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September/October 2010

English Channel bunkers service goes live



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Cockett Marine Oil, part of South Africa's Grindrod group, has started a new bunkers-only service for ships transiting the English Channel. Cockett says it has been able to quote firm prices for fuel oils for delivery from 1 September when the new service officially started.

It operates from three anchorages in the Thames Estuary in an area controlled by the Port of London Authority (PLA), with whom Cockett has worked closely to develop the service. The facilities can host deep draft vessels of all types, and by supplying fuel oils delivered by barge from Rotterdam and enabling customers to avoid time-consuming and costly diversions from the main shipping lanes, it will compete with other major international bunkers-only supply centres as well as

facilities in the English Channel.

The new service will also take advantage of being closer to the traffic separation schemes in the English Channel and require a diversion of only 1-2 hours from the shipping lanes in the English Channel.

Since the service was announced in late July, Cockett's team at its UK head office and its seven other international offices have been meeting with major ship owners and operators around the globe.

Karl Beeson, managing director at Cockett Group, said: "We have been delighted to receive such positive feedback and have been promised strong support, especially from European shipping companies. The message we are hearing loud and clear is that the industry has been

waiting for an alternative bunkers-only facility serving the English Channel and at the entrance to the North Sea.

"The two key commercial factors driving interest in the service are competitive pricing and that it requires a diversion of only one to two hours from the shipping lanes. As a result we will be able to compete head-to-head with existing facilities in the English Channel, and also with other major international bunkers-only supply centres."

Located approximately on 51 deg 28 min north / 1 deg 20 mins east, the service is provided from three anchorage positions and offers the advantage of very sheltered and deepwater location. It has been facilitated using the combined experience and expertise of various

Grindrod Group companies, including Unicorn Shipping and the Rotterdam based bunker supplier Associated Bunkeroil Contractors.

Robert Thompson, general manager supply said that until now the English Channel has suffered from a lack of competitiveness which has hindered its development as a serious bunker hub. "Our new operation will remedy this situation. We believe the commercial advantage of its location and ability to take advantage of cheaper fuel prices from Rotterdam makes the case a compelling one for owners and operators, especially in the current economic climate."

www.cockettgroup.com

Spitzer unveils higher payload tanker

Spitzer Silo Fahrzeuge unveiled a high payload bulk semi-trailer in a composite construction at the IAA 2010 exhibition in Hanover.

The composite construction allows up to 300kg more payload in the tanker. The silo semi-trailer is also easy to clean due to the extremely smooth Gelcoat coating on the interior walls. In the meantime, over 50 composite silo semi-trailers are already proving their worth in daily operations throughout Europe.

Compared to an aluminium container, the composite technology not only provides a higher rigidity with a lower tare weight, the company says a comparison with a

conventional silo container shows that the composite version also features a higher pressure tightness.

The surface of the vessel interior is sealed by a Gelcoat coating which has a high resistance against acidic or basic transport goods. In addition, the flow characteristic of the load is positively supported during the discharge operation which prevents any load residue remaining in the vessel. Moreover, the bulk material already begins to flow at a lower tilting angle which contributes to increased stability for the tipping semi-trailer during the unloading process. Due to the low thermal conductivity of the composite vessel, condensation formation is also reduced to a minimum.

For the serial production of the composite tankers, a separate production line has been set up where the various tank sizes are manufactured using a specially developed wrapping method. A large number of tests and different test procedures have already confirmed the suitability of the composite construction for serial production. In addition, extensive load tests were carried out in the demanding and tough conditions of daily operations which attested the best values for the vehicle.



The Spitzer composite semi-trailer can accommodate up to 300kg more payload

www.spitzer-silo.com

Greif set to dominate global bulk bag production

Having acquired the Germany-based Storsack Group at the beginning of this year, US industrial packaging giant Greif has in recent weeks purchased Unsa, another world-leading manufacturer of FIBCs (flexible intermediate bulk containers). Indeed both Unsa – headquartered in Istanbul, Turkey, and with state-of-the-art bulk bag manufacturing facilities there as well as in China – and Storsack have within the past two years each laid claim to being the world's number one FIBC producer.

Both manufacturers are each believed to have an annual production capacity well in excess of 20 million bags, which suggests that at a conservative estimate they jointly account for about one sixth of global bulk bag output, excluding cheaper categories of 'builders' bags. Storsack has multiple manufacturing facilities throughout the world, mainly located in Europe and South East Asia, with high-capacity modern plants in China and Vietnam. Unsa has a more integrated structure with production focused on Turkey and China.

Continued on page 18

SPECIAL TANK CONTAINERS AND SWAP BODIES FROM UBH INTERNATIONAL

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EUROPE ■ CHINA ■ USA

EPCA - coping with 9bn people

This year's EPCA Annual Meeting takes place at the Intercontinental and Marriott Hotels, Budapest, Hungary on 2-6 October 2010.

Sessions will concentrate on how to cope with nine billion people on the horizon by 2050, coping with problems as challenging as global warming, access to potable water and sufficient food, decent housing, health and education. At the same time the world has to deal with the reduction in traditional energy sources, and solutions must be found urgently to satisfy nine billion people's needs.

The chemical industry, which is already now the necessary supplier of all other industries in the world and is likely to play an ever increasing role in this respect, can and should enable solutions that successfully and efficiently respond to a lot of these challenges. The Meeting's programme is designed help the business community to reflect on how to safeguard sustainable development in respect of these enormous challenges.

To complement the conference sessions and networking meetings a 'Logistics Village' will also be staged throughout the event at the InterContinental Hotel.

For further information

www.epca.eu

Suttons on the expansion trail

It has been a busy year for Cheshire, UK-based Suttons Group. The global logistics company has expanded its fleet, won some key contracts in bulk liquid logistics.

In June Suttons Group was a key exhibitor at the ITCO tank container stand at Transport Logistic China in Shanghai. The company has a £10 million annual turnover business based on its China office.

Suttons set up a representative office in Shanghai in 1997 and three years ago was the first logistics specialist to obtain a business licence for its wholly owned foreign subsidiary in China. Last year, Suttons opened a new tank container service depot on an 8,000 square metre site at Shanghai's Chemical Industry Park.

"We already employ around fifty people at our main China office in Shanghai and this exhibition helped us to develop further our operation outside the UK with a particular focus on Asia and the Middle East," commented Andrew Palmer, group managing director of Suttons. "We

have a strong track record in moving bulk liquids and chemicals around the world safely and demand for our specialist service is growing." William Leigh-Pemberton is Suttons manager in China

Back in the UK, Suttons secured a three year contract with Yorkshire-based Grosvenor Chemicals, a specialist in the manufacture, formulation and packaging of treatment and effect chemicals.

It followed a previous announcement that Suttons had signed a similar deal with Grace Construction and invested more than £7 million in its UK tanker fleet.

Suttons will distribute polyvinyl acetate (PVA) products around the UK from Grosvenor Chemicals' manufacturing plant in Huddersfield.

For Andrew Palmer, this was the latest in a string of significant business wins for Suttons and strengthens its position as a leading supplier of logistics solutions. "Grosvenor and other new customers are turning to us because of our commitment to safety and



Suttons' China tank container depot



Suttons emphasis on safety was a key factor in persuading Grosvenor Chemicals to opt for the group

customer service. We are set to introduce a number of new safety initiatives that we believe will make us even more attractive in the market."

Andy Shelbourne, Grosvenor Chemicals site director added: "Grosvenor Chemicals selected Suttons as its preferred haulier, due to its recognition as a leading operator in the transport of bulk liquids with the highest regard for safety. In addition we were impressed with Suttons' commitment and flexibility in working with us to respond quickly to our customers' demands. We have to ensure that our products are handled by a well established professional company and Suttons has achieved this status over many years."

Suttons is providing two dedicated tankers in Grosvenor Chemicals livery, modified to the customer's specification.

The contract with Grace Construction, a construction products supplier, is a three year deal that sees Suttons distributing bulk liquids through its tanker division and storing packed consignments through the distribution and warehousing division.

Palmer said it was the group's range of logistics offerings that counted in

winning the contract. "Our strong presence in the UK road tanker, global ISO container, and storage and warehousing markets provided a unique opportunity for Grace to appoint Suttons as its lead logistics provider," he said.

Suttons will be providing five contract tankers and flexible support from the national fleet network.

In fact Suttons is investing a total £7.2 million in its UK bulk tanker fleet, including the delivery of 85 new tractor units and 12 food grade bulk tipping tanks. The order sees 33 DAF units operating with bulk tipping trailers and 12 new Feldbinder tanks. The other 52 tractors are from Volvo, including 15 lightweight day cab units specified for fuel delivery operations.

"This major investment is focused on supporting both our existing UK customers in the bulk food, gas, chemical and fuel sectors and equipping us for recently won new business. It underlines Suttons' commitment to developing our UK based activities as an integral part of our strategic plans to develop all our logistics activities globally," said Andrew Palmer.

www.suttonsgroup.com



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Time for the tank container

According to industry sources manufacturers of ISO tank containers in China are running at pretty much near capacity having spent much of the past two years in something of a slump following the global economic downturn.

For ITCO president Reg Lee this is not just a sign of the first green shoots of recovery but also a vindication of the tank container industry's efforts to find wider acceptance in chemical companies' logistics chains.

Indeed, ITCO's stated mission is for tank containers to be the preferred method for transporting bulk liquids, gases and powders, focusing on quality, safety and environmental issues.

For Lee, the advantages of the tank container over other logistics equipment have only been reinforced by industry developments in the past couple of decades. "The reasons for converting from, for example, drums are still valid: security of product, less ullage, no disposal of old drums and better environmental protection," he says.

Safety and security have always been big plus points for the tank container. It is true that there have been a few severe accidents involving tank containers, but the critical point to make is that the tanks seldom leak. However, the integrity of the tank container does not negate the necessity for proper handling, says Lee. "To maintain the safety and integrity of the tank container it is essential that they are lifted, handled, transported and secured using only ISO approved equipment. Tank containers must be filled to levels permitted by the appropriate regulations as it is very dangerous to transport tank containers which are not filled to the correct levels."

Over the past 25 years instances of leakage from tank containers in transit have been very rare, and provided the cargo is discharged correctly the residual of cargo in the tank is approximately 0.04% which reduces the disposal of the product as "waste" when the tank is cleaned. The tanks are fully intermodal and can be used on railroads to reduce the environmental impact of road transportation.

Compared with drums, Lee says tank containers are versatile, "very long life" items of equipment which can be loaded with a variety of cargoes thereby reducing the need for empty positioning. They offer safety with minimal chance of leakage if the container is physically damaged, whereas drums in a damaged dry freight container are more likely to leak, he claimed.

The risk of spillage is greatly reduced at filling and discharge in comparison to multiple fill/discharge operations required for the equivalent drum volume, as one tank container can mean just single load and discharge for up to 26,000 litres of product. In addition, the greater volume per container slot reduces container movements.

"Transporting bulk liquids from factory to customer using drums is costly; the filling of the equivalent number of drums is expensive and time consuming with greater risk of spillage; storage of drums is expensive and spillage is a danger if damage occurs," he says. "The transport of drums is difficult and costly; awaiting suitable transportation to the end user for unloading leaves drums prone to handling damage and possible tampering or contamination; in short, drums can be difficult to clean, re-use is limited, disposal is expensive and environmentally unfriendly."

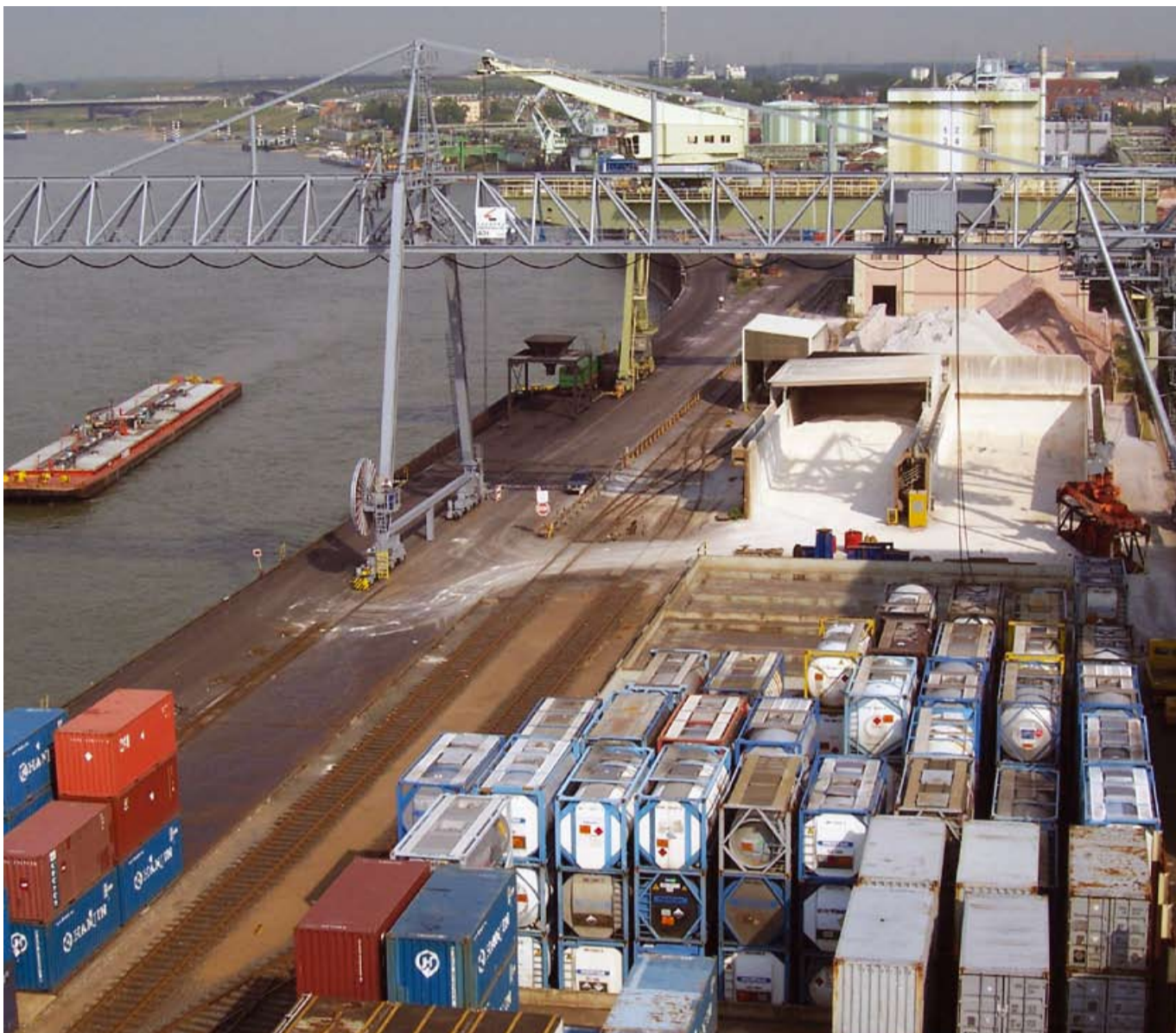
"Whereas, the filling transporting, shipping and discharging of a tank container makes the greatest economic sense to the customer and the environment," he states. "Standard ISO 20ft tank containers have capacities up to 26,000 litres; the equivalent of 123 205 litre drums. It would also take approximately 1.6 standard 20ft ISO dry boxes to transport 123 drums. The time and manpower to load and discharge tank containers is less than the equivalent volume in drums. Cleaning costs are reduced, cargo residual is less and therefore disposal costs are reduced when cleaning."

