bulk, however, can also be unloaded by gravity from the container into a bunker or into production. “It is the advantage of the system that the delivery of the material to the customer is possible with a standard tipping chassis. The CQF remains at the customer’s site and it only takes about seven minutes to mount it with the help of a forklift. The unloading procedure can then start,” he said.

“The SiloadMaxx transforms an ISO standard container into reusable packaging. Similar to the automotive industry, the warehouse is relocated near to road, sea, or rail connections. Now even in the dry bulk industry ‘just-in-time’ can become reality,” Hanses claimed. And transport costs will be reduced: “A bulk container always has to be returned to its owner. The ISO standard container is not torn out of the ship owner’s logistics chain and can be used – and paid for – one-way, as it is common in cargo-business. This has finally become possible for bulk containers.”

Often used for the pellets market, SiloadMaxx reckons bulk containers can now be used far larger markets such as minerals, raw materials and powdered chemical products.



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Loading chutes - flexible and versatile

For many years, loading chutes have been used for loading dry bulk products into different vessels, such as tanker trucks, open trucks, wagons, ships, barges, etc.

The strong point of the loading chute has always been its flexibility and versatility in respect of loading all kinds of dry bulk materials, under virtually any conditions, and in nearly all known applications, ports, refineries, cement and power plants, grain terminals, etc.

For 25 years, Cimbria has produced and installed more than 12,000 loading chutes worldwide, branded Moduflex, where the chutes are being used for loading anything from cobber concentrate over fly ash and cement to fertiliser, grain and food stuff. The chutes are used for loading ships and barges, open bag trucks and dumper trucks, stockpiling, tanker trucks and boats as well as train wagons. In many cases, the chutes are loading not only one specific product, but many products through the same chutes – for instance in port terminals. Other systems on the market only offer loading in open back trucks, and only with very specific and homogenous products.

This variety is due to the versatility of the loading chute, based on the general construction and build-up. Moduflex loading chutes are designed with a unique modular construction, which means that the loading chute can be adapted to suit 99 percent of all known applications within the dry bulk industry, although the parts being used are standard components.

This ensures that the operators know that the loading chutes are based on well-founded, known technology that provides the user with quick access to standard spare parts, if a breakdown occurs, so down times are kept to a minimum. On top of this, the Moduflex loading chutes can cater for capacities up to 4000 tph in the standard configuration, and a drop of more than 25m. This flexibility can only be achieved using a loading chute, and is not possible in alternative loading systems.

Due to the fact that Cimbria manufactures several hundred Moduflex chutes every year, the price can be very attractive, considering the price-quality relationship, and low life cycle cost for the user. Installation cost of the loading chutes is negligible, as it only requires mounting the chute to the flange of the inlet with a number of bolts and connecting it to power (and pressurised air if the chute is with integral filter).

Moduflex loading chutes can of course be used in light duty industries for loading grain, bran, feed stuff, etc, but also in heavy duty industries such as loading cement, limestone, fly ash, clinker, or minerals. Again this versatility is based on the ability to construct the various parts of the chute



The chute outlet has integrated fully self-contained filter modules for minimising the dust emission from the product pile

in, eg, high density polyamides, abrasive resistant steel, stainless steel, liners in Vautid and/or ceramic compound materials. Furthermore, loading of products with larger particle sizes or very low densities and little structure are completely impossible to load, except through a loading chute.

The proof becomes even more evident when looking at toxic products, or products that need to be loaded in a closed system (food and chemicals), as this again is only possible using a loading chute. The demands of food safety and cleanliness it impossible to load products such as sugar with any 'open' system, that exists on the market. The risk of contamination loading any product for human consumption and almost any chemical base materials in non-sealed systems is unacceptable and in some case dangerous to health. GMO products are another example of material that needs to be loaded within totally concealed systems. In order to avoid such contamination a closed system, with a closing device at the outlet that ensures an active sealing during loading and plugging when the chute is not in use, is required. The avoidance can be achieved by using Cimbria accessories, such as FlexClose and FlexSeal, which are available for the Moduflex loading chutes.

Looking at it from a different point of view, the overall purpose of the loading chute is to ensure a dust free loading of the above-mentioned products. In more and more countries



When loading into tanker trucks the chute outlet, the tight connection between chute outlet and hatch ensures a dust free loading process

environmental authorities are imposing ever stricter strict rules for environmental protection, and enforce these laws vigorously. This means that the 'duties' of loading involves: protecting the natural environment (air, water, soil); protecting the surrounding ('neighbours') environment; and the working environment (health & safety). There is no argument against the fact that only loading chutes are able to fulfil all these tasks, and truly provide a dust free situation.

