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ANNUAL REVIEW IN THE NEXT ISSUE

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Calls for proper hazmat classification after rail disaster

The Transportation Safety Board of Canada (TSB) is calling on regulators to review the processes for suppliers and companies transporting or importing dangerous goods to ensure cargo properties are accurately determined and documented.

The move is part of the TSB's on-going investigation into the train derailment and resulting explosion in Lac-Mégantic, Québec, on 6 July 2013 which claimed the lives of 47 people.

TSB test results indicate that the level of hazard posed by the petroleum crude oil transported in the tank cars on the accident train was not accurately documented. Petroleum crude oil is classified as a Class 3 Dangerous Good (flammable liquid), and is further divided into packing groups (PG) to categorise further its hazards (PG I being most hazardous, to PG III being least hazardous).

In analysing product samples from the nine intact tank cars from the Lac-Mégantic accident, the TSB identified the product as having the characteristics of a Dangerous Good of Class 3, PG II product. However, the product was offered for transport, packaged, and transported as a Class 3, PG III product, which represented it as a lower hazard, less volatile flammable liquid.

The lower flash point of the crude oil explains in part why it ignited so quickly once the Class 111 tank cars were breached. Since product characteristics are one of the factors when selecting a container, this also brings into question the adequacy of Class 111 tanks cars for use in transporting large quantities of low flash flammable liquids (PG I and PG II). The TSB investigation in this area is continuing.

Further tests are being done on the product samples and testing has started on the components of the tank cars. A review of the relevant regulations and company operating practices is also underway. These analyses will help determine the safety performance of the tank cars during the accident and to identify any related safety deficiencies.

In the meantime the TSB has issued safety advisory letters to Transport Canada and the United States Pipeline and Hazardous Materials Safety Administration asking the regulators to ensure properties of dangerous goods are accurately determined and documented for safe transport.



The 72-wagon train operated by Montreal, Maine & Atlantic Railway (MMA) was carrying crude oil from North Dakota destined for a refinery in St John, New Brunswick. It had been parked a few miles west of the Quebec resort town and left unattended when its engineer retired for the night.

What is known that at about 23:00 on 5 July, the train stopped at Nantes, Quebec. At 23:50, a fire was reported to the rail traffic controller. At about midnight, the engine was shut down, and the fire was extinguished. An MMA employee arrived on site to assist the fire department.

At approximately 00:56 on 6 July, the train started to move, after the fire department and MMA had left. The train rolled down the approximately 1.2 percent gradient into the centre of Lac-Mégantic. The train derailed at approximately 01:14. The locomotives detached from the rest of the train. There were no signals or track circuits, so the rail traffic controller would have no indication of a runaway train. As well as the high death toll, the resulting explosions and fire destroyed much of the town centre.

In the immediate aftermath TSB issued two urgent Safety Advisory Letters to Transport Canada. The first is a ban on one-man crews for trains with dangerous goods. Transport Canada



also said trains with dangerous goods will not be allowed to be left unattended on a main track. In addition, hand brakes must be applied to trains left one hour or more.

The transport of oil by rail has rocketed across North America following the exploitation of tar and shale fields far from established pipelines. In 2009 only 500 wagon loads of oil were moved by rail in Canada; this year the total could hit 140,000. But Lac-Mégantic is likely to cause a rethink about the business of moving product from remote plays both in Canada and the USA.

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Europe's petrochem hub looks to the future

Port of Antwerp is host to the Europe's largest and most diverse petrochemical cluster. But this does not mean that the Flemish port can rest on its laurels. It constantly has to find ways to attract new business that will add value to the cargo that passes through its terminals and docks.

During the first six months of this year Antwerp handled nearly 96 million tonnes of freight, an increase of just 2 percent over the same period in 2012. However, liquid bulks in particular showed strong growth, especially petroleum derivatives. The volume of dry and liquid bulk together rose by 12.1 percent to 36.5 million tonnes. The dry bulk volume contracted by 31.6 percent to 7.2 million tonnes, mainly due to stocks being run down in various North-West European ports. Liquid bulk was up by 33.1 percent to 29.25 million tonnes.

The volumes of crude oil and oil derivatives in particular sent the figures soaring. The rise was largely due to the new Sea Tank Terminal 510 and Independent Belgian Refinery, which were started up again after Gunvor acquired them and invested in new plant. But most of the other oil product terminals also noted sharp increases.

The Antwerp oil and chemical sector has benefited from a steady stream of investments in recent years. In the tank storage sector companies such as Oiltanking Stolthaven Antwerpen, Sea Tank Terminal, ATPC, LBC, Vopak, ADPO, NoordNatie Odfjell Terminal and ITC Rubis Terminal Antwerpen have invested heavily in storage capacity for oil products, chemicals and gases.

In June, Ergon Europe MEA announced that six tanks at the Sea Tank Terminal have been added to the company's storage network. This addition has increased Ergon Europe's overall storage capacity by more than 30 percent to 24,000 cbm. The newly leased units, which went online on 1 January 2013 have increased the company's total number of tanks to 16. The additional storage will be used exclusively for Ergon's base, process and insulating oils.

Petrochemical majors like Gunvor, ExxonMobil, Lanxess, BASF, FRX Polymers, Ineos Oxide and Evonik Degussa and others have also invested heavily in their Antwerp sites. During the past 10 years the volume of shipping freight for tank storage companies has expanded by 151 percent, while during the same period the number of tank storage terminals has risen by 40 percent, to 15 in all. The total storage capacity has more than doubled, to 6.3 million cbm.

Most recently LBC Tank Terminals expanded its liquid bulk storage capacity with an additional 41,000 cbm by adding seven new tanks ranging from 5,000 cbm to 6,000 cbm. LBC's facility in Antwerp is focused on base oils and chemicals. In addition to tank storage the terminal also offers liquid blending and filling solutions.

Subsidies for LNG

As part of the port's effort to establish itself as a prime hub for LNG, Antwerp Port Authority received positive news in August from the European Commission concerning its application for an LNG subsidy. The funds will mainly be used to develop and build an LNG bunkering station for barges in the port.

The preparatory work has already started, and the objective is to have the station in operation by the end of 2015. At end-July, several months after the first barge, the *Argonon*, bunkered with LNG in the port, the barge *Greenstream* followed suit at quay 526.



The port of Antwerp has for some time been preparing intensively to make LNG available to vessels in the port in a safe, efficient way by 2015, when stricter IMO regulations for sulphur content of fuels come into force. By approving the subsidy application the port says the EC has demonstrated its confidence in LNG as the fuel of the future.

Young potentials

Looking to the next generation of logistics professionals Antwerp Port Authority run its second seminar for 'Young Potentials' in logistics at the end of August. The two-day event was organised for logistics professionals from the steel, non-ferrous metals and chemical sectors.

Steel and chemical sectors combined are both important contributors to the port value added contribution to the Belgian economy, which stands currently above 5 percent of Belgium's GDP. These sectors were combined in this seminar in order to provide the participants with a broader perspective and insight into the many activities in the port area.

The event attracted more than 60 participants from 30 major petrochemicals, steel and non-ferro companies located in Belgium, the Netherlands, Germany and France. All had in common an appetite for information and a desire to get to know better the port's many aspects.

Port community

Technology, too, has a critical role to play. Earlier this year, Descartes Systems completed integration of its cloud-based messaging services

with the Antwerp Port Community System's (APCS) e-Desk application. e-Desk leverages Descartes' Global Logistics Network (GLN) to connect port community members and improve efficiencies by automating paper-based processes and standardising port-related messages.

APCS is the network of systems and solutions that facilitates the exchange of data between business-to-government (B2G) and business-to-business (B2B) participants using the port. APCS collaborated with the port to develop the application to streamline compliance reporting with the European-wide Export Control Systems (ECS) initiative. The solution, combined with the GLN, provides declarants and terminal operators with a simple way to communicate shipment, container and status information with each other, and customs authorities, thereby reducing paperwork and improving operational efficiencies.

"APCS e-Desk adoption has been very successful, with 60 percent of all export declarations now reported directly by the declarants," said John Kerkhof, director of Antwerp Port Community System. "EDI customers are connected via Descartes' GLN, which ensures a swift and secure stream of data to/from e-Desk."

In addition to providing its cloud-based messaging services for the port community to connect to e-Desk, Descartes integrates e-Desk into its customs compliance solution. Data from the customs declarations can be repurposed and transmitted across a variety of parties, including ports and terminal systems like APCS.

"All of our declarations for the various terminals in the port of Antwerp are sent to e-Desk using Descartes' customs compliance solution," said Peter Goossens, Customs declarant of UTI. "The time savings we've been able to achieve with this integrated and automated process are enormous."

"It's a huge operational advantage that we're no longer dependent on physically going to the quay for our export declarations," commented Peter Verlinden, Customs manager at Rhenus Customs nv. "Descartes' tightly integrated system immediately processes responses and alerts from e-Desk so that we have clear visibility into our operations."



Antwerp is establishing itself as a prime hub for LNG

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The port hosted a seminar for Young Potentials attracting 60 participants from 30 major petrochemicals, steel and non-ferro companies

Intelligent automation helps open the gates

Logistics service provider Chemion has unveiled more details of its Gate project with star/trac supply chain solutions GmbH, first reported in *Bulk Distributor* last year (November/December 2012).

As a leading provider of services to Chempark, one of Germany's largest chemical parks, Chemion plans to reduce truck lead times significantly for the park's customers and to simplify transport handling. This is to be achieved with the aid of intelligent automation for check-in and check-out processes using RFID and biometric technology aided by a real-time business process management system. star/trac is general contractor and in charge of the implementation.

"We are also seeking to enhance the attractiveness of the sites, together with Chempark operator Currenta, and to create a basis for achieving further synergy effects in the chemicals and logistics industry," said Udo Gruhn, Gate's project leader at Chemion Logistik.

By deploying star/trac's FLOW software suite, a solution framework specifically developed to control and manage material flows from and to large industrial sites, plus state-of-the-art automation technology, such as RFID and biometrics, Chempark's clearing processes of in- and out-bound trucks can be fully automated. In the second half of this year, the Chempark site at Krefeld-Uerdingen (pictured) will be implemented first and the solution will then be rolled out to the Leverkusen and Dormagen sites.

The star/trac FLOW solution is an acronym for Fahrzeug Leitung und Optimierung im Warenverkehr (optimised transport and material flow). It is the IT-brain behind automated and monitored process sequences across the entire transport process in Chempark. FLOW bundles trucks and trailers, drivers and the respective shipment orders into a logical entity 'drive', which then is managed and monitored in real-time along all sub-processes and handling steps of multiple parties involved when handling such a drive. The moment the transport service providers equip their vehicles and vehicle components with the RFID transponders, specially customised for the chemicals industry, and have registered them with Gate they are able to participate in an innovative work flow.

The first step involves advance notification of by the transport service provider via the internet, with the option of concurrent integrated booking slot at the loading bay. On arrival at Chempark, the RFID-equipped trucks and their respective shipment orders are automatically identified and directed to self-service terminals, and there is no need to dismount here as the touchscreen-terminals can be adjusted to the height of the truck windows.

The driver then uses his personalised FLOW-Card, which is an intelligent memory card in the size of a credit card, to identify himself and is authenticated by comparing his fingerprint stored on the card and a real time biometric scan of the finger. In parallel, FLOW automatically initiates the inbuilt printer to provide all the necessary accompanying documents that the driver then takes through his window directly from the terminal - without getting out of his vehicle.

The third stage is when all security and hazardous goods checks - individually identified in the FLOW system for each order - are carried out directly at the truck in lane by the responsible Chemion employees. They use handheld devices and electronic checklists, evaluated in real-time and electronically archived as reliable documentation for all statutory inspections as required by law of all shippers.

FLOW collates and reports in real-time that all Gate work flow prerequisites have been fulfilled and only then opens the gates to allow the vehicle to enter the site. Possible process deviations or errors are automatically corrected whenever possible. Otherwise the 'drive' is transferred out of Gate lanes and handled manually.

All process steps in the procedure of handling a shipment through to its completion - entering the site, during loading and the similarly automated exit process - are also recorded, monitored and controlled by the system. Via Flow's integrated controlling dashboard, all trucks on site are shown in real-time, together with information on their current stage in the process (be it hazardous goods check, loading bay or waiting zone). Thus, Chemion employees always have an overview of in- and out-bound truck traffic at any time - and they may override the system manually, if necessary. Sudden ramp closures, unavailability of goods to be loaded or ad-hoc prioritisations of urgent orders, for instance, manually can be managed via the control panel.

Finally, operational reports are compiled by FLOW, allowing evaluation of the performance of any party involved as well as to be used as basis for activity based invoicing of Chemion's customers.

"The star/trac FLOW solution framework for real-time management and control of large industrial yards and chemical sites can be perfectly integrated into our system environment and adjusted to suit our needs and those of our customers," stated Roger Boungou, head of IT at Chemion. "With interfaces in our ERP and other processing systems, FLOW enables us to link up and control all the hardware and software components necessary for optimising truck throughput."



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The perils of packing

Specialist freight insurer, TT Club is on a mission to heighten awareness of the dangerous consequences of improperly packed containers. Peregrine Storrs-Fox, TT's Risk Management director examines the issue in detail

Effective cargo management is critical whatever supply chain role is being undertaken. Thus, there is edge to the current debate in the container industry concerning incidents that damage both cargo and containers, as well as causing injuries and fatalities. The issues involve questions about what cargo is in the container, how much of it there is and how it is packed. The debate has reached the most influential maritime forum, the IMO.

Much industry attention recently has been focussed on the necessity to have an accurate weight for the cargo packed in every sea-going container. Initially, debate surrounded the degree to which inaccurate weights cause accidents – stack collapse, road and terminal vehicle overturning, crane failure or even contributing to ship loss. Conclusive evidence is not easy to collate, but sufficient nevertheless to require greater rigour.

However, the reality is that accurate weighing of containerised cargo is but a small part of safety in the supply chain. The way in which cargo is packed in the containers is arguably more dangerous in leading to load shifts and cargo spillages. Accident investigations frequently identify poor weight distribution, improperly packed cargo and inadequate dunnaging, chocking and securing.

A survey on behalf of the industry bodies, ILO/IMO/UNECE* – which is developing a Code of Practice for Packing Cargo Transport Units – confirmed it is not weight per se, but inappropriately stowed and secured cargo that is the major cause of such accidents. The TT Club believes it is vital that the issue of safe cargo packing now be given as much attention as that of accurate cargo weights.