Greener and cleaner

If anything the environmental argument for using tank containers is even stronger, following the ITCO commissioned study in 2009 into the carbon footprint of tank containers compared with other equipment such as drums and flexitanks.

But in Reg Lee's opinion, there is still much work to be done for tank container operators to become an integral part of chemical companies' distribution systems. He argues that instead of just using an operator on an ad hoc basis, when one operator's rates may be cheaper to the USA, and another's cheaper to Europe or the Far East, chemical companies should enter into long term contracts of affiliation (C.O.A).

In fact he envisages placing the ISO tank container at the heart of chemical companies' logistics chains. He firmly believes that more tank containers could be positioned at the manufacturing premises and used as part of the chemical manufacturer's storage and distribution network. To be most effective the tank would be preloaded at the plant and the shipping department would be



The tank container could be at the heart of chemical companies' supply chains

advised of the tank number, the loaded gross weight and product specification.

If the sales department requested the product to be delivered to a customer, it could be routed, with its preloaded weight and specification to its destination. One tank might go to New York, another to Shanghai and a third to Rotterdam, but managing the process this way would save demurrage and documentation problems, and of course reduce costs.

When the tanks arrive at the consignee plant and are discharged it would be the responsibility of the tank container operator to clean them and arrange return loads. Thus, the origin plant would always have a supply of tank containers ready for loading.

As for cost this could be determined by using a percentage of, say, total yearly export sales of the company. The chemical company should be happy to work with a fixed percentage, and in turn, the operator could generate savings by knowing he had a guaranteed C.O.A for one or more years.

In the chemical manufacturer's favour it would be the operator's responsibility to provide backlogs, and this is where the operators would show their professionalism by attracting enough traffic to ensure a continuous supply of tanks to customers.

Of course chemical companies could arrange their own distribution networks, just as any tank operator. However, Lee reckons they would run into the same problems as many of those established operators when first entering the business; that is, not having an international network of people who understand the tank container industry.

"For example, it can take years to develop a suitable IT system to cope with monitoring not only the container movements but the products they carry and the cleaning procedure, plus the costs as they are incurred," he says. "From experience I can say that running a fleet of 400 to 500 tanks needs the same number of people as a fleet of 1,500 units. So using a specialised and experienced tank container operator can yield significant savings to the shipper."

There has undoubtedly been reluctance on the part of some

chemical companies to entrust their liquid logistics supply chains to the tank container and specialist operators. But Lee says the tank container industry has matured greatly over the past decade or so, to the point where shippers can confidently choose from a growing number of professional operators who can combine large, economically-run equipment fleets with many years experience.

Now for Asia

Apart from the continuing role of ITCO in preparing various technical recommendations on tank operations and safety proposals, Lee's latest mission is establishing the tank container firmly within the Asia region, with particular focus at this time on China.

As more and more complex chemical product is manufactured in China, the role of the tank container in effecting safe and environmentally-friendly transport solutions will become critical.

To this end ITCO has been working for the past three years through various studies and conferences to promote safe handling of tank containers in China. ITCO is also pleased to announce the appointment to its main board of Leo Yang, of CIMC, as its first Chinese director. Last year, a major report was released, led by Prof Dr Bingliang Song, of Shanghai Maritime University (Safe Handling of Tank Containers in China).

Reg Lee confirms that with its 25 years experience and knowledge of the safe handling of tank containers in the western world, ITCO can now assist the Chinese market with whatever help and information it requires in order to establish the tank container there as a safe mode for transporting bulk liquids. For the future, ITCO is now working on a study of the Indian market, as it believes the chemical industry there will expand to such an extent that tank containers will become an integral part of that market's distribution system.

"We firmly believe that the tank container has now established full credibility as a safe and reliable mode of transporting liquid chemicals worldwide," concludes Reg Lee.

www.itco.be

New Alchemy Tank Container Operators Course

A five-day New Alchemy Tank Container Operators Course will be presented again next year in week commencing 10 January 2011 in Southport, Merseyside, UK.

This highly popular course, now in its twenty-first year examines dangerous goods regulations, the classification of chemicals, design and construction of tanks and operating requirements whereby the previous parts of the course are all brought together.

It will be of interest not only to tank container operators but also to shippers

who can gain an insight into the problems and requirements for tank operating as well as dangerous goods matters generally.

There are mandatory training requirements for the transport of dangerous goods incorporated into many national and international regulations. The course will help attendees fulfil legally binding requirements.

The course deals with the UN requirements for second-generation portable tanks and T-codes. It also deals

with the various transitional periods for the continued use of first-generation IMO style tanks and further changes to T-codes allocated to various products in 2014, 2016 and 2018 e.g. to UN 1595.

The outline syllabus includes: Introduction to Regulations; Security of Dangerous Goods; Chemical Hazards, Classification and Identification of Dangerous Goods; What is a Tank Container; Accepting an Order; Tank Filling, Emptying and Cleaning; Residuals.

The full training course costs €1,150

for non-UK trainees based in the European Union. For UK-based trainees and trainees located in non-EU countries the fee is (Sterling) £945 + 17.5% value added tax. Trainees registering by 26 November 2010 may claim an earlybird 10 percent discount.

Numbers are limited to a maximum of 12 per course. This is a non-residential course. Trainees requiring accommodation should make their own arrangements.

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Den Hartogh expands Botlek cleaning station

Den Hartogh Tank Cleaning is one of the major European players in the field of tank container and road tanker. With cleaning stations in Amiens (France), Parets del Vallès (Barcelona, Spain), Gebze (Istanbul, Turkey) and Rotterdam and Dordrecht (Holland) Den Hartogh serves many customers.

At the Rotterdam (Botlek) station Den Hartogh noticed a growing cleaning demand concentrated around specific times. This was caused by the strict load and delivery times in the Rotterdam industrial area. To fulfil this demand it was decided to expand the Botlek station from four to seven cleaning bays. This resulted in three cleaning bays for foodstuffs, three for chemicals and one cleaning bay for seven dropped off tank containers.

As safety is the number one priority, this was taken into account when constructing all the cleaning bays. Den Hartogh also used suggestions and ideas received from customers, drivers and personnel. These, coupled with the experiences of colleagues and available new techniques, resulted in being able to dry tanks/road barrels on each cleaning bay, the possibility of steaming via the sprayheads, and flush water being removed directly from the tanks/road barrels via fixed tubes.

The cleaning bays for chemicals are also built so that all possible ignition sources, which could cause an explosion are fully protected. This way it is able to clean flammable and explosive products safely. Within the new systems the electric engines are fitted with

frequency regulators. These make sure that the new pumps use 20 percent less energy. This durable application creates lower CO2 emissions and lower water usage.

The rinse water, which is released through the cleaning process, gets cleaned in three steps: physical, chemical and biological. To ensure the rinse water cleaning with increased capacity a second membrane bioreactor has been purchased.

The site management security system keeps track of this automatically. The incoming driver receives a keycard with his details after the intake process, and when entering or leaving the site the gates can only be opened with this keycard.

tankcleaning@denhartogh.com



The new cleaning bays at Den Hartogh Botlek



Den Hartogh used suggestions and ideas received from customers, drivers and personnel

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LIFE MATTERS

New line of long-life gaskets

Girard Equipment has teamed up with VSP Technologies, the largest dedicated fluid-sealing products distributor in the United States, to develop the ISO DNA PITA gasket line.

Manufactured from 100% expanded PTFE and containing a fully encapsulated corrugated stainless steel insert, PITA gaskets can be guaranteed to be leak free and provide the highest level of reliability, performance and compatibility for tank containers.

ISO DNA PITA gaskets are designed to go through numerous hydrotests with a minimal loss of torque through heating and pressure cycles in any ambient environment.

The range represents a significant operational cost saving over the life of the gasket that will

significantly assist in the reduction of the cost of ownership of a tank container, claim the partners.

"Superior gaskets make good valves even better. The initial investment is more than justified when the long term savings from repeated use of the PITA gaskets is measured against traditional forms of sealing," said Mike Girard, vice president of Girard Equipment. "Girard VSP Gaskets are currently being offered with Girard's Valve sets as an option to the traditional seals found in the industry today. Girard VSP Gaskets are individually certified and traceable and can also be purchased in bulk by tank container owners, depots and tank manufacturers throughout the world."

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Drytyt dry disconnect couplings

Fort Vale Engineering has developed a new range of 'Drytyt' dry disconnect couplings for the safe transfer of odorous or hazardous liquids. The new tank unit is fire-safe designed with a non-protruding poppet which does not impede the secondary valve. This enables it to be fitted to a ball valve or butterfly valve without the need for a spacer, reducing tare weight.

Maintenance of the units is particularly easy since there are only two moving parts and only standard tools are needed. Fort Vale spare seals and consumables are available from a worldwide network of service centres and authorised stockists.

Drytyt tank units and hose units are manufactured in industry standard sizes; 70mm, 105mm, 119mm and 164mm, and are fully compatible and interchangeable with Todo, Mann-Tek and Avery Hardoll units. For added security, units can be supplied with "selective" connection. All units are manufactured in 316 stainless steel and a wide range of seal materials is available,



Drytyt tank unit & hose unit

depending upon cargo compatibility. Both threaded and flanged connections are available.

A brand-new firesafe designed pressure-tight cap is available to suit the Drytyt range of tank units. The cap has an integral gasket which seals against the poppet making a gas-tight seal.

The Drytyt couplers are claimed to be ideal for use in many different applications and improve efficiency and safety with minimal residual losses.

In addition, Fort Vale has launched a new version of its MKII 'Univalve' footvalve/butterfly combination discharge assembly. The move is said to be in response to market feedback and part of the company's continual improvement programme.

The latest version incorporates a 3ins 45degs Highlift footvalve with integral 3ins butterfly valve terminating in a slotted outlet flange with a 146-160mm PCD. (3ins BSTD / 3ins ASA / DIN80)

The main advantage of the new assembly is the flexibility and interchangeability the outlet connection offers to the user. The valve is fitted with a 3ins BSP spigot and cap as standard. This may be removed and the outlet flange fitted with a blind flange, or other outlet configuration, without disturbing the butterfly valve main seal. This is possible because the butterfly seal clamp plate is incorporated into the slotted outlet flange which also facilitates ease of valve maintenance,



MKII Univalve discharge assembly

saving valuable time and money.

The MKII Univalve is still a compact discharge valve assembly with the usual strength, durability and safety features of a Fort Vale valve.

www.fortvale.com

Sure Seal LBF receives patent

Sure Seal, Inc has announced that the tapered-seat design of its LBF Series Lined Butterfly Valves has received Patent No 7,758,017. The tapered-seat design of the LBF Series delivers a butterfly valve that requires lower torque in all services, has improved seat integrity and significantly improves the service life of the valve.

Sure Seal says the LBF Series Lined Butterfly Valves — which are available in 12 different sizes, from 2 ins to 24ins — have been designed and engineered for demanding applications in corrosive, sanitary and ultra-pure processes, especially the handling of products native to the chlorine gas, chlor alkali, petrochemical, textile, pharmaceutical, semiconductor, mining, pulp and paper, wastewater, and agriculture industries.

The design of the LBF valves features spherically molded and machined, wide-liner sealing surfaces that are securely anchored within the faces of the valve body by a series of concentric serrations, resulting in the reduction of radial cold flow. The robust body construction is made to be as strong as the ANSI 125/150 or PN10/16 counter flanges to which it will be fastened, eliminating deflection problems and resulting in improved flange-sealing properties. Additionally, a 360 degs, non-wetted radially loaded elastometric energiser is used to provide uniform pressure to the outer circumference of the liner and disc, ensuring an absolute bubble-tight shutoff. The disc swing is compatible with PTFE and other fluoropolymer-lined piping systems, as well as other metallic, lined and non-metallic piping systems, eliminating the need for spacers during installation.

Sure Seal offers Dupont NXT molecularly enhanced Teflon as a standard liner, but also provides PFA, UHMWPE, ETFE (Tefzel) and PVDF liners. The PFA/ProTef disc/liner provides corrosion resistance due to its molecularly enhanced PTFE construction that ensures the densest seat possible. Disc materials are offered in PFA, UHMWPE, PVDF, 316 stainless steel, Hastelloy C, and Titanium. In addition, FDA-grade materials are available with the LBF (flanged) product line. Valves are offered in both ANSI and DIN configurations.

www.suresealinc.com



LBF Series lined butterfly valves

System One for 3 Rivers

Seeler Industries' 3 Rivers Terminal in Joliet, IL, is one of the USA's larger storers, handlers and packagers of hydrogen peroxide. The company's 123-acre terminal facility with 17 storage tanks and 15 blend tanks also has the capacity to accommodate other products such as caustics, amines, glycerin propylene, glycol and chemical de-icers. Seeler recently expanded the blending capabilities in its packaging facility where hydrogen peroxide and acetic acid are combined to make peracetic acid.

To ensure that its blending facility would meet all operational parameters, Seeler turned to System One Centrifugal Pumps from Blackmer. The System One pumps are used to circulate and transfer hydrogen peroxide into and out of storage tanks, as well as in blending the hydrogen peroxide and acetic acid.

System One pumps are perfect for these robust applications because they are constructed around the seal, where 90% of failures occur, and feature a heavy-duty, solid, low-deflection shaft and ball bearings that prevent common vibration damage and offer greater stability at the seal area to improve seal life. In the process, these innovations create a stronger, more vibration-resistant pump with a wider operational window off the best efficiency point (BEP) and additional operational flexibility. The design and operation of the System One pumps improves mean time between failures and reduces maintenance costs, which are also crucial considerations for terminal operations where an increase in downtime means a decrease in profitability.

"The System One is the ideal pump for these applications because it's a very reliable pump since the trick with hydrogen peroxide is using a pump that has seals that can handle it," said Glenn Gibisch, executive vice president and COO at the 3 Rivers Terminal. "There are only two or three other pumps like that on the market and Blackmer's System One is the best."

System One pumps are available in three ASME/ANSI frame sizes. Each frame offers the lowest L3/D4 stiffness ratio of

any standard competitive size pump, with delivery capacities to 4,500 gpm (17,034 lpm). In addition to the ASME/ANSI styles, System One pumps also include a Vortex pump that utilizes a recessed impeller design. This design allows the pump to handle sludges, slurries with solids, entrained air, stringy or fibrous material, and shear-sensitive liquids. The Vortex pumps have capacities to 1,500 gpm (5,678 lpm).

www.pumps.com



The Blackmer System One pumps are used to circulate and transfer hydrogen peroxide into and out of storage tanks

Tecpro Australia launches tank washer

Tecpro Australia has released the Typhoon rotating cleaning head for tank washing. Designed for large tanks, four high powered jets provide a seven minute wash cycle. A geared movement maintains a high jet velocity to increase effectiveness.

Constructed from 48 parts, a self cleaning backwash nozzle reduces wear and tear and ensures product can not settle on the cleaning head. Weighing only 3.1 kg, the Typhoon has a 1ins BSP connection and requires a minimum manhole/flange opening of 110mm for unit insertion. At a pressure of 10 Bar and a flow rate of 225 L/min, it has a cleaning radius of 9m and a wetting radius of 17m.

Also now available from Tecpro, the Breconcherry Tempest is a high-flow jetting tank washer specially designed with longer nozzles to maximise power and efficiency.

Ideal for large vessels in the food, beverage, pharmaceutical, chemical, coatings and transport industries, the Tempest's long nozzles produce four 'heavy' and highly focused jets that rotate in a spiral pattern to provide a powerful 360 degs coverage. Powered entirely by the wash water, the simple drive mechanism maintains an optimum jet peripheral velocity that maximises jet impingement and chemical dwell times. The short, efficient wash cycle minimises down time and saves on water and effluent costs.