Although other systems claim to do so, dust and particles will inevitably escape in the space between the outlet of the material provider (a silo or similar) and the inlet of the chute, eg, a hopper, a hose or similar. Looking at the products mentioned above, they all have the common characteristic, that they create dust during loading. This dust needs to be confined and dealt with in a safe and efficient way. This objective can only be secured in a well aspirated loading chute, which is either connected to a separate filter or is provided with an integral filter.

The third aspect of modern loading is the varied environments where loading takes place. In some case the loading do take place inside, in nice enclosed surroundings, but the vast majority of loadings are done outside, where wind, sun and humidity is affecting the material being loaded and the loading equipment. As example if loading is done through a hopper system, the wind will seriously affect the free falling product, creating

dust problems, and if loading is done using a simple hose or bag, the humidity in the air will affect the product and cause disruptions in the loading procedure.

Loading chutes are for now and for years to come the only option within loading systems where the user can combine flexibility and versatility with efficient loading, and at the same time adhere to environmental legislation and work safety. Alternative systems have such a limited usage that they can only be justified in few applications, where the conditions and the product are so homogenous, that they will work to the satisfaction of the users. Cimbria Moduflex has built-up a vast experience - due to the huge installed base - within loading of all kinds of dry bulk materials. This means that whenever the company is faced with more stringent environmental legislation and/or new demands from companies, it can draw from this experience and very quickly adapt to fulfil these demands.

The Moduflex loading chutes are designed and sold by Cimbria Bulk Equipment A/S, a part of the Cimbria Group of Companies. CIMBRIA was established in 1947 and is today an international organisation with 600 employees in 15 companies throughout the world. Cimbria offers equipment and processing plants for the grain and seed industry and transport and conveying equipment for bulk handling.

www.cimbria.com

Mobile cement unloader for Black Sea port

UK company TAD Enterprises Ltd has signed a contract with Cargotec for the delivery of a Siwertell 5 000 S mobile unloader for cement-handling in the Black Sea port of Yeysk, south of Rostov, Russia.

Delivery is planned for February 2014 from Cargotec's production plant in Bjuv, Sweden.

"The new Siwertell unit will offer the company a flexible, low cost cement handling operation," said Jörgen Ojeda, Siwertell sales director. "TAD Enterprises currently employs a pneumatic mobile unloader, but is not happy with its performance. The company also expressed concerns about the level of maintenance that this type of unloading system demands.

"With more than 400 units on the market since 1992, Siwertell unloading systems have proven themselves in service. This reputation for reliability and the support offered by Cargotec Sweden Bulk Handling were essential elements in securing this new contract," explained Ojeda.

"Along with reliability, Siwertell mobile unloaders offer flexibility and high capacity bulk handling combined with low operational and maintenance costs; this also had a major impact on the client's decision."

The diesel-powered, trailer-based Siwertell 5 000 S system will be used to load trucks alongside the berth for onward transport by road. It will be fitted with a double-bellows system for handling cement continuously at a rated capacity of 300 tph. The unit will also have a dust filter system to ensure a low environmental impact.



Tackling tricky investment decisions

Finnish oil company Neste Oil recently planned to invest in new rail unloading facilities at the company's refinery in Porvoo, Finland to reduce the logistics costs of a certain type of crude. It soon turned out that the profitability of the investment was relying on so many independently changing variables that a normal profitability calculation was not sufficient.

To simulate the process over a long period, the company decided to use sophisticated modelling and analysis provided by the technology, engineering and project management company Neste Jacobs.

Neste Oil has many years of experience with handling tank cars, at present about 20,000 wagons are unloaded each year in Porvoo. "But we have never unloaded this type of crude from tank cars in Porvoo," said Heikki Tegelberg, HSEQ manager at Neste Oil. "Although it looked like we had invented an easy way to reduce the logistics costs and to streamline our operations, we needed to be sure about the investment's profitability."

Tegelberg explains that, for example, the size, model and quantity of tank cars vary from day to day and week to week. Another factor to take into account was the outside temperature, since the crude has a high viscosity.

"To figure out just how these factors would affect the outcome of the project, a lot of different information had to be fed into the model, such as daily temperature changes over several years," Tegelberg said. "With a normal spreadsheet calculating program it would have been impossible to calculate how all these independently changing variables would interact over the year and where the possible bottlenecks would be."

