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Stena Line brought forward the introduction of its Stena Foreteller ferry on the Rosslare-Cherbourg service to meet anticipated post-Brexit demand



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# BREXIT – Britain chooses the hard road

**In the end, the UK government did what the vast majority of British businesses feared – opt for a hard Brexit, leaving both the EU Single Market and Customs Union.**

The bargain struck between UK Prime Minister Boris Johnson and European Commission President Ursula von der Leyen on Christmas Eve was better than leaving with no deal at all, but that is the best that can be said for it.

Two obstacles drove the negotiations to wire. The UK stuck stubbornly to wanting a greater share of its territorial waters to support fishing, an industry with hardly any economic significance, while the EU wanted instant redress if Britain diverged unfairly from EU labour, environmental and state-aid standards, the so-called level playing field.

With both sides backing down, an agreement was at least able to be struck, although it now means Britain will face endless haggling over details, much the same as Switzerland still does in that country's often prickly relationship with the EU.

For businesses, trade in goods will face no tariffs or quotas. But Prime Minister Johnson wrongly claimed that there will also be no new non-tariff barriers. Leaving the Single Market and Customs Union means border, customs, rules-of-origin and veterinary checks that will raise costs, even if the rules are lightly enforced at first. And the level playing field, albeit now subject to independent

arbitration, means that if Britain diverges much from EU standards, tariffs could be imposed.

## Industry response

The UK chemical industry – the country's largest manufacturing exporter – expressed some relief at the agreement.

Steve Elliott, chief executive of the Chemical Industries Association (CIA), reacted positively to confirmation of zero tariffs: "We have consistently called for the threat of tariffs to be avoided, so we very much welcome the commitment and hard work from both parties in securing that outcome. Failure here would have seen an annual cost of at least £1 billion to the chemical industry".

He continued: "The Prime Minister mentioned chemicals as an industry where Britain has the potential to do its own thing. With that in mind we need to see, in particular, the extent of regulatory co-operation agreed with regard to the industry's REACH responsibilities.

"Failure to secure access to what has been a decade's worth of investment by UK chemical businesses in data for EU REACH will leave the industry facing a bill of more than £1 billion in unnecessarily duplicating that work for a new UK regime"

Elliott added that although the agreement represents a mixed bag for the industry, it shouldn't be underestimated the value that a deal

brings in terms of certainty.

"Chemical businesses all over the UK have proved to be hugely resilient over this most uncertain and challenging of years, and a predictable trading environment with our most important market, coupled with emergence from COVID-19, should make 2021 a year to look forward to," he said.

For the food sector, Food & Drink Federation (FDF) chief executive Ian Wright said that while the industry could breathe a sigh of relief, celebrations will be on hold until the details have been scrutinised.

"We must first answer key questions about which individual sectors of the industry will be unable to access the EU market without facing tariffs under the agreed rules of origin," he commented. "We hope for a much more collaborative relationship between London and member states with the minimisation of disruption at the border due to new trade frictions introduced as a priority.

"The Prime Minister promised UK businesses over a year of transition in which to adapt to a new set of rules," he went on. "He delivered us four working days."

And with the prospect of some supply disruptions and higher prices "shoppers and consumers will rightly ask why a deal had to take so long".

For *Bulk Distributor* readers, logistics is obviously on the front line. Road haulage is in for a shaky period as exporters and forwarders get used to new rules on customs, VAT, product origin, food safety, etc.

One particular hit is likely to be the UK landbridge, along which trade between Ireland and continental Europe crosses British territory to reach ports on the English Channel. Already, a spate of additional freight ferry services now links Irish ports directly with the rest of the EU so as to avoid the landbridge. (Blowing our own trumpet for a second, immediately after the 2016 Brexit referendum *Bulk Distributor* predicted this would happen.)

Luxembourg-headquartered roll-on, roll-off (ro-ro) specialist CLdN introduced a second weekly call between Zeebrugge, Belgium and Ireland's Port of Cork to cope with increasing demand.

Adding a second call allows customers to have a quicker turnaround time and bypass the UK so avoiding any border disruptions. The sea crossing also means a lower carbon footprint for the entire logistics chain, the ferry operator said.

CLdN now offers eight direct sailings a week in each direction between the continent (Zeebrugge, Rotterdam) and Ireland, with the ability to carry more than a quarter of a million driver unaccompanied cargo units annually, including

*Continued on page 3 →*



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# SITRA offers customs-built package

**F**ood logistics firm SITRA UK says it is well-positioned for post-Brexit life as a supply-chain solutions specialist for the food industry.

The approach of Brexit on the horizon was a turning point for SITRA UK which could see that although the changes to some looked gloomy they could see potential to create another thriving business opportunity.

As a leading national and international food transport company having divisions in more than 12 countries around the world, SITRA Group saw scope to make the transition a positive one and focus on the challenges ahead.

SITRA, based in Ypres, Belgium, began business in 1962 where it started with bulk powders, liquids and pallets. In recent years, it also diversified from core transport business with multimodal solutions, cleaning facilities and warehousing. SITRA UK saw an opportunity for development in making what was already a thriving forwarding division with warehousing possibilities into something that could flourish into a partner by bringing in a customs broker department that would offer more potential revenue and could become a 'one-stop-shop' in the logistics sector.

The history of customs clearance from years back was a scary prospect for most: mountains of paperwork, dock runners on motorbikes and lorry drivers stuck for not having correct documents. It would be a nightmare for any transport company not to have the wheels moving, something SITRA was fully aware of from the past. But with latest technologies the logistics firm knew it would be a better operational process in the 21st century.

The vision was to train and build with the aim of having the complete knowledge of the new customs systems ready for the start of Brexit and to be fully operational not only for existing customers, but also for new customers that SITRA could see would be wanting assistance. This would bring new UK and EU customers to the business and SITRA would be able to offer the whole package as well as just offering a customs clearance service.

So the company started making plans as far back as 2017 as to what this all might mean for the business and the Brexit discussions were always followed closely. Before long it was evident that a 'real' Brexit would happen between the UK and EU, and so SITRA started investing time and training for employees within the company.

Over the years leading up to Brexit, there have been many obstacles to overcome: would there be a deal or no deal? What would that mean for companies importing and exporting goods! It soon



*SITRA believed that if the company could take the lead in bringing in its own customs division alongside transport operations, it would put it ahead of the game when Brexit finally happened*

became apparent that if there were no deal, goods imported into the UK from the EU would become much more expensive and importers as well as exporters would be looking at excess duty charges.

For importers of bulk sugar, for example, the cost of duty would have been too costly to bear and they would be put off by the thought of importing into the UK. This was not good news for importers and transport companies, as this would stop major contracts and could mean a loss of revenue.

There were many challenges to setting up a customs section. But with the passion and determination of SITRA's staff, it was soon evident that if the company could take the lead in bringing in its own customs division alongside transport operations, it would put it ahead of the game when Brexit finally happened.

A lot of training went into getting SITRA customs where it is today, particularly that of planning staff and drivers, the most critical element to ensure a

smooth transition. Across all areas of the business – temperature controlled, liquid bulk goods, powder and container transport – the positive sign was that SITRA would be able to offer a first class service one-stop-shop for both transport and customs, or customs clearance alone.

On 31 December 2020 the customs processes came into action and SITRA was fully ready. The firm was looking at a positive start but could sit back and now see that what their own fears were back in 2017 were now happening to some other transport companies and their customers within all logistics sectors, as they had not prepared themselves in time. So old and new customers started calling SITRA's experts to get their goods moving; generating a lot of positive feedback for the group's services, SITRA says.

Having a customs department running alongside transport has clear benefits; SITRA trucks have priority, with no waiting on another customs

broker to clear goods. A lot of customers new and old are seeing this benefit and it looks like the vision of three years ago is starting to pay off, the company states.

SITRA UK has a prime location in the Dover area close to Port of Dover and the Channel Tunnel. With the building of a bonded warehouse, secured parking site and prime location for collecting documents if required, SITRA UK can supply the whole package.