Packing issues

TT Club's own claims experience shows that 65 percent of all incidents involve loss or damage to cargo and of these, our analysis suggests over one-third result from poor packing. This trend is borne out by statistics from the container lines' Cargo Information Notification System (CINS), where some 35 percent of incidents investigated are found to have been caused by poorly or incorrectly packed containers.

Our experience, and that of our members, and of a number of consultants that have researched the problem, reveals a variety of 'bad-practices'. Often those involved in packing cargo transport units (CTUs) – trailers, swap bodies and railcars as well as containers – struggle to get a heavy item in and then believe that it will never move in the unit during transit. Even if considering it might move, they believe 'surely that 25mm square batten nailed to the floor will stop it'. Additionally, many also believe that placing the heavy load near the

door will make it easier to get it out again, without thinking of the consequences of such weight distribution in different modes of transport.

Again, we have found large diameter and, therefore, heavy steel coils placed on the floor of a container. Knowing that they need to stop the coils rolling, the packers nailed insubstantial 50 x 50 mm battens in front and behind. Such woefully inadequate blocking and bracing is all too common. Equally, cargoes covering the majority of the floor of CTU are often not secured in the belief that, since there are few gaps, they will not move or not by much. As a result of such practices, we see heavy cargo items breaking through the sides of containers, coils falling through the floors or simply the discovery at destination that the entire cargo has been smashed.

Furthermore, there is inadequate awareness of the dynamic forces imposed on cargo during transit. In order to make the nature of these forces more understandable: a domestic washing machine goes through about 6,000 movements in a typical wash cycle; in comparison a trans-Atlantic voyage on a container ship may put cargo through some 160,000 similar movements.

There is an element of 'out of sight, out of mind' of course. Once those who packed the container at origin close the doors they are generally relinquished of all responsibility. The modern container passes through so many handling processes on its subsequent journey that it can be difficult to pinpoint liability for an incident even if poor packing is suspected. The consequences, however, are vast in terms of injury and loss of life as well as cargo damage and damage to other property.

Training is required

As a consequence, the TT Club commissioned Exis Technologies to develop CTUpack e-learning. This is an online training tool for those involved in the loading and unloading of containers and other CTUs. Both organisations hope they can thereby further focus industry attention on the significant and dangerous implications of bad packing and the training required to address the problem.

The CTUpack e-learning course is aligned with the current IMO/ILO/UN ECE Guidelines for packing CTUs, as well as being informed by the developing Code of Practice. Beginning with the foundation course, launched in September, it will comprise modules that include topics such as 'cargo' or 'transport' and elements – the equivalent of lessons – covering areas like 'forces and stresses'. In the future the course will evolve to reflect developments and updates to the Guidelines/Code of Practice, and there is scope for additional modules to incorporate special cargoes and more advanced training elements.



CTUpack e-learning follows the well-established IMDG Code e-learning training course from Exis, which is also sponsored by TT Club. Both courses are relevant to the risk management approach that the Club has always fostered within the global freight transport community. As in other operational sectors of the industry, training is clearly the number one loss prevention measure and, if adopted as a core feature of an operator's culture, can greatly reduce the number of incidents incurred globally each year throughout the industry.

Regulations and Code of Practice

The TT Club is not alone in promoting the use of such 'best practice' guidelines for cargo packing procedures. For many years SOLAS (International convention for the Safety of Life at Sea) and the IMDG Code (International Maritime Dangerous Goods Code) have referenced the IMO/ILO/UN ECE 'Guidelines for Packing Cargo Transport Units (CTUs)' (1997) to assist those involved in packing containers and other transport units.

The same publication is quoted in numerous other documents produced by trade organisations, carriers, NGOs and governmental organisations in an attempt to provide their constituents with packing advice.

However, the ILO research entitled 'Safety in the supply chain in relation to packing of containers', published in 2011 found that only 15 percent of packers use the guidelines. The majority of respondents – scarcely representing the global packer industry – were unaware of the CTU Packing Guidelines. Even where their existence was recognised, they were often perceived as rules applying only to the shipping lines. Subsequently the ILO's global dialogue forum concluded that the existing guidelines should be updated and revised, and importantly formulated as a non-mandatory – but enforceable – Code of Practice.

It was also agreed that there was a need to improve the collection and publication of data on accidents arising from the improper packing of containers, including consideration of the standard classification of accidents in order to identify related road and other accidents.

And so, in October 2011, a Group of Experts was nominated by the three UN bodies. This

comprised representatives from maritime and shore based safety enterprises; trade, academic and risk management organisations; governmental agencies and individuals with packing expertise. The Group started work on revising the existing document and upgrading it to a Code of Practice. Their final draft is to be considered at the next IMO Dangerous Goods, Solid Cargo and Containers sub-committee (DSC) in September this year, followed by review by the other UN bodies concerned.

The Code of Practice for Packing Cargo Transport Units (CTU Packing Code) is a far more comprehensive document than the original guidelines, providing all parties in the supply chain information about their responsibilities, with details of how to pack and secure packages and cargo items taking account of transport forces, load distribution and the CTU's anchor and lashing point strengths. It also places a responsibility on the shipper to declare correctly the composition of the cargo, as well as the gross mass of the packed CTU.

Communication is the Key

So plenty of good work is being done but communication still remains the challenge. The ILO's research clearly found that the current packing guidelines are not generally reaching those who are actually packing CTUs and therefore recommended that its replacement should be readily available in a format that can be used by packers across the globe. It was also agreed that the CTU Packing Code should be promoted as the source of best practice for safety in the supply chain. The substantial investment of time and money to draw together this wealth of expertise to develop the CTU Packing Code will only be worthwhile if effective global dissemination and use of the Code is achieved. The launch of CTUpack e-learning represents what the TT Club hopes will be an important contribution to broad dissemination of sound information on best practice.

* International Labour Organization/International Maritime Organization/United Nations Economic Commission for Europe

ICHCA seminar

ICHCA International, the association for the global cargo handling industry, is to host a practical seminar, 'Understanding the new IMO/ILO/UNECE Code of Practice for Packing of Cargo Transport Units (CTUs)', in London on 22 October, held aboard HQS Wellington on the River Thames, the one-day event will focus on the new Code's terms, their potential impact, and how they will be enforced globally.

For the full programme and list of participating speakers, plus online booking: www.etches.com/ichca-ctu-packing

TWS tracks time, place and temperature

German container rental company TWS has devised a self-powered tracking system to monitor transport in tank containers. The core business of TWS is renting out tank containers. The company focuses particularly on special-purpose designs and niche markets.

With its fleet of some 5,000 units, TWS is one of the market leaders in this segment, and it is continuing to invest in its expansion. Whether proven standards or sophisticated customised solutions; an answer must be provided to every challenge.

Not only are customers making more and more complex technical demands on the equipment, their needs often go beyond pure container rental. Their requirements include protecting, securing and monitoring both the equipment itself and the products contained in the tanks. This ranges from tracking its position, and monitoring the region and the temperature during transport, to theft protection and determining how long containers remain at a particular location, as well as any changes in position.

As a practical example: a customer rents a container equipped with special insulation and heating, to transport a medium that it requires for manufacturing the end product. The medium needs to be

transported and processed within a certain temperature range. The site where the medium is manufactured and the one where it is to be processed are in different countries, and considerable distances need to be covered, mostly by rail. The temperature needs to be kept relatively constant over a certain time period, to avoid unnecessary and costly reheating of the container. A positioning system that tracks its location and temperature is helpful and necessary for this purpose, so that potential delays can be swiftly rectified.

TWS was able to come up with a GPS solution for this customer. The answer was a tamper-proof, battery-operated positioning system which is attached to the containers. Its competent partner in this project is the Austrian company CEplus, which collects and processes 'mobile operating data' from vehicles, machines and devices, without obligation to a particular manufacturer or industry, and without interfering in the equipment's electronics. In other words, these are self-sufficient systems. CEplus provides the data and information it collects to users in the form of customised breakdowns and analyses.

The hardware used is specially designed for the harsh conditions

that prevail in the construction industry, in agriculture and forestry, and when tracking containers, and is able to withstand tough surroundings and temperature fluctuations.

In this instance, the CEplus systems are being used to monitor tank containers that are transported by rail in eastern European countries. The ambient temperatures are documented for further processing; and it is now even possible to measure the exact temperature of the product, using a temperature gauge.

This technology permits processes to be organised more efficiently, leading to higher productivity and a means of monitoring internal quality standards more effectively.

Currently approximately 50 tank containers are in service fitted with such customer-specific devices. Despite temperatures reaching down to minus 30degC in winter, the systems have never yet failed, reliably forwarding the data collected at all times.

With this, CEplus and TWS are offering their customers industry solutions based on practical experience, for practical applications, and giving real value for money.

www.tws-gmbh.de



TWS focuses particularly on special-purpose designs and niche markets



TWS came up with a GPS solution comprising a tamper-proof, battery-operated positioning system attached to the containers



The European distribution hub for chemicals

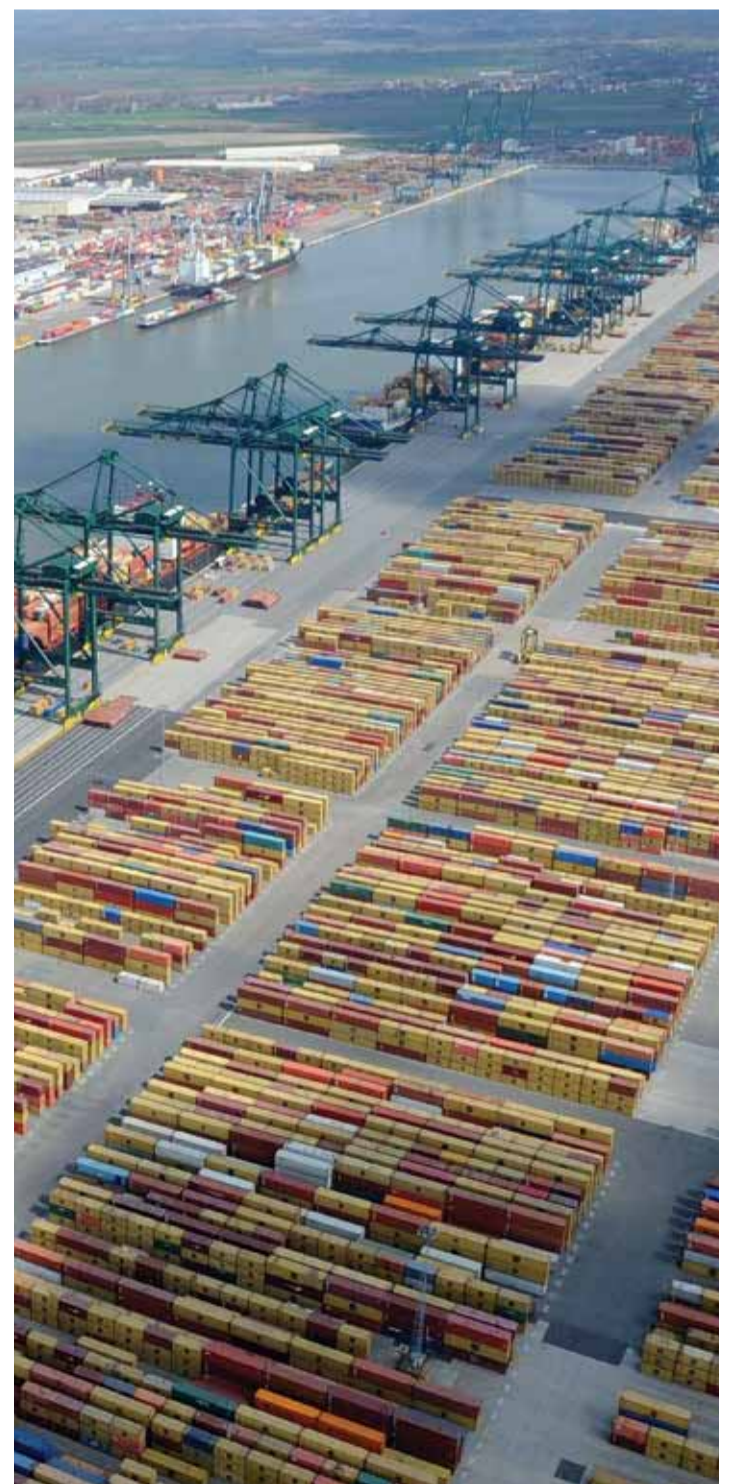
The Port of Antwerp is accessible to the largest container vessels. Handling 8.6 million TEU per year, it boasts the capacity, productivity and full range of services you would expect from a leading European container port. Thanks to the strategic 80 kilometre inland position, the Port of Antwerp has easy and direct access to Europe's largest industrial and commercial centres by rail, road and barge. With 560 ha of covered dry, 6.4 million m³ of liquid storage space and more than 1,000 silos, the port also offers a range of storage capacity second to none. The presence of the largest integrated chemical cluster in Europe in the Port of Antwerp, has brought together some of the most cutting-edge logistics experts. They safely and securely store, handle and distribute your chemicals and plastics. All these assets combined offer you the most optimal European distribution hub for packed chemicals.

www.portofantwerp.com/en/chemical-cluster



**Port of
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Hoyer energised by biodiesel transport

Hoyer has for the first time carried biodiesel from Brazil to the Netherlands using a tank container.

The Hamburg-based bulk logistics specialist believes the accomplishment will open up new market opportunities in its overseas transport operations. In particular it sees tank containers as a viable alternative to tanker vessels for small volumes of less than 1,000 tonnes.

This was the case with the biofuel sample that has now been shipped from Santos to Rotterdam. In view of the comparatively small amount involved, a Brazilian biodiesel manufacturer opted to transport it directly in a tank container contracting Hoyer to carry out the operation. After just 20 days of intermodal transport by land and sea, the cargo arrived punctually at its destination. Using a single tank container for the entire journey prevented the delays and wastage that are inevitable when oil is transported in conventional tankers.

By successfully transporting biodiesel overseas in a tank, Hoyer says it has demonstrated that it has proven itself as a reliable supplier of special-purpose logistics solutions.

In a separate move Hoyer has acquired an interest in the Antwerp Combinant terminal held by Belgium's Inter Ferry Boats (IFB). This acquisition reinforces the Hamburg company's existing presence in one of Europe's most important transport hubs for the chemicals industry.

The Combinant board of administration has welcomed Hoyer's participation. As a result of the acquisition, the terminal's shareholder structure now covers the whole supply chain. In addition to Hoyer, as a leading supplier of bulk logistics services, the other partners in the Antwerp terminal are BASF, representing the shippers, and the combined transport operator HUPAC.