After seeing the unexpected results of the simulation, Neste Oil decided to postpone the investment. "The modelling tool clearly showed that the solution we had in mind would not be profitable at the moment," Tegelberg continued.



The rail yard at Neste Oil's refinery in Porvoo handles 20,000 tank wagons a year. It has the capacity to enlarge its operations, but Neste Jacobs' modelling tool clearly showed that not all crude is suited to rail transport. Pic © Neste Jacobs

Extremely flexible

Andreas Frejborg, manager of process calculation and information at Neste Jacobs, explained that the strength of the modelling tool is that it gives the background for investment decisions based strictly on facts.

"It transforms many ambiguous factors into an easy to understand basis for a decision, for or against, as in the Neste Oil case." In any case, the simulation results help the customer avoid making potentially costly, non-optimal decisions. "We have a track record of about 50 feasibility studies of this kind for tank farms and production units as well as for overall logistics."

A big advantage of the tool is the possibility to create and feed new variables into the model at any stage of the process. "This makes it possible to test a lot of different scenarios in a short time," said Stefan Karlsson, senior application engineer at Neste Jacobs. This allows very efficient streamlining of the original idea and often provides a completely new, more viable option for decision makers. "And

the more facts we can enter into the tool, the more accurate the results will be. It is possible to simulate complex processes for sufficiently long periods, in a reasonable amount of time."

A social tool

Although the modelling service is based on a strictly mathematical tool, Frejborg points out that the service also has many social aspects. "To get accurate information we need the input of key persons throughout the customer's organisation," he added. "In the beginning of a new modelling process, they are all invited to a series of workshops that lay the foundation for the process."

In many cases, the first workshop is in fact the first time people from different parts of the customer's organization meet face to face. "When people realise that the aim is not to judge their individual jobs, the process usually gets up and running and we can begin to throw facts and ideas into the modelling tool."

www.nestejacobs.com

DB Schenker to provide Neste storage

DB Schenker in Finland has been awarded a storage and distribution contract from Neste Oil.

DB Schenker will store roughly 5,000 pallets of lubrication oils, greases, car care and household chemicals at its new 25,000 sqm multi-customer warehouse located in Nurmijärvi, Finland. The facility will be TAPA A-certified and will offer various storage conditions, fulfilling Neste Oil's strict safety requirements for chemicals storage, as well as those of regulatory authorities.

At Nurmijärvi, DB Schenker provides selected warehousing areas for different products all in one location. These include an unheated area for lubricants which do not need temperature control, an ambient temperature area for unclassified products as well as a certified area for products that are highly flammable, corrosive or irritant and need to be stored under special supervision.

Along with warehousing, DB Schenker will also offer value-added services such as labelling, re-/co-packing and sampling, as well as domestic distribution in Finland and international distribution. Neste Oil's products are exported mainly to Russia and Ukraine. For these eastbound exports, DB Schenker will produce the needed export documents electronically in co-operation with Neste Oil on the customer's extranet.

DB Schenker previously signed a contract with Neste Oil Russia in St Petersburg to warehouse all of the company's own packed products imported for Neste local retail stations.

"We wanted a reliable, environmentally-conscious, safe company to support us in growing our businesses in selected markets. DB Schenker is now part of our operations in our two key markets," said Tero Järvinen, head of lubricants and packed products business at Neste Oil. "We believe our journey together has only just begun and that our co-operation will deepen and expand as time goes on. DB Schenker's ability to operate across borders with a powerful IT-system supporting it, is crucial to us."

"We are very proud to have been selected as the service provider for Neste Oil. It is our joint strategy to contribute to environmental sustainability and reducing CO2 emission both in warehousing and transportation. This co-operation is an example of our commitment to keeping our promise," added Katri Kostiaainen, logistics director at DB Schenker in Finland.



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Rail transparency needed

A group of 13 train operators and associations have written an open letter to Members of the Transport and Tourism Committee of the European Parliament as it considers the Governance part of the 4th Railway Package.

The group says full transparency is necessary to attract private investment onto Europe's railways. The co-signees of the letter say they are concerned about the progress of the 4th Railway Package in the European Parliament and Council, hoping that the European Parliament will manage to make good progress on the package by mid-April's final plenary session.