A spokesperson stated: "Some of the leading customs brokers in the area cannot offer the full package and service that the SITRA group can provide, the company has seen an opportunity and taken it to a level that wasn't expected. Customers involved have seen this and are very happy with the service and will continue to use these by giving more business than expected."

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

## BREXIT – Britain chooses the hard road

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trailers, dry and tank containers, finished vehicles and project cargo.

The short-sea operator points out that shippers and hauliers should be under no misunderstanding that despite the trade deal customs formalities had to be applied as of 1 January.

"There appears to be a general misconception that with the (last-minute) trade deal import and export formalities will no longer apply," a spokesperson said.

"The Free Trade Agreement (FTA) generally avoids import duties on goods shipped, but this does not mean that the full export and import processes including all messaging with community platforms, clearing of cargoes, data requirements, border inspections, etc will be waived."

On a positive note, CLdN believes that the Brexit deal will provide a further boost for driver accompanied freight operators to switch to unaccompanied transport. This is because the EU and UK have agreed to reduce the amount of loaded voyages a non-UK driver can perform in the UK from three to two trips before he has to return back to the EU, which will severely impact the accompanied freight business model. Further, delays at the border due to additional identity and customs formalities, including Covid testing of

drivers, will certainly have a long term effect on the operating costs of the driver accompanied operator.

Stena Line brought forward the introduction of its Stena Foreteller ferry on the Rosslare-Cherbourg service to 22 December, ahead of its original date of 4 January.

The freight-only *Foreteller* joins the *Stena Horizon* which already operates on the route, doubling capacity as well as the frequency of sailings between Ireland and the continent.

The additional vessel provides an extra 3,000 lane metres of capacity per trip and can accommodate a mix of accompanied and unaccompanied traffic with on-board facilities for up to 12 freight drivers.

Stena Line CEO Niclas Martensson said: "Developments in terms of border closures (such as those due to the COVID-19 case surge) have put enormous strains on the logistics industry. Our Rosslare-Cherbourg service is the shortest direct crossing between Ireland and France, and I'm delighted to see that our operational team on the Irish Sea have been able to 'fast-track' the introduction of the *Stena Foreteller*, providing vital additional capacity in the run up to Christmas."

The carrier now provides 12 weekly crossings connecting Rosslare and Cherbourg and up to 240 sailings a week throughout the Irish Sea region.

On 2 January, DFDS Seaways launched a service between Rosslare Europort and France's Port of Dunkerque, also with a view to allowing exporters and freight forwarders to keep their transport within the EU and to avoid customs formalities along the UK landbridge.

The *Optima Seaways* sailed from Rosslare with more than 120 trucks, unaccompanied trailers and drivers on board.

The route will be served by three ferries with a capacity of up to 120 trucks and trailers. Drivers are accommodated in their own secure COVID-19 cabins during the crossing. Two chartered vessels, *Visby* and *Kerry*, join the *Optima Seaways* on the fixed schedule of six weekly departures from each port. The sailing time is a little under 24 hours.

"In addition to offering an alternative to the landbridge for Irish industry, Dunkerque represents a key strategic location, with easy access to the Paris region, close to the Franco-Belgian border as well as to the Netherlands and to Germany," explained Aidan Coffey, service director.

## Help is available

Transport insurance mutual TT Club continues to develop its Brexit webpage resource in an attempt to bring clarity.

The club emphasises that following the end of the transition period on 31 December 2020,

import and export declarations are required, regardless of the free trade deal agreed between the UK and the EU.

"As a result, there will be significant changes to the existing processes of moving goods between the UK and the EU. However, Northern Ireland (NI) will be subject to a different regime under the NI Protocol," said Mike Yarwood, managing director loss prevention at TT. "All stakeholders involved in the cross-border movement of goods will need to be aware of the changes, make appropriate decisions and adjust systems and processes at the earliest opportunity to avoid unnecessary disruption."

TT's aim in providing the online resource is to collate, in a single accessible location, a wide variety of available information that is likely to be of importance to its members and entities across all jurisdictions and disciplines in the freight supply chain.

Acknowledging that the club's membership spans not only both the UK and the EU, but also globally, the site will strive to maintain a balanced approach to the provision of information that will be to the benefit of all, regardless of their location.

The webpage ([www.ttclub.com/products-and-services/loss-prevention/brexit](http://www.ttclub.com/products-and-services/loss-prevention/brexit)) will continue to be updated through the process and respond to identified industry concerns.



# Murphy geared up for Brexit impact

**No other EU country is likely to be impacted by Brexit as much as the Republic of Ireland.**

However, a Cork-based bulk logistics and services firm says it managed to put in place significant resources ahead of the transition period's final day to ease the uncertainty faced by its customers.

Murphy Transport Ltd is a family run business which was founded by managing director Miceál Murphy in 1956.

The company, which is celebrating 65 years in business in 2021, is now managed by the second and third generations of the Murphy family, currently employing 30 people. The headquarters are located on Ballinlough Road in Cork City, with further depots in Dublin, Tivoli Dock, and the recently opened Little Island storage facility. The company specialises in bulk liquid and dangerous goods transport across Ireland. The modern fleet consists of 15 trucks and over 100 trailers as well as 60 ISO tanks.

The specialist tank cleaning service is another business area centred on a state-of-the-art wash station at the headquarters in Ballinlough. This facility is both EFTCO registered (Cleaning Station 250) and SQAS accredited. It has the specification to clean a large variety of products, including food-grade substances and hazardous goods from ISO tanks and liquid bulk containers and road tankers. A tailored approach is based on each customer's requirements, such as a food-grade

wash and manual in tank cleaning. In recent years Murphy has added kosher and latex washing to the full range of services, demonstrating its customer-focused approach to continuous improvement.

## The Brexit challenge

Brexit is something that all businesses have heard a lot about over the past few years. But, up until late December 2020, it was very unclear how it would affect international trade as a deal between the EU, and the UK hadn't been agreed. The uncertainty around customs and import duties led to a lot of companies stockpiling goods. In Murphy's case, in late 2019 the firm had several requests from customers in the food, chemical, and pharma sectors enquiring about storage options for full ISO tanks in the event of a no-deal Brexit. This would allow each customer to have a buffer stock available until alternatives could be arranged in a post Brexit business landscape.

Murphy began to store tanks at the new Little Island facility for a few long-term customers. It was anticipated it would only be short-term storage. Still, the demand for the service continued to grow as more companies became aware of the site. The pandemic that hit Ireland in March 2020 led to a further increase in storage demand.

To meet that, the firm developed the Little Island site by providing container lifting in and out for long- or short-term storage giving customers



The Little Island site's Kalmar stacker has an on-board weighing system which enables the company to provide a VGM certificate for shipping

greater flexibility whether for two days or two months of storage required. Little Island is a Seveso-compliant site offering customers the option to store full or empty ISO containers in a secure location with 24hr security. The site's Tank Freight System provides customers with accurate real-time data and daily reports on their ISO tank stock.

A significant emphasis is placed on health and safety, and as a part of the site's major accident prevention policy (MAPP), it features an isolation bund in the event of a leaking tank/container, which can prevent a large spill or cross-contamination. The ISO tank can also be repaired in the bund or decanted into another tank for delivery.

Further services provided include tank heating, which offers customers three different methods including electric plug-in heating, steam heating, and warm water heating. Murphy offers a full range of testing services for both intermediate and

periodic tests and repair of ISO tanks, including foot valve and butterfly valve repair or replacement, along with the replacement of foot valve seals. The company also offers pressure testing of tanks, vacuum testing of foot valves and butterfly valves as well as ATP testing prior to loading. The site's new Kalmar container stacker has an on-board weighing system which enables the company to provide customers with a VGM certificate for shipping if requested.

Murphy says it is ideally positioned to service the ever-growing pharmaceutical, chemical, and food industry from Port of Cork, Tivoli, and Ringaskiddy Docks offering customers complete supply chain solutions with vast experience and expertise in the sector. The company has a fleet of modern euro 5, and 6 trucks, which is GPS tracked to maximise efficiency by offering its customers real-time data and cost-effective transport solutions.