The cleverly designed Tempest is constructed from only 48 parts, which can be dismantled and re-assembled in minutes. It is supplied with a basic repair kit of only 10 parts, making it extremely easy and cost effective to maintain. The design and self-cleaning backwash nozzles ensure the cleaning head is completely hygienic by preventing product from settling on it.

There are no stainless steel ball bearings, which through wear and tear can cause contamination. The design features FDA compliant PTFE Bearings, which improve performance and eliminate any contamination risk.

Lightweight and compact, the Tempest has a 1.5ins BSP connection and requires a minimum manhole/flange opening of 210mm for unit insertion. At a pressure of 10 Bar and a flow rate of 390 L/min, the Tempest has a cleaning radius of 9.5m and wetting radius of 17m. It is suitable for working temperatures up to 95 degs C and ambient temperatures of up to 140 deg C.

www.tecpro.com.au

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InterBulk achieves ACC award

InterBulk Group plc has announced that it is the first tank container operator to achieve the Responsible Care Management System award by the American Chemistry Council (ACC).

Stockton-On-Tees (UK), Worms (Germany) and Rotterdam (Netherlands), three of InterBulk's sites, have all been issued with the International Maritime Packaged Cargo Audit Scheme 'IMPICAS' Attestation Documents, with the site in Rio de Janeiro also expecting to receive their documents following a successful audit in March 2010. All sites have met the Responsible Care elements of the Tank Container Operator audit protocol as identified in the 2009 Memorandum of Understanding in place between ACC and the Chemical Distribution Institute (CDI).

Koert Van Wissen, CEO of InterBulk Group, commented: "We are very proud to be the first tank container operator to achieve this milestone after becoming one of the first Responsible Care companies in Europe. We believe this initiative is in line with our customers'

expectations across the global chemical industry.

"This certification is a testament to InterBulk's commitment to implement the Responsible Care Management System into its strategy, management systems and daily operations to improve standards of efficiency, safety and security, as well as the environmental and social impacts of global transport and logistics of chemicals."

It's been a busy year for InterBulk, which also opened its largest European container terminal in Duisburg in March 2010. The site at Duisburg Nordhafen totals 20,000 sqm and provides 40 new jobs.

Erwin R. Buresch, key account manager for UBC GmbH, which is a part of InterBulk Group, is positive about his new location: "The proximity to our customers and the excellent rail, barge and ship connections throughout Europe were the reasons we decided in favour of Duisburg for setting up our central European terminal."

More than 780 containers can be



stored on the new site which is close to the DUSS and DeCeTe terminals in Duisburg Ruhrort. "The storage capacity is a core element of our business, as 50 percent of our turnover is achieved by storing loaded containers which are called forward by our customers at short notice for further processing in regional production plants," Buresch explains.

With their fleet of 20,000 containers, of which 13,000 are silo containers and 8,000 are tank containers, InterBulk is global market leader for tank containers and the largest European provider of intermodal bulk containers. The majority of units are hired out constantly to customers from the chemical industry which use them for scheduling their worldwide commodity flows and for restocking interim storage facilities close to their own customers. InterBulk's business comprises global intermodal transports, interim storage in terminals as well as consignment and punctual delivery of goods to customers. The goods mainly conveyed are plastic granules, food stuff in powder form, cement and minerals as well as liquid goods, which are stored and transported in specially equipped tank and silo containers.

The new terminal in Duisburg exclusively handles silo containers; it has a high-capacity tipping table where 20 ft, 30 ft and 40 ft boxes can be

transhipped into silo vehicles or into other containers. Terminal manager Dietmar Strehl is pleased with their efficient tipping facility: "We can load silo freight cars as well as trucks here, so we will be able to react flexibly and at short notice to our customers' requests. Most imported goods from overseas arrive here in 20 ft boxes, which are then transhipped by us into 30 ft containers as they are customary in Europe - three 20 ft boxes are transhipped into two 30 ft boxes," he comments on the day-to-day business. A high-capacity reach stacker is used for loading and offloading trucks and railway cars as well as the tipping table. In future, additional services will be offered to InterBulk customers in Duisburg, just like at the other InterBulk terminals in Hamm-Uentrop, Schwechat near Vienna, Finland, France and the UK. These services would include the construction of silo farms, covered storage space and a packaging facility for big bags or octabins. "We shall make these investments by and by, according to our customers' demand," Buresch announced.

For further transports of imported goods from Duisburg to other European storage locations, the container operator InterBulk can take its choice of plenty of train connections provided by various railway cargo carriers in Duisburg. "We even run our own block

trains on some routes with a high regular volume, e.g. between Rotterdam and Schkopau," Buresch stated.

Regarding export logistics for German producers, the bulk specialists in Duisburg rely on rail and barge connections to ports at the mouth of the Rhine River, as well as on pan-European regular shipping line services which are offered in the world's largest inland port.

With InterBulk, high transport quality and compliance with all legal safety regulations and customers' transport requirements can be taken for granted.

"By regularly training our terminal staff and our drivers, we can guarantee our customers reliable standards in the whole logistic chain. Of course technical quality and cleanliness of our containers are regularly checked as well," Buresch comments on the vital importance of health and safety checks in the global InterBulk network. High safety standards and innovative technical developments are the secrets of InterBulk Group's success. The group has been growing rapidly since it was established in 2004. "Ever since the opening in March, the new terminal in Duisburg has been very well received by our customers in this region," Buresch noted. "But there is still room for us to grow."



New transalpine intermodal

As of the beginning of 2011, Swiss rail freight operator SBB Cargo and Swiss-based intermodal operator Hupac will establish a new train operating company that will focus on block and intermodal trains on the European north-south corridor between Germany and Italy. In taking this step, the board of directors of SBB has affirmed the decision it took in February on the strategic realignment of SBB Cargo.

SBB Cargo will hold 75 percent of the new

company and Hupac 25 percent, although it is possible that further partners will also join. The new company will intensify the existing decades-long partnership between the two. The aim is to establish and develop a strong, neutral traction company that is close to its market. This move also seeks to achieve cost leadership in the intermodal segment by optimising resources on selected routes and "halving" structural costs.

The new carrier's business model is a first in the

railfreight industry. Hupac's stake in the company means that intermodal customers will for the first time bear some of the responsibility for the strategy and development of a railway company. "We have gone against the European trend by developing a model in which the railway company does not effectively take away the intermodal operator's freedom of action by integrating it," said Bertschi. The new railfreight company will benefit from the strengths of two independent

partners: SBB Cargo will provide the traction resources and rail-related technical skills, while Hupac, thanks to its pan-European market presence, will supply an important part of the transport volume. Hupac will play an active role in helping to shape the market-oriented development of the new company at the strategic level, something which will ultimately benefit all the new carrier's customers.

Volvo runs on narrow track

Twenty-seven guests, representing key fleet tanker operators in the UK petrochemical industry, recently attended a seminar linked with the public unveiling of the Volvo FL Narrow Track at Volvo Trucks' Warwick headquarters.

Two of the new FL Narrow Track tankers were available for operators to view together with an FE 6x2 rear-steer tanker to full ADR spec. The latter was plated at 26 tonnes GVW. The 16 tonnes GVW FLs were loaned from Shell Gas and West Country fuel oil distributor, Tincknell Fuels.

Although the emphasis was on the technical capabilities of the FL Narrow Track, the event also focused on Volvo's ability to work in partnership with customers on a variety of issues. These include the use of Dynafleet telematics, fuel management service consultancy and Volvo Service Point Online to reduce their fuel bills, monitor and manage maintenance costs and

protect their 'O' Licences.

The Tincknell FL Narrow Track fuel oil tanker has a payload of 11,000 litres and Shell's FL Narrow Track gas tanker carries approximately 6,200 kgs of LPG. These payloads, which mean the FL Narrow Track may not have to reload as frequently as a 7.5 tonner, coupled to its suitability for operation in rural areas, demonstrate that it can be a viable alternative to the lower GVW truck.

The FL Narrow Track is only 2.1m in overall width over the doors and 2.3m over the front mud-wings. It is plated at 16,000 kgs. This is achieved by only two modifications to the standard FL: The standard rear wheels and tyres have been replaced by 455/45R 22.5 super singles on 8 stud steel wheels and the mirror arms are of a narrower design than standard. These minimal modifications mean that the Narrow Track FL can

be supported by the Volvo Dealer Network without the need for stocks of special parts or tools.

The Narrow Track FL is also available with Volvo's automated transmission I-Sync. This provides a true two-pedal system with the box being operated from a steering column mounted stalk.

At 5.8 tonnes front and 10.3 tonnes rear, the axle weights for the Narrow Track FL are well-suited to tanker applications which do not require high levels of axle loading tolerance. A comparable lightweight 18 tonne GVW FL tanker, such as those operated by BP Gas, has a payload of 8.2 tonnes of gas.

The 6x2, with hydraulically operated rear-steer tag-axle, was on display to promote Volvo and Haartz Tanker Rentals' new offer. This consists of a new road ready Volvo FE 340, rigid tanker full ADR with 20,000 litres, complete with 4

compartment tank and ancillary/pumping equipment for just £804 per week for 12 months rental term.

The deal includes Volvo's top level Gold Contract repair and maintenance support as well as ADR / Safe Load Pass and the truck is ready to work as soon as the rental documentation is signed off.

Haartz's Ian Walkden emphasised that this is a true rental agreement - not a finance deal - so it can be put in place quickly. The Narrow track FL and standard 18 tonne GVW tankers are also available on a Haartz Tanker Rental deal for 12, 24 or 36 month terms. The key benefit, says Walkden, is that it protects operators' cash flow with fixed monthly payments which include Volvo's Gold Contract repair and maintenance package.



Tanker operators from key UK fleets attended the seminar to launch the Volvo FL Narrow Track tanker and new rental deal with Haartz Tanker Rentals

FTA tanker seminar

The Freight Transport Association's Fuel Tanker Seminar will be held on Tuesday 5 October in Warrington, UK. The event takes place every two years to coincide with regular changes to UK dangerous goods legislation linked to ADR, and is of particular relevance to fleet managers, vehicle engineers and those responsible for specifying road fuel tanker design.

The seminar provides an opportunity for delegates to plan for future legislation developments specific to their operations, and to hear from UK Department for Transport experts, the Vehicle and Operator Services Agency (VOSA) and leading industry bodies on tank testing, enforcement and specification issues.

Key sessions include: ADR changes in 2011 affecting fuel tanker operators, tank inspection and testing, European Whole Vehicle Type Approval, ADR enforcement and VOSA roadside targeting, Safe Loading Pass Scheme, and disaster recovery.

The event will be chaired by Dave Rowlands, technical services director at Wincanton Group.

Registration for FTA members is £315 plus VAT for the first delegate and £265 plus VAT for subsequent delegates. For non-members registration is £375 plus VAT for the first delegate and £335 plus VAT for subsequent delegates.

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Scania orders in Belgium

Katoen Natie recently expanded its fleet with the purchase of 14 new Scania tractors. The vehicles will be used for a wide range of applications, including bulk transport, containers, chemicals and chassis truck. The tractors are type G360 equipped with Highline versatile cabin, as well as Opticruise Scania.

Guido Vrancken, technical director of Katoen Natie, said Scania was strongly focused on the client. The service Scania offers goes beyond simple delivery truck. The vehicles are maintained by Scania and Scania Wijnegem Haven under a comprehensive maintenance and repair contract.

KN opted for the G360 XPi because the engine is environmentally friendly and requires no additives, and because the company was attracted by the

versatility of the cabin. The engine develops a maximum torque of 1850 Nm, can easily fulfil the range of tasks required. The G version Highline cab makes work more comfortable for drivers, particularly when they climb into and out of the cab repeatedly.

In another contract win for Scania, Remitrans of Belgium has ordered 30 new vehicles expand its fleet.

The order includes models such as the R440 LA4x2MNA with a comfortable Highline cabin used for international transport. Remitrans chose the Euro 5 engine Scania XPi largely because of the absence of additives, leaving more space in the chassis and reducing the fixed weight. The new R series is equipped with Scania Opticruise clutch system, automatic locking. The Scania Driver Support assists the driver in an interactive way to drive more efficiently.



Whale's special fire appliance

Whale Tankers has played a major role in delivering a specialist fire and rescue service appliance, believed to be the first of its kind in the UK. Specified by Leicestershire Fire & Rescue Service, the emergency appliance has been designed to operate as a rapid response, high volume, rigid mounted water carrier. Developed with assistance from the Fire Vehicles and Emergency Response Equipment (FVERE) workstream team of Firebuy Limited - the National Procurement body of English Fire and Rescue Services - the tanker unit has a 13,000 litre carrying

capacity; seven times the volume of a standard front line fire appliance.

Stationed at Loughborough, the appliance features a dual compartment cylindrical tank manufactured from grade 304 stainless steel - one to carry 12,000 litres of water, the other 1,000 litres of foam concentrates. It is being deployed to support pumping appliances by transporting high volumes of water to incidents where access to hydrants and other water sources is restricted, such as remote rural areas and motorway incidents. Mounted onto a Scania P340, 26-tonne

GVW, three axle rigid rear steer chassis with P day cab supplied by Keltruck Limited, the appliance has been designed to deliver a number of operating efficiencies.

With engine power emanating from Scania's 12-litre 340bhp engine, Whale Tankers has equipped the vehicle with a powerful vacuum/pressure system and positive displacement pump technology. As a result, the water carrier can offload 12,000 litres of water into two portable dams - housed within inbuilt body mounted storage units on the vehicle itself - to create a ready water



The first DSC Whale was specified by Doncaster Council



Whale Tankers' Regional Sales Manager, Mike Barnes (fourth right) is pictured officially handing over keys for the new water carrier to Leicestershire Fire and Rescue Services Fleet Manager, Pat Deasy. Looking on is Loughborough Station Manager, Michael Grewcock (second right), together with two Loughborough fire-fighting personnel

supply in a matter of minutes.

In addition, Whale has expanded its Demountable Whale product having developed a new body system for use with Multicar's FUMO - a compact implement carrier with transporter functionality.

Having entered into a new strategic partnership agreement with Multicar here in the UK, Whale Tankers will now become the company's exclusive provider of what Whale is branding its DSC (demountable small combination) body option.

Working closely with Multicar, Whale used PAWRS (Plant & Waste Recycling Show) to parade its first DSC Whale which had been specified by Doncaster Council.

Constructed from Grade 3CR12 corrosion resistant steel, the low volume combination body has a 2,400 litre capacity. Alongside a 1,400 litre debris/sludge compartment comes a 1,000-litre tank for clean jetting water. Whale's managing director Mark

Warmington stated: "While the DSC Whale option provides all the advantages of a standard demountable body, it will provide customers with far greater utilisation, particularly in narrow streets and precinct areas. We are delighted to have finalised an agreement with Multicar here in the UK to this effect, as the two technologies involved work very well together in providing a vehicle solution that offers real added value without compromising on payload."

Brian Croll of Multicar UK added: "We are delighted to have Whale Tankers as our partner for what is a specialist body system. Not only have they proved to have the technical expertise required to design and manufacture the product with input from ourselves, their proven service and parts infrastructure is the envy of the industry. We are confident that the partnership will be mutually beneficial for both businesses."