In addition to its participation in Combinant, Hoyer already runs its own terminals at Schkopau and Dormagen and is a partner in Kombi-Terminal Ludwigshafen. The Antwerp terminal is capable of handling around 150,000 unit loads a year. Expansion of the terminal infrastructure will strengthen Hoyer's intermodal network and make it possible to increase grouping of transport flows.

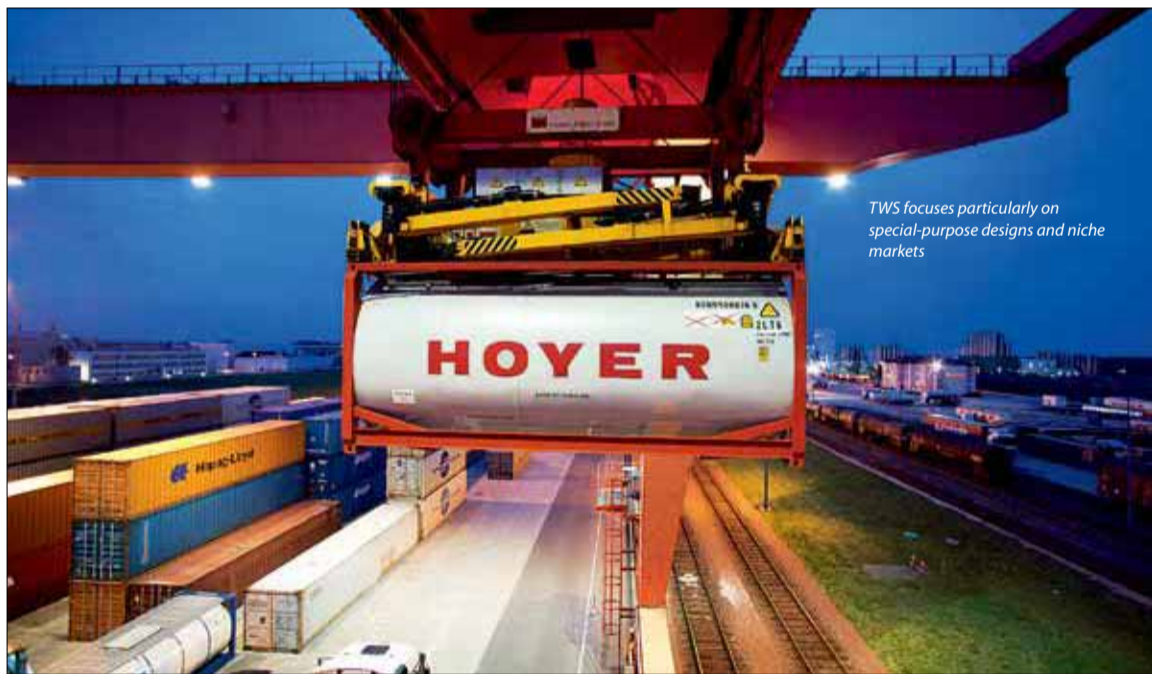
Antwerp's central location guarantees Hoyer access to the most important chemicals markets in Europe. In addition to straightforward handling and transport services, Hoyer is also planning to build up its range of services in Antwerp dealing with tank containers.

Between 2009 and 2012, Hoyer Group achieved a 20 percent cut in CO2 emissions. Greater concentration on intermodal transport business made a major positive effect, and the company is aiming at a further 25 percent reduction in the ratio of CO2 per tonne-kilometer by 2020.

With the publication of a Sustainability Report, Hoyer is for the first time publishing key figures of its own on sustainability and economic efficiency, making a clear commitment to long-term goals in terms of reducing emissions. The figures are based on the internationally recognized ECTA Responsible Care Method (McKinnon study), which make transparent changes over time in the widest variety of business sectors. Hoyer is thus able to demonstrate that even chemicals and hazardous goods transport can be operated in an efficient and ecological manner.

Hoyer is also participating in the chemicals industry Responsible Care Program in the fields of transport, cleaning and warehousing as well as being an active member of the Green Freight Europe Initiative transport logistics platform. Under this programme economic, ecological and social aspects of sustainability are equally taken into account. The sustainability report can be downloaded from Hoyer's website.

www.hoyer-group.com



TWS focuses particularly on special-purpose designs and niche markets

AEO license for Leschaco



Leschaco has become one of the first seven companies approved as authorised Economic operator (AEO) in Thailand. The AEO license certification replaces the former Gold Card License which was withdrawn in September.

Henceforth Thai Customs announced only customs brokers holding the AEO license will be allowed to offer the same privileged services. Leschaco (Thailand) Ltd is now approved and certified to operate as an AEO.

Leschaco Thailand says it manages the country's only hazardous goods warehouse that meets the standards of the German Verband der Chemischen Industrie (VCI) (Association of the Chemical Industry). Under one roof, the advantages of a free trade area are combined with those of a non-bonded configuration, complying with the guidelines of the Department of Industrial Works (DIW). In the country the company offers tank container solutions, hazardous goods loads, and project logistics for the chemical industry.

Haanpaa renews transport fleet

Finland's Haanpaa Oy is making a major investment in its fleet. Over the next 24 months, the company, together with its subcontractors, will acquire around €8 million of new trucks and tanks. In addition, the normal pace of investment will continue for other parts of the group.

The majority of the new containers will be supplied by Nordic Tank Oy, but Haanpaa will acquire new trucks from several different manufacturers. All transport vehicles used exclusively within Finland's borders must be renewed. "When you consider the renewal interval for trucks is normally 6-7 years and about 15 years for the tanks, we will do it at a much faster pace, in just two years," said Haanpaa CEO Vesa Itkonen.

The new regulations announced by the Finnish government this June will significantly speed up the acquisition of new equipment. The statute came into force on 1 October. The new regulation will allow larger and heavier transport vehicles and vehicle combinations, from 60 tons up to 68-76 tons depending on the substance classification.



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Etihad Rail MoU with Bertschi

Etihad Rail has signed an MoU with Bertschi. Etihad Rail is developing a rail network in the United Arab Emirates that will connect key centres of industry and population and also form a vital part of the GCC-wide rail network, linking Saudi Arabia in the west and Oman in the east. The MoU will enable Bertschi to use the network for cross border transport of equipment and products, such as hazardous and non-hazardous bulk liquid and dry chemicals. This will comprise trips between the UAE and other GCC countries, with a strong focus on Saudi Arabia.

Commenting on the MoU, H.E. Dr. Nasser Al Mansoori, CEO of Etihad Rail, said: "The UAE economy is rapidly developing, and modern rail infrastructure is a key component of this development. The MoU with Bertschi is not only in line with our commitment to provide tailor made solutions to our customers, but also embodies the UAE leadership's vision to drive the country's economic growth and development. Furthermore, the agreement showcases the positive impact Etihad Rail will have on global industry players, offering them growth opportunities not only in the UAE but in the region as a whole."

Michael Baechler, from Bertschi, added: "Bertschi has made its mark worldwide in intermodal rail and short sea transport, and our experience has instilled a loyal appreciation for the value of rail transport and the benefits it offers in terms of safety, costs and efficiency."

Through our MoU with Etihad Rail, we will be able to grow in alignment with the industries we service in the region, which are also growing, and we will ensure that we are able to provide the most seamless transport experience of our customers' goods."

Construction contracts for Stage Two of the Etihad Rail project, which will connect the railway to Mussafah, the Gulf ports of Khalifa and Jebel Ali, and the Saudi and Omani borders, will be awarded by year end.



The MoU will enable Bertschi to use the network for cross border transport of hazardous and non-hazardous bulk liquid and dry chemicals

InterBulk's new man

Koert Van Wissen retired as CEO of InterBulk at the end of September and became a non-executive director of the company. His successor at the head of the global intermodal logistics provider to the chemical, polymer, food and minerals industries, is Louis ('Loek') Frans Jacob Kullberg.

Van Wissen has spent more than 33 years as a leading figure in the tank container and intermodal operating business, including most recently more than seven years as the founding CEO of InterBulk. Following the acquisition of United Transport Tankcontainers in 2006, the formation of InterBulk Group and the subsequent acquisition of UBC in 2007, he integrated the businesses and built the company successfully and profitably to become a global leading provider of intermodal logistics solutions.

Loek Kullberg, a Dutch national, has extensive experience in the international maritime and transport industry. Most recently he was divisional director of Towage at Royal Boskalis and managing director of Harbour Towage and Terminals at SMIT International, where over the past nine years he expanded the business and doubled turnover in existing and new organisations within the group. Prior to joining SMIT International in 2004, he held various positions at DHL and Royal Nedlloyd where he was managing director of Danzas Chemicals and its predecessor Nedlloyd Road Cargo from 1996 until 2004. During that period he was accountable for all international chemical transport and distribution services.

David Rolph, InterBulk's non-executive chairman of, commented: "Koert has been the CEO of the InterBulk Group since its formation in 2006. During that time he has managed the group with great energy and leadership through some challenging economic times and has been instrumental in the creation of a market leading global intermodal logistics business."

"After an extensive search programme, we are delighted that Loek is joining us to lead the group in its next phase of development. He brings significant experience in the logistics field and organisational development which will support the delivery of our strategy in the future."



DIRECT SALES

FLEXIBLE LEASES

CUSTOM DESIGN

CERTIFICATION SUPPORT ONLINE

TYPICAL SPECIFICATIONS

ISO TANK CONTAINER // SINGLE COMPARTMENT INSULATED AND STEAM-HEATED STAINLESS STEEL TANK CONTAINERS TARE WEIGHTS ARE TYPICAL – THERE MAY BE VARIATIONS

CAPACITY	TARE WEIGHT	MAX GROSS WEIGHT
26,000 ltr	3,760 kg	36,000 kg
25,000 ltr	3,710 kg	36,000 kg
24,000 ltr	3,640 kg	36,000 kg

GENERAL SPECIFICATIONS

WORKING PRESSURE: 4.0 Bar // DESIGN TEMP: -40°C to 130°C

STANDARD FITTINGS AND APPROVALS

- MANLID: 500 mm (20") diameter, 8 point fixing
- AIR LINE: 1.5" with stainless steel ball valve and 1.5" BSP cap
- RELIEF VALVE: 2.5" SRV set at 4.4 Bar – provision to fit a second
- TOP OUTLET: Provisions for 3" butterfly valve and syphon tube
- BOTTOM DISCHARGE: 3 point stainless steel closure
- STEAM HEATING: 10 m² effective surface area external steam tubes
- APPROVALS: UIC, CSC, TIR, IM101, UK-DOT, RID/ADR, AAR600, FRA, TC, UN PORTABLE TANK, IMDG, US-DOT, L4BN

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Buhold sells majority stake in WEW

Buhold Industries sold its majority shareholding in WEW GmbH on 19 of August 2013 bringing to an end a period of 14 years of successful co-operation. Buhold's stake in WEW GmbH was purchased by the company itself.

A statement from WEW said the support of Buhold Industries had made it possible for WEW to continue to grow and specialise in certain niche markets and key products.

Over the years WEW has developed into a supplier of highly engineered mobile system solutions for water and fuel for the defence and disaster relief markets. The company also manufactures highly customised tank containers for the speciality chemicals market. Since 2011, WEW GmbH has also been active in the manufacture of smaller carbon and stainless steel tank based modules. WEW has extensively modernised its production facility over the years and has created additional capacity for the upgrade and refurbishment of military systems and equipment on returning from deployment. This specialisation has brought WEW to a position where its activities are no longer part of Buhold group's core business.

However, Buhold will continue with its subsidiary Welfit Oddy Pty in Port Elizabeth, South Africa. Over the past 25 years Welfit Oddy has developed into a global manufacturer of tank containers serving clients active in the international chemical and food grade markets as well as tank container operators and leasing companies. A relationship between the Buhold Industries and WEW will continue after the transaction.



WEW has developed into a supplier of highly engineered solutions for the markets such as defence

Suttons launches portal for graduates

Suttons has launched a new graduate jobs portal to help prospective logistics leaders plan their route to a career in the industry.

The website (www.suttonsgraduates.com) is tailored to offer prospective graduate employees a comprehensive overview of the logistics business, as well as information about the range of opportunities available at Suttons.

Speaking about why the new platform was created, Michael Cundy, HR director at Suttons Group, said: "Businesses need to look ahead to the next generation if they want to continue to flourish in this market. Suttons understands that and is committed to attracting new talent, as well as raising the profile of the logistics industry as a rewarding career choice. We were conscious that the best way to attract outstanding candidates is to showcase what Suttons, and the industry, have to offer – and that's exactly what the site does."



The site links to Suttons own group website which features information about the group's history, ethos and structure. It also provides graduates with insight into life at the company, featuring a regular newsfeed, access to the internal newsletter and detailed information about the various areas in which Suttons operates. Plans are also in place to update the site with case studies and blogs from the first round of graduates who pass through the new-look programme.

Cundy continued: "We'll continue to expand on the website's features and content. The idea is that it will not only be a useful reference tool for anyone interested in the logistics sector, but also a means by which we can reach out



Anthony Latham - Suttons new director for north Asia

to exceptional candidates, who are really committed to building a career in this industry."

Suttons offers a range of graduate opportunities, both within the UK and in locations around the world, including full-time placement schemes and entry-level positions across its range of operational departments and support divisions.

Meanwhile, Suttons has appointed a new director for its north Asia operation. Anthony Latham, who will be based in Shanghai, joins the company from UTi China where he was country director of client services.

Prior to this, he spent three years as country head of sales at Deutsche Post DHL Express, in the Philippines and brings to Suttons considerable knowledge and expertise, as the company continues to broaden the range of products and services it provides to its customers.

Suttons CEO John Sutton said Latham has a proven track record in the industry and valuable expertise in global supply chain, express logistics and freight forwarding. "After spending the past 10 years in Asia Pacific holding senior commercial management positions in Singapore, the Philippines and China, his comprehensive knowledge of the market further strengthens Suttons' offering in Asia. This is a region which represents an exciting and rapidly expanding market for the company, and the skills and experience that Anthony brings to the team will help us to continue to grow our operations."



Big capacity from M1

M1 Engineering has been producing its latest generation of high-capacity ISO cryogenic containers since spring of this year. The UK-based road tanker and tank container manufacturer said this latest generation unit offers customers "a market-leading capacity of 22,000 litres for the transport and storage of cryogenic liquids".

The company added that the payload represents a 10 percent increase in volume, particularly beneficial for transporting gases such as LNG, liquid oxygen, liquid nitrogen and CO₂.