[www.murphytransport.ie](http://www.murphytransport.ie)



Murphy began to store tanks at the new Little Island facility for a few long-term customers



Little Island features an isolation bund in the event of a leaking tank/container

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# Hoyer, Kerry-ITS create new cleaning force

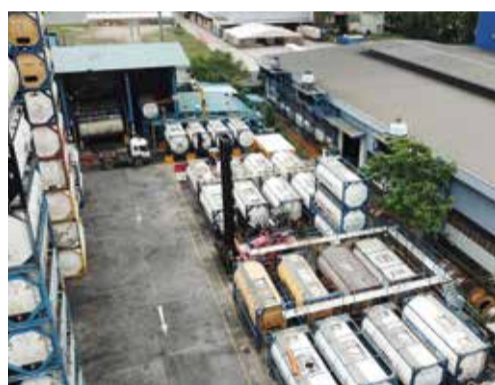
**Hoyer Group's cleaning services division cotac will almost double its number of service sites following a merger agreement with Kerry-ITS.**

The agreement is arguably the most significant expansion of a tank depot network since Quality Distribution's acquisition of Boasso in 2007.

That merger, however, was focused on the North American market. By teaming up with Kerry-ITS, cotac, a major player in Europe, is now building a network that stretches across to Asia.

In the past few years, cotac has developed from being a regional provider into one of Europe's market leaders. cotac runs four branches in Germany (Dormagen, Hamburg, Mannheim, Schkopau), and one each in the Netherlands (Rotterdam), Belgium (Antwerp) and France (Rouen), as well as the USA (Houston).

This network – renamed cotac ITS – now climbs to 12 with the addition of the Kerry-ITS cleaning and repair stations in Singapore, China (Tianjin), Thailand (Laem Chabang), and Vietnam (Ho Chi Minh City). In April 2020, Kerry-ITS closed what was its second China tank depot, located in Shanghai.



Kerry-ITS's Singapore station



cotac currently runs eight branches in Germany, the Netherlands, Belgium, France and the USA

cotac specialises in cleaning containers for chemical products, liquefied gases and foodstuffs. As a supplement to repairing tank containers, road tankers, IBCs and mini pressure tanks (MPTs), the portfolio also includes modifications as well as servicing and certifications.

cotac's managing director Lars Nennhaus explained that with its historic roots in the European market, the group now has quickly expanded into regions of the world that are especially relevant for chemicals logistics, and are located close to central freight handling ports and logistics hubs.

"We support customers exactly where they ask for our portfolio of performances and services," he commented. In concrete terms: the company invests in creating its own new sites wherever they are needed, and the infrastructure they require, either on its own or in co-operation with selected partners. Nennhaus added: "We can further



Lars Nennhaus – the merger means cotac has quickly expanded into regions of the world that are especially relevant for chemicals logistics

optimise the customer supply chain by expanding our worldwide network."

The cleaning company has around 700 employees worldwide. Workforce training courses are just as much a worldwide standard as are the analyses and internal know-how about product cleaning processes by cotac's chemicals experts. All sites undergo regular internal and external audits. Sustainability and environmentally conscious action are the rule, in addition to integrity and commitment, the firm states.

In Houston, the cotac site provides services in the immediate vicinity of Port of Houston on an area of 130,000 sqm with 600 tank container storage spaces, a workshop and 11 cleaning lines. As well as this, a further 40,000 sqm of depot area, 5,000 tank container parking spaces, four workshops and 40 cleaning lines are being added in Asia with the cotac ITS tie-up. All the sites have been successfully established for many years, and are being integrated into the group's existing network.

Altogether, the company now has at its disposal an approximate area of 500,000 sqm and 12,000 storage bays in its depots, and some 100 cleaning lines. This enables around 200,000 cleaning operations and 100,000 workshop orders to be carried out for cotac customers every year.

Nennhaus said: "By enlarging the number of sites, we have completed another important step in our global expansion strategy. More projects are in the planning phase."

Previous Kerry-ITS managing director William Loh is stepping down from daily operation but will stay on in an advisory role for the next four years. He is replaced by Sebastian Loh in the position of managing director of Cotac ITS (Asia) Pte Ltd.

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# WS Tanker Logistics adds third Evac tank

**U**K bulk logistics company WS Tanker Logistics has added a third silo evacuation tank to complement its existing fleet.

UK bulk logistics company WS Tanker Logistics has added a third silo evacuation tank to complement its existing fleet.

Each tank has been designed to meet customer needs for different dry products, such as granules and powders, in uplifts. This is environmentally friendly by minimising product loss and the cleaning process, as well as reducing time at the site. Response units can be quickly deployed, and risk assessments carried out to ensure all operations are completed safely and efficiently.

Part of the WS Transportation group of companies and based out of Markham Vale in Chesterfield, WS Tanker Logistics offers a wide range of bulk solutions within the UK and Europe bringing a wealth of experience and a distinctive brand.

Managing director Mark Bingham says: "We're always looking at ways that we can improve our customer experiences and adding a third 'silo Evac' tanker will help us to expand our Evac services to give our customers even more options. Our team are highly trained and have a wealth of experience and knowledge of all the products we are asked to handle."

As well as providing an evacuation service WS Tanker Logistics can also offer bulk storage solutions where materials can be decanted into FIBCs and stored safely and securely.

<https://wstransportation.com>







## Gröninger supplies new Goodrich depot

**G**oodrich selected Gröninger for the design and production of the cleaning equipment at its recently opened chemical logistics facility in Dubai.

The system is designed to clean tanks with high pressure water. Cleaning detergents can be added on request via automated cleaning programmes. Latex tanks can be cleaned using special equipment in which chemicals are heated, filtered and circulated.

All equipment is provided into plug-and-play modules for easy set-up. Piping and cabling took a couple of weeks after which the on-site commissioning could be performed by a Gröninger engineer.

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

## Hoover Ferguson opens new wash facility

**H**oover Ferguson Group has opened a new purpose-built facility in Odessa, Texas, USA, offering ISO tank and trailer cleaning services.

The facility officially opened in August 2020 and consists of a bulk tank cleaning station outfitted for ISO tanks and tanker trucks. The company plans to integrate an IBC wash line into the facility in the coming weeks.



"We recognise the demand in the Permian Basin market for high-quality bulk chemical tank cleaning services. We are excited to leverage our tank cleaning expertise to expand our service offering in addition to our bulk delivery and ISO rental services," said Rodney Helmcamp, vice president of operations at the company.

"Our new tank wash facility is located in the hub of the Permian which positions us to serve our customers further operating in, and travelling through, this region. We're excited about what this expansion represents for Hoover Ferguson, but more importantly, we're looking forward to the positive impact it will have on our customers."

Hoover Ferguson currently supports onshore energy customers with a portfolio of ISO tanks, IBCs and a range of asset tracking and liquid level monitoring solutions. In addition to the company's wash services, it also provides certification and repair services.

Hoover Ferguson currently supports onshore energy customers with a portfolio of ISO tanks, IBCs and a range of asset tracking and liquid level monitoring solutions. In addition to the company's wash services, it also provides certification and repair services.

# Dinges' Total quality

**"Q**uality to the highest standard": that is how Dinges Logistics sees its role in providing tank cleaning services. Thanks to its extensive experience in haulage and transport, the company based in Grünstadt, Germany, is very familiar with the requirements a modern tank cleaning plant pose. While markets grow and become faster and faster, quality and flexibility play an increasingly crucial role.

Full service logistic solutions are the key to customer satisfaction, the firm states. Dinges has one of the most modern tank cleaning stations in Europe. Digital processes are supported and certified according to the guidelines of EFTCO, SQAS and DVTI. Dinges can clean nearly the entire product range of the chemical industry, including special requirements, such as kosher and inerting. It is also a member of the Eclis network which enables it to issue the eECD, in addition to the ECD.

Depot services include: tank and silo cleaning, kosher cleaning, five truck wash lanes with five nozzles each, three new cleaning facilities since January 2019, food and chemical tank cleaning, electric heating/steam connections/drying, EFTCO (incl. eECD) and SQAS certifications, exterior wash for trucks and buses,

a trailer service on consultation, container shuttle service to and from cleaning station, plus return to desired location, repairs, and a reach stacker for empty containers.