"We, who are interested in seeing rail passenger and freight traffic grow in a competitive market, are concerned about the risks to private investors of failing to complete the package and, in particular, if the Governance section of the Commission proposals fails to retain the full requirements of transparency in the 'Chinese Wall' part. Private investors are essential to the growth and efficiency of the rail sector, but there are unquantifiable 'political' risks if these investments are found to be subject to unfair competition," the letter states.

The open letter was sent by Alliance for European Logistics, CLECAT, Comsa Emte, First Group, Freight Transport Association, Hamburg-Köln-Express GmbH, Hector Rail AB, IRU, Mofair, National Express, Netzwerk, Rail Freight Group and Westbahn.

"Fair competition between state owned companies and private ones can only be achieved if there is full transparency of financial flows between the railway undertaking (RU) and infrastructure manager (IM) in both directions. Recently, the Commission challenged DB (Germany's state rail operator) for alleged unfair financial transfers from DB Netz to their train operator, and there are similar concerns about lack of transparency in France and Austria which would seriously disadvantage new entrants and their investors without an effective Chinese Wall," the group argues.

After the original separation proposal, which the group supported, from the European Commission was watered down, the letter states that the group believe that the "only solution" is to retain the full Chinese Walls as proposed by the Commission, ensuring that any financial flows between IM and RU, either directly or indirectly, are fully transparent and monitored by the regulatory body who must have full powers of enforcement. "Without transparency, regulators cannot do their job to make sure cross-subsidisation does not exist."

They maintain that retention of the full Chinese Walls will send a message to investors that the rail business is a good one, with known commercial risks but few unknown political ones. "Without this, we foresee no competition and service quality improvement on the rail market. It would result in a reversion to state owned companies having most, if not all, the rail business in the future; in fact reverting to (the situation) before the First Railway Package in 1991!"

Lehnkering to build DG warehouse

Lehnkering's Road Logistics division has now started transporting liquefied petroleum gas (LPG). A new company has been set up in the shape of Lehnkering Gas Logistics AB and it will initially handle the distribution of LPG for a well-known international energy supplier in southern Sweden. A fleet of special vehicles was put into operation to handle this long-term contract.

In organisational terms Lehnkering Gas Logistics is linked to the Swedish company FoodTankers AB, which is also part of the Road Logistics division. "FoodTankers is a service provider that specialises in foodstuffs and it wanted to make a clear distinction between the two fields," said Tomas Petterson, managing director of FoodTankers and Lehnkering Gas Logistics. "As a result, we decided to spin off the gas division into a separate company. We also know that LPG is an important growth market on which we want to increase our focus in the future."

"LPG enables us to expand our portfolio with a new business unit and this gives us an even broader footing in the market. Our customers will benefit from the expertise available in the Road Logistics division – ranging from special services for the chemical and petrochemical industries provided by Lehnkering Chemical Transport to Laabs and even the food transport services offered by FoodTankers," added Steffen Bauer, manager chemical transport at Lehnkering.

The gas being transported by Lehnkering is mainly used for heating purposes in production processes and as a heating fuel for buildings and asphalt – but also for drying seeds and to fill gas bottles for camping gas. When transporting the fuel, it is necessary to keep the temperature down to at least -42 degC. All the employees have obtained special qualifications because of the unusual equipment that is required and the demands of handling LPG properly.

Lehnkering is also constructing a new dangerous goods warehouse in Hannoversch Münden. Opening in April 2014, Lehnkering will handle warehouse, transshipment and picking services at the site for the vehicle parts wholesaler Wessels + Müller AG.

The new warehouse is designed with a capacity of about 5,000 pallet places as well as transshipment and preparation areas. It will also be available to other clients. The site is right next to the new Wessels + Müller logistics centre. As it is close to the customer and located in the centre of Germany with direct links to the A7 motorway, Lehnkering will be able to provide deliveries overnight if

orders are placed as late as 6pm.

This means that any goods on order will be available at one of the approx. 95 Wessels + Müller sales outlets or at customers' sites across Germany and in neighbouring countries by the next morning.

"The new warehouse for dangerous goods is a strategic milestone in the on-going development of our network of bases," commented Uwe Willhaus, CEO of Lehnkering GmbH. "Our market position will be strengthened in the long term through the warehouse at Hedemünden."

The high-shelf warehouse will be 15m high, have narrow aisle and reach forklift trucks and be equipped with safety features that incorporate the latest technology. This includes a modern fire alarm, a sprinkler system with a foam mixing facility and a gas warning and ventilation unit. The building, which is divided into two fire zones, is able to retain fire-fighting water and any leakage.