M1's has been producing a range of cryogenic containers since 1986 and these have been undergoing continuous development since then. With full stainless steel construction including outer jacket, frame, piping and valves the range includes working pressures in 4, 10, 17 and 22 bar.

UN T75 approval for multinational operation is standard across the range along with options for local domestic approvals, such as US DOT (USA), AS1210 (Australia), SANS (South Africa and Transport Canada. Pump and flow meter options are also available.



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Lehnkering CT continues expansion

Lehnkering Chemical Transport (LCT) has opened a new location in Hamburg. The logistics service provider is using this development to reinforce its activities for the chemical and petrochemical industry in northern Germany. The company now has a network of 12 business locations in Europe, including Hamburg.

LCT, which is part of the road logistics division at Lehnkering GmbH, has been able to register strong growth over the past few years. "We are continuing our expansion course with this new business location," said Steffen Bauer, managing director of LCT. "We're firstly reinforcing our proximity to our existing customers in northern Germany and, secondly, we're strengthening our position with regard to potential customers in the chemical and petrochemical industries in the region to a significant degree. Hamburg is an excellent base for LCT in order to be able to offer our specialised service and transport operations for these companies too."

Equipment will be stationed at the Hamburg location on a

permanent basis. "This way, we can shorten the routes and shipping times for our transport services," added Hans-Ulrich Höfler, LCT customer service manager for the northern German region. "This brings benefits for our customers and also eases the pressure on the environment and resources – so that we can provide economical and ecological transport operations."

LCT provides customised road and intermodal logistics solutions for liquid chemical and petrochemical products. The company particularly specialises in transporting dangerous goods across Europe in tankers. Alongside acids and alkalines, dispersions, suspensions and solvents, the company also transports special items like liquid sulphur, liquid waste and oil products. LCT operates in keeping with the principles of the QEHS system used by the Lehnkering Group and is certified in line with the ISO 9001, ISO 14001, SCC and EfbV (German Waste Disposal Company Order) standards; it has also been audited according to SQAS.



Den Hartogh honours Shell Safety Day



Den Hartogh's tank container generated lively interest among large numbers of employees at Shell Chemicals' Safety Day

All over the globe, Shell employees paid extra special attention to safety issues on the Shell's Safety Day 2013. The way this happens is different at each Shell location. However, at the office of Shell in Rotterdam Den Hartogh Logistics was invited to provide a demonstration of safe chemicals transport.

With a truck, chassis and tank container combination placed on site for the occasion, Menno van Leeuwen, Den Hartogh's technical supervisor, generated lively interest among the large numbers of Shell Chemicals employees. Van Leeuwen offered on-the-spot demonstrations and knowledgeable explanations of chemicals transport. Den Hartogh makes around 4,500 bulk chemical transports a year for Shell Chemicals, a Shell Downstream business unit.

For the petrochemical company's employees, it was an ideal opportunity to get closer to – and deepen their understanding of – the transport of materials they deal with indirectly each day. The demonstrations were also open to employees from other business units for two hours during the Safety Day. Van Leeuwen fielded many questions from his audience, providing detailed explanations of the ins and outs of chemicals logistics.

By far the most frequently discussed subject on the day was safety for drivers when they have to extract product samples from a tank. Shell and Den Hartogh maintain an agreed policy for safe sample taking, whereby customers of Shell Chemicals are permitted to request a sample of the product. However, the driver is only required to take the role of an assistant in this process, for example to open the manhole cover on the tank.

Visitors were also able to view the demonstration container from above, by means of a safe ladder with a handrail on both sides. This provided them with an

impression of the duties of the drivers, who have to climb the ladder on the tank container with the sample bottle, open the manhole, fill the sample bottle with the chemical, and then climb back down the ladder with the sample in one hand or in a pocket. Having observed the demonstration, it is now easier for Shell employees to provide customers with clear information about this 'non-standard operation'. As a result, the demonstrations have deepened the co-operation between Shell and Den Hartogh, while contributing to greater safety for those involved in the process.

Other frequently discussed subjects were the loading and unloading processes, baffles, links, approval tests and the suitability of materials for various products. There was also considerable interest in the modern means of communication provided by the on-board computer in the truck used by Den Hartogh for the demonstrations.

In addition, Den Hartogh has been awarded an extension of its covenant with IL&T (Human Environment and Transport Inspectorate), a department of the Dutch Ministry of Infrastructure and the Environment.

In 2011 Den Hartogh became one of the first companies engaged in the transport of chemical fluids and gases to apply voluntarily for the covenant and be awarded it by the IVW, as the authority was then known. Now, as then, Den Hartogh Logistics has passed the extensive audit, which started in January this year. In the course of the audit, the company demonstrated above-average competence in the delivery of systems, processes and methods for guaranteed conformance with the law and industry rules and regulations. The company has no negative profiles with any other (inspection) services, which is a further condition of eligibility for the covenant.

VTG unchanged

For the first half of the year, revenue in VTG's tank container logistics division amounted to €79 million, the same level as in the equivalent period of 2012. EBITDA fell by €0.4 million to €5.5 million. In the first six months of the year, total orders for the division remained at the level of the first half of 2012.

In the first half of 2013, rail logistics saw a positive trend in business in petrochemical goods, its strongest segment in terms of revenue. The division also successfully continued to expand its new industrial goods segment. The persistent weakness in the agricultural division, however, continued to have a negative impact on the trend in rail logistics.

In the first half of the new financial year, revenue in rail logistics increased by a total of 7.6 percent to €156.3 million (H1 2012: €145.4 million). Compared with the previous year, EBITDA decreased by €1.9 million to €2.7 million (H1 2012: EUR 4.6 million).



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TWS
RENT-A-TAINER



Now called the SaniVent 3A the unit is aimed at companies transporting food or beverage products

Girard Equipment has received 3-A approval (number 95-00 Transportation Tank Vents) for the SaniVent model of its IBC Vent/Fill Cap.

Now called the SaniVent 3A, this option is catered towards companies that transport food or beverage products. The vent features a 'clean out of place' (COP) method that allows users to

remove, clean, and reinstall the vent in less than a minute.

The surfaces of the vent are electrochemically polished through super-passivation to provide added protection against corrosion. Design features allow for protection against unauthorised tampering of the payload.

To secure the 3A certification, Girard Equipment underwent a rigorous approval process that included the examination and analysis of the design and production of the vent.

"Adhering to these strict standards ensures that Girard's customers receive a product that meets



Girard has added several new features to the website

industry regulations and will be easy to clean, inspect, and maintain," said a Girard statement.

Customers can view the 3A certificate on the Girard Equipment website. In fact, Girard has added several new features to the website that

promise to give customers access to even more useful information and support. The support literature section has been expanded to include additional manuals and instructions for many Girard products.

Currently in the final stages of production are a series of training videos for several products. The videos will feature disassembly and repair instructions, along with a demonstration of the testing procedures for each vent. The series is expected to be available soon for viewing via the website and Girard's YouTube account.

In addition, new language translations have been added allowing the site to be viewed in Spanish, Portuguese, Dutch, German, Chinese, and French. www.girardequip.com

Non-intrusive level measurement

Adequate level measurement of conductive products inside a tank, like humid pet food, has been very difficult with highly sensitive materials, harsh environments (pressurised, abrasive, hot, corrosive) or complicated tanks. The resulting reliability issues have a negative effect on costs and downtime.

To solve these problems, Fluidwell Instruments, a division of Fluidwell, is launching an extension of its Triflex level detection sensors family: The LNI 250, a field time control (FTC) based level detection sensor, which measures with great reliability from the outside of a non-metallic tank.

The distinguishing element of the Triflex LNI 250 is its ability to measure conductive material reliably



The Triflex LNI 250 on a dryer

in a non-metallic tank without having to be present inside the tank and therefore without product contact. The tanks even need not be transparent. Its discriminating benefits include no

risk of contamination of the product, easy access for maintenance (without process interruption), being suitable for small or complicated tanks, easy plug-and-play installation, suitability for aggressive materials or environments, and insensitive to changing process conditions inside a tank.

The Triflex LNI 250 is suitable in a wide range of applications, but especially for industries with conductive bulk products (solids and liquids) where product contact needs to be avoided (eg, out of health reasons or with acids). Also where placement of a sensor inside a tank is not possible due to the construction of the tank (too small or complicated) or where the environment inside the tank is highly abrasive or subject to change. It also beneficial for any company that wants less hassle

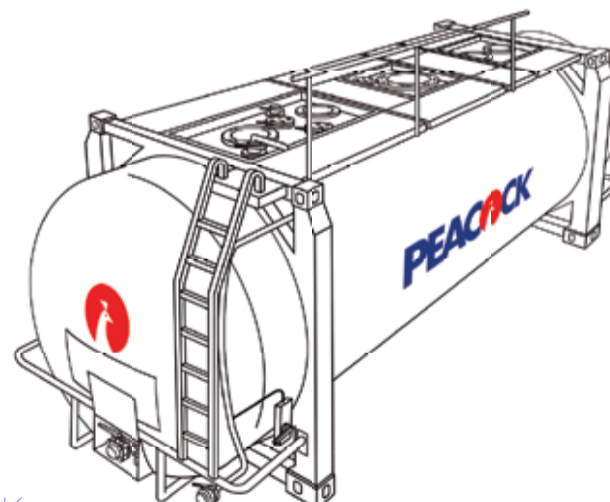
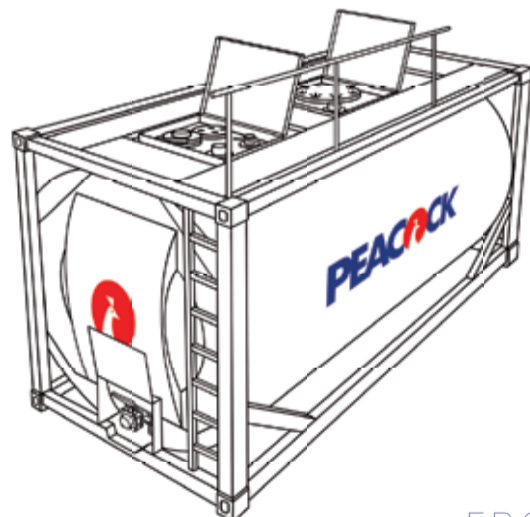
and lower costs involved with installation, as it has a one-button set-up, and easy access for maintenance.

The patented Triflex LNI 250 incorporates FTC Technology, which generates an electric field between a transmitting electrode and multiple receiving electrodes. The cycle time of the FTC level sensor changes as soon as the solid particles are detected by this electric field. Advanced multiple receiver circuitry has been designed for detecting various bulk products, even with extremely low dielectric constants. The results are higher signals with less variation. This allows minimising costs, increasing revenues and providing clearer visibility of the process. www.fluidwell.com



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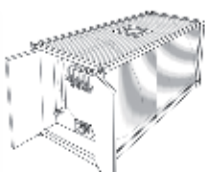
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Fort Vale celebrates 4th Queen's Award

Fort Vale Engineering Ltd has again won the 'Royal' seal of approval for its export success, a fourth time for the Burnley, UK manufacturer.

Fort Vale celebrated the presentation of its fourth Queen's Award for Enterprise: International Trade, when the Vice Lord Lieutenant of Lancashire, Colonel Alan Jolly visited the company's headquarters in Burnley in the north-west of England to present the trophy, on behalf of the HM The Queen, to the company founder and chairman Edward Fort OBE. Only 150 businesses and individuals across the UK were conferred with the prestigious award on the Queen's Birthday in April.

The Lord Lieutenant and local dignitaries were invited to a walk-about tour of the factory and a chance to meet and talk to staff prior to the presentation. On display for the day was a road tanker which had kindly been loaned from nearby tank manufacturer, Crossland Tankers. The entire UK workforce and VIPs then enjoyed lunch together to celebrate their success.

Established in 1967, Fort Vale Engineering Ltd is a leading manufacturer of precision valves and equipment used for bulk transportation of liquids, gases and hazardous cargoes around the world. The company employs around 600 people worldwide and, in addition to its headquarters in the UK, it has subsidiaries in the USA, Netherlands, Russia, China and Singapore. It sells its products into more than 50 countries and over 95 percent of production from its state-of-the-art factory is exported.

Edward Fort said: "I am extremely proud of our company and what we have all achieved together. Such an endorsement means that customers can



Edward Fort OBE being presented with the Queen's Award for Enterprise: International Trade by the Lord Lieutenant of Lancashire, with VIPs and the UK workforce

be confident that they are dealing with the best in our field."

Fort Vale has released a new video on You Tube which shows the company's latest developments. In an interview with managing director Ian Wilson the video explains the company's philosophy of continual improvement and innovation.

"Fort Vale was established in 1967 and has become the world leader in the supply of valves and ancillary equipment for the transport of chemicals and foodstuffs. The company has

achieved the Queen's Award for Enterprise four times now and we are proud to be based in the UK. We are a team of engineers and innovators and firmly believe that adapting to constant change is the only way to move the business forward," Wilson states.

"The company continues to invest heavily in plant and equipment, a prime example of this is our foundry. Our customers are demanding shorter and shorter lead times and it is only by having our own dedicated foundry that we can control the

quality of components and the rate of supply to achieve these demands. The main factory uses the latest machine tools and we have recently installed another robotic welder to improve our throughput.

"We have recently constructed a 1,000 sqm research and development unit together with a test facility which will enable Fort Vale to continue to improve and develop our product range and keep the business in its current position in the market.

"Fort Vale is a people-oriented company. We firmly believe in training and investing in our employees to maintain a highly-skilled workforce. Almost 200 apprentices have been trained over the years. Our policy for promoting from within means that our current management team comprises many people that have been trained within the company and who share our philosophy. Over the years we have grown in number but have still managed to retain the values normally associated with a family business."

Wilson finishes by saying: "I would attribute Fort Vale's strong market position today to the fact that we always listen to our customers – the customer is King! Working closely with our customers and meeting their needs has resulted in Fort Vale developing a range of products that are reliable and robust, perform well in-service and give the customer excellent value for money. Part of maintaining our integrity in the industry is our long-standing record of supporting our products in the field. Over the years, we have established a global network for the supply of spare parts, so that wherever a Fort Vale product finds itself in the world, we can support it."

www.fortvale.com

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Optimising loading and unloading

Philippe Voilly, product manager, transport for Mouvex explains how a new oil-free screw compressor technology increases flow rate capacity while also improving chemical compatibility

The process of loading and unloading valuable products that will be transferred hundreds or even thousands of miles requires equipment that improves fleet efficiency from the moment the product is loaded to the time when it is unloaded.