With the expansion of the company's service portfolio in 2020, Dinges now provides as many as 600 storage locations for empty and loaded containers, including 108 for tanks carrying ADR



cargoes. In addition, there are both cooling and heating services.

With the company's awareness of handling dangerous goods, Dinges sets the bar very high, so that it fulfils all legal requirements.

<https://dinges-logistics.de>



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Trifleet is the fourth largest tank container lessor owning and managing a fleet of more than 18,000 units



# GATX buys Trifleet

**Y**et another independent tank container leasing company has been acquired by a larger group.

Trifleet Leasing, based in Dordrecht, The Netherlands, was bought at the turn of the year by American equipment leasing giant GATX for €175 million (US\$214.75 million) in cash.

Trifleet is the fourth largest tank container lessor, owning and managing a fleet of more than 18,000 tanks leased to a diverse customer base in the chemical, industrial gas, energy, food, cryogenic and pharmaceutical industries, as well as to tank container operators.

Headquartered in Chicago, USA, GATX is one of the world's biggest lessors of rail wagons with a global fleet of nearly 150,000 units.

On 14 December, GATX entered into a delayed draw term loan agreement with Bank of America for \$500 million, and it is possible that the group is using part of this sum to finance the cash purchase of Trifleet.

"Trifleet complements our existing railcar leasing business and shares GATX's approach of striving for the highest levels of safety, quality, customer service and environmentally-responsible performance," said Brian A Kenney, president and CEO of GATX. "We are committed to strengthening Trifleet's position in the tank container leasing market by leveraging GATX's extensive global customer base and experience in managing long-lived, widely used transport assets."

Trifleet's view is that as a global player in the railcar leasing market, GATX has the capabilities to drive long-term value creation for the tank lessor. In addition to providing additional commercial opportunities, GATX can improve Trifleet's position by scaling up and enhancing its business platform, as well as providing continued investment.

"Trifleet has grown to become one of the world's leading tank container lessors," said Philip van Rooijen, majority shareholder and former managing director of Trifleet Leasing, who will now serve as an advisor to GATX. "It has built a widely recognised reputation for professionalism over the past 30 years."

"GATX provides the financial strength and capabilities to ensure that Trifleet will remain a top player in tank container leasing. It offers a unique opportunity benefiting Trifleet's customers, tank investors, employees, and suppliers as the company continues to deliver superior quality assets and exceptional service."

Recent years have seen a flurry of mergers & acquisitions (M&A) in the tank leasing business. Surprisingly, though, this has not yet resulted in significant sector concentration.

The most active company of late has been French group Ermewa, which is affiliated to France's state-owned rail operator SNCF. Already owning Eurotainer, Ermewa bought Taylor Minster Leasing (TML) and its 5,000 tanks in 2018. A year later it bought Raffles Lease from Germany's Buss Holding. The additional 14,000 units helped propel Ermewa/Eurotainer to the position of second biggest tank lessor at the start of 2020.

Prior to this, Chinese lessors Dong Feng and Florens joined forces in 2016, and China's diversified transport group HNA, which already owned Seaco, snapped up Cronos in 2015.

Cheap and readily available finance helped fuel the M&A drive. But this has been a double-edged sword as the same factors enabled a number of start-ups, often led by executives that once worked for the industry majors, to grow brand new fleets rapidly and gain market share.

For example, GEM Containers was launched in 2012 by former Multistar Tank Leasing executive Heidi Sommerville, and now has a fleet of some 10,000 tanks in its fleet.

Then in 2015, dry box lessor Caru Containers formed a new company, CS Leasing, to lease tanks and other specialised containers. In just five years this company has amassed a fleet of 15,500 tanks.

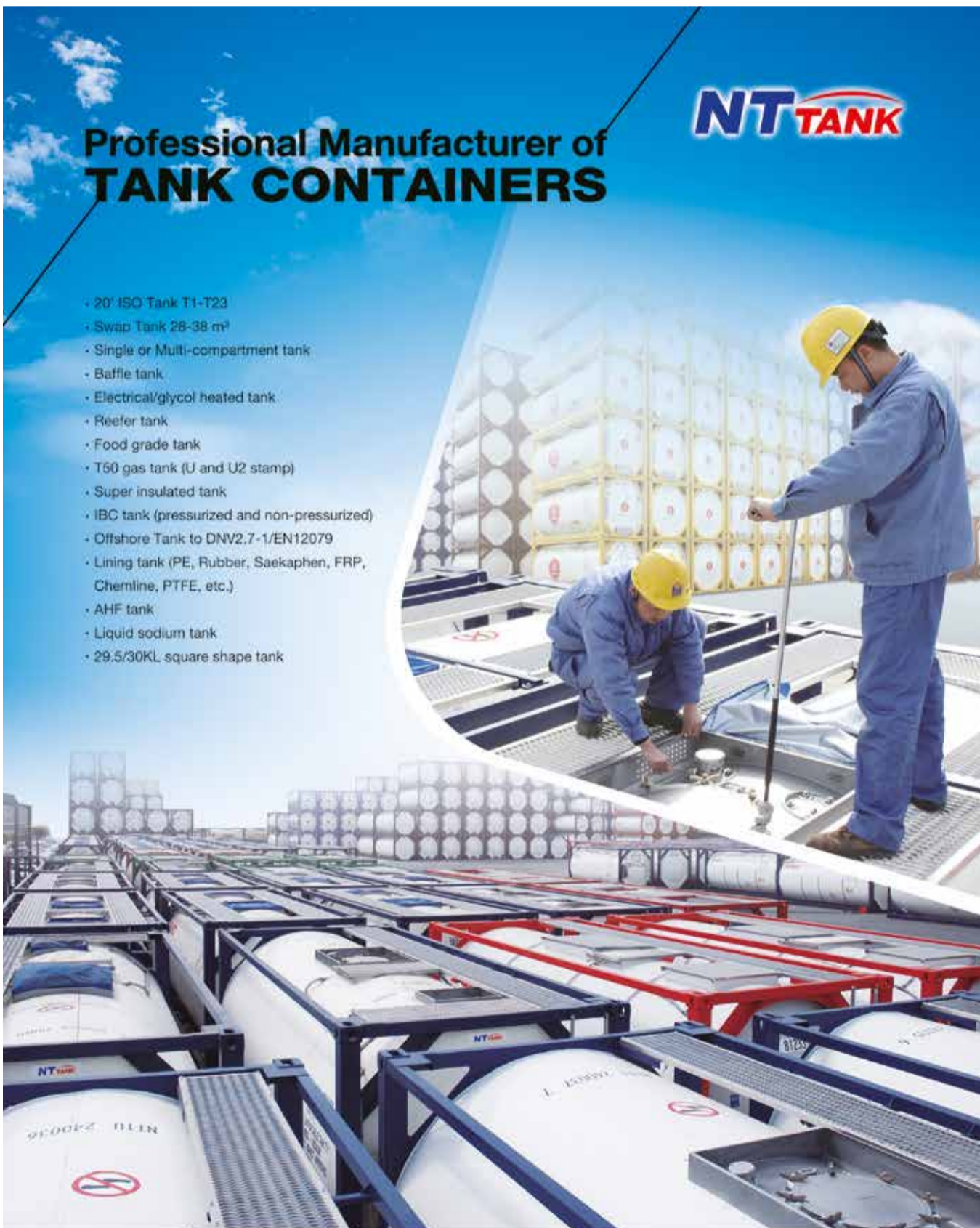
All this has meant that industry concentration hasn't really happened. In fact, the share of the total leasing fleet controlled by the 10 biggest lessors actually dropped back slightly between 2019 and 2020, from 82 percent to 80 percent, according to ITCO's annual fleet survey.

GATX buying Trifleet will not directly change this, of course, as previously GATX was not a player in the tank container market. What it does do, however, is provide a boost to Trifleet in terms of financing should market conditions warrant a substantial drive to grow its fleet size.