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Boasso America

Throughout 2010 Boasso America has been celebrating its 25th anniversary. North America's premier tank container depot and transportation services provider is looking to the next 25 years



Boasso America's headquarters, in Chalmette

It may have been 25 years in the making but Boasso America can lay claim to be North America's leading provider of innovative depot and transportation services to the ever-growing ISO tank container industry.

An American Chemistry Council 'Partner Member', offering a full array of resources in all 8 of the company's locations, Boasso America remains dedicated to providing the "ultimate customer experience".

Boasso America's market offering includes local and long haul trucking within the 48 contiguous United States and the southern tip of Canada. The transportation network operates around the clock to meet all domestic and import/export needs - from production schedules to vessel departures. The company's reputation for safety, late-model tractors, a large specialised chassis fleet, comprehensive driver training programmes, stringent regulatory compliance, and premium insurance protection all combine to minimise clients' logistics risk.

In addition, top quality depot service

is found at these same state-of-the-art terminals strategically spread throughout the US in order to facilitate timely turn-around of the strictest ISO Tank Container requirements, including cleaning, heating, inspections, loaded storage, empty storage, pressure and statutory testing, in-service repairs, modifications and even full refurbishment.

Louisiana roots

Today Boasso America is part of Quality Distribution Inc, a NASDAQ-traded (QLTY) corporation based in Tampa, FL, but its roots lie firmly in the vision and passion of founder Walter Boasso, a native of Arabi, LA.

In 1985, Walter founded a 5 acre dry and tank container repair depot in New Orleans. Later that year, he and local business partner Scott Giroir launched a container trucking division. Just three years later Walter saw the global potential of intermodal tank containers, and so a dedicated trucking division was formed in the name of Gulf States Intermodal.

Having outgrown the New Orleans facility in 1989, the company moved to a 15 acre site in Arabi, LA. A wash rack was erected shortly afterwards in order to provide customers a "full service" package ... first of its kind in the USA, and an early demonstration of Boasso America's commitment to customer satisfaction.

Having rapidly built a market-leading presence in the New Orleans area, entry into the US Midwest region was increasingly requested by loyal Boasso America customers. So 1997 brought a terminal opening in Chicago IL, followed shortly by one in Detroit MI. Two years later came the Houston TX operation as more and more Gulf

exports migrated from the Port of New Orleans to the Port of Houston.

As the century turned, facilities were added in Charleston SC and Jacksonville FL to provide a much needed presence in the ever growing South Atlantic gateway.

By 2003 Boasso America had once again outgrown its headquarters, and so moved from Arabi to the current state-of-the-art 42 acre site at Chalmette, LA.

Later in 2008, the Newark NJ terminal was opened and management control

"Our focus never waivers from the tank container business"



The Boasso America senior management team. L-R: Business Development Director Mike Sperber; Chief Financial Officer Robby Showalter; President Scott Giroir; Chief Administrative Officer Bob Schneida; and Corporate Operations Director Tony Morsovillo. (In background) picture of company founder, Walter Boasso.

New Orleans depot staying healthy

The recession appears to be good news for at least one US company. Gulf States Marine Terminal, a tank depot based in New Orleans, reports that the weakness of the dollar internationally has helped boost export business through the Gulf ports.

This boost, the company believes, will enable it to beat the downturn, handle around 16,000 tank containers, and thus record an increase in business of some 15 per cent in 1991 - an impressive figure, albeit much less than the 35-40 per cent growth per annum that the company claims since 1985.

It attributes this relative slowdown to a problem with the availability of tank containers in the United States, through both a lack of units and difficulties with the repositioning of

empties. There is never a surplus of un-booked tanks on the depot, according to Manager Scott Giroir, who adds that 99 per cent of the depot's business is with tanks involved in the import-export trade.

As well as cleaning, the company offers a basic repair and testing service, under Bureau Veritas and ABS supervision, and also works with dry freight containers.

Having extended the company's site at the end of 1989 to cover 23-24 acres and renewed all its equipment at the same time, Gulf States Marine has no immediate plans for further expansion; however it seems to have no doubts about the future direction of its business. Giroir argues that "businesses in the United States are still experimenting with ISO tank containers", and that many more chemical companies are likely to start using them in the next few years.

celebrates 25 years

of Savannah GA was assumed from QDI, which had purchased Boasso America just months prior.

Innovation

Throughout its history Boasso America has introduced numerous innovations that have improved service levels for customers. In the mid-1990s, for example, Boasso America introduced (stateside) the practice of 'bundling' numerous depot charges associated with depoting a single tank container. This consolidation effort helped revolutionise the billing process as US customers then knew it.

Fast Forward to 2010. "We just recently developed an in-house chemical management system for automated indexing, tracking and quoting the thousands of products washed throughout our terminal network," adds Scott Giroir, the Company's President since the December 2007 purchase.

The Newark and Savannah facilities are strategic developments for Boasso America. Tank container trades have been growing rapidly on the US East Coast, notably with China and the Far East. For much of the past decade West Coast ports have been notoriously congested and so liner shipping services have made use of the Panama Canal to serve East Coast ports directly rather than discharging on the West Coast and raiting containers across the country.

Now the Panama Canal is undergoing expansion to double its capacity which is expected to provide additional trade opportunities for US East Coast ports, and also Boasso America.

"Boasso America has introduced numerous innovations that have improved service levels for customers"

"We recognise the need to increase capacity at our Jacksonville and Savannah terminals in anticipation of future Transpacific volumes via post-Panamax vessels," adds Mike Sperber, a member of the senior management team. The Charleston terminal was just upgraded in February 2008 and its Newark facility was constructed with

Boasso America Vision Statement & Core Values

Boasso America, committed to employee development and environmental preservation, will innovatively grow operations while maintaining its foundation as the safest and most trusted resource amongst tank container service providers.

PEOPLE - Investing in Our Future
EFFICIENCY - Enhancing Processes with Technology
QUALITY - Seeking Continuous Improvement
SAFETY - Practicing it First and Always
GROWTH - Focusing on Creative Expansion
ENVIRONMENT - Doing Our Part
LEADERSHIP - Pioneering Industry Advances

Keeping pace with the ever-changing Federal and State transportation regulations as well as environmental standards has always been critical for Boasso America. It has become an even more daunting task since implementation of the Homeland Security Act in 2002. "Our company's processes and procedures are guided by the huge responsibility felt towards our employees, our customers, fellow motorists on the highways where our vehicles travel, and the communities in which our terminals operate," says Scott Giroir.

the future in mind. It was outfitted with a five-bay tank wash, state-of-the-art control room, and tank cleaning system. Two in-line boilers power a 24-unit electronically controlled heating system that provides low pressure steam, electric, and hot water options. The 36,000 sq ft maintenance and repair facility houses a tank welding area, tank repair stands, and a truck and chassis repair area. These investments also clearly define how Boasso America seeks to solidify its lead position in the tank container services market.

Hurricane Katrina

However, it would be fair to say that not everything has been a smooth path to success. A particularly difficult episode in Boasso America's history came in 2005 when winds and flooding caused by Hurricane Katrina devastated the Chalmette terminal and corporate office along with the entire Parish of St Bernard. Operations were temporarily shifted to the Houston terminal. A Herculean effort then ensued including the relocation of most of the New Orleans (Chalmette) staff, along with their families.

By the time employees arrived in Houston, the company had secured many apartments in a nearby complex and an employee relief fund had already been established. Money and material donations, along with truck and container loads of various commodities, started to pour into their Houston facility. Phone lines were

25 years young

Special events to mark the major milestone include a tour by the company's senior management team of all 8 terminals. Open house luncheons are being held for employees, customers, vendors and local officials. The tour is already underway having begun in Charleston on 25 May, with the Grand Finale scheduled at the corporate office in Chalmette for 18 November. Each occasion is being marked with commemorative gifts and a traditional cake celebration.

constantly ringing from customers and friends with the question, "what can we do to help?"

While employees handled the New Orleans business from Houston, another team of employees was staged in Baton Rouge, LA to do whatever it took to get headquarters back up and running. A typical two hour commute between New Orleans and Baton Rouge was now a 9-10 hour commute due to flooded roads and the many military checkpoints. The magnitude of what had to be done was overpowering, but they took small steps, doing everything they could, with whatever they had, or could acquire. As one employee stated: "The military is fond of the mantra, 'Improvise, Adapt, and Overcome'. This became our daily battle cry."

Due to the hard work of all the company's employees, the Chalmette facility officially reopened with a skeleton crew and a few drivers 48 days after the worst natural disaster in US history, on Monday 17 October. Remarkably, it was back to full operation by December that same year!

"Global trade trends point to a prosperous future for Boasso America and its customers"

Strategic direction

The future looks bright for Boasso America - just as bright as it did that first day in 1985. The senior management team - comprising President Scott Giroir, Chief Financial Officer Robby Showalter, Chief Administrative Officer Bob Schneida, Corporate Operations Director Tony Morsovillo, and Business Development Director Mike Sperber - now responsible for day-to-day running of the company was not content to rest on past successes in what remains a highly competitive and changing industry. Instead, they revisited the business model and established a new Vision Statement & Core Values to match today's business challenges. (See Box)

In terms of strategic direction, Scott Giroir says organic growth will come from more US locations, and possibly even expansion into the international arena one day. This will be complemented by diversifying the business model with creation of new divisions offering ancillary services to their existing client base.

"There will also be an aggressive focus on technology moving forward ... so that doing business with us becomes even easier. This, in turn, will lead to providing that ultimate customer experience", states Mike Sperber. Through implementing interactive B2B functionality via their website, and upgrading back-office processes to streamline internal functions, Boasso America customers will continue to benefit from enhanced service levels.

Naturally, Boasso America, like any other company is not immune from the world economy. Demand for ISO tank containers is largely impacted by the global bulk liquid and gas chemical environment. Boasso America's revenues last year suffered due to the reduced number of shipments passing through US ports and rail ramps at which the company has terminals.

But with the New Year came a strong resurgence of traffic which has sustained itself to date. There is a feeling within the company that global trade trends point to a prosperous

future for Boasso America and its customers. In particular, there has been an increase in US chemical plant infrastructure to service offshore manufacturing industries. Driven by this process of globalisation, the ISO tank container market is a growing sector within liquid bulk chemical transportation. If the chemical industry continues the recent trend, greater quantities of chemicals will be imported into the US this decade.

Furthermore, chemical manufacturers are increasingly coming to realise that the ISO tank container is a highly efficient means of transportation for their products. And, there remains a proud commitment at Boasso America - one solely dedicated to the ISO tank container industry, never treating it as merely a supplement to the much larger domestic tank trailer sector. "Unlike nearly all of our competitors," emphasises Scott Giroir, "our focus never waivers from the tank container business. This helps us stay in front of the pack".... And, in front of the pack is exactly where Boasso America expects to still be on its Golden Anniversary in 2035!

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The Newark depot - establishing a strong presence on the US East Coast was strategically important for the company

Tanker loader has integral lump breaker

Rio Tinto Borax operates several Dino mobile bulk loaders for road powder tankers and some of these machines manufactured by Van Beek, Drunen, the Netherlands, have been in operation worldwide for as long as 15 years. The latest example, based on the DS300 series, has a capacity of 40m³/h and is equipped with magnet, sampler and lump breaker. It will be deployed by Rio Tinto Borax in Taiwan to load borax, a raw material for glass manufacture, from freight containers to road tankers. Global project manager Cees de Graauw explained that during sea transport there was a tendency for the material to become compressed into large, soft lumps at the bottom of the container, causing problems for the customer. The lump breaker is situated in the receiving hopper while the magnet and sampler are located in the outlet, ensuring that the borax is filtered and checked immediately prior to being loaded into the road tanker. An industrial vacuum cleaner is employed to maintain a partial vacuum of the system for dust-free loading. www.van-beek.nl

High-temperature hose for combustible solids

Norres Schlauchtechnik, Gelsenkirchen, Germany, has introduced a high-temperature hose that is ideally suited for use in potentially explosive atmospheres. The CP VITON® 459 EL meets the requirements of the ATEX directive and is recommended for transporting combustible bulk materials in accordance with TRBS 2153 (formerly BGR 132). It is also extremely heat-resistant (up to about 210°C), kink-proof with a very small bending radius, and compressible. This suction and blast hose is intended for use with aggressive solids including dust, powders and fibres as well as with gaseous media such as vapours and smoke. Like all the company's clamp profile hoses, it is based on a patented design.



The new grade of Norres high-temperature hose is ATEX compliant

www.norres.com



Van Beek Dino fitted with lump breaker and a sampler which can be manual or automatic

Combined filling of sacks and bulk bags

The UK arm of Netherlands-based Chronos BTH has supplied a new combined open-mouth bagging and FIBC filling rig as part of a phased upgrade of the Askew & Barrett (Pulses) Ltd factory in Wisbech, Cambridgeshire. It is being used to pack a variety of pulses into 20-25kg bags or FIBCs. Currently operating on a manual basis, it has been designed to allow simple upgrade to automatic operation in the future. An innovative feature is the use of a diverting weigh hopper design, based on pioneering technology originally introduced by sister company Richard Simon. This allows weighments to be tipped on one side into the FIBC filling system, and on the other side into the open-mouth bagging system.

www.chronosbth.com

Beumer celebrates 75th anniversary

Beumer, headquartered in Beckum, Germany, and with subsidiaries around the globe, this year commemorates three-quarters of a century since the family-run business, operating initially in the cement and mining industries, was established by Bernard Beumer in 1935. An early success was the invention of the conveyor idler with labyrinth seal which was patented, the technology subsequently being integrated into other products. The company logo, still used today, was derived from this idler design.

Current manufacturing capability embraces innovative conveying and loading technology, palletising and packaging equipment and automatic sortation and distribution systems. Managed by third-generation Dr Christoph Beumer, the group today employs some 2000 staff worldwide and achieves a 375 million euro turnover. In 2006 it opened a factory in Shanghai to serve the Chinese market, set up a Mexican subsidiary earlier this year and is at present expanding its locations in Australia and France. Further development projects are planned.

www.beumer.com



Beumer Group chairman and CEO Dr Christoph Beumer

Container bulk loading and unloading

Ehcolo manufactures container bulk loaders and unloaders for 20 and 40ft containers.

Unique loader ideal for filling dry bulk commodities into containers, such as sugar, malt, fish meal, grain, minerals, plastic granulates or almost any other free flowing products.

Sturdy conveyor with specially designed pressure outlet for optimum filling of container liner.

Note: this system does not harm the liner compared to other systems.

Automatic sideways movement and remote controlled vertical movement of outlet.

Easily moveable, e.g. by fork lift truck.

Feeding hopper for connection to a gravity bellows feeder or other customer-specific feeding system.

Capacity: one 20ft container in 25 minutes.



Container Bulk Loader Type CBL

Ehcolo can also supply a unique pneumatic container bulk unloading system.

System is shown with a blower and a rotary valve + optional filter, which of course is not needed when discharging by gravity into a receiving hopper.

Option: if no tipping device is available, we can supply a hydraulic tipping frame.

Unloading Capacity: 22 tonnes per hour.

Ehcolo is also supplying palletisers for all types of bags, servo controlled and with energy recovery system, saving 15 – 20% power.



Container Unloader Type CTT

Ehcolo A/S, www.ehcolo.dk, E-mail: post@ehcolo.dk, Tel: +45 75398411.

VTG makes dramatic advance into grain transport market

Hamburg-based railcar hire and rail logistics company VTG in July signed contracts for the purchase of some 1100 grain tankcars from Ermewa Ferroviaire and to acquire a 75% shareholding in the French rail logistics company TME, subject to approval by the antitrust authorities. The 75% shareholding in grain transport and railcar hire activities was previously part of Ermewa Group's operations. The contracting parties have agreed not to disclose the price paid.