That loading and unloading equipment not only needs to maximise efficiency in the process, but it must also be able to withstand the harsh environments it will encounter during transportation. These environments can include all manner of weather conditions, including rain, snow, sleet, heavy winds, extreme heat, bone-chilling cold, etc.

Most fleets use intricate preventive maintenance plans to ensure their rolling stock stays on the road and doesn't become another road casualty. But rarely does anything ever go as planned, and the reality is that downtime will likely be experienced as equipment wears down and/or eventually reaches the end of its useful life. This is no different for one of the core pieces of equipment that is utilized in the liquid-handling process: the screw compressor.

Over the course of a screw compressor's service life, its shaft will complete millions of revolutions, which will ultimately lead to wear and maintenance needs. No fleet can afford excessive downtime due to maintenance issues, so screw compressors must not only maximise their operational uptime, they must also minimize the time that a transport rests at the loading terminal. This requires high flow rates during the loading and unloading process.

The challenges

Selecting the right screw compressor for your fleet starts with examining the transport challenges equipment must overcome in the day-to-day grind. One of the main challenges involves the viscosity of the products being transported. Chemicals, solvents, asphalt, food products, cosmetics and pharmaceuticals all have varying viscosities that create flow losses.

Another challenge is being able to decrease discharge times reliably and safely. One key way that transport fleets can save money is decreasing unloading times. Even a slight reduction can translate into substantial savings when considering the large size of most fleets, as well as the fact that those fleets typically go through the unloading process several times per day. The weight of the screw compressor is also a factor as compressors that are lighter in weight provide fleets with increased turnover per truck per year, which translates into increased revenues.

One of the most commonly used compressors in transport applications is the rotary vane compressor, but there are numerous drawbacks to this technology. The carbon blades within this type of compressor are fragile and need to be replaced frequently, leading to heavy maintenance and extensive downtime. Rotary vane compressors are also heavy, decreasing payload. Operators using compressors that feature piston technology will encounter yet another heavy compressor that delivers limited flow. In addition, this technology is not oil-free, creating the possibility for a costly and messy oil spill.

The solution

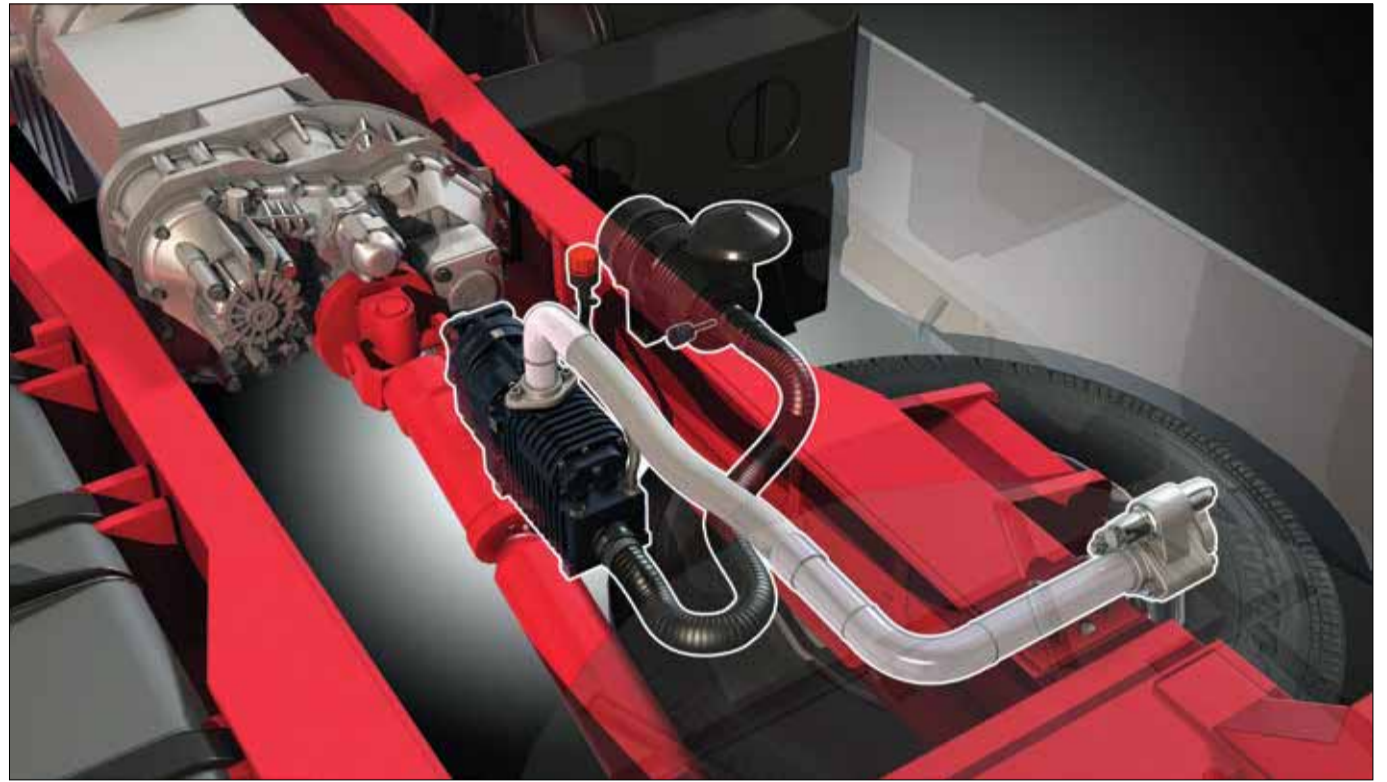
Finding the right screw compressor can be as difficult as overcoming the challenges listed above. One possible solution is installing an oil-free screw compressor, specifically a new technology that has been developed by Mouvex, of Auxerre, France, which is part of Pump Solutions Group (PSG), based in Illinois, USA.

Mouvex's original B200 Series Screw Compressor was lighter in weight than comparable models, while able to deliver higher flow rates. The compressors featured plug-and-play installation that required no prop or drive shaft, as well as no mounting bracket, while still being suitable for use with a transport's standard power take-off (PTO), and were available in both hydraulic and electric-driven versions.

The screw compressor/PTO unit on the B200, compatible with a truck's gearbox, offered a weight reduction when compared to existing equipment, which translated into more payload. The B200 also increased the efficiency of transport-loading and unloading applications because Mouvex's design offered non-contacting internal parts, oil-free operation, compact size, easy installation on three-axle tractor units and high flow rates.

The original B200 compressors offered three direct mounting options: PF option with PTO flange, which features a splined shaft for direct flange-mounting on the PTO; PS option with PTO shaft with a straight-keyed shaft for electric motor drive mounting or for a traditional prop shaft mounting; and an HY option that has a female spline shaft for hydraulic motor drives.

The above features made the B200 screw compressor ideal for a wide range of applications that involve the unloading of chemicals,



The Mouvex B200 flow control oil-free screw compressor features an upgraded, corrosion free check and relief valve (CRV) that allows the compressor to handle a greater variety of chemical properties than its predecessor.

solvents, bitumen, asphalt, food products, cosmetics and pharmaceuticals. The design of the B200

screw compressor also enabled faster unloading times, slower engine speeds, reduced maintenance, and featured an unexposed rotating shaft and an integrated torque-limiter.

Now, Mouvex has taken the design and performance of the B200 Series Screw Compressor and taken it to the next level with the creation of the B200 Series Flow Control Oil-Free Screw Compressor. The heart of the new B200 Flow Control screw compressor is an upgraded check and relief valve (CRV) that is corrosion free. This CRV allows the compressor to handle a greater variety of chemical properties. The new screw compressors feature improved durability, which is crucial to ensuring reliable operation since they are routinely subjected to extreme environments that can cause corrosion, including salt, road debris, cold and hot climates, as well as truck washing that involves a variety of chemicals. The B200 Flow Control screw compressor features a specially formulated black interior and exterior that has been specifically treated to prevent any corrosion due to use in harsh environments from occurring, while every critical component in the compressor is corrosion protected.

Aside from its oil-free design, the B200 Flow Control automatically regulates flow according to need, allowing the screw compressor to achieve optimal performance regardless of viscosity type or container. Improved corrosion resistance extends beyond the exterior as the interior components also help ensure a more

durable compressor.

The screw compressor has a single point of operation corresponding to its maximum speed, simplifying the configuration of the truck and eliminating any risk of harmful under-speed or over-speed operation, as well as ensuring better cooling of the compressor. Also, operators do not need to use a valve vent during unloading to regulate the flow. In the event the compressor has to run at excessive speeds, air is discharged to the outside without noise. Previously, this task was very noisy when it was operated with a valve vent.

The B200 Flow Control screw compressor also features an upgraded suction hose with new connections and lengths to 2m (6.5ft). The hose features difficult-to-penetrate materials and lasts much longer than the previous version. Screw connectors and double-shrink tubing also help protect against leaks. B200 Flow Control compressors are able to reach 180 cbm/h under 2.5 bar.

Mouvex has long recognised the need for time - and cost - saving product transfer and has responded with the new B200 Series Flow Control Oil-Free Screw Compressor, which builds on the long-recognised features and benefits of its original B200 model. The B200 Flow Control's design possesses the ability to deliver high flow rates for any number of commodities, from chemicals to asphalt, all while offering an ease of operation that prevents fleet operators from having to concern themselves with excessive vehicle downtime.

www.mouvex.com

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Testing hose continuity

Newson Gale's OhmGuard Hose Continuity Tester is a device designed to ensure that a string of assembled hoses have good electrical continuity with a grounded truck. Good continuity with the grounded truck ensures that electrostatic charges cannot accumulate on the metal components of the hoses being used in the transfer operation.

During hazardous area tank cleaning, spill recovery and product delivery operations vacuum trucks and bulk road tanker trucks are regularly exposed to the ignition hazards of static electricity. Newson Gale says that while it is vitally important to ground the vehicles used in the transfer operation, it is also important to ensure the hoses used to transfer product into, or out of, the vehicle cannot accumulate static electricity. Electrically isolated metal components, like hose couplings and wire helices, have the potential to accumulate enough static electricity to discharge a high energy spark into a combustible atmosphere.

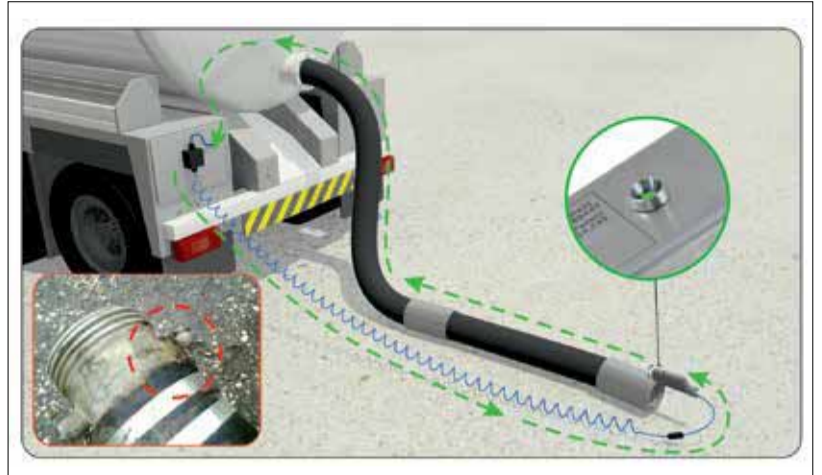
The OhmGuard operates on the principal of a 'pass or fail' test procedure. To operate the device, the driver will first ground the truck and then assemble the required number of hose sections to the truck. The driver will then connect the OhmGuard clamp to the free coupling or nozzle of the last hose (see illustration). If the electrical resistance through the string of hoses to the grounded truck is 'good', a green LED mounted in the OhmGuard clamp will pulse continuously informing the driver that the hoses are bonded to the truck and are safe to use. If there is a break in continuity, the LED will not pulse and the driver may carry out a quick visual inspection of the hoses to ensure parts like wire helices have not suffered broken connections with components like end couplings. The driver may also elect to test each hose individually.

The OhmGuard carries cCSAus, ATEX and IECEx approvals for operation in the highest combustible gas, vapour and dust atmospheres.

Benefits include ensuring faulty hoses are detected prior to each transfer operation and eliminates the potential for unsafe hoses to be used in between scheduled testing periods.

The unit does not require the training costs and expertise associated with multimeters. Unlike many multimeters, the universal approvals for the OhmGuard ensure it is safe to use in hazardous locations.

www.newson-gale.co.uk



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Silo compressors

GH Rand has launched new silo compressors for dry bulk applications. For more than 60 years GHH Rand has been recognised as a reliable rotary screw compressor manufacturer in the road haulage business for dry bulk discharge.

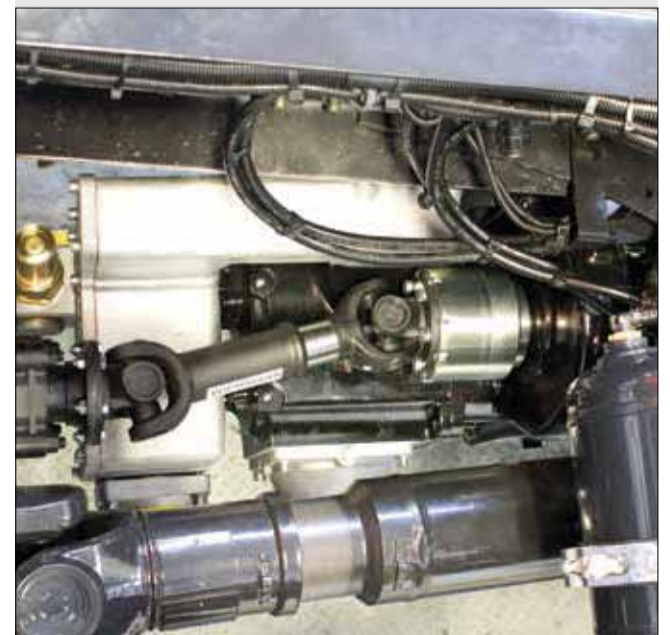
The design of the CS580 Light and CS750 Light compressor solutions allows for flexibility of installation on most European tractor units (including Euro 6) used in the silo industry for the transport of dry bulk products.

"The clever driveline design configuration reduces the drive shaft angle. Hence fast, efficient and well-engineered installations can be achieved. In addition its light weight reduces the impact of Euro 6 related weight additions," said Simon Eardley, product portfolio manager tanker solutions for GHH Rand.

The newly-developed SILU oil free screw compressor within the CS580/CS750 Light solutions offers a number of benefits. It has a compact, self-contained air-end, a new technology discharge silencer and an optimised rotor profile offering low frequency and low noise operation with corrosion-free rotors (also food industry compliant).