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## CIMC Enric looks to spin-off tank building

**CIMC Enric Holdings is proposing to spin off its tank container manufacturing business into a separate company.**

The new entity, CIMC Safeway Technology, would be listed on the Hong Kong Stock Exchange. A submission to the HKSE was made late last year and the exchange's listing committee has already approved the plan.

Currently, the CIMC Safe Tech operation division is the world's biggest tank container builder. It is 90 percent owned by CIMC Enric, which itself is majority owned by China International Marine Containers.

Gao Xiang, president of CIMC, and chairman of CIMC Enric, said the transaction would enable CIMC Safe Tech to expand its "strategic layout" and develop scale with the help of capital market resources. "Enhancing operational and financial transparency, (would make) it easier for investors to evaluate the business development prospects and potential, and thereby attract new investors," he said.

Gao added that the listing would also the new company to focus on resource-recycling, synergising with non-toxic treatment businesses, and accelerating the improvement of core technology and manufacturing of environmental protection equipment.

"The company will be able to use better the powerful resources of the mainland China and Hong Kong capital markets after CIMC Safe Tech successfully receives an A-shares listing, laying a solid foundation for future development," he commented.

"Moreover, the company will have better funding to support and focus on its remaining businesses which have significant growth potential. At the same, it will strive to deliver more generous shareholder returns which will also benefit the company's long-term growth and value."

In addition to manufacturing standard and special tank containers, CIMC Safe Tech also builds equipment for storage and multimodal transport of bulk cargos, predominantly chemicals in the form of liquids, gases and powders. It also makes environmental protection equipment.

CIMC and CIMC Enric expect that, on completion of the transaction, CIMC Enric's stake in CIMC Safe Tech will be diluted, but CIMC Safe Tech will be consolidated within the respective accounts of CIMC and CIMC Enric.

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

## transport logistic cancelled

**The biennial transport logistic exhibition in Munich will not take place as planned during the year.**

The event, which hosts the ITCO Tank Container Village, has fallen victim like nearly all other trade exhibitions to the COVID-19 pandemic. Munich Messe, the show's organiser said the background to the decision was the numerous international travel restrictions that would likely severely restrict visitor participation. As a bridge to other events in the transport logistic network, an online conference will be produced from 4-6 May 2021. The next transport logistic as a physical trade fair will take place on 9-12 May 2023.

# Den Hartogh takes on Tschudi

**Den Hartogh Logistics has come to an agreement on the acquisition of Tschudi Tank Transport of Finland, the tank logistics division of Tschudi Group. Taking over Tschudi's liquid bulk activities will strengthen Den Hartogh's network in Northern Europe and particularly in Finland and the Baltics, the Netherlands-based operator said.**

The acquisition follows years of close collaboration between Tschudi and Den Hartogh in Finland. "We have worked in close cooperation with Den Hartogh Logistics for over a decade and we are convinced that the latter's acquisition of our liquid bulk activities in Finland will help develop and expand the business," Eskil Odegaard, managing director of Tschudi Logistics Holding commented. "The deal ensures Tschudi Logistics can focus on expanding and developing the project and forwarding division in Europe as well as worldwide."

Joep Aerts, Den Hartogh Liquid Logistics business unit director, added: "We look back on a successful partnership with Tschudi as a reliable and professional network partner. The Finnish team have powerful expertise and knowledge of the local market with a strong customer focus and a high service level. By combining our strengths and experience we can further densify the Den Hartogh network."

In November, King Willem-Alexander of the Netherlands granted Den Hartogh the 'Royal' predicate. This honourable designation is



The acquisition follows years of close collaboration between Tschudi and Den Hartogh in Finland

the reward for Den Hartogh's work as a leading logistics service provider for the chemical, gas, polymer and food industry and marks its 100th anniversary.

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



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# Managing complexity – Hoyer Dormagen up and running



Björn Schniederkötter is taking over as Hoyer Group CEO

**Hoyer's new 38,000 sqm logistics centre in the Dormagen Chempark is one of the biggest, most complex supply chain projects ever managed by the Hamburg-based logistics group from scratch.**

After a construction phase of around two years, the facilities on the previously unused site were gradually brought into operation in the summer of 2020. The building project's design was preceded by extensive analyses of customer needs and their supply chain processes. Around 20 employees in five facilities now ensure smoothly-running processes along the supply chain of the local chemical industry.

Hoyer says the centre proves its competence in developing comprehensive supply chain solutions in contract logistics. An understanding of details and extensive expertise regarding the processes within customers' own procedures are the key to this, the group believes.

Ulrich Grätz, Hoyer's global director, supply chain solutions (SCS), commented: "The logistics centre is entirely built and structured according to customers' differentiated needs. Extensive analyses, discussions and tightly scheduled project management formed the

basis. Despite minor delays due to the effects of the COVID-19 pandemic, we are very satisfied."

The group invested around €25 million in the logistics centre, which was largely completed in June 2020 after a two-year construction phase. Around 20 employees operate state-of-the-art equipment on the site, such as a filling plant adapted in accordance with a customer's requirements. Moreover, specially-developed warehouse storage software is being used.

The complex consists of five subdivisions. One of these is a warehouse building with storage bays for 10,000 metal boxes full of synthetic rubber. Hoyer transports these exclusively for one customer from its facility in the Chempark to the warehouse building. Here, employees take care of moving the boxes into and out of storage, prepare them for shipment and load them onto trucks for transport.

The second subdivision, the pallet warehouse, contains 12,000 high-rack storage bays for various raw materials and finished goods. Grätz continued: "The tasks we perform for our customers include storage-related services such as putting packed goods on pallets into storage, warehousing them and retrieving them from storage."

The packaging materials warehouse, which has more than 3,000 storage spaces, is situated adjacent to the pallet warehouse. Hoyer undertakes a series of logistics processes such as putting packaging materials into storage and storing them, taking them out of storage and loading them. The package of services also includes labelling and packaging materials monitoring, together with various special tasks on request. The services are supplemented by filling and storing polyurethane dispersions. Two filling plants are situated in this area of the logistics centre for this purpose.

The team plans and carries out transport movements of products from the production facility to the logistics centre, and fills product into drums and bulk packs. "We also carry out the handling of full packages, preparation for shipment, order-picking, loading and shipment," Grätz added. "By implementing this major project, we have strengthened our name as a logistics services specialist along our customers' entire supply chain. We have also undertaken this task for the future: to supply solutions and set standards in the market."

## New CEO and structure

Björn Schniederkötter is taking over as Hoyer Group CEO. He replaces Ortwin Nast, who has decided to end his work as CEO and to retire from professional life after more than 14 successful years. Schniederkötter, together with CFO Gerd Peters will form the executive board of the company. He previously held various management positions in the Nagel Group. A qualified freight forwarding merchant he began his career in 1996 by training in the family business, which specialises in foodstuffs logistics. This was followed by various posts with management responsibility in Germany and abroad, before he was appointed as COO of Nagel in 2014. In this function, he was responsible for the German and foreign associated companies, among other things, and acted as deputy for the CEO.

Hoyer Group has also adopted a new organisational structure to equip itself for the energy transition from petrol and diesel and towards alternative fuels such as hydrogen and LNG.

As of 1 January, the logistics company combined its Petrolog and Gaslog business units under one roof. Known as the Contract Division, it unifies contract logistics for gas and mineral oil supplies. Combining the highly specialised areas will develop synergies, especially at the organisational structural level. The newly-established business unit has about 1,500 special trucks and the expertise of around 3,500 employees at its disposal.

As well as bitumen logistics and aircraft refuelling, the mineral oil business focuses particularly on supplying service stations, airports and commercial customers. In this business area, Hoyer sees a growing future demand in the supply of gases such as LNG, compressed natural gas (CNG) and hydrogen as alternative fuels. The combined strengths of the two business areas will be fully brought to bear in the newly-created Contract Division, Hoyer said.

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



Hoyer's new logistics centre in the Dormagen Chempark

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BIP Perolo footvalve with pneumatic operator

# Making 2021 the year of safety

**S**afety has always been of paramount importance in the bulk industry, especially when it involves the transport of dangerous goods. Lately this issue is being discussed more and more.