"With the purchase of the grain transport business and the grain silo wagons of the Ermewa Group, we have scored an all-round coup, as we have not only gained entry to the European grain wagon and logistics market but are also again making use of the great synergies between our wagon hire and rail logistics divisions", said Dr Heiko Fischer, CEO of VTG Aktiengesellschaft. The company already has initial experience in this market in Spain and on routes between Germany and Eastern Europe.

www.vtg.com

Caretex liners gain further food-quality accreditation

Leading Denmark-based dry bulk container liner manufacturer Caretex has recently been granted ISO 22000 certification, along with HACCP and GMP approvals by TÜV SÜD the respected international certification body. The ISO 22000 standard specifies requirements for a food safety management system where each organisation in the supply chain needs to demonstrate its ability to control food safety hazards to ensure that food is safe for human consumption.

As part of the implementation of this food safety management system all Caretex production facilities have been upgraded to comply with the rigorous requirements of the ISO standard. Combined with the company's general ISO 9001:2008 quality assurance system, which has been in place for many years, the latest accreditation ensures that Caretex liners not only achieve consistency in product quality but are now also safe for transport of foodstuffs.

The newly granted food safety certification ensures that the company's liners are manufactured with food-grade materials and produced in a controlled clean environment, eliminating contamination risks for materials used in the food and feed sectors. Also pharmaceutical, medical and petrochemical industries can benefit from using Caretex liners in order to ensure that their products are not exposed to contamination risks from bulk packaging materials. The company welcomes existing and potential customers to witness at first hand ISO 22000 certified liner production at its manufacturing plants in Thailand.

www.caretex.dk



Caretex container liners being manufactured under clean room conditions in Thailand and the recently acquired food quality accreditations issued by TÜV SÜD

Storage of EPS in flexible silos



A key attraction of the A.B.S. flex-silo concept is that the storage facilities can be easily relocated; the silos pictured are storing EPS

A.B.S. Silo- und Förderanlagen GmbH, Osterburken, Germany, has become a leading manufacturer of flexible silos manufactured from high-specification polyester fabric. They are usually tailor made and can be supplied with or without discharge aids. Recent contracts have included eight flex-silos each of 85m³ capacity for foamed EPS (expanded polystyrene); two flex-silos each of 60m³ capacity for EPS grist; and a flex-silo of 16m³ capacity for EPS dust which included gangway, ladder, conveying system for filling and discharging the silos and touch-screen visualisation for a German manufacturer of flat roof insulation material.

To date over 45,000 flex-silos have been installed by the company. Apart from being used for storing materials such as EPS, plastic granules and flour, they are also widely employed for agricultural products and wood pellets.

www.abs-silos.de

Talke wins LyondellBasell safety "oscar"

Alfred Talke Silologistik, a wholly owned subsidiary of bulk logistics operator Alfred Talke, has been presented with a safety award by LyondellBasell at its Wesseling/Knapsack, Germany, location for a particularly good safety record during 2009 in the category 'Product Handling'. The polymer manufacturer traditionally presents the so called safety oscar to partner companies at its locations which have rendered outstanding services in line with its safety philosophy of no accidents, no material emissions, and no unnecessary risks. Apart from having no accidents at work and receiving no QM complaints, Talke also successfully implemented many audits and technical enhancements at the plant in association with its client. Talke operates one of a total of six silo logistics centres with 14 employees at LyondellBasell's Wesseling site where each year up to 320,000t of synthetic granules produced at the plant are made ready for despatch.

www.talke.com

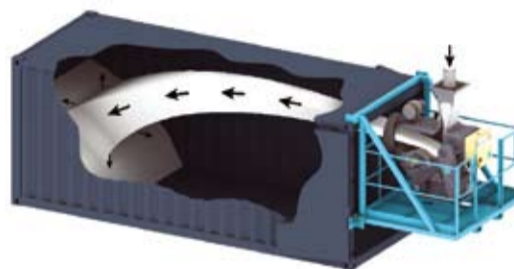


Thomas Voshardt (left), LyondellBasell head of logistics site operations, Central Europe, with Joachim Cramer, operations & customer service team leader at the Wesseling site, and Marc van Alphen, director logistics division, both from Talke; the safety oscar is shown (left)

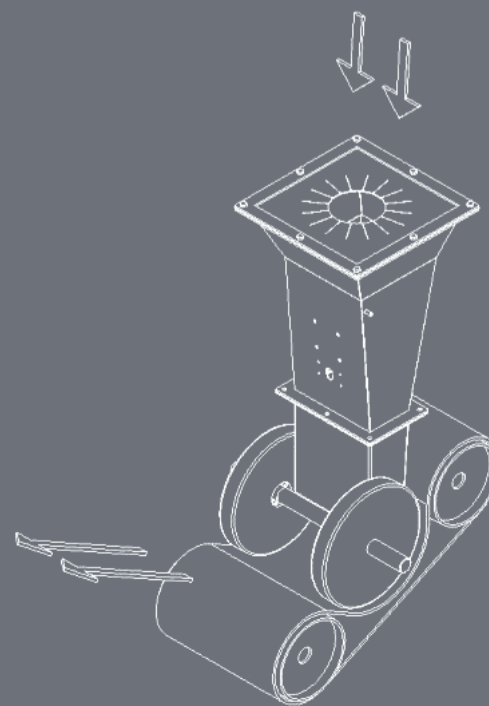


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we make processes work

Celebration for half-century of ROTO-PACKER success

Haver & Boecker, Oelde, Germany, is currently commemorating the 50th anniversary of the HAVER ROTO-PACKER, the world-famous rotary packing machine for filling cement and other free flowing powdery materials into sacks. Demand from cement plants in the late 1950s for higher bagging capacities provided a catalyst towards the development of the rotary packer that replaced the company's then well established inline packers with up to six filling spouts. Impetus for the new technology came from Phoenix Zementwerke located in Beckum, Germany, which ordered the first machines. Almost 50 years later this same customer recently acquired the first ROTOCLASSIC, the latest generation of ROTO-PACKERS.

The earliest machines were entirely mechanical but during the intervening years they have gradually incorporated electrical, pneumatic and most recently electronic systems. This latest innovation also helped the company to become a leader in electronic weighing scales. Another milestone was automation. Applying valve-bags manually was replaced by an automatic bag applicator, the RADIMAT.

www.haverboecker.com



Senior Haver & Boecker executives (from the left): Wolfgang Haschke, former sales director who sold the most ROTO-PACKERS, managing partner Dr Reinhold Festge, general sales director Bernhard Pagenkemper, and managing partner Walter Haver

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Growing need for loading/unloading of bulk containers

Ehcolo of Denmark, which for several years has been supplying machines for loading dry bulk materials into freight containers fitted with inner liner, reports that the trend towards this concept of dry bulk transport is steadily increasing. The company manufactures the Type CBL container bulk loader which is designed for filling 20ft and 40ft shipping containers. In recent months units have been delivered for loading fish meal in Chile, minerals in China, malt in Turkey, grain in the United Arab Emirates, plastic granules in Germany, tyre composite in Korea, and coffee beans in Ethiopia.

The CBL comprises two sections: an upper part with the oscillating feeder and a lower part, usually but not always required, with motorised height adjustment at both ends. This lower section can be easily moved by forklift, allowing the whole unit to be quickly relocated. Unlike certain competitive designs the CBL allows the container to be filled completely into the corners and up to the roof. A further advantage is that it does not cause damage to the liner. A 20ft container can normally be loaded in 20-25 minutes.

Ehcolo can now also supply the Type CTT pneumatic unloading system for end users who do not have tipping and receiving facilities for bulk materials. Discharge capacity is 20-25t/h. One of these systems was recently delivered for handling fish meal and another system is currently being supplied to the Emirates for unloading cereals and soya bean meal from 20ft and 40ft containers. This will be delivered together with a tipping frame and a separation filter, allowing product to flow directly into existing receiving hoppers.

Ehcolo also makes sack palletisers (see feature on p19).

www.ehcolo.com



Ehcolo CBL loader divides into an upper and lower section



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www.caretex.dk



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Greif set to dominate

Continued from page 1

Within the past month Greif is known to have been in negotiations with other Turkish FIBC producers with a view to making further acquisitions. Among these was Sunjut, generally reckoned to be among the top five global FIBC producers, although at the time of going to press no further announcements had been made. Like Storsack and Unsa, Sunjut also operates modern, high-capacity FIBC production facilities in China.

Greif, based in Delaware, OH, is a newcomer to flexible semi-bulk packaging but has wide experience in the manufacture and marketing of rigid type IBCs mainly used for handling liquids. It is also a world leader in smaller capacity categories of industrial container including drums and water bottles as well as container closure systems. For the previous financial year ended 31 October 2009 the company reported net sales worth \$2.8 billion. It operates from more than 200 locations in over 45 countries. Apart from industrial packaging, Greif is also engaged in paper packaging and land management.

Drader gets a new palletless concept off the ground

In recent years a number of companies have introduced various designs of palletless FIBC in an effort to replace traditional pallets which are unhygienic, wasteful of space, heavy, and costly to transport and store. The contamination risk has always been one of the inherent drawbacks associated with 'unclean' pallets, and a key argument in favour of using palletless bags. However, the claim that palletless bags

help ensure superior cleanliness will always remain partially flawed (pun not intended) for as long as the base of the FIBC is allowed to come into direct contact with the ground.

Drader Manufacturing of Edmonton, Canada, a pioneer in the palletless bulk bag revolution, has taken the palletless concept a stage further by developing a BagPal design which ensures that the base of the FIBC is kept clear of the



BagPal iT, specially conceived for use with FIBCs, consists of two BagPal injection moulded channels and a specially formulated bio-pad, all wrapped in a bio-fabric skin



The BagPal iT prevents the FIBC making contact with the ground, thereby avoiding risk of contamination from dirt or moisture

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ground. Until now it has not been economically feasible to prevent the base of palletless FIBCs from touching the ground. However, through an intensive R&D programme, a product has emerged that may cause a radical change in handling FIBCs. Now it is practicable to keep bags off the ground, on a pallet system that is clean and conforms to ISTM 15, thereby eliminating the need for costly heat treating.

Drader's new patent-pending BagPal design, the "BagPal iT" is a combination of two BagPal injection moulded channels and a specially formulated bio-pad, all wrapped in a bio-fabric skin. It is a unique, full pallet system especially designed for FIBC use, and it ensures that the base of the FIBC is kept raised above the ground. It is cost competitive with wooden pallets. Gerry Baker of Drader Manufacturing said, "We have talked to many companies that want their product off the ground, so BagPal iT was developed in response to that need, and the results have been very positive."

The total assembly, which can easily be folded and reused, weighs only 7 lb (just over 3kg), compared with a

wooden pallet which normally weighs 20-25kg. The BagPal iT keeps product off the ground, and away from moisture, and infestation. Last year Drader introduced BagPal channels which are made from recycled FIBCs, further enhancing the green credentials of BagPal. Recycled BagPal channels can be used with BagPal iT.

www.drader.com



A further advantage of Drader's latest pallet replacement system is that it helps ensure stable stacking of FIBCs two or more high



Two parallel plastic channels, which can be made from granulate derived from recycled FIBCs, provide quick and easy access for forklift blades

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End-of-line bagging focus

Some recent advances in systems for palletising and wrapping unitised bag stacks

Speed combined with reliability

Stotec Binder based in Gleisdorf, Austria, specialises in producing fully automatic high-speed bagging and palletising equipment and benefits from more than 30 years engineering experience in this sector. Offering the combined packaging technology expertise of Stotec Anlagentechnik and Binder + Co's Packaging Division, the joint venture company was created two years ago. To date more than 600 fully automatic packaging systems have been installed worldwide and have acquired a reputation for reliability, efficiency and flexibility. The

company concentrates on providing innovative high-performance, future-proof turnkey packaging solutions. Technical director Gerhard Steinmayr says: "Throughout the world our plants provide daily that speed does not conflict with reliability."

The company offers a wide range of bagging machines, including open mouth and FFS designs, as well as two main categories of palletiser: the PRINCIPAL high-level palletiser providing capacities up to 2400 bags/hour and the PRINCIPAL-R high-flexibility robot palletiser with a capability of up to 1400 bags/hour.

Compared to ordinary palletising systems. For example, the machines feature very heavy and solid mechanical design with all main functions being motor driven instead of powered by air cylinder. Layer squaring is also operated by motors. All start/stop conveyors are frequency inverter controlled and the full pallet roller conveyors feature soft start control. The elevator, which is equipped with counterweight, also has frequency controlled movement.

Timing belts are employed instead of hoof chains in order to reduce noise. The control panel is said to be very user friendly and all machine movements are controlled by encoder and not just by timers. Every bag can be timed separately, unlike with most other manufacturers where the lay formations are copied only (for example bags of layers 1, 3, 5, and 7 have all the same timing). Different layer formations can be programmed through the operator panel, with no requirement for new PLC software updates. Frequency inverter setting can be adjusted on the operator panel and separately saved to different preset programs. Siemens Profibus interface is provided for the palletiser modules, thus saving local cabling, and the same solution is used for control of frequency inverters.

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Servo control advantages

Ehcolo of Denmark has released further information about its latest servo-controlled palletisers which were launched at the end of last year. These have been further developed to offer a higher level



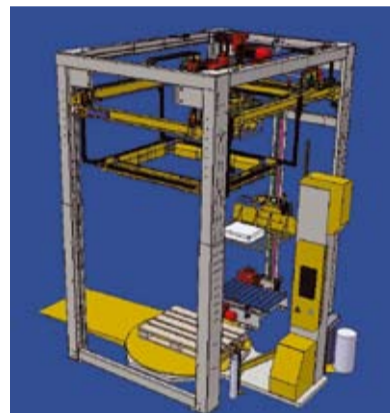
One of Ehcolo's new bag palletisers fitted with servo controls

of accuracy and increased speed, with the servo control using encoders mounted on all positioning motors. The use of soft start and stop on all motors results in low noise and extended equipment life. The new servo controllers are interconnected in KERS (Kinetic Energy Recovery System), which means that all braking energy is

collected and reused, offering a substantial saving in power consumption. An operator-friendly 15in colour touch screen is used, allowing new patterns to be easily produced by the automatic pattern set-up system. There is a choice of 14 different palletiser models for all types of bags on all types of pallets, with capacities from 300 to 2500 bags/h.