"When the decision was made to switch our central warehouse to the south of Lower Saxony, we wanted to set up the logistics and picking operations in the direct vicinity in order to optimise our transport routes and procedures," added Peter Reimann, head of logistics and organisation at Wessels + Müller. "We have a competent and reliable partner in Lehnkering; we've worked together for many years and the company already has the necessary expertise to handle our range of products."

Orders are currently processed at the Schüttorf business centre. Wessels + Müller is a wholesaler for vehicle parts, accessories, workshop equipment, tools, automotive chemicals, paints, paint accessories, automobile hi-fi and telecommunications as well as tyres and wheels.



Brenntag expands in India

Brenntag has signed an agreement to acquire the chemical distribution division of the Zytex Group, a biotechnology food formulation and manufacturing company in India, by means of an asset deal. The acquired food ingredients distribution business will become part of Brenntag India, headquartered in Mumbai.

The business has its focus on enzymes and yeast for a broad application range in the food and beverage industries in India. With this acquisition Brenntag is strengthening its nutrition and health business in India by adding new customer segments and products to its portfolio as well as further expanding its strategic relationships with key global suppliers.

Henri Nèjade, president and CEO of Brenntag Asia Pacific, commented: "India is already one of the largest chemical distribution markets in Asia and offers substantial growth opportunities. This acquisition underlines our commitment to India. Our Indian business has grown rapidly over the past few years partly through organic growth as well as strategic acquisitions."

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New infrastructure policy

In the most radical overhaul of EU infrastructure policy since its inception in the 1980s, the European Commission has published new maps showing the nine major corridors which will act as a backbone for transport in Europe's single market and revolutionise East-West connections.

To match this level of ambition, EU financing for transport infrastructure will triple for the period 2014-2020 to €26 billion.

Taken as a whole, the Commission claims the new infrastructure policy will transform the existing patchwork of roads, railways, airports and canals into a unified trans-European transport network (TEN-T).

EC vice-president Siim Kallas, responsible for transport, said: "Transport is vital to the European economy. Without good connections Europe will not grow or prosper. This new EU infrastructure policy will put in place a powerful European transport network across 28 member states to promote growth and competitiveness. It will connect East with West and replace today's transport patchwork with a network that is genuinely European."

The new policy establishes, for the first time, a core network built on nine major corridors: two north-south corridors, three east-west corridors; and four diagonal corridors. This core network will "transform east-west connections, remove bottlenecks, upgrade infrastructure and streamline cross-border transport operations for passengers and businesses throughout the EU. It will improve connections between different modes of transport and contribute to the EU's climate change objectives". The core network is to be completed by 2030. The availability of funding will depend on the successful conclusion of negotiations on the overall MFF 2014-2020.

Financing will triple for the period 2014-2020 to €26 billion. This funding will be tightly focused on the core transport network where there is most added value. To prioritise east-west connections, almost half the total EC transport infrastructure funding (€11.3 billion from the 'Connecting Europe Facility', or CEF) will be ring-fenced only for cohesion countries.

The core network will be supported by a comprehensive network of routes, feeding into it at regional and national level. "The comprehensive network, will ensure full coverage of the EU and accessibility of all regions. The aim is to ensure that progressively, and by 2050, the great majority of Europe's citizens and businesses will be no more than 30 minutes' travel time from this comprehensive network," the EC added.

London's new gateway opens for business

The first scheduled ship call at DP World's London Gateway port took place on 7 November. The 'MOL Caledon' from South Africa delivered containers carrying a variety of cargo, including fruit and automotive parts.

The vessel is part of the South African Europe Container Service (SAECS) which is made up of a consortium of shipping lines including MOL, Maersk, DAL and Safmarine.

After more than a decade of planning and construction across three square miles of development, London Gateway's developer, Dubai-based DP World, claims the port will provide British exporters and importers with a more efficient way to ship at lower costs. However, this is strongly disputed by the owners of the UK's largest container port Felixstowe.

The 'MOL Caledon' was welcomed by DP World chairman Sultan Ahmed Bin Sulayem, vice chairman Jamal Majid Bin Thaniah, group CEO Mohammed Sharaf, chairman of MOL Liner Junichiro Ikeda, and shipper representatives JFH Hillebrand MD David Mawer and Chingford Fruit MD Gavin McNally, together with other senior executives.