The CS580 has been developed for dense phase conveying of dry bulk powders and the CS750 for medium to lean phase like granules. GHH Rand also have available, specifically for the dry bulk food transport market a Silol FG food grade lubricant which meets the NSF H1 compliance regulation.

www.ghhrand.com



The CS580/CS750 screw compressor's drive shaft position optimises the drive shaft angle and length

Loud Fuel selects Blackmer

Within just the past few years, Loud Fuel Co, has grown from a one-truck, million gallon business into a 10 million gallon fuel-delivery operation with a rolling fleet of 50 six-wheel and six 10-wheel delivery trucks. Offering a wide variety of services to a large customer base in and around Cape Cod, MA., USA, the Loud Fuel name has become ubiquitous in regards to fuel delivery, service and supply.

Among the many other services provided by Loud Fuel is the delivery of large amounts of fuel to ocean-going vessels. So when Loud Fuel was looking for on-truck liquid-handling equipment that could meet its diverse needs, the company chose Blackmer TXD Series Sliding Vane Pumps.

"I had some other trucks that had some problems with knockoff pumps and decided, at that point, that Blackmer was the pump for us," explained Mike Tasha, owner of Loud Fuel. "Those other pumps are noisy, have leaks and just don't live up to the promises, but the Blackmer ones certainly do! Blackmers need very little maintenance, and they seem to go along a lot longer than what you would even begin to think they would."

Blackmer TXD pumps are ideal for Loud Fuel's demands because they have been designed for use in truck-mounted applications for the delivery of a wide array of petroleum-based products. They feature Blackmer's sliding vane design that self-adjusts for wear and maintains desired flow rates, while providing self-priming and dry-run capabilities. The mechanical seal and ball-bearing construction provide maximum reliability while the symmetrical bearing support assures even loading and wear. Maintenance is quick and easy as any worn vanes can be replaced without needing to remove the pump from the vehicle.

"Today, every truck I own has a Blackmer on it," said Tasha. "We do everything with them: we suck out of the ground; we pump overhead; we pump from truck-to-truck, so we use them in a lot



Among the many services provided by Loud Fuel Co, owned by Mike Tasha (right) and managed by his son, Kabral, is the delivery of fuel to ocean-going vessels

more different ways than the average guy that just might deliver fuel oil to a house. We certainly do put our TXD pumps to the test."

Loud Fuel and its parent company, Cape Cod Oil, have been working closely with Hall Trask Equipment Company, based in Braintree, MA., on all of its liquid-handling equipment needs for more than 20 years. Hall Trask Equipment has been an authorised distributor of Blackmer pumps for several years.

Blackmer recently extended the product warranty and performance assurance on its TXD Series. The Standard Warranty — which applies to models TXD2, TXD2.5, TXD3, TXD1220, TXD1225 and TXD1230 — has been lengthened to 60 months from installation or 66 months from purchase. In addition, Blackmer also extended its

performance assurance from one to two years from installation or 30 months from purchase.

TXD pumps can be configured to handle many types of products, such as fuel oil, diesel, kerosene, gasoline, avgas, jet fuel, biofuels, ethanol, petrochemicals, light lube oils and solvents. They are available in 1.5-, 2-, 2.5-, 3- and 4-ins port sizes with flow rates from 10-500 gpm and pressures up to 125 psi. An optional air-operated piston relief valve is available, in addition to T-type strainers to protect the pump from damage caused by foreign material in the piping and tanks for the 2-, 2.5- and 3-ins pumps.

www.blackmer.com

Analysing oil in water



A new InfraCal 2 Field Portable IR Analyser can measure down to 0.1 ppm oil in water accurately, on-site and in less than 15 minutes, the manufacturer says. The analyser is the newest addition to the Wilks line of rugged, easy-to-use oil in water/soil analysers and provides added sensitivity and features.

InfraCal 2 is ideal for non-technical users and will provide years of dependable, maintenance-free operation, the company maintains. The InfraCal 2 IR Analysers combine improved electronics which significantly increase signal-to-

noise ratio with a touch screen intuitive display that allows for a multitude of new options and features – including multiple calibrations, internal data logging and data transfer capabilities, alarm functions to ensure results are acceptable, and security/password settings to avoid unauthorised changes. "The result is a compact, rugged package, weighing less than 6lbs., with no moving parts and the low maintenance qualities found in other Wilks analysers," a company statement read.

InfraCal 2 provides improved sensitivity and detection limits for a variety of on-site oil in water measurements such as sub-ppm detection levels of oil in wastewater going into inland waterways, off-shore produced water discharges, and cleaning efficiency of metal parts. Models are available for use with infrared transparent solvents, as well as hexane, for the extraction process. While designed for field applications, InfraCal 2 is equally at home in the analytical laboratory and will provide quantitative measurements easily, routinely and economically.

Another claimed advantage is the ability to move repetitive measurements from the lab to the actual analysis site where they can be routinely handled by non-technical personnel. On-site measurements take less than 15 minutes and eliminate the wait for off-site lab results which can take hours or days to receive.

www.wilksir.com

Safety reminder

Loading petroleum, chemical or oil delivery vehicles without the proper safety precautions can lead to dangerous and costly situations. US-based Scully Systems says that its top-loading overfill prevention and earthing systems ensure that transport vehicles are correctly earthed and spills are prevented.

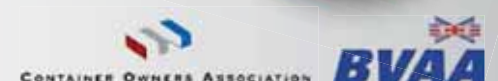
Scully systems check for unsafe conditions including their own circuitry.



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Lehnkering invests in latest generation telematics

Lehnkering Chemical Transport has equipped its fleet of trucks with the latest generation on-board computers produced by Trimble Transport & Logistics. The V3 CarCube System as well as other features like document scanners will make the processing of orders more efficient in the future. They enable more flexible transport planning and an improved CO2 emissions balance sheet.

Lehnkering has been working with Trimble in the field of telematics since 2010. The chemical logistics company's tractor units have now received the new V3 CarCube system as part of a trade-in programme. A document scanner has also been installed in each vehicle. This ensures that all the documents relevant to the order are available for the administration department once the transport service has been completed.

So-called remote downloads using V3 CarCube provide an additional benefit: Regardless of the vehicle's location, the data from the digital tachograph and the driver card are read out via a radio link. "This investment is another step along the route of optimising our fleet management and enables us to plan the use of our vehicles in a more flexible manner," said Bernd Matthes, fleet manager at Duisburg-based Lehnkering Chemical Transport. "As a result, we can also reduce empty mileage and our CO2 emissions."

Like the previous V2 model, the new CarCube generation can be integrated within Lehnkering's internally developed CargoWare ERP system. The road carrier is part of the Road Logistics division at Lehnkering GmbH. LCT offers customers specific logistics solutions that are suitable for liquid chemical and petrochemical products. The fleet includes tanker trailers made of steel and stainless steel and special equipment designed to meet customer requirements.

Trimble Transport & Logistics was formerly known as Punch Telematix. The company provides transport management solutions for companies of all sizes in the transport and logistics sector. More than 850 customers rely on 37,500 CarCubes in the field for their daily business and fleet management. The head office is based in Belgium with sales and service offices throughout Europe.

www.lehnkering.com



The Lehnkering fleet is equipped with document scanners and the latest generation of telematics. Pic. Dirk Beumer

Synchromodal trip planning

The importance of finding cost effective routings and of more efficient capacity usage is critical for all European and global cargo flows. But how can logistics service providers prepare for these new challenges and remain competitive?

Various research projects, like iCargo or Modulushca, have already been dealing with the topic of intermodal transport for many years. Software developer PTV based in Karlsruhe, Germany, has been involved from the start. Together with Dutch TMS provider, Ixolution from Zwijndrecht, it presented a fully integrated solution at Transport Logistic in Munich allowing not only the analysis and optimisation of intermodal transport, but taking on the perspective of 'synchromodal' transport as well.

As logistics processes become increasingly integrated, service providers are interested in every factor that can lower transport costs, and increase capacity utilisation. An extensive view over all modes of transport provides new savings potential. In this way, the development of transport with one individual mode of transport goes, via multimodal, to co-modal transport, now continuing on to synchromodal approaches, whereby the best combination within the complete transport network can be chosen at the right time, based on costs, travel time, and/or CO2 footprint.

The demand for suitable IT support for intermodal transport has been around for a long time. "A suitable software solution is now available which automatically and comprehensively determines the best transport route," said Matthias Hormuth, vice president logistics research & projects at PTV.

"Our customers require more intelligence and optimisation opportunities in transport management systems (TMS)," stated Jasper van Schelven, sales manager at Ixolution. "TMS and advanced planning systems (APS) should work hand-in-hand in order to be able to analyse integrated processes." There is a clear trend towards integrated solutions, in which transport management systems and planning systems are increasingly convergent.

The TMS solution from Ixolution is called IXSuite (previously Cat4Suite by GreenCat). In addition to the software components of PTV for trip planning and mapping, fully integrated PTV technology for intermodal trip planning is now also available as an extra module in a standard solution. Synchromodal trip planning is now a reality with the IXSuite. This begins when preparing a quotation, continues during planning and also supports the dispatcher during operational execution. If changes are necessary, a new comprehensive route calculation is carried out automatically.

The new software component of PTV already provides an abundance of basic information regarding intermodal transport, such as terminal and network data. Moreover, each customer has its own network with service providers for goods transport and shipment by sea. Therefore, users can fully integrate their own data, such as costs and schedules. In this way, they have an extensive information platform for the optimisation of their modes of transport. The more international the transport process, the faster the return on software investment, the partners said.

www.ptvag.com



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M&S Logistics improves cost management with Monitor4000

M&S Logistics, the tank container operating division of Multistar Group, has purchased Monitor4000 tank operating software from Real Asset Management (RAM) to manage its fleet of around 3,000 units.

With extensive growth plans, the UK-based operator is moving away from an in-house solution and is now going live with Monitor4000. Headquartered in Cheshire, M&S employs 50 staff globally and has offices in Houston, South Africa, Rotterdam and Singapore. It specialises in providing tank operating services to niche markets particularly within the oil and gas sector.

The leasing division of Multistar was already successfully using RAM's container leasing Rental4000 software so it was easy for M&S to make a decision to move tank operations across to Monitor4000. David Kew, M&S's managing director, headed up the team responsible for the selection of a new system.

"We needed a solution that was designed specifically for the tank market and was ready to meet our requirements," he explained. "Our legacy system needed replacing and in-house development just wasn't an option. As RAM was well known to us and the leasing solution had been very successful, we made a decision to implement Monitor4000."

A major benefit for M&S Logistics will be the integrated vendor tariffs database within the Monitor4000 solution. At present, the team uses a separate costing system and relies heavily on user knowledge to produce quotations.

"By implementing a solution with an inbuilt tariffs database, we will be able to improve the accuracy of our quotations and reduce the variances between the sale estimate and the final invoice," said Kew. "Monitor4000 stores all of the vendor costs which relate to specific journeys so we know we'll be able to use the most cost effective tariffs for each job. By tracking all costs accurately, it will save valuable time creating quotations and it will help us to monitor and increase the profitability on each job."

"A major influence on our decision to install Monitor4000 was the knowledge that a specialist IT system was an essential component of our exciting growth strategy," continued Kew. "We have plans to

double our fleet size over the next two years and have already added an additional 700 tanks this year. A by-product of business growth is invariably the need to employ more people and a comparative workflow analysis of our current IT system against RAM's demonstrated that we could mitigate this significantly and seriously improve profitability. One example of this is Monitor4000's Plan Board which considerably speeds up the process of allocating equipment to jobs. Another is the business intelligence capability which, among other benefits, removes the need for some regular reports by providing management with instant exception warnings – for instance, when a job margin is below target."

M&S is an important addition to the many tank operators using RAM's specialist tank operating software. Others include Hoyer Global, VOTG Tanktainer, Newport Tank Containers, Paltank Ltd and Tank Management AVS.

Monitor4000 is designed to automate the business activities of intermodal operators, reducing the burden of administrative overheads with a single data source that can be accessed globally by operations staff, fleet control and finance teams.

www.ramintermodal.com



Lloyd Fraser milks fuel savings with Isotrak

UK bulk logistics firm Lloyd Fraser has found its bulk liquid milk transport division starting to see a fall in its annual fuel bill since installing Isotrak.

Based in Rugby, Warwickshire, Lloyd Fraser uses Isotrak's CANBus module to feedback live driving style data over the vehicle tracking system to monitor and manage driver behaviour, which has led to savings across the fleet of 40 milk tankers and secondary delivery vehicles (rigid and articulated). Each week, Lloyd Fraser makes bulk milk collections from farms, which are then transferred to the secondary delivery vehicles that transport the milk to the dairies.

"To have a product like Isotrak providing you with driver performance data is worth its weight in gold," said Lee Westgate, regional manager (South) at Lloyd Fraser Milk Division. "With fuel bills edging upwards to over a third of all fleet operational costs, operators need to look closely at driver behaviour. We were confident that we could achieve a 2-5 percent saving in our annual fuel usage if we could improve driver performance, and with the benefits of the Isotrak system, it is assisting us in doing so."

Lloyd Fraser reviewed various telematics systems before settling on Isotrak citing its superior service offering and support. The logistics firm is using the standard functionality and reporting provided with Isotrak to provide the management information it requires.

"We chose Isotrak because of the company's attention to detail and focus on our needs, no other party in our trials provided that service. Isotrak quickly gained an understanding of our operation in order to provide the solution that best suited us," added Westgate.

"Each week we run scheduled reports for the management team. These include driver score cards, driver performance tables, fleet utilisation, fuel performance across the fleet, driver log on and log off for monitoring shifts, location turnaround times, and unknown locations so that we can review unscheduled stops.

"Drivers also get their individual weekly driver score cards and the supervisors will congratulate those who are performing above standard. We can then focus on those who need to improve their driving styles. For example, we may target harsh braking or excessive idling. This is proving to be very successful and we've been able to make the improvements using the information that Isotrak captures and reports to us."

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Delivering Advantages



Ben Greene Grayling Industries

A quick word with...

Ben Greene from Grayling Industries

Can you give a brief history of Grayling Industries and which areas you operate in?

Grayling Industries, an ILC Dover company, is a manufacturer of specialised flexible film products. We make safety products for contamination control on asbestos abatement projects and we make industrial packaging products for shipping and storage of bulk liquids and dry flowable products.