Palletising and wrapping by one machine

In response to customer requirements, Newtec Bag Palletizing of France has provided an integrated overwrapping machine as part of its G300 palletiser and several examples of the new dual machine have already been delivered to customers. The Illzach-based subsidiary of the Newtech Group has engineered a solution which allows the combined starting of the palletisation cycle for the



Schematic showing combined palletising and wrapping capability of the G300 from Newtec



WRA-PAL Swing from Thimon



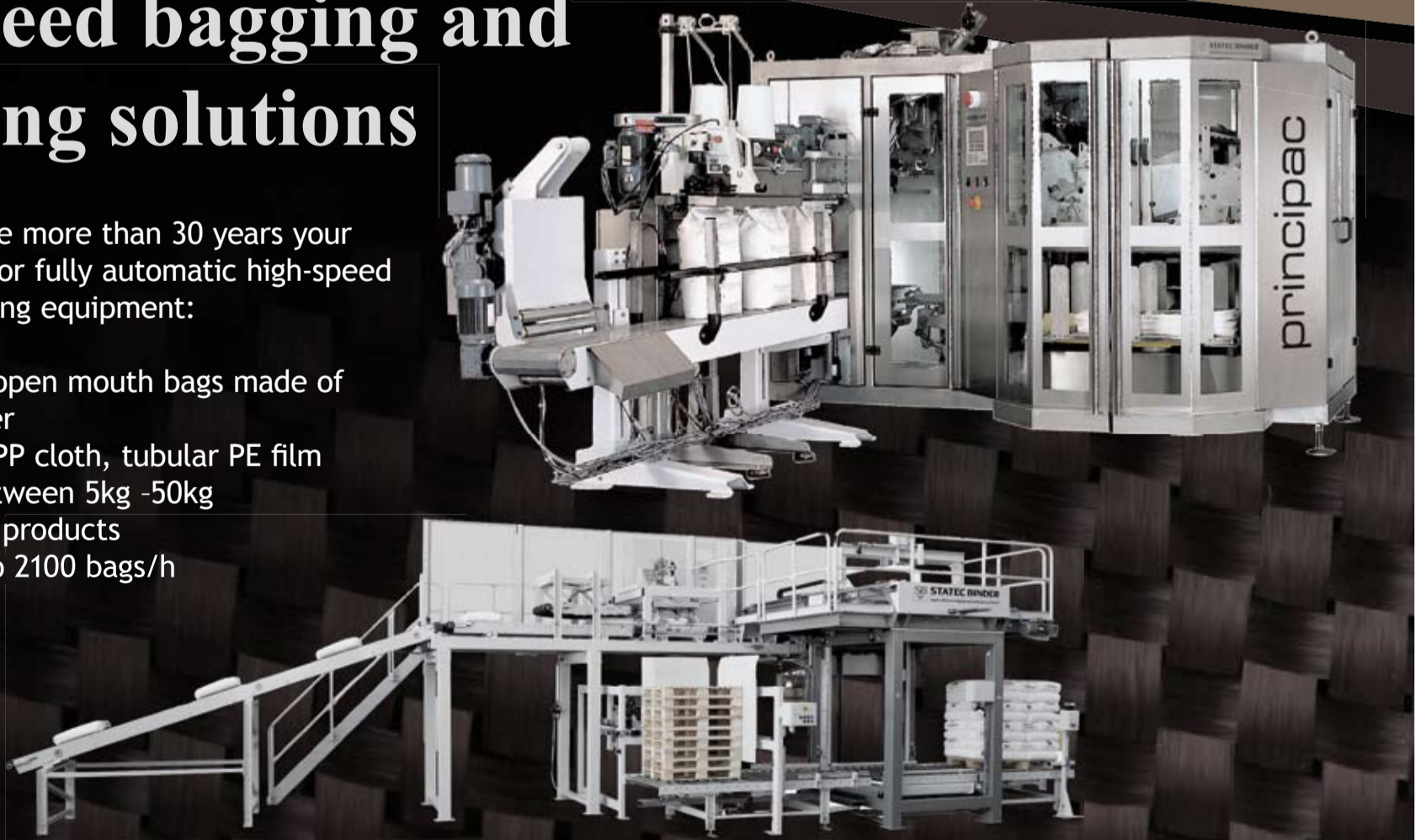
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PRINCIPAL high-level palletiser from Statec Binder

first three to four bag layers and of the overwrapping cycle, the two operations running simultaneously. The new machine accommodates bags in the 5-50kg capacity range and covers outputs up to 300 bags/hour. Options to accept interlayer and cover sheets and/or a bag flattening device are available.

The G300 palletiser operates as follows. Bags enter the bottom of the machine and are then turned through 90 degrees to the left or right, or through 180 degrees depending on the palletisation pattern selected. This operation is carried out using a gripping head. The interlayer sheet, if needed, is placed directly on the pallet and held in place by four layer

squaring bars. After palletisation of the first 3-4 bag layers the overwrapping cycle begins, continuing until completion of pallet formation. The combi-machine is equipped with a control terminal having a colour touch screen which allows the operator to select the specific programs needed (palletisation patterns, overwrapping cycles), permitting diagnosis of faults, manual operations, etc. A modem for remote maintenance of the program is also available.

Advantages of the combined palletising and overwrapping system include: easy operating and maintenance conditions, competitive price for the two operations of palletising and overwrapping, reduced

footprint compared with using two separate machines, and quick return on investment.

Newtec currently has over 1500 palletising installations operating worldwide in food, building material and chemical industries. The company provides complete end-of-line solutions for bags including filling, palletising and overwrapping machines.

Spiral wrapping on five sides

Among latest developments regarding stretch wrapping is the recently introduced WRA-PAL Swing from Thimon of France. Achieving outputs up to 100 pallets/hour, the machine is capable of providing highly cost-effective five-sided wrapping of any type of pallet with just a single reel of film, thanks to its patented triangular arm system with movable

return. This arrangement helps to ensure low film consumption. Film loading is easily carried out at ground level. A touch screen terminal controls adjustment of the speed of rotation of the turntable (number of turns top and bottom) as well as adjustment of the rate of coverage and pre-shrinkage (from 50 to 300%). The machine employs 1m wide film and there is perfect control of the lay-on-force, compared with standard wrapping using a 500mm film width and overlap.

Stretch hooding gaining popularity

Robin Reid, managing director of UK-based Rosenflex, says that demand for stretch hoods is experiencing a 20% annual increase in Europe as a suitable alternative to other methods of securing palletised sacks, cartons, bottles and similar unit loads. The system offers several significant advantages compared with heat shrink hoods, standard hoods, stretch wrap and strapping. Rosenflex is a distributor for Rosenlew RKW, part of the, Frankenthal, Germany-headquartered RKW Group, Europe's leading manufacturer of high-quality polyethylene and polypropylene films with a turnover of some 700 million euros. Reid explains that stretch hood packaging consists of a three-layer co-extruded film primarily produced using technical linear low-density polyethylene (LLDPE). Typical thickness is within the range 40-160 microns, depending on the application and characteristics required. EVA is an important constituent to provide elasticity.

Stretch hoods require less resin compared to other forms of packaging – up to 30% less polyethylene – and provide strength and holding forces in all directions (horizontally and vertically) to ensure that the product packed on the pallet is kept safe and secure. For example, a 100-micron based stretch hood film performs better in this respect than a 140-micron shrink hood.

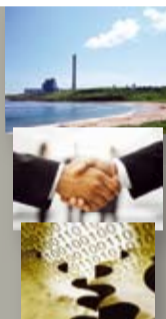
In addition recipes can be made for high transparency film which allows for easy barcode scanning and product ID in the warehouse or on-site. Stretch hoods are easy to use, more environmentally friendly as less film is required, secure the load safely while at the same time reducing pilferage, and protect against dirt or moisture ingress. They also present a reduced fire risk in the workplace when used as an alternative to heat shrink hoods, while at the same time reducing energy costs which would otherwise be used for generating heat. RKW has also developed a film with perforations to allow wrapped palletised products to "breathe".

The three main characteristics that impact on the performance and suitability

of the hood are tear strength, puncture resistance and holding force. RKW's Super Stretch Hood is a technical three-layer co-extruded film that uses premium grade quality resins to meet the performance needs of the hooding operation, providing easy seal with excellent stretch properties. By comparison most shrink hoods are standard blends of LDPE and LLDPE, making them more sensitive to the extrusion process. As a result they are prone to weak areas which only become apparent when shrunk.

Memory retention stretch hooding is an area where RKW excels. Latest polymer and co-extrusion techniques have allowed the company to offer an excellent solution for pallet hooding. Smaller tube sizes (thanks to the elongation properties of the film), thinner films and impressive holding forces mean that a pallet load will remain well protected and safe in transit. With greatly reduced energy costs compared to heat shrinking, the future growth in stretch hooding technology appears to be assured.

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An RKW Group stretch hooding machine showing mechanical fingers applying a hood to palletised sacks

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Braid Group – flexitanks on the move

Braid has announced that its flagship China manufacturing plant has recently been audited and classified to HACCP standard by BSI. The company also reports a successful series of both impact and vibration tests at the Association of American Railroads (AAR) enabling the company to increase its shipments out of and into North America via the US railroad network.

In the May issue of Bulk Distributor, Braid also reported that it was on course to achieve 100,000 flexitank containers in its current financial year (to end June 2010) “confirming Braid as the largest volume market leading global flexitank operator and manufacturer”.

HACCP

Braid’s manufacturing plants in China, Singapore and UK have all been accredited to ISO9001 standard for some time. However the company has achieved Hazard Analytical Critical Control Point (HACCP) certification at its primary flexitank production plant in South China as from this summer. HACCP provides a system for the control of food safety right through the production and supply chain from raw materials to production, storage and distribution of the finished goods.

Andrew Watson, Braid’s technical director, comments that the process complements the company’s existing QA system and took almost two years to complete. It was driven by the need to meet the food safety standards of

Braid’s bulk wine and other food grade clients, considering that the carriage of a wide range of food products including vegetable oils, fruit juice concentrates, liquid sugars and corn syrups inter alia, constitutes an important part of the global flexitank market. Braid understands that it is the first flexitank company to achieve HACCP certification.

Watson explains that HACCP examines and identifies critical points in the food safety supply chain ranging from sanitation, air quality and temperature control, factory floors and windows. All windows were laminated to ensure that no glass could enter the production chain, all lights and fittings were made shatter-proof, and factory and warehouse floors resurfaced to a high standard alongside rigid pest and bacteriological controls. All pallets and packaging had to meet safety standards with the audit trail going back to suppliers with raw materials being stored off the ground on-site. Regular bacteriological swab tests are also incorporated into the quality process to ensure hygiene.

“Many of our blue chip food grade clients already incorporate HACCP into their own quality process,” comments Watson, “and expect the same commitment from suppliers, so Braid has taken the necessary steps to deliver this commitment. Clients regularly visit Braid’s China factory and their confidence is enhanced when they see that not only is the PE food grade (as is

normally the case) but the whole production and quality process is in place to ensure food standards and safety.”

AAR

Braid recently carried out a series of rail-road impact and vibration tests at the AAR facility in Pueblo, Colorado, testing its 24,000 litre (6,300 US gallon) capacity tank fully filled with various bulkhead configurations used by the company worldwide and received full AAR approval in respect of these tests (confirmed via report VL-7-10, dated 29 July 2010). Braid had on previous occasions carried out AAR impact tests at this same facility, but the latest process incorporated simulation vibration tests – using some sophisticated engineering equipment as illustrated in the adjacent photos - designed to test the integrity and robustness of the tank and bulkhead under arduous transit conditions.

Braid explains that the background to this process is the reluctance of US railroads to allow flexitank containers to be transported intermodally within North America given a history of problems/leaks with various flexitank types and suppliers in recent years. Braid is already approved by several railroads and is seeking full approval to be able to work with all railroads, and shipping lines on intermodal routings, for both export and import bulk shipments in its flexitanks.

Earlier this year, Braid also passed the

COA flexitank container combination (FCC) impact testing at this same US facility. While this test is similar to the AAR impact test, COA compliance requires that the container be within the maximum deflection tolerances allowed per the COA standard: the AAR impact and vibration tests essentially focus on the robustness and integrity of the unit and require that the bulkhead and tank do not touch or exert pressure on the container doors. Both standards require the tank and bulkhead to remain intact during the tests.

Watson comments that Braid is pleased to have completed this series of tests particularly the AAR vibration tests which are essential to achieve approval with the North American railroads and which provide a thorough test of the integrity and robustness of the flexitank and bulkhead.

Founded in 1955 in Glasgow, Scotland, UK, Braid says it is generally regarded as the market leading flexitank manufacturer and service provider, a market that the company entered in 2002 and now operates via an own office network extending throughout Europe, Asia including China, South Africa, Australia, USA and South America. Via the same office and agency network, Braid also operates a fleet of 1,700 food grade and food dedicated ISO tank containers, mainly 26,000 L, and the majority self-owned enabling the company to offer logistics services to its food clients via both bulk modes. Braid Logistics UK Ltd also




Braid recently carried out a series of rail-road impact and vibration tests at the AAR facility


confirms that, in the past few months, it has been accredited to ISO9001 standard, a process led by Jeff Prowse in the Glasgow office.

The company reports that it has grown its flexitank volumes by 20% or more annually in recent years, a result of its investment in quality, innovation, infrastructure and service. Comments Allan Leddra, the company’s CEO (flexitanks): “Our focus is on the control of the supply chain from zero defect manufacturing through to packaging, distribution, fitting and, when required, technical support at loading or discharge. We continue to invest in our products and organisation to be able to offer clients the best combination of quality and value available in the bulk logistics market.”

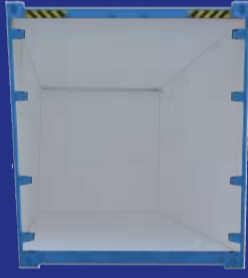
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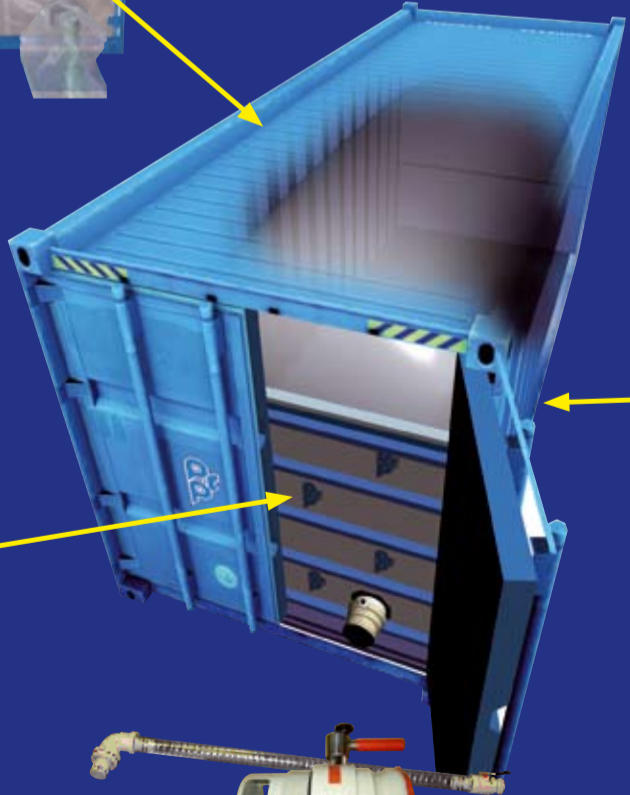


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Trans Ocean wins Constellation contract

Hillebrand Group subsidiary Trans Ocean has been awarded a new contract to handle all wine imports into Constellation Europe's UK facility – the largest of its kind in Europe.

Building the existing working relationship, this new contract is a major step forward to take advantage of the considerable supply chain savings and environmental benefits that Trans Ocean claims it can provide.

Trans Ocean will manage both bulk and cased wine movements from Europe and the New World into the Constellation Park, Avonmouth, with the majority moving by rail from various UK ports.

Both Constellation and Trans Ocean say they are dedicated to reducing carbon emissions. The new services will use a dedicated rail connection to transport containers from south east UK Ports to Bristol, eliminating over one million road miles in removing thousands of truck journeys from already congested roads.

With secure terminal operations, the rail service ensures an efficient, streamlined supply chain to Constellation Park, eliminating potential demurrage costs and allowing Constellation to use faster shipping services into ports which connect to the rail network.

A three-year contract, signed between Freightliner subsidiary Logico and Trans Ocean, initially involves seven trains a week from the south east ports. These are the first services operated on these routes for Trans Ocean and carry an equivalent of 8.96 million bottles each week into the Constellation facility via our VinBulk Flexitanks.