London Gateway is claimed to be closer to major population centres such as London, Birmingham and Manchester than other ports which are also capable of handling ultra large container ships (ULCS) that are up to 400m long and carry 18,000-plus TEU.

Sultan Ahmed Bin Sulayem commented: "We are proud and pleased to be able to contribute to the UK economy by building and operating this state-of-the-art modern infrastructure that will support trade growth far into the future. This is the first port to be built in the UK in a generation and so there is nothing else like this in the country. From today, shipping lines can now bring the world's largest ships closer to key UK markets and reduce the costs of transportation. At the same time, global businesses can make their supply chains more efficient. It's a real pleasure to be able to stand side by side with MOL on this historic day."

Jamal Majid Bin Thaniah highlighted the importance of the logistics park adjacent to the port: "London Gateway's logistics park is Europe's largest and will save companies hundreds of millions of pounds every year from business costs by removing a whole step in UK supply chains. Goods will move through the port and straight into the logistics park, then straight to shops and homes, rather than being sent first to inland warehouses."

The port is now operating with its first berth open. When fully developed, London Gateway will operate six berths, with a total of 24 quay cranes and will be able to handle 3.5 million TEU a year.

Over 30 percent of the containers moving through the port are planned to go by rail. The terminal can handle the longest trains in the UK. DB Schenker Rail UK and

Freightliner are both providing rail services to the new port.

According to a study by Oxford Economics, once fully operational, London Gateway will create 36,000 jobs and contribute £3.2 billion a year to UK GDP.

However, the economic and financial benefits to shippers of London Gateway are disputed by Britain's biggest container port Felixstowe, which is owned by Hong Kong-based Hutchison Whampoa.

Felixstowe hired consultants MDS Transmodal to examine the costs of moving containers to and from Felixstowe, London Gateway and Southampton, Britain's second biggest container port.

Felixstowe, which last year handled 3.67 million TEU, has the advantage, MDS said, of economies of scale for onward transport by rail, via which a third of containers are distributed. Such scale, MDS found, also increases the chances of a haulier picking up an export load for the return leg — an issue for UK ports, which are dominated by import containers.

The consultants found that "considering both inland and maritime costs together, Felixstowe has an overall cost advantage of £26 per container". The report said "the inland distribution of import cargoes is based upon the location of large warehouses and not population", with most of the big warehouses located in the Midlands or the North. London and the South East have only 11 percent of such warehouses, despite accounting for 30 percent of the population.

"London is itself effectively served via warehouses that themselves can lie up to 200km north of the capital," MDS found, adding that some alternatives on the Thames faced extra costs from road congestion around the capital.

Felixstowe has a further advantage, MDS said, in that it can offer economies of scale for onward transport by rail. The port has 30 different rail services each day to a total of 17 inland destinations.

Taken together, the consultants calculated that inland transport costs from Felixstowe per one-way container were £312 versus £321 via London Gateway and £322 via Southampton. To that £9 differential, MDS Transmodal added another £17 for the "diversion costs" to London Gateway from the key Benelux shipping lanes, an extra 76 miles.

Basing calculations on a 10,000TEU vessel unloading 2,200 boxes at a UK port, the consultants said such diversion costs were a key factor because "without exception, deepsea ships serving the UK also call at a Benelux port".

In terms of maritime access, the report said: "We estimate that Felixstowe offers a £17 advantage per container handled over London Gateway and a £7 advantage over Southampton."



London Gateway is claimed to be closer to major population centres than other ports which are also capable of handling ultra large container ships

Katoen Natie invests in Ghent

Katoen Natie is investing further in its facilities in Port of Ghent. Specifically the company wants to develop its existing site in the Skaldenpark

The investment is expected to lead to additional jobs and more traffic in hazardous cargoes, which fits in with Ghent Port Authority's strategic plan to grow in this sector of distribution and logistics.

For the third quarter of 2013, Ghent registered total cargo traffic of 12 million tonnes, 6 percent lower than the third quarter of 2012. This brings throughput for the first nine months to 36 million tonnes: an overall decrease of 4.5 percent.

The 12 million tonnes in the third quarter comprise both seagoing and inland navigation traffic. Seaborne cargo amounted to 6.6 million tonnes, 3.7 percent less than the same quarter last year, while inland navigation traffic dropped 8.5 percent to 5.4 million tonnes.

In terms of commodities fertilisers, metallurgical products, foodstuffs and solid mineral fuels by seagoing navigation recorded growth, but for chemical products a steep drop was registered.