When talking about safety in relation to dangerous goods, the first items that spring to mind are the safety of the tank or tanker in which the goods are transported and the quality of the valves and fittings that are installed on this tank. However, in recent years a new shift focuses on the safety of the operators and drivers of the tanks.

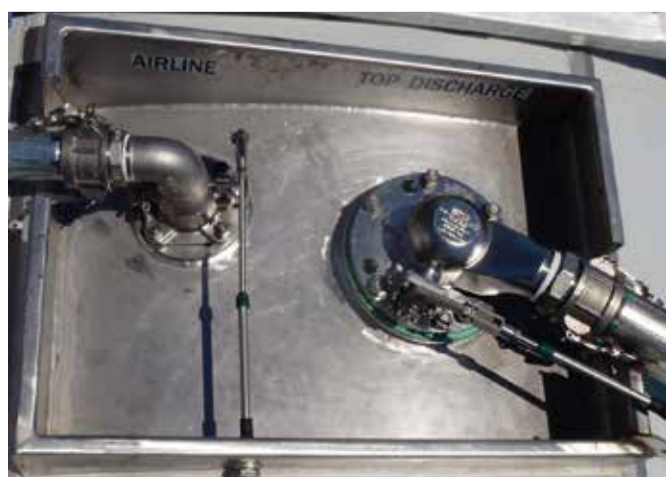
To limit casualties and human errors, it is key to inform and train operators. There is already qualified training required within some regulations, such as ADR. But nowadays we can see several initiatives popping up outside the regulatory context taking this a step even further. The International Tank Container Organisation (ITCO), for instance, has published several guides for working on top of a tank container and safe entry into a tank container.

Training of the staff is only one part of the safety equation. We can also see various innovations and efforts from valve suppliers to make the operations more ergonomic and thus improve operator safety.

BIP Perolo is a leading valve supplier with its R&D department based in France and a member of ITCO.

In BIP Perolo's valve range, there are solutions for operating the top valves from ground level. Indeed, remote control systems have been developed for the entire range of ball valves and butterfly valves that can be installed on top of a tank container or road tanker. These remote control systems are either manually operated with a push/pull cable or pneumatically operated by an actuator depending on the specification of the tank.

But it's not only the top valves that are subject to innovation to enhance safety, but also the bottom valves. On all the major bottom valves for an ISO tank container and road tanker, there is the possibility to have a pneumatic operation with an actuator. Furthermore, the bottom valves have been recently equipped with an ergonomic offset handle that has a dual purpose. With the modified ergonomic profile, the handle offers extra grip for the operator. With the offset aspect of the handle there is no interference with the tank or the other handle of the three-closure bottom discharge. All of these innovations contribute to the operator's safety and will help



An airline and a top discharge valve operated from ground level thanks to a manual remote control

avoiding any possible injury while manipulating the bottom discharge.

For Pierre Surman, Perolo's technical director, the source of inspiration for these technical modifications is quite straightforward: "These innovations are the result of a dialogue with customers working in the continuous field," he said. "After all, they have the best risk assessment for operators and when expressing their needs and exchanging ideas with our R&D department, we always find the best solution that we can then roll out to the rest of our range."

Operator safety is the drive for several innovations at BIP Perolo and this trend will only become more important in the upcoming years. It can only be expected that other valve suppliers will soon follow BIP Perolo's example and that the industry will become a safer place in the near future.

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



Bottom discharge with a new ergonomic handle that offers more grip

## Fort Vale's Safeload still on top

**F**ort Vale's Safeload range of fuel transfer equipment continues to evolve and expand.

The range includes loading arm systems and API bottom loading couplers for semi-automatic, manual, high-pressure and green requirements.

Shown in tests to be leak-free without significant wear after 250,000 cycles, the couplers are offered with a three-year guarantee. The company feels that the guarantee gives them a distinctive edge over competitors, as no other company in the industry offers a similar assurance.

Long praised by many oil industry majors for its reliability and robust construction, the coupler ensures that there is only a minimal amount of residual fuel in the poppet void space on disconnection and protects against any ingress of foreign debris.

Global marketing director Graham Blanchard explained:

"We're all very proud of the Safeload range – the market leader after its initial launch over 20 years ago, and still going strong today. At Fort Vale, we put a lot of time and effort into our R&D, we use the best materials available and we are always looking at ways to improve the product. The fact that Safeload is so highly respected within the industry is a testament to that."

Safeload delivers the most secure connection with minimum wear to the truck adaptor and is proven to be reliable and very long lasting in the relentless service conditions of a road-loading terminal. Fort Vale have a range of coupler options to suit a variety of operating environments and a complementary range of stainless steel loading arm solutions.

Process plant systems have specific demands, and the company can provide special solutions for the food, chemical and pharmaceutical sectors. These include supply access hatches with polished finishes, sight glasses or vents. The company also has an established range of specialised valves for the brewing industry as well as a variety of hygienic valve connections.

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



The Safeload Semi-Automatic Coupler, proven to go well beyond industry requirements



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Read more on [www.bertlingbulkliquids.com](http://www.bertlingbulkliquids.com).







# Synergie – from Canada to the world

**F**rom its base in Blainville, Quebec, Synergie Canada has grown into one of Canada's leading logistics services companies.

Starting as an over-the-road (OTR) operator – Groupe Synergie Express – in 2008, the group has rapidly expanded through developing an expertise in implementing and integrating multi-level logistics processes.

In addition to OTR, Synergie Canada's major operations are now in special projects, ocean, air & rail, and oversize cargoes.

Serving clients across a range of industrial sectors, Synergie Canada walks customers through the complexity of multi-level logistics that requires comprehensive synchronisation and detailed management of all required steps. The group ensures the entire planning of integrated logistics, from negotiation to delivery, with a particular strength in worldwide planning and supply chain management.

So far the pandemic has not greatly hit the company's expansion. In fact, revenues have increased by 20 percent this year. "We were able to assist many companies in their PPE (personal protective equipment) supply by chartering aircraft from Asia to North America," says Katerina Hulis, liquid bulk project manager. "The past few months have been a challenge with space and equipment availability out of Asia. However, with the help of our overseas partners we have managed the necessary allocation of resources for our customers flawlessly."

In 2014, the firm launched a bulk liquid logistics operation,

offering shipment using flexitanks, ISO tank containers and IBCs. Two basic flexitank systems are offered: one for OTR trailers, and the other being 24,000 litre units for 20ft maritime containers.

The company offers tailored door-to-door solutions for effective and secure transport of bulk merchandise, saying it can make any change seamless for the client's supply chain needs.

## Opening the market

But Synergie also broke with the standard flexitank offering generally available in North America by opening the door to more manufacturers from around the world and enter that market. Various suppliers from Europe, China, and India now work with Synergie Canada.

"For years a client was using particular equipment that was not as efficient as it could be. But we were able to provide them with two options that also afforded savings of 16 percent per shipment," Hulis adds. "We are therefore able to offer not only options in terms of routing but also a truly cost efficient solution for each of a client's products."

Currently, the group ships (non-hazardous) chemicals, food grade concentrates and extracts, wine, and construction materials in liquid. In the latter sector the COVID-19 pandemic did provoke a slight decrease in construction industry shipments, but that has been picking up again, albeit slowly.

The main trade lanes for bulk liquids are handling imports from Europe and Asia, exports to Asia and the USA, as well as many



domestic lanes.

Synergie Canada also became a member of the Premier Bulk Liquids Alliance (PBLA), a networking group for freight forwarders, logistics companies and service providers in the bulk liquids transport industry.

"The PBLA alliance is a global network that knows bulk and its technical aspects. Knowledge goes a long way with niche markets," says Hulis. "We are fortunate to have made some relationships where both parties can learn and profit from each other."

## Digitisation

In common with much of the logistics sector, Synergie Canada is making significant investments in digitising its process and customer interface.

Corporate vice president Sébastien Suicco explains that the company developed its own quotation tool where it connected with major trucking companies in order to be more efficient when it quotes customers for OTR transport.

Live ocean and air tracking is also being made available for clients, as well as a new client portal.