Trans Ocean, as part of the total supply chain solution is also providing Constellation with two mechanical Mobicon straddle carriers to simplify bulk container handling at Constellation Park. The straddle carriers will be used to move containers from chassis on arrival to the holding area and discharge points within Constellation Park.

Tom Yusef, executive board member of the Hillebrand Group said: "We are delighted that Constellation, one of the largest premium drinks companies in

the world, have the confidence in the quality and value of our services and solutions to their business, to make this level of commitment".

Simon Williams, senior vice president supply chain, Constellation Wines Australia and Europe said: "The new initiatives enable us to streamline our supply chain operations and reduce carbon emissions. As such, we are extremely happy to endorse and implement the innovative initiatives that Trans Ocean will provide."

In addition, Trans Ocean has also gained Kosher certification for its flexitanks. With a growth of 10-15% a year, the market for kosher-certified foods and products is booming. In recent years, there has been an increasing demand for kosher-certified flexitanks, particularly in the Far East market, as consumers and manufacturers from multi-ethnic backgrounds search for guaranteed, certified quality.

"Trans Ocean has been working to achieve the highest standards within the Kashrus industry to gain kosher status for our flexitanks," said Edmund Lim, Trans Ocean's sales manager for South East Asia.

Kosher certification comes after rigorous inspections, and requires approved manufacturers to follow strict guidelines and monitoring procedures. Trans Ocean's kosher certification covers the flexitank, and all phases of the development and manufacturing process. For Trans Ocean flexitanks, Kosher certification is extended to the packaging of food or products then used in the food industry.

"At Trans Ocean, we always strive to be one step ahead," Lim continued. "Kosher is a niche sector, but is a growing market. Our new certification will allow us to offer our market-leading bulk services to more customers around the world."

- JF Hillebrand has acquired Bulgarian beverage logistics specialist Bora Shipping Ltd. The two companies have already worked in partnership for a number of years and the acquisition underpins Hillebrand's position in the expanding Eastern European wine market.



Trans Ocean will manage both bulk and cased wine movements from Europe and the New World into Constellation Park

Bulgarian wine's share of the UK market has been in decline for a number of years, due to intense competition especially from New World wines, but the country produces both very high quality and good value wines to meet a variety of tastes. Anticipated funding for the industry, following Bulgaria's recent European Union membership, will help the industry market its wines for export and this has encouraged JF Hillebrand to further invest for the future.

This latest investment will strengthen Hillebrand's position not only in Bulgaria, but also in the Romanian and Serbian import and export markets, where Bora Shipping is already well established.

"We are delighted to welcome Bora

Shipping to the JF Hillebrand Group," said Bernd Jordan, Hillebrand's area manager for Northern Europe. "Eastern Europe is an emerging wine market with huge potential for growth and development. The combination of Bora Shipping's local expertise, alongside Hillebrand's global network, means we are now perfectly positioned to serve the needs of this market."

Boris Christov, manager of Bora Shipping with over 40 years experience in freight forwarding, will manage Hillebrand's activities in Bulgaria, Romania and Serbia. Bora Shipping is headquartered in Sofia, Bulgaria and was founded in 1998.

www.transoceanbulk.com

Wine packaging seminars

Two wine packaging seminars have been organised by the non-profit association Performance BIB ahead of the annual wine packaging technology event Vinitech, on 29 November. They are intended for international scientists and managers seeking to understand wine package measurement systems and research results and identify potential areas for improvement. The themes are: life cycle assessments of the environmental impact of wine packaging and the communication of fair, accurate and well-documented green claims; measuring oxygen pick-up during the filling of wine packaging with special emphasis on headspace and dissolved oxygen for bag-in-box using optical sensors.

A contribution of €44 per person is requested, which includes lunch. Only those pre-registered and accepted will be admitted since places are limited. An enrolment form is available from the "Meetings" page of the website

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Damco and GFS join forces

Global Flexi Systems (GFS) has awarded Damco Spain the exclusive sales and distribution rights for its products and operations in Spain.

The agreement is a natural extension of the GFS and Damco relationship, which started in 2009, and it enables both companies to offer integrated door to door logistics services to Spanish based companies in need of transportation of non-hazardous bulk liquids to overseas markets.

GFS's flexitank products are purpose built for transportation of wine, olive oil, fruit juices, chemicals and other non-hazardous liquids. For the Spanish market, Damco will deliver the flexitanks fitted in standard containers

ready for loading at the exporter's facility and arrange the ocean transportation to the final delivery port at destination. The exporter can decide to add customs clearance, cargo insurance, final delivery at destination as well as visibility to the logistics package offered by Damco and GFS.

"Selecting Damco as our distributor and agent in Spain was an easy decision. With Damco having offices strategically located in all major ports, with a strong global network, their commitment to quality services, experienced personnel and excellent reputation, GFS were pleased to welcome them into our global network of exclusive agents," said Stephen

McClellan, European business development manager with Global Flexi Systems.

"The products from GFS enable us to offer a unique value proposition to the exporters of olive oil, wine, chemicals and other bulk liquid products in Spain. GFS and Damco are a great fit for the Spanish market and we expect our already solid relationship to further strengthen with this agreement – to the benefit of all parties involved, not least our customers," added Henrik Kristensen, CEO of Damco Spain SL.

Global Flexi Systems (GFS) was formed in 2001. Together with its agents, GFS says it provides a "total logistics" option. www.globalflexis.com

Banjo poly valves

Banjo Corporation is now offering poly valves for flexitanks. The bolted ball valve features high impact resistance, short and compact, strong and durable. All valves are 100 percent air tested and are constructed from food grade materials. Maximum pressure is 125 psi / 8.5 bar. Optional threads and sizes available on inlet side with a 3ins universal male adapter outlet.

www.banjocorp.com



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Liquatrans launches new website and receives ISO 22000 certificate

Liquatrans recently launched its new website. Along with its new design, there is quite a range of new information and features in the new website. To start with, the site includes sections about the company's dry bulk packaging and logistics businesses along with its core bulk liquid / flexitank business. The site covers:

- The range of bulk liquid products including the most popular product of the company, E-Flex, the Easy Flexitank with no bulkheads, T-Flex the Trailer Flexitank for road transportation, R-Flex Reefer Flexitank for reefer containers, K-Flex the 1,000 lt flexitank which is a low cost alternative for IBCs, L-Flex the Large Flexitank for 40' containers, C-Flex the conventional flexitank with bulkheads and the I-Flex the flexitank for storage. The demonstration videos of each product is displayed on their relative pages.
- The range of dry bulk products including the dry bulk liner and big bag along with their demonstration videos on their relative pages.
- Logistics services, innovative products developed and patented by the company and information about its global network.

The site is geared for all types of enquiries, including commercial, industrial, and retail enquiries. Information can and will be constantly updated, and information on new products will reach Liquatrans client base in a far better manner than what had occurred historically.

Liquatrans holds an ISO 9000:2000 certificate. In order to provide a better service to its hygiene sensitive clients such as juice producers, the company completed the requirements for ISO 22000 certificate and it is due to be issued next month.

E-Flex



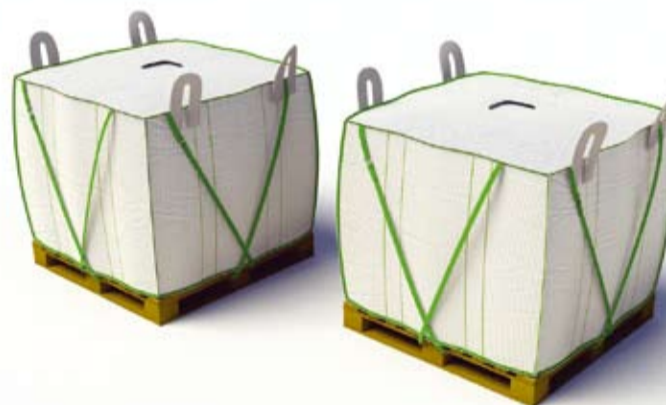
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Flexitank (Australia) launches ContainerPac website

With unprecedented growth of its disposable and reusable flexitank business over the past three years, Flexitank (Australia) Pty Ltd (FTA) has recently launched its dedicated flexitank website www.containerpac.com.au.

A well established manufacturer in the static pillow (bladder) tanks, liners, inflatable's and marine salvage equipment, FTA, which has been manufacturing a large range of products across a broad spectrum of industries since its inception in

1985, redesigned and relaunched its flexitank manufacturing division in 2005, and has experienced significant growth in its flexitank division each year since. Given the growth of the ContainerPac range, which now includes all disposable and reusable flexitank 14–24 cbm options for foodstuffs and non-hazardous chemicals, as well as StoragePac 12–30cbm containerised storage for almost any liquid, the company has now launched a dedicated flexitank

website which focuses on its range and quality. "We saw a significant requirement for a locally based manufacturer who could provide high quality transport solutions with technical backup, as well as quick response times for all sectors of the market, and in particular those who were unable to directly import larger quantities of flexitanks," says Gavin Hodgins, operations manager for FTA.

"Initially we aimed to provide a completely

failsafe solution with zero tolerance for flexitank failure, and succeeded. This not only allowed us to provide ContainerPac solutions to companies who hadn't had access to or thought of using the solution before, but also allowed us to broaden our horizons and chase export markets, where poor quality product had flooded the marketplace and created issues for freight forwarders and shipping lines with leaking tanks. The local Australian food and chemical sectors are still growing sectors for us." FTA now exports its range of ContainerPac and StoragePac solutions to such areas as Dubai, New Zealand, South Africa, Chile and China for both transport and storage purposes. "We have combined the larger storage options that static pillow tanks offer (with individual tank capacities up to 250 cbm per tank) with the flexibility of ContainerPac flexitanks for transport and StoragePac flexitanks for containerised storage to offer complete solutions to clientele across a broad range of industry," Hodgins continues.

With the launch of www.containerpac.com.au, which incidentally coincides with relaunches of www.flexitank.com.au, www.rainpac.com.au, and FTA's new online store which goes live at the end of October, FTA now offers a full complement of 2ins and 3ins fitting setups, as well as poly propylene container liners, thermal liners and heating pads for a complete flexitank solution. The company is now also working on a new HMWPE thermo formed patented ContainerPac bulkhead, which will use as little as three bars during transport, offering superior strength and also reducing the dependence on steel, of which suffers from unstable pricing. FTA is hopeful that eventually, it will be able to eradicate steel completely from its bulkhead setups. "Our design team is constantly looking at alternative materials which are of better value and offer the same, if not better, strength than that of traditional steel bar options," says Hodgins. "Eventually, we can envisage a steel-less bulkhead design, which we hope to have in place in the next six to twelve months."

FTA works closely with the COA on all testing procedures, and says its tanks exceed all AS, FDA and EEC food grade standards. At the beginning of September, its failure rate was zero for the past eighteen months, and it aims to keep it that way. "We don't take manufacturing these products lightly," states Hodgins. "We are always looking to employ higher quality manufacturing and testing techniques, and still test every single tank before it is sent out. Currently, the same design and manufacturing techniques used in manufacturing Australian Navy underwater lifting bags are the same as what we use in manufacturing ContainerPac and StoragePac products, and we plan on keeping it that way."

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- Container Depot Services
- Dry Bulk Liners
- Rigid IBCs
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Plus editorial features to coincide with the Intermodal Europe 2010 Exhibition & Conference, taking place in Amsterdam, 30 November – 2 Dec 2010, at which **Bulk Distributor** will be present.

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More recognition for Simon's safety record

Simon Storage Ltd has once again seen its safety record recognised by the Royal Society for the Prevention of Accidents (RoSPA) in its 2010 Annual Safety Awards.

This year Simon has again scooped two Orders of Distinction and four President's Awards. The two award categories are only granted by RoSPA after an organisation has clearly and consistently demonstrated "an outstanding record for safety in the work environment over a number of years".

The Orders of Distinction were once again presented to Simon's Immingham East and West terminals, and follow no less than 15 consecutive years in which each terminal has won the Gold Award. Along with Simon Management, all three North-East terminals (Seal Sands, Riverside and Tyne) have again this year attained the President's Award after achieving Gold Awards for 10 consecutive years or more.

Simon's managing director Martyn Lyons, along with all employees, was delighted with the awards for each of the UK operations. "Having reviewed a range of our key performance indicators, including occupational health and safety management and consistent application of risk control measures, RoSPA has once again acknowledged our exceptional health and safety performance," he commented.

Simon pointed to the notable success of its "Take 2" safety drive: "Take 2 minutes to make sure you do every job safely, every time". Closely involving the terminals' safety committees assisted by its SHE specialists, Simon works hard to achieve constant active engagement of its workforce in spreading and practising safety awareness. Its "SHE Bulletin" reinforces the safety message, as well as sharing best practice and advice based on events occurring in the industry.

Simon made its considerable safety experience available to the steering committee of the Process Safety Leadership Group (PSLG). In his role as chairman of the Tank Storage Association, Lyons was invited to join the PSLG when it was set up in 2007.

In December 2009, PSLG published its final report into the Buncefield incident, together with a set of principles for process safety leadership to guide top-level engagement. The report sets out eight principles for senior industry figures to follow, including the requirement for board level involvement and competence in safety management, putting process safety leadership at the core of a business to ensure risks are properly managed, and engaging and involving the workforce in managing safety. Over many years, Simon has recognised the value of such approach, and continues to engage these principles to strengthen its safety culture.

Simon believes that the involvement of senior management in promoting safety culture is essential to keeping safety at the forefront of operational excellence. To be

meaningful, such involvement requires competence, and Simon provides its board with ongoing safety training which then assists the directors with their hands-on, critical review of safety arrangements. Board level visibility and promotion of safety is also manifested through regular safety tours of the facilities and engagement at individual site SHE meetings.

Demonstrating the importance Simon attaches to SHE matters, it established a SHE Committee which quarterly advises the Board on personal and process safety issues. The SHE Committee actively oversees safety, health and environmental aspects of the operations, monitoring performance through gathering, review and dissemination of data throughout the business, as well as sharing important information with the industry via the TSA.



Simon Storage directors inspect conversion works to a tank at Simon TLG in Mannheim, coinciding with a recent German Board meeting. Left to right: Paul Oseland, commercial director, Nick Coldrey, company secretary, Richard Sammons, chief executive, Gary Lacy, engineering director, Martyn Lyons, managing director

Hambantota open for business

The controversial Sri Lankan Port of Hambantota is opening its doors to foreign investors. All sectors, except bunkering, will be available for foreigners to develop, according to Sri Lanka Ports Authority (SLPA) chairman Priyath Wickrama.

"We will handle oil bunkering. We don't want to give it outside," Wickrama told Reuters news agency. "But bulk cargo handling, storage facility, warehouses, transshipment and all others are open for investments."

Hambantota Port is one of the biggest development projects to be undertaken by the Sri Lankan government. A Chinese consortium comprising China Harbour Engineering Company and Sino Hydro Corporation are leading the construction. In the first phase, an industrial port with a 1,000m jetty and an oil refinery, estimated to cost US\$1bn will be constructed. The proposed port will stimulate development of harbour-related industries such as ship repairs, ship building, bunkering, breakbulk, power generation and a free trade zone.

In addition, Hambantota will have a bunkering facility and tank farm comprising 14 tanks with a capacity of 80,000 tonnes. Eight tanks will be used for bunkering while six will be dedicated to aviation fuel and LPG. The Chinese government funded 85% of the \$76.5m development cost to build the bunkering terminal, with the remaining 15% coming from SLPA.