For the first nine months, an increase in ro-ro traffic by seagoing vessels was observed (+13 percent). Containers by seagoing navigation also grew (+18.5 percent).



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Growth for Antwerp

Port of Antwerp handled 143 million tonnes in the first nine months of this year, 3 percent more than in the same period last year. Liquid bulk once again produced good growth figures, helping to push the overall volume higher.

The volume of liquid bulk handled during the past three quarters rose by 32 percent to 44.5 million tonnes. Oil derivatives stood at 32 million tonnes by the end of September, representing growth of 36.7 percent. Chemicals (up 9.2 percent to 8.5 million tonnes) and crude oil (up 71.4 percent to 3.5 million tonnes) completed results in the liquid bulk segment.

Dry bulk by contrast was down by 25.6 percent to just under 100 million tonnes, due mainly to reduced coal imports. Some 57.4 percent less coal was handled in the period from January to September. The main reason for this decrease lay in the rail freight rates to the German hinterland, making the rates offered in Antwerp less competitive than in some neighbouring ports. The Port Authority in collaboration with a number of private-sector players is making strenuous efforts to close this gap.

Containers showed a slight decline, both in tonnage and in TEU. The number of handled containers fell by 1.7 percent and ended up at just below 6.5 million TEU.

A report by the National Bank of Belgium on the economic significance of the Belgian ports has confirmed that the development of Port of Antwerp is of crucial importance for the Flemish economy. In 2012 the port generated direct added value of €9.76 billion, an increase of 1.1 percent compared with the previous year. The amount of direct employment also expanded, with 60,815 people directly employed compared with 60,010 the previous year, an increase of 1.3 percent.

With the start-up of the fully refurbished Furnace 2 in Kallo, Lanxess has completed its €15 million investment programme in Antwerp. Furnace 1 was successfully refurbished last year. An important product for the site is glass fibre, essential for reinforcing the high-performance plastics that are increasingly used in aerospace manufacture these days.

In addition, lighter plastics are replacing metal parts in cars. Lighter cars mean lower fuel consumption and thus lower CO2 emissions. Furthermore, car manufacturers and their parts suppliers can make considerable savings since production is less expensive and assembly is easier. A new extension to the facility will boost the current capacity of 60,000 tonnes a year by a further 10 percent.

In the meantime Lanxess is investing a further €75 million to build a new polyamide plant in Lillo. The work on schedule and the plant should be operational by 2014 with an annual capacity of 90,000 tonnes. From Antwerp the plastics will be shipped to various specialised Lanxess mixing units around the world.

Lanxess also has three plants in the Antwerp port area where rubbers and precursors for plastics are produced. In the past few years the company has invested heavily in production of glass fibre and caprolactam, the two main feedstocks for its plastics. These and other investments have given a considerable boost to Antwerp's position at the heart of the Lanxess high-tech plastics business.

In the meantime, Port of Antwerp has launched a new international branding campaign: *Everything is possible in the port of Antwerp*. With this campaign which runs until the end of 2014 the ports aims to highlight its "can do" mentality.

This message is being spread with 30 case studies of particular sectors which together afford a view of the services offered by the port. The first of these to be featured is the chemical industry, which invests billions of euros in the port.

Antwerp's role as the world's largest coffee port will also be highlighted. More than 500,000 tonnes of coffee beans are stored there at any one time making Antwerp by far the largest storage site for coffee in the world.

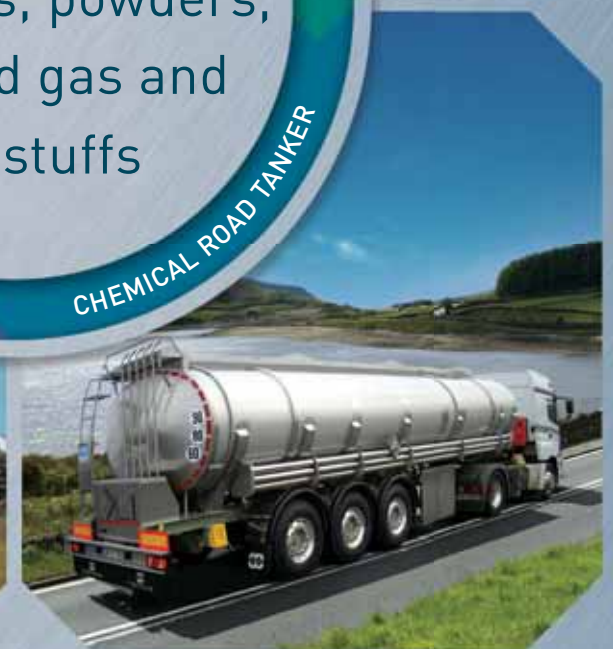
Lanxess has completed its €15 million investment programme in Antwerp



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Simon supplies acid storage

Simon's Immingham East Terminal is providing specialist storage and handling for the Prayon Group, one of Europe's largest producers of purified phosphoric acid.