Grayling was founded in Atlanta Georgia in 1986. The company designed and built custom equipment and developed unique processes to manufacture a new and improved glovebag, which is a polyethylene

enclosure designed to safely remove asbestos insulation from pipes found in many buildings built before 1980. Graylings' improved glovebag design eventually led to success in capturing and leading the international market for glovebags and other environmental safety related products. In 1990 Grayling Industries relocated the manufacturing operation from Atlanta to Juarez Mexico.

With the experience gained in manufacturing products for the asbestos abatement industry, all of which require 100% product performance due to the hazardous environments in which they are used, Grayling focused on other industrial applications that require dependable and durable flexible products.

In 1994 Grayling Industries began manufacturing Guardian liners to 'form-fit' the interior of bulk bags and other IBCs. By form-fitting a liner to the inside of the container, industrial processors found they were able to gain many efficiencies in their operations, including waste reduction and increased productivity. Within a short time, Grayling was again an industry leader, this time in the US market for form fitted liners for FIBCs.

Grayling has since introduced; pillow style and form fit style liners for liquid IBC applications, foil laminated form fit liners and round bottom drum liners. In addition to liners, Grayling also distributes IBCs for

liquids and FIBCs for dry flowable products, as well as, other specialized products designed for industrial packaging. Grayling was acquired by ILC Dover in December of 2012. Access to the many resources that ILC Dover possesses is a huge asset to Grayling Industries and to our customers. ILC Dover was founded in 1947 and is headquartered in Frederica Delaware. ILC manufactures products that are flexible by nature and result in innovative solutions to customer problems. ILC Dover has an outstanding history of producing unique flexible products, such as, products to protect personnel in hostile environments (such as outer space) and products to contain potent pharmaceuticals. Government, commercial, and NASA customers rely on ILC's multi-disciplined technical expertise to provide innovative soft goods solutions for a wide range of applications.

What are the biggest challenges Grayling currently face in the marketplace?

Our biggest single challenge is the sluggish North American economy.

What makes your products and customer offering unique?

Grayling is unique in many ways; our product offering in both of the markets that we participate in is broad and widely

considered to be 'best in class'. Our sales approach is consultative, professional and courteous and our customer service is regularly graded as outstanding.

What are the main challenges when manufacturing industrial packaging products?

Our primary manufacturing challenge is also one of our strengths and that is the breadth of our product offering. We can run tens of thousands of some product specifications and then we also will run just a few hundred of other specifications.

What are your predictions for the marketplace over the next 18 months?

We are forecasting a modest increase in the general market demand for both of our product offerings; industrial packaging and environmental safety products.

What are the company's plans for moving forward?

Our immediate plans are to complete a relocation of our manufacturing plant from Juarez Mexico to Seaford, Delaware and to commercialise and introduce two new innovative intermediate bulk packaging products.

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Spiroflow enhances C1 filler

Spiroflow has announced an upgrade to one of its most popular weigh fillers for pallet handled bags – the C1.

Ideal for low to medium volume use where bulk bags filled on pallets are moved by forklift truck, the new C1 facilitates dust-free, accurate filling of up to 20 bulk bags per hour. Its base is directly mounted on an approved load cell weigh platform and the required weight can be pre-set for automatic cut-off. The platform includes a vibration facility for an even, accurate fill and effective compaction for handling products that aerate, resulting in a stable load for both storage and transport.

Of modular construction for ease of modification, the new C1 now features automatic height adjustment for different sized bags. Its inflatable neck seal ensures a dust-free environment and minimises product waste, and removing the filled bags has been made even speedier with the addition of a roller conveyor to complement the automatic bag loop release facility.

The new C1 has also retained many of the features

which have helped to make it one of Spiroflow's most popular products across multiple industry sectors, including a carbon/stainless steel filling nozzle and a dual concentric filling spout incorporating a venting system.

Rob Hudson, managing director at Spiroflow, explained: "Many millions of bulk bags, with a capacity from 500kg to 1,500kg, are sold worldwide every year, making them one of the most convenient, cost-effective methods of packaging, storage and transport. Customers in industries ranging from food and pharmaceuticals to plastics and building products use bulk bags, and hence require the best equipment to fill and discharge their often fragile or fine-particle products quickly and with the minimum of fuss.

"At Spiroflow our technical team is constantly innovating, developing new solutions and adaptations in our test centre to meet customer demand for the next improvement or upgrade. Our C Series of weigh fillers remain extremely popular as they're both efficient and versatile, and we're confident that the new C1 will prove an equally

successful addition to our range."

Recently Spiroflow acquired Canadian bulk materials handling specialist Control & Metering, based in Mississauga, Ontario.

The assets of Control & Metering were acquired through Spiroflow Systems, Inc, a wholly owned subsidiary of UK-based Spiroflow Ltd. The deal has not only facilitated the retention of many highly-experienced personnel, but has also enhanced Spiroflow's global position through ownership of Control & Metering's patented bulk bag filling and discharging technology.

Control & Metering was established in 1937, specialising in dry bulk solids handling equipment and systems. In the 1980s the company was one of the first in North America to manufacture bulk bag fillers and unloaders, pioneering technology taken for granted today. The acquisition will enable Spiroflow to consolidate its presence in Canada and North America, and offer enhanced technology and services in North, South and Central America, Australia, New Zealand, Philippines and Japan, as well as Europe.



Integrated packaging

National Bulk Equipment (NBE) has introduced an automated, bulk material handling and packaging system built on integrated construction and controls infrastructure.

The complete process sequence, including: pallet/base supply, slip-sheet pick-and-placement, bulk material infeed, packaged contents isolated densification, NTEP-certified weighing, and finished-package accumulation conveyance operates on paired, process-specific structural framework chassis with all automation and control functions centralised to a single, menu-driven HMI to enable standardised and system-wide data reporting.

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

The automatic pallet dispenser phase eliminates manual handling of pallets. The pallet stack, delivered by forklift, is conveyed into the dispenser where the stack is automatically formed and each pallet is aligned and staged to advance into the slip-sheet dispenser. The slip-sheet dispenser magazine can hold up to 2,500 lbs. of sheet. Sensors and automated controls guide the dispenser lift carriage along horizontal and vertical flanged cam rollers to provide highly accurate pick-and-place of up to 30 slip-sheets per hour.

The bulk bag filling stage uses a cantilevered fill head/bag hanger carriage design with pneumatic actions to bring the fill head and rear bag hooks to well within the operator's reach; eliminating the need for the operator to step or lean into the equipment. This physical ergonomic design maintains optimal operator posture for safe and efficient operation. The 8 GPM hydraulic lift carriage easily and safely lifts bag capacities up to 4,500 lbs; far exceeding the lift speed and capacity of ball screw designs.

The NBE NTEP-certified (Cert. No. 07-108) hang-weigh system provides valid, accurate, and repeatable weighing of the bulk bags to an accuracy of +/- 0.05% of the 4,500 lbs bag weight. The NBE bulk bag densification platform uses 3 Gs of high-speed, low-intensity vibration to settle material in the bag to a dense, stable, and safe load. The vibratory action is isolated from the deck and focused on the bulk package to ensure precise package weight accuracy.

The system is built to be compliance-ready at start-up and to conform to Class II, Div. 2, process area.



Low-clearance unloader

Hapman's new low-clearance bulk bag unloader is engineered to operate in low-ceiling facilities where standard unloaders either won't fit or are difficult to use. Wherever a forklift has trouble manoeuvring against a ceiling for bag change outs, the new unloader can be safely and easily moved into place.

Hapman says that because other models require forklift operators to raise the top section several inches over the base to balance it on corner posts while visually obstructed by the bulk bag, Hapman engineers designed an all-new, patent-pending slide rail configuration that is easy to assemble and requires no additional headroom.

Integrated UHMW-lined troughs with fork guides permit operators to glide the sections into position reliably and accurately. Sturdy slide rails on the base wrap around the I-beam glides, securely holding them in place for increased safety during assembly and operation.

Features include: a lower profile configuration that is shorter than standard bulk bag unloaders; dual section design engineered with fork pockets in the bottom of the upper section for minimal forklift clearance; sturdy slide rails on the base that wrap around I-beam glides to prevent slippage and tipping; and UHMW-lined troughs with fork guides for quick and easy assembly with minimal change out time and effort.



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Left: Gwyn Watkins, Sales & Logistics Director Lhoist UK Right: Dave Coulson, Commercial Director Abbey Logistics Group

Lime contract for Abbey

Abbey Logistics Group has secured a new long-term contract with UK producer of the purest lime available in the country – Lhoist UK Limited. The company operates lime works in Hindlow (Buxton) and Hartley (Kirkby Stephen) providing services and products to construction, waste water, food industry, drinking water, agriculture, flue gas treatment, chemistry and soil stabilisation processes.

Lhoist UK is part of the Lhoist Group, a worldwide producer of lime with significant research and development operations. The Lhoist group now employs over 7,000 people throughout Europe and America. Its products include Quicklime, Hydrated Lime and Limestone.

Dave Coulson, commercial director of Abbey, commented: "The challenge in providing a solution that met the requirements of the various industries together with accessing the difficult sites, while at the same time maximising payloads and standardising equipment type, resulted in the core fleet being standardised to two tanker sizes together with a number of command steers to enable access to the most difficult sites."

Coulson sees the latest contract as testament to how Abbey has developed over the past three years, particularly in the bulk powder distribution market. Abbey has invested £1.5 million in equipment to serve this business and Coulson hopes that this is the first of many large contracts awarded to Abbey in the coming years.

Gwyn Watkins, sales & logistics director of Lhoist, added: "We have been impressed by Abbey's innovative approach to service and delivery. We look forward to a long and happy working relationship with Abbey Logistics."

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RTN recently supplied a new trailer to London-based Speedy fuels, part of the Crown Oil group

Expansion for RTN

UK manufacturer Road Tankers Northern (RTN) has opened a second factory in Barnsley, South Yorkshire. The company expanded its Hoyland headquarters and built a new specialist manufacturing facility at nearby Birdwell. RTN, which manufactures a range of tankers for the bulk liquid haulage industry, counts Shell, DHL, Tesco and Morrisons among its customers.

The recent expansion means RTN can now offer tankers to the chemical, pharmaceutical, dairy and brewery industries as well as building specialist bespoke equipment.

Supported by Barnsley Business and Innovation Centre (BBIC) through the Enterprising Barnsley programme, RTN receive funding assistance from Barnsley Council. The company also receive support from Barnsley Development Agency to access Regional Growth Fund funding.

RTN is recording year-on-year growth and is set to turnover £11.2 million in 2013. The company have increased the workforce from 88 to 126 in two years and plans to recruit a further 15 to 20 staff.

Don McKelvie, operations director of RTN, said the growth meant it now had a share of 80-90 percent of the UK petroleum semi-trailers market. "The growth of RTN has been exceptional in the past two years and we owe a debt of gratitude to Enterprising Barnsley and BBIC who have been pillars of support, particularly with regards to lean manufacturing and expansion," he said.

RTN is owned by the NWT Group, founded by South Yorkshire-based businessmen Paul Wright and Frank Newell. The company has factories in Birmingham, Sheffield and Northern Ireland, but Barnsley is the operational hub.

'ASEAN tigers' offer growth for dairy sector

Growing demand for dairy produce among consumers in the ASEAN-6 group of countries is creating substantial trade opportunities for dairy export countries, particularly Australia.

In a new report 'Dairy – Milk for the ASEAN-6 Tigers', global agribusiness banking specialist Rabobank says the ASEAN 'six majors' (the six largest economies of the Association of South East Asian Nations – Indonesia, Thailand, Malaysia, Singapore, the Philippines and Vietnam) should be part of all dairy exporters' global growth strategies, but particularly for Australia given its competitive advantage in these markets.

The report says demand for dairy is growing quickly in the region, supported by favourable economic and demographic conditions. And, with local supply unable to keep pace, this is leading to a sustained milk deficit, which needs to be filled by imports.

"The region presents a significant trade opportunity now and in the future," the report states. However, it warns, success in these markets is not guaranteed and capitalising on the opportunities in the ASEAN-6 will be challenging.

Rabobank sees the ASEAN-6 dairy sector is one of the last remaining unconquered battlegrounds for all dairy exporters. To unlock the full potential and to maximise profitability, dairy exporters may need to rethink their export strategies. Given the inherent price sensitivity across the region, exporters will need to continue to 'stretch' the milk, adopting strategies where dairy produce is mixed with non-dairy components to make products more affordable.

Over the past decade, the collective volume of dairy products imported into the region has been growing at about 4 percent a year. In 2012, dairy trade flows to the ASEAN-6 was more 1.6 million tonnes (11 billion litres in milk equivalent) and worth more than US\$5.5 billion. By 2020, these markets collectively are likely to consume an additional 3 billion litres of milk compared with 2012.

Rabobank expects global dairy consumption overall to grow at an annual rate of 2.4 percent to 2020, with consumption growth in developing countries continuing to outpace growth in the developed world. With per capita consumption rates in the ASEAN-6 very low by global standards, the potential for growth is huge, the report says.

Statistics indicate that Malaysia, which has the highest consumption rates of dairy among the six countries, consumes on average 51 kg of dairy per person each year, while Indonesians consume just 8 kg. Comparing this with consumption in developed Asian economies such as Japan, where annual per capita consumption is 85 kg, the growth potential is significant.

These markets are characterised by a mix of factors which should support continuing growth in consumption: overall high birth rates and young populations, rising incomes and the emergence of a middle-class, improving diets and an increasing focus on health.

In addition, there has been the introduction of school milk programmes in some countries and education on the benefits of dairy nutrition, as well as a growth in modern retailing and food service which is increasing consumers' exposure to dairy products while urbanisation is enabling dairy companies to reach more consumers.

In most of the ASEAN-6, local milk production had grown at a reasonable pace in recent years, with governments eager to reduce their high import dependency. However, local farmers face difficulties in significantly increasing output, meaning local milk is unlikely to close the deficit.



High birth rates, young populations and rising incomes are all contributing to growing dairy consumption across South-East Asia. Pic: Tetra Pak

Overland from China

The arrival of the now regular container train between Chongqing in Central Asia and Duisburg was celebrated on 10 September with a large reception in the Port of Duisburg. On this occasion there was strong interest from Chinese media and state television in the Yuxinou rail connection. The train, which needs just 16 days for the journey between the two cities, started a good two years ago as the first train between China and Germany with one round trip per week. However, the number of weekly departures has since risen to three and growth prospects are said to be positive.

"The train is twice as fast as transport by sea, but is only half as expensive as air freight. On the Chinese side it is already being described as the new Silk Road," commented Erich Staake, CEO of Duisburger Hafen AG.