For the whole project China extended a loan of \$425m for the first phase, including the bunkering facility, and Colombo is negotiating for a further \$800m loan for the second phase. China's Huanqiu Contracting and Engineering Corp has submitted a proposal to build the refinery at Hambantota.

The project has caused some concern among western governments because of the large-scale Chinese involvement in such a strategically sensitive region. Located on the southern tip of Sri Lanka, Hambantota lies along the major sea lane for Middle East oil going to China.

Some speculate that the privileged position the Chinese investors have gained is reward for aiding the Sri Lankan government in the last few years of its civil war with the Tamil Tigers. Most western countries stopped supplying arms and money to the Sri Lankan government after pressure groups alleged it was violating human rights in the country.

Another refinery at Sapugaskanda is to be funded by Iran. The project will double Sri Lanka's refining capacity to 100,000 barrels a day. Iran has agreed to fully fund the project under a loan scheme, despite an earlier understanding for Sri Lanka to meet 30 percent of the cost.

Wickrama said Hambantota port project has already received interest from about 30 investors, including major shipping lines and companies from countries such as India, Singapore, Russia, the Middle East, Australia and China.

Hambantota is one of the four ports being built or upgraded under the government plan to develop the economy. The island nation's location makes it ideal as a bunkering facility to supply vessels on the principal Asia-Europe trade lane.

The existing major port in Colombo requires vessels to deviate both from the trade lane in order to discharge cargo or refuel.



Artist's impression of Hambantota Port

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New hub for North Harbor?

San Miguel Corp, the Philippines brewing group, is looking at Manila North Harbor as the future site of its logistics hub, which would contain a grains terminal as well as an oil depot to replace a key facility at Pandacan. In a statement, SMC said its interest in the project gained momentum when plan to acquire the Mariveles Grains Terminal (MGT) failed to materialise.

Asian Terminal Inc had earlier said it would sell the MGT to a Philippine company. With the MGT out of the equation, SMC said it plans to construct a brand new grains terminal at Manila North Harbor, which will serve its food and beverage businesses. Alongside the grains terminal, the conglomerate said it is also looking at North Harbor's offshore areas, which would provide the ideal location for a tank farm.

"San Miguel's affiliate Petron is very keen on the investment as well," read a statement from the conglomerate.

Petron Corp, along with Pilipinas Shell Petroleum Corp and Chevron Philippines, operate storage tanks in Pandacan. Oscar Sevilla, PPA general manager, confirmed SMC's new oil storage plan. "They [SMC] said they will look for a suitable area that will comply with safety and security regulations," he was quoted as saying by local media.

The Manila City government earlier ordered the closure of the depot, citing security and environmental concerns. Operations have been scaled since as far back as 2002. But while the city has since reversed its position, various environmental lobby groups have been protesting at the continued existence of the oil depot in Pandacan, citing its proximity to residential areas and the Pasig River.

Pandacan depot supplies 1,800 retail stations in Manila area and outlying provinces, 70 percent of the shipping industry's fuel requirements, 90 percent of lubricants nationwide and 75 percent of the airline industry's aviation fuel needs.

Vitol plans Cyprus terminal

Vitol Tank Terminals International (VTI) is to build a major oil import and distribution terminal in the industrial area of Vassiliko, Cyprus.

The terminal, which is set for completion in 2012, marks an initial investment of more than €100 million in the Cyprus economy and will establish the island as a major oil trading hub in the region.

It will be 100 percent owned, funded and operated by VTI and will provide around 340,000 cbm of storage for gasoline, diesel, jet fuel and fuel oil.

VTI's network of 11 terminals in five continents includes a major new terminal in Florida, USA, which opened in April 2010. In Europe, VTI also has terminals in Rotterdam, Amsterdam, Antwerp and Ventspils, Latvia.

Speaking about the new Vassiliko terminal, CEO of the Vitol Group, Ian Taylor commented: "We are pleased to be proceeding with this project. This is an important project for Cyprus. While global trading conditions remain challenging, a world class terminal built and operated in a professional way, will provide jobs and potential for long term investment. The terminal will play an important part in supplying regional markets to meet growing energy demand, as well as supplying the local market in Cyprus.

"VTI has been evaluating a number of countries before deciding where to invest for an Oil Terminal. Cyprus geographical location and its membership of the EU, is the right place for this project and we look forward to developing our business here. We would like to thank the President of the Republic and the Government of Cyprus, for their continuous support for this project."

Work is scheduled to start on the Vassiliko facility in the next few months. In addition to storage tanks, a jetty will be constructed to handle seagoing vessels. Oil products will arrive at the new terminal from the international oil markets and current plans for the terminal are focused on re-exporting to regional markets, as well as supplying the inland market in Cyprus.

In addition, Vitol Group has confirmed that it is in exclusive negotiations with Shell Oil Products Africa (Shell) for the potential acquisition of equity in Shell's downstream businesses in 19 countries in Africa, subject to final negotiations and any necessary regulatory and final company approvals. Vitol's potential acquisition of equity will be in partnership with Helios Investment Partners, an investment firm focusing on Africa and one of the few independent pan-African private equity investment firms to be founded and managed by Africans.

The scope of the negotiations is Shell's downstream businesses (retail, commercial fuels, lubricants, LPG, bitumen, aviation and marine) in Morocco, Tunisia, Egypt (excluding lubricants), Cote d'Ivoire, Burkina Faso, Ghana, Togo, Senegal, Mali, Guinea, Cape Verde, Kenya, Uganda, Tanzania, Botswana (excluding LPG), Namibia, Madagascar, Mauritius and La Reunion.

The scope of the business includes 1,300 retail sites, retail sales of around 3.5 million cbm, and 1.2 million cbm of terminal storage. There are around 2,500 employees currently employed in the various businesses in the 19 countries.

Under the terms of the exclusivity agreement, Shell will not be holding discussions with any other third party other than Vitol and Helios for the time being. In addition, under the scope of a potential deal between the three companies, it is envisaged that Shell would retain a shareholding and the Shell brand would remain across all marketing businesses, including retail and lubricants. With the exception of Egypt, Shell's lubricants businesses in all 19 countries would also be in scope.

Linpac for Brenntag

Linpac Allibert, which manufactures plastic storage and transit containers, has supplied five bulk chemical storage tanks at Brenntag UK & Ireland's new facility in Wales.

The company worked closely with Brenntag on the specification and installation of the tanks, which will provide on-site storage for hazardous chemicals at the new facility in Fforestfach, which replaces Brenntag's previous site at Landore, in Swansea.

Brenntag UK & Ireland is the UK's market leader in full-line chemical distribution. Its new 50,000 sq ft, purpose-built depot includes new warehousing supporting increased storage areas for packed product, as well as bulk storage, dilution and packaging facilities. The warehouse also incorporates a dedicated area for food, pharmaceuticals and personal care ingredients.

Roger Andrews, Helix sales manager at Linpac Allibert, said: "We have a long standing relationship with Brenntag and are its "tanks partner" in the UK, making us ideally placed to come up with a safe, high quality, cost-effective solution that is in keeping with the advanced services and facilities available from this site."

Gareth Dobinson, capital logistics manager, at Brenntag UK & Ireland, added: "We knew that Linpac Allibert had a long-established track record for supplying tanks for specialist applications like ours and they worked closely with us to ensure that supply and delivery met our precise needs and timescales."

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DB Schenker invests in Polish terminals

DB Schenker Rail Polska is continuing to invest in expanding its facilities at the Szczecin and Swinoujscie Baltic Sea ports. Approximately €22.5 million will be invested in the new wharves and cranes by 2018 in co-operation with the port authority. According to Hans-Georg Werner, CEO of DB Schenker Rail Polska: "Through this investment, we are aiming to greatly increase the transshipment capacity over the medium term and participate in the growth in the exchange of goods via the ports." DB Schenker Rail Polska transships containers, less-than carload freight, paper and cellulose, granite, steel and other goods at the ports and carries out project business for heavy cargo.

Two new gantry cranes have been installed in Szczecin. Weighing 630 tonnes, the cranes can each move 35 containers an hour and stack up to five containers. DB Schenker Rail Polska is scheduled to begin operating the new container terminal in fall 2010. For this purpose, roads and new IT systems have been the target of investment as well. The terminal will have an annual capacity of up to 220,000 TEU, more than doubling the transshipment capacity. By 2018, a total of approximately €16.5 million will have been invested in the expansion. As a result, space and equipment will be able to be restructured for conventional transshipment.

A Liebherr crane is being installed at the port of Swinoujscie. A contract with Polish Trade Services of the agricultural production and food producer Bunge International Group will secure transshipment for the long term. The crane can move 10,000 tonnes a day. The terminal expansion will create capacity for an additional few hundred thousand tonnes each year. The first ship carrying imported products is scheduled to pass through the port in mid-2011.

"These investments in our ports are part of our plan to develop transportation over the long term," said Christian Schreyer, member of the management Board of DB Schenker Rail Polska responsible for logistics. "We are expecting port hinterland rail transports in particular to increase as a result of the port capacity expansion."



Two new gantry cranes have been installed in Szczecin. Pic DB Port Szczecin



Dragon receives largest vessel

The largest LNG carrier to dock at Dragon LNG's Waterston terminal arrived in Milford Haven on Monday 16 August; just over 12 months after the terminal greeted its first LNG vessel.

The *Murwab* is the first Q-Flex vessel to offload at Dragon LNG and sailed from Ras Laffan, Qatar, with over 150,000 cbm of liquefied gas on board. Discharge to the on-shore terminal took about 24 hours. Q-Flex carriers have 40 percent lower energy requirements and carbon emissions than conventional LNG carriers.

Said Alec Don, chief executive Milford Haven Port Authority: "Although this is the largest ship ever to berth at the Dragon LNG terminal this is exactly what the terminal was designed for. Our careful planning over many years ensures the safe and efficient handling of these vessels enabling such manoeuvres to be integrated into the Port Authority's daily operations. This is very much part of the new energy era in which Milford Haven is leading the UK.

"We already handle 25 percent of the UK's petrol and diesel requirements and now our new LNG facilities give us the potential to process 30 percent of the UK's gas needs."

Murwab at berth at Dragon LNG (Ian Richards, Pembrokeshire Photography)

Rotterdam invests €25m in tank terminal

Port of Rotterdam is to invest approximately €25 million creating a 5 ha site to accommodate the future expansion of Botlek Tank Terminal (BTT). The land will be gained by filling in the south western corner of the Botlek dock with some 600,000 cbm of sand. There will also be a quay wall of over 400m constructed and in addition, some jetties and small firms will be replaced. If the environmental assessment procedure (MER) develops as scheduled, the filling in can start mid 2011 and the project will be finished mid 2013.

BTT will have approximately 350,000 cbm of tank capacity on the new site. In the first phase, 200,000 cbm is being built at existing land adjacent to the water to be filled in.

Oil storage drives up Vopak earnings

Vopak's operating profit rose 21 percent in the first half of 2010, driven by oil product storage, and it raised its outlook for 2010 and beyond.

The company said demand for oil storage would stay strong, even as it dealt with uncertainty about chemical storage demand, bolstering its results and keeping its tanks more than 90 percent full.

Earnings before interest and taxes (EBIT), excluding exceptional items, rose 21 percent to €223 million in the first half. The world's largest independent tank terminal operator said it expected earnings before interest, tax, depreciation and amortisation (EBITDA) to be at least €585 million in 2010, up from a previous forecast of at least €560 million.

"We experienced a robust demand for storage of oil products, based on the worldwide imbalances between production and consumption and the increasing number of product specifications," said CEO John Paul Broeders.

Vopak said it could hit its 2012 EBITDA target of €625-700 million up to a year earlier. The company expects occupancy rates at its terminals, which dropped during the first six months to 93 percent from 95 percent last year, to be between 90-95 percent until 2012.



John Paul Broeders – robust demand for oil storage



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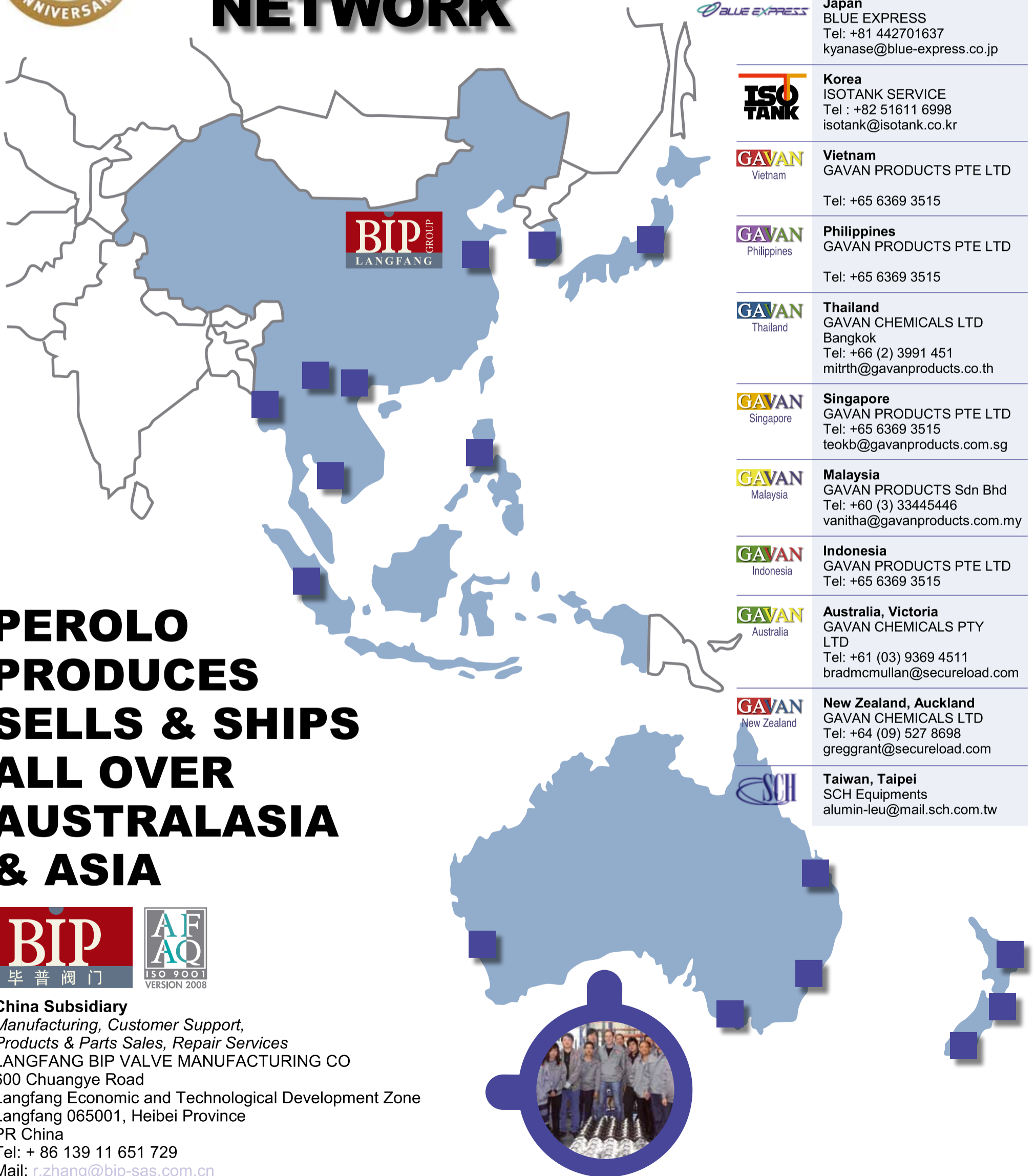
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