"This is currently under beta version with one of Synergie's customers," says Suicco. "When fully implemented, customers will be able to send quote and booking requests as well as having full visibility for their shipments through Synergie."

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

# SIA into ILMA

**S**IA Flexitanks has been accepted as a member the Independent Lubricant Manufacturers Association (ILMA).

ILMA has been the voice of member companies that produce more than a quarter of the automotive lubricants and three-quarters of metalworking fluids in North America.

SIA is recognised as a key supplier of the independent lubricant manufacturing industry in providing bulk liquid logistics for shipping lubricant oils in flexitanks.

ILMA members produce specialised lubricants for everything from backhoes to bone screws. Their products keep planes in the air; cars on the road; and machines in businesses, households and hospitals running efficiently.

Recent studies on the global lubricants industry undertaken by Statista show that the global market for lubricants is expected to grow as a result of demand from developing economies. It is forecast that in 2024, the global lubricant market will have a value of US\$188 billion with the per capita lubricant demand highest in North America. The estimated lubricant market size in the US alone amounts to over \$19

billion.

The automotive industry's demand for lubricants accounts for more than half of the global total. Based on market volume, China was the global lubricants market leader as of 2019, with a market volume of 7.3 million tons. The United States and India followed in second and third place, with 6.05 million tons and 1.7 million tons, respectively.

With offices in Ireland, the USA and Malaysia, SIA manufactures and ships bulk liquid flexitanks for lubricant oils, shipping billions of litres of lube oil each year.

The company says that lube manufacturers are endlessly looking for opportunities to lower costs and flexitanks are proving to be a good alternative to ISO tanks, IBCs and drums.

Recently, SIA Malaysia celebrated the opening of a new branch office in Penang.

In Asia, the company has retained major supply contracts and business is reaching record levels despite the ongoing pandemic.

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





# Flexis key to Bertling's bulk liquids ambitions

**B**ertling is making the growth of its global bulk liquid logistics division a priority in 2021, in the process of broadening its global service offering and diving into different industries and markets.

"Bertling's service portfolio and expertise goes far beyond project logistics and heavy load handlings, which will remain one of our key strengths," said Colin MacIsaac, CEO of Bertling Logistics. "We offer plenty more highly specialised logistics services and would like to spread this message to global markets."

Bertling's bulk liquids division is headed from the Aberdeen office by the company's in-house experts Karen Prise and Peter van Schaik. Together bringing more than 40 years of logistics expertise and special know-how in operating flexitanks on a global scale, Prise and van Schaik work closely with Bertling's established worldwide office network and local logistics partners.

"Customer service is at the heart of what we do and our experienced and committed colleagues are ready to manage all your logistics requirements," said Karen Prise.

Bertling's bulk liquids logistics focuses on end-to-end logistics for different types of liquids to and from worldwide locations in ISO tanks, flexitanks, drums or IBCs. In doing so, Bertling has full access to all resources, systems, offices and sub-contractors of its global network and dedicated carrier partners.

Bertling's flexitanks are manufactured under fully automated and strictly regulated processes by a dedicated partner in the Far East and are highly secure, compliant and globally certified to ensure

maximum quality from loading to delivery. The flexitank is offered in sizes from 16,000 to 24,000 litres with special optional configurations depending on parameters such as density or intricacy of the product.

A re-useable steam heating system, high temperature valves, air vents, container liners and insulation are just some of the flexitank options that can be offered to facilitate the handling, transportation and protection of the liquid products.



Bertling's flexitanks are manufactured under fully automated and strictly regulated processes by a dedicated partner in the Far East

The high quality of the Bertling flexitank has been tested by TUV Sud Rail and holds all the accreditations in order to comply fully with the COA Flexitank Quality Management requirements.

Wherever possible Bertling encourages the recovery and reuse of the bulkhead system and steel bars as well as offering a reusable heating pad solution.

Moreover, the company ensures through established partnerships with waste management companies and innovative partners in material reuse and repurpose, that the flexitanks are also recovered and managed in the most environmentally-friendly way possible, offering recycling of the PE and PP layers wherever possible.

"We can proudly say that we have the right



In South Africa, Bertling has teamed up with a local trucking partner, facilitating the addition of new clients and local services

people, partners and skillset available at Bertling in both the production and operation of the flexitanks," added Prise. "All our bulk liquid experts, whether in our offices or on site, undergo extensive and regular training and have the experience necessary to offer the most suitable and effective transport solution for any bulk liquid transport, no matter where in the world."

With an established network of local bulk liquid clients and partners, Bertling transports mineral oils, vegetable oils, fresh juices and wine in large volumes on a regular basis. In South Africa, the company has teamed up with a local trucking partner, facilitating the addition of new clients and local services in this important market.

No matter the liquid cargo, Bertling always applies the same high operational, safety and quality standards that its clients know so well. All shipments are closely monitored and made visible in real-time, via Bertling's global transport management system, BLU, which is set up specifically for each client and transport.

"I strongly believe in the growth and future importance of the global bulk liquids market for Bertling, which is predicted to see a considerable increase in the coming years," commented Colin MacIsaac. "I have been and still am personally involved in launching this service and highlighting our developed expertise to new markets and customers. The bulk liquid logistics industry demands reliable end-to-end transport solutions, a developed global network and a highly visual IT system to monitor the supply chain of such

transports to ensure maximum quality and taste – service offerings which we can fulfil."

Going forward, the company plans to grow its bulk liquids business (especially the worldwide juice market, which offers plenty of opportunities) by enhancing its global commercial activities in this field and develop its global brand to be seen as a global logistics service provider with special expertise and know-how such sectors.

"Sustainable and disruptive-resistant transport concepts and supply chains will be our focus in the years to come and become key components of our global logistics services and sustainability concept, which will be launched soon," added MacIsaac. "This is why future-looking IT tools like our Carbon Footprint Tracker, real-time transport data and other smart services to identify the most efficient, reliable and responsible transport solution will become the 'bon ton' of our truly global logistics service promise."

• Bertling Logistics recently appointed Steve Walter as general manager for its Houston office.

During his 23 year career in the freight industry, Walter has worked for both large multinationals as well as with industry specialist companies and most recently headed the business development team at CEVA Logistics.

He will play an instrumental role in identifying new business areas in North America and help Bertling to realise new opportunities to broaden its service.

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



Well-known - World Class manufacturer of FIBC for Food and Pharma Grade now manufactures...

## CONTAINER LINERS

RISHI offers; Dry CONTAINER LINERS are made from Poly Ethylene (PE) film, Woven Poly Propylene (PP) fabric and as well as Woven HDPE fabric

**Rishi can design, produce and support for:**

20ft, 30ft, 40ft, 53ft container liners depending on the specific requirement of the user and specific density of the product. Also provides Hermetic Container Liners made from 7 layer Bandera Plant.

**Applications:**

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## FLUID FLEXITANKS

RISHI'S FLUID FLEXITANKS are ideal for bulk transportation of any non-hazardous liquid for food, pharma and other industrial applications

**Rishi can supply:**

- Flexitanks with top and bottom valves fitted.
- Flexitanks made out of 7 layer EVOH film for wine transportation.
- Stand-alone Flexitanks, not requiring bulk-head to be fitted.
- Customised tanks ranging from 16000 to 24000 litres.