A customer for many years, Prayon has underlined its commitment to serving the UK market through a new long term contract whereby 85 percent concentrated purified phosphoric acid manufactured in its production plant in Belgium is received into storage via Immingham East's deep water jetty on the River Humber, located on England's East Coast.

Product is stored for Prayon in dedicated tankage at the terminal prior to onward distribution by road to the company's customers throughout the UK. Simon has modified two stainless steel tanks at the facility, each fitted with heat conservation lagging, automatic tank gauging and over fill protection systems, as well as external thermostatically controlled heating systems to maintain in-tank temperature at the required level. In addition, Simon has also provided a dedicated stainless steel import line for purified phosphoric acid, to ensure product quality.

Provision of dedicated road tanker loading facilities to meet the specification of Prayon's UK customers was a key element of the contract. Simon is providing a completely closed road loading system incorporating metered batch controlled loading, overfill detection and an associated remotely operated shut off



valve which will close in the event of overfill being detected. Together with a fully traced and lagged liquid line the system is designed to protect the driver from product exposure during loading.

Provision has also been made for water dilution to specific concentrations by means of a batch controlled metered water supply also provided at the same gantry. The new investment in the fully integrated package establishes Prayon's UK distribution hub for purified phosphoric acid for the years ahead.

Together with the adjacent Immingham West Terminal, Simon's Immingham East Terminal forms part of the UK's most comprehensive independent storage facility. The terminals have the capability to handle a wide range of products, from acids and alkalis to bulk commodity chemicals and high purity pharmaceutical and industrial gases.

Both Immingham terminals are also COMAH (Control of Major Accident Hazards) top-tier sites and participate in the CDI-T (Chemicals Distribution Institute - Terminals) inspection programme. Offering state-of-the-art logistics infrastructure, the terminal complex provides a strategic storage location for both exporters and importers looking to optimise their distribution networks.

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Rotterdam on upward trend

In the first nine months, over 332 million tonnes of cargo were handled in Port of Rotterdam, virtually the same as in the corresponding period of last year.

The top performance came from dry bulk, such as coal, iron ore and agribulk. Throughput figures for crude oil were noticeably lower than in 2012, due mainly to the weak fuel market in Europe and maintenance shutdowns at the refineries. Thanks to flourishing international trade, however, more oil products were imported and exported. Container throughput was down due to the economic crisis.

Hans Smits, Port of Rotterdam Authority CEO, said: "On the whole, it was a good third quarter. The first six months were 0.9 percent down on 2012. However, taken over the first nine months, the decrease is only 0.1 percent. I expect the port to continue on this upward trend, so that throughput for 2013 as a whole will be at the same level as 2012, in terms of tonnes."

Since 1 January, the running of Dordrecht seaport has been integrated into Rotterdam's operations. Throughput figures for Dordrecht (around 3 million tonnes a year, 0.7 percent of Rotterdam's throughput) have therefore been included since this year. Even without the inclusion of Dordrecht, throughput in Rotterdam increased in the third quarter, by 1 percent compared to the third quarter of 2012.

Crude oil throughput fell by 6.7 percent. The refineries in the Rotterdam complex faced a reduction in demand for fuel. In addition, there were large-scale maintenance shutdowns in the refinery cluster. This will also have an impact on crude oil imports in the fourth quarter. Trade in mineral oil products remains lively, however, with 1.3 percent more diesel, kerosene, fuel oil (export in VLCCs) being handled.

Some 1.2 percent more of other liquid bulks was loaded and discharged, mainly vegetable oil. The increase in terminal capacity also played a positive role. Chemicals, which account for by far the largest proportion of other liquid bulk, are still suffering from the crisis. LNG throughput was 6.6 percent higher than the very low level in 2012. Due to the high price of products, imports from outside Europe are still low, but imports of LNG from European sources are increasing.