The connection has expanded Duisport's international network. "As a result the port has moved even more into the focus of global delivery chains, strengthening Duisburg as a logistics location and having positive effects on employment prospects," emphasised Staake.

Daoyi Ding, deputy general director of the Chongqing Information Office attested to the potential: "With more than 30 million inhabitants Chongqing is one of the fastest growing metropolitan areas in the world. The train connection offers incredible opportunities relating to cultural and economic exchanges between China and Europe."

Numerous companies from the electrical, computer and high tech industries, for example, the US manufacturer Hewlett Packard (HP), the Taiwanese supplier of electrical appliances Foxconn and the computer manufacturer Acer also from Taiwan, as well as car manufacturers and suppliers and machine tools manufacturers, have their production locations in the 'City of Light' on the Yangtze Kiang. Daoyi Ding added that arriving in the middle of Germany and the opportunity to distribute goods further from Duisburg makes the container train very attractive to the companies based in Chongqing.

The 10,300 km long trans-Eurasian connection through China, Kazakhstan, Russia, Belarus, Poland and Germany was developed by DB Schenker Rail and Trans Eurasia Logistics, a joint venture between DB AG and the Russian railway RZD, in 2008. It is intended to be an alternative to the heavily used and 2,000 km longer northern route via the Trans-Siberian Railway. Computer manufacturer HP, which has electronics and computer technology transported from Chongqing to Duisburg using the train, was also included in the project. The advantages are obvious. Transferring containers from Chongqing to a Chinese sea port takes about three days alone, during which the train to Duisburg has already put half of its route across China behind it. The loading capacity per train is 41-50 forty foot containers. The runtime is just 16 days and thus twice as fast as transport by sea. Security is also provided: every single container is continually monitored by a GPS system during the whole transport period.



Left to right: Erich Staake (CEO of Duisburger Hafen), Sören Link (Senior Mayor, Oberhausen) and Daoyi Ding (Deputy General Director of the Information Office of Chongqing) welcome the 'Yuxinou train'

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Marco Polo subsidies under fire in audit report

The European Union (EU) has for decades backed various projects to encourage modal shift of freight away from the roads and onto rail, shortsea and inland waterways.

But a recent report from the European Court of Auditors (ECA) questions the efficacy of using public subsidies for programmes grouped under the 'Marco Polo' policy umbrella.

Since 2003, the EU's Marco Polo I and II programmes have financed numerous modal shift projects. But the ECA audit found there were not enough relevant project proposals put forward because the market situation and the programme rules discouraged operators from taking advantage of the scheme.

Half of the audited projects were of limited sustainability. One of the main findings of the audit was that there were serious indications of 'deadweight' - that is, projects which would have gone ahead even without EU funding. In fact, 13 of the 16 beneficiaries audited confirmed that they would have started and run the transport service even without a subsidy. In addition, there were no reliable data to assess benefits on the environmental impact of freight transport, road congestion or road safety.

Not enough good quality proposals were made because programmes were not well-designed for businesses and management inflexibility and implementation difficulties made beneficiaries decide either not to implement approved projects, to stop them prematurely or to cancel or reduce the scope of the service funded, once the project period was over. This provided poor project results and poor sustainability of the funded transport services. Moreover, the modest quantities reported to have been shifted were found to be "uncertain" and included deadweight.

While the European Commission (EC) has improved day-to-day management of the programmes over time, it has not carried out a fundamental assessment of the programmes' market potential to achieve the policy objectives; "it did not consider new developments and it did not take timely corrective action to remedy the apparent flaws in programme design", the report concludes.



The EU wants to encourage modal shift onto non-road transport

Arrowedge looks to reduce drag and emissions

US rail operator Union Pacific (UP) unveiled a new technology in August to help reduce aerodynamic drag and so cut emissions.

A production version of the 'Arrowedge' is now piloting an employee-designed aerodynamic technology for fuel and locomotive emissions reductions on double-stack intermodal trains.

Double-stack intermodal trains accommodate containers placed two high, one on top of the other, for better ride quality and rail car utilisation. However, positioned on top of the first container, the 48ft Arrowedge has a tapered body that allows air to flow more easily around the train's top front-most containers. This reduces aerodynamic drag for more efficient transport. In addition, drag reductions decrease the amount of locomotive power required to propel the train.

UP holds two US patents for the Arrowedge, with additional US and Canadian patents pending. The company first introduced the technology onto double-stack train service between Joliet, Ill., and Long Beach, Ca.

Trains are the most fuel-efficient way to transport bulk cargo on land. A single UP train can replace 300 trucks, decreasing emissions and reducing stress on the deteriorating road and bridge infrastructure. UP can move one ton of freight 480 miles on a single gallon of diesel fuel, the equivalent of a standard mid-size car getting roughly 200 miles per gallon.

Years in development, the Arrowedge is the latest innovation in Union Pacific's on-going commitment to design, build and implement fuel-saving technologies.

"The Arrowedge represents UP's focus on pioneering technology for operational and environmentally sustainable gains that ultimately result in enhanced customer service and community stewardship," said Mike Iden, general director - car and locomotive engineering. "We are excited to see the results of this innovation in action and how it can springboard further research and development."



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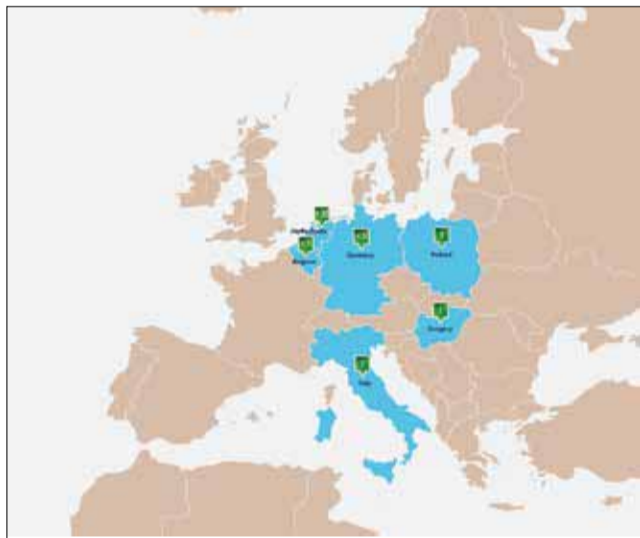


Embacover

First Hungarian terminal for InlandLinks

BILK (Budapest Intermodal Logistics Center) Kombiterminal is the first Hungarian terminal in Port of Rotterdam's InlandLinks network. This now comprises almost 40 terminals in the Netherlands, Belgium, Germany, Poland, Italy and Hungary.

BILK is located in a southeastern suburb of Budapest, between a regional road, the MO highway and the Budapest-Kelebia railway. It consists of a railway station/marshalling yard (10 ha), bimodal terminal for combined traffic (20 ha.) and a logistics centre (70 ha.). The terminal handles swap-bodies, semi-trailers and containers. The seven 750m long rail tracks are served by two gantry cranes and four reachstackers. The terminal has the capacity to handle an annual traffic of 220,000 TEU.



InlandLinks comprises almost 40 terminals across Europe

InlandLinks is the online platform for container terminals in the European hinterland, offering intermodal services to and from Rotterdam. The terminals are selected on the basis of objective and comparable criteria. This enables all participants in the logistics chain to identify better the general and specific advantages. It also contributes to a rise of intermodal transport by train and barge of the flow of containers that is expected to triple in the next 25 years. InlandLinks is an initiative of the Port of Rotterdam Authority and developed two years ago in co-operation with VITO (Dutch Inland Container Terminal Organisation).

Rotterdam expects to see container flows triple in the next 25 years, due to the growth in world trade, favourable geographic location and the increase in very large container ships, with capacities in the region of 20,000 TEU. Of the total of some 30 million TEU that will be handled in 2035, some 2 million are expected to be shipped in and out using smaller vessels from and to European ports. Some 18 million TEU will travel to and from the hinterland via intermodal transport. For this flow, InlandLinks should give insight into better and more sustainable connections, the port believes.

RSC Rotterdam recently celebrated handling the 5 millionth cargo unit since 1993. Up to 2008, the rail terminal grew by an average 9 percent a year. The crisis caused a deep dip and the company now handles around 300,000 units a year.

Thanks in part to direct internal connections with Rotterdam Shortsea Terminal, ECT City Terminal and SCA Logistics, containers and trailers can be transported simply to and from the train. With the largest vessels shifting to the Maasvlakte, RSC is handling more and more short sea and continental traffic.



RSC recently celebrated handling its 5 millionth cargo unit

Rail route relief

The German government along with state government of North Rhine-Westphalia and Deutsche Bahn has finally signed a financial agreement for the construction of a third rail line between Emmerich and Oberhausen.

This is an important milestone in the extension of the Betuweroute in Germany, and should solve a bottleneck for freight trains on the route between Rotterdam and Duisburg.

Port of Rotterdam Authority CEO Hans Smits was both very happy and relieved at the decision. "It was no mean feat. Three years ago, the third rail line was pretty low on the German list of priorities. Thanks to good, well-planned lobbying, with the Dutch government and port businesses, the tide gradually turned," he said. "A vital element here was the support from companies in North Rhine-Westphalia and, more particularly, the government of North Rhine-Westphalia. It changed from a 'project for the port of Rotterdam' to one about the export power of the hinterland. The construction of the third rail line will also mean building dozens of tunnels and bridges, which are very important in limiting the nuisance caused to local residents."

Things will not be easy for users and local residents, however, during the forthcoming construction phase. To guarantee sufficient capacity for freight traffic during this period, it is important that the



A third rail line between Emmerich and Oberhausen is an important milestone in the extension of the Betuweroute

Kaldenkirchen-Duelken stretch of the diversion is tackled quickly. The government of North Rhine-Westphalia is paying due attention to this. According to the current schedule, the third rail line should be completed in 2022.

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Simon's safety recognised again

Another year of "exemplary personal and process safety performance" by Simon Storage has been recognised in the Royal Society for the Prevention of Accidents (RoSPA) Annual Safety Awards.

Simon's Seal Sands, Immingham East and West Terminals each won an Order of Distinction, presented after no less than 15 consecutive Gold Awards, while both Simon Riverside and Tyne Terminals received President's Awards after having won at least 10 consecutive Gold Awards.

Now in its 57th year the RoSPA Safety Awards offer organisations like Simon Storage a prime opportunity to prove their on-going commitment to raising health and safety standards. With almost 2,000 entries for this year, the Awards are one of the most sought after accolades in the industry.

Richard Sammons, chief executive of Simon Storage Limited, said: "Simon's year-on-year success in these prestigious Awards reflects the company's continuing investment in personal and process safety and competence training for staff at all levels and our internal safety initiatives, such as the TAKE 2 mini-risk assessment programme. Simon's active engagement with industry associations and regulatory bodies also ensures that we keep abreast of the latest industry-wide safety developments."

Over the past year Simon has stepped up its rolling programme of

process safety-related training with externally-accredited courses for its employees through the National Skills Academy for Process Industries (NSAPI). To date these have included training to NSAPI standard in Process Safety Leadership for senior executives, which was attended by Simon's senior management team and a Process Safety Management Foundation course, which was attended by 11 employees, ranging from terminal managers, superintendents and project engineers to safety staff from terminals in the UK and Ireland. A further 13 employees from the operational management, safety, engineering and commercial teams are scheduled to attend the course in October 2013. There are also plans for operational personnel to complete the new NSAPI accredited course covering Process Safety Management for Operators.

In addition, Simon Storage has agreed the necessary terms of a Part A PPC permit with the UK Environment Agency for the handling of hazardous and non-hazardous bulk liquid wastes at its Immingham terminal complex on the south bank of the River Humber.

The Environment Agency takes great care when permitting such activities and this is the first time in 80 years that companies will be able to use the Immingham storage facility for storing both hazardous and non-hazardous bulk liquid wastes for off-site disposal or recovery.

Simon Storage has a long history of handling bulk liquid wastes under permit at its East Coast terminals located at Seal Sands,

Teesside as well as at Velva Liquids, Tyneside. In 2012, the company was successful in applying for the necessary radioactive substance regulations (RSR) permits to handle NORM products, naturally occurring radioactive material typically originating from the North Sea.

The permission regime for storing hazardous bulk liquid wastes is stringent and as an EPR Part A process wastes must be stored in tanks with impermeable bunding and managed under strict stock management systems and reporting regimes. Outfall consents are also subject to regular monitoring and reporting to ensure compliance within consented limits. Another prerequisite is competent staff training, both to meet permitting requirements and also to uphold Simon's commitment to personal and process safety. Simon now has WAMITAB (formerly the Waste Management Industry Training & Advisory Board) qualified staff located at each of Simon's East Coast terminals, and where NORM products are located staff also hold an approved radiation protection supervisor's (RPS) qualification.



Over the past year Simon has stepped up its rolling programme of process safety-related training with externally-accredited courses for its employees

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Strategic oil terminal for Saldanha

Oiltanking subsidiary Oiltanking Grindrod Calulo Holdings and Mining, Oil and Gas Services Pty Ltd (MOGS) have unveiled a joint venture agreement to build a commercial crude oil storage and blending terminal with a total capacity of 13.2 million barrels comprising twelve 1.1 million bbls concrete tanks in the Port of Saldanha Bay, South Africa.

The development, construction, management and operations of the terminal will be carried out by the new company called 'Oiltanking MOGS Saldanha (Pty) Ltd' (OTMS). MOGS initiated the project in 2011 and has since completed the pre-feasibility studies and design and is in the final stages of obtaining the required statutory approvals. MOGS and OTGC will each hold 50 percent of shares in the company.

Port of Saldanha Bay is said to be an "excellent" location for a crude oil hub as it is close to strategic tanker routes from key oil producing regions to major oil consuming markets. The JV partners claim it is ideally situated for the blending of West African and South American crude oils, and Port of Saldanha Bay has the potential to establish itself as a global crude transshipment hub focused on certain established trade routes.

The terminal will be built as state-of-the-art facility a jetty designed for handling vessels up to VLCC size.

Oiltanking Grindrod Calulo Holdings (Pty) Ltd is an independent bulk liquid storage provider in South Africa backed by Oiltanking GmbH in bulk liquids handling together with the local expertise and full Black Economic Empowerment credentials of Grindrod South Africa and Calulo Terminals. Through direct holdings via Calulo and indirect holding via Grindrod South Africa, the joint venture is a fully empowered entity with a level 2 empowerment classification.

MOGS is a subsidiary of Royal Bafokeng Holdings (RBH) and is a black owned, BBBEE accredited holding company that focuses on providing a selection of products and services to the mining, oil and gas services industry in South Africa, Africa and the Middle East.