Actual photograph taken during testing by American Rail Road Association

**RISHI'S FLUID FLEXITANK is ideal for bulk transportation of any non-hazardous liquid, such as:**

Foods | Edible Oils | Malt | Sorbitol | Animal Oils and Fats | Glucose  
Juices | Juice-Concentrates and Syrups | Wine | Drinking Water  
Pharma Products | Molasses | Industrial Oils | Used Oils | Inks  
Glycerine | Fertilizers | Chemicals | Latex | Cleaning Materials

**FIBCs:** Food-grade FIBCs | Pharma-grade FIBCs | UN Bags  
Conductive Type C Bags | Dissipative Type D Bags | Net Baffle Bags  
Circular Baffle Bags | Baffle LDPE Liner Bags | Aluminium & EVOH Liner Bags

**Specific products:** Barrier Films | Insect Net, Hail Net & Shade Net  
Geo Textiles & Agricultural products | Silo Bags



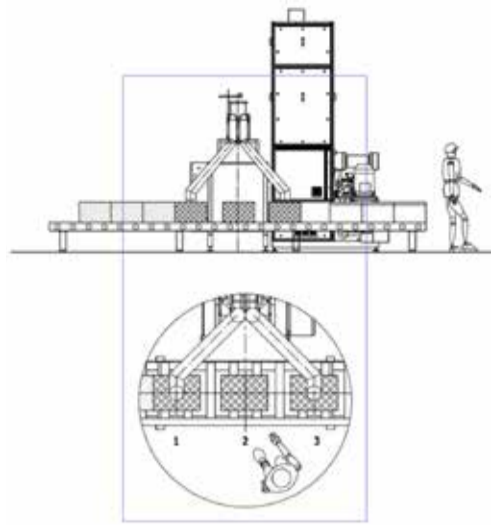
# An icy answer to vaccine logistics

The worldwide roll-out of COVID-19 vaccines is under way, albeit more quickly in some regions than others.

However, the logistics could be a headache. Aside from the giant volumes of product that need to be shipped from producers to end users, an unbroken cold chain – in one case down to -80degC – and effective work processes are crucial.

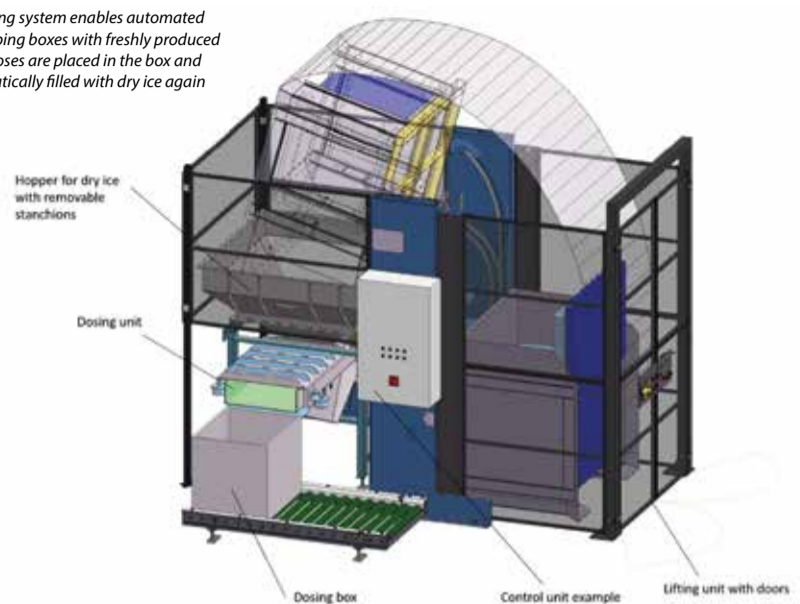
Now a Swiss firm has come up with what it believes is an answer for one crucial part of the challenge. ASCO Carbon Dioxide – part of industrial gases company Messer Group – has designed and built a customisable dry ice filling and transfer system for on-site production centres.

The new dry ice filling (dosing) system is compatible with all ASCO pelletisers and, in its standard version, consists of two dry ice production lines with dosing units and a conveyor system depending on capacity requirements. This enables automated pre-filling of shipping boxes with freshly produced dry ice. Subsequently, vaccine doses, for example, are placed in the box and after that automatically filled with dry ice again. Finally, the box only needs to be sealed for shipping.



"We were able to respond in a short time to numerous enquiries seeking a solution for filling dry ice into shipping boxes or transferring large dry ice containers into shipping boxes," said Marco Pellegrino, managing director. The company is expanding its dry ice technology portfolio with two dosing units that are used particularly in the

pharmaceutical, logistics and food industries. The system is particularly suitable for these industries when the dry ice is already purchased ready-made. With the new solution, the dry ice delivered in containers from the supplier, can be transferred to the dosing unit by a lifting process. From there, weight-based dosing through predefined recipes enables automatic filling into customer boxes. This makes it possible to use the dry ice as quickly as possible with a minimum of manpower.



Since maintaining the cold chain is of crucial importance, especially in the food and pharmaceutical sectors, ASCO has been concentrating intensively on the provision of the systems in recent weeks. The challenges of shipping COVID-19 vaccines, producing a large quantity of dry ice in a short time and dosing it into shipping boxes, reinforced the company's efforts.

[www.ascoco2.com](http://www.ascoco2.com)

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## Events

The following event dates were correct at time of going to press

**Intermodal Connect**  
16-18 March 2021  
VIRTUAL EVENT  
[www.intermodal-events.com](http://www.intermodal-events.com)

**Transport Logistic**  
4-7 May 2021  
Munich, Germany  
With exhibition cancelled, the organisers have decided to go ahead with the associated conference in a virtual format  
[www.transportlogistic.de](http://www.transportlogistic.de)

**Multimodal**  
22-24 June 2021  
NEC, Birmingham, UK  
[www.multimodal.org.uk](http://www.multimodal.org.uk)

**StocExpo**  
29 June - 1 July 2021  
Antwerp, Belgium  
[www.stocexpo.com](http://www.stocexpo.com)

**UKIFDA Expo 2021**  
7-8 July 2021  
Liverpool, UK  
<https://ukifda.org>

**Intermodal Asia**  
20-22 July 2021  
Shanghai, China  
[www.intermodal-asia.com](http://www.intermodal-asia.com)

## Ecobulk SX-D gains FM Global approval

Schütz's Ecobulk SX-D is claimed to be the first, and so far only, composite IBC to be awarded the FM approved™ certification seal by FM Global Group.

The approval, which is based on the internationally recognised industrial property insurer's FM 6020 test standard, applies to flammable and combustible liquids with a flash point of  $\geq 37.8\text{degC}$ . The conditions required for approval include a demanding fire test, which the SX-D passed in full, and a comprehensive audit of the production facility by FM Global.

The Ecobulk SX-D is specially fitted with a steel hull to provide extensive protection against fire and withstand even extreme conditions. In the event of a fire, the steel containment basin prevents flammable contents from leaking and significantly reduces the spread of fire. Schütz says the IBC makes a significant contribution to risk minimisation by providing double leakage protection, making it safe packaging for sensitive, hazardous products.

The test mark of the specialised US insurance company documents that the SX-D is particularly suitable for the storage of flammable and combustible liquids. Particularly in property insurance for high risks, damage prevention is top priority. Choosing the right hazardous goods packaging can make a decisive contribution.

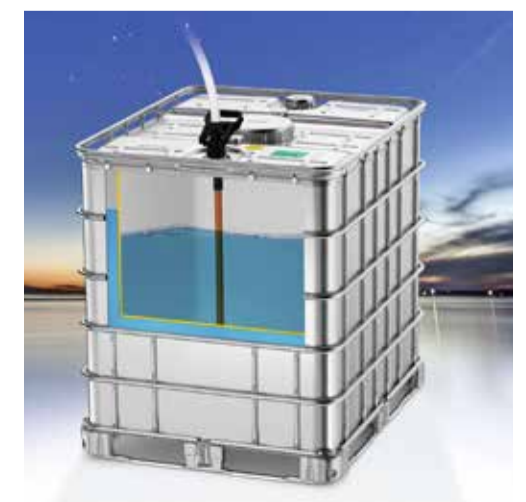
As an extension of the conventional steel grid, the IBC has a closed, fireproof outer hull made of steel. Welded to the integrated containment basin, this shell forms its own sealed container around the inner bottle. This double-wall construction provides effective additional protection against leakage, even in extreme situations such as a fire with extremely high temperatures.

Furthermore, all three filling/discharge openings are located on the top of the container, which features an opening with a nominal diameter of DN 150, a G2 and an S56 bung for enhanced protection. The openings are protected by steel caps. The front bung is equipped with a dip tube system and a pump system can also be connected to discharge the contents.

The full solution, consisting of the container and an integrated containment basin, reduces storage risks in any installation site, from the filling line to the assembly line. By preventing spillage over large areas, for example in the event of an accident, long downtimes to handle cleaning work become a thing of the past.

The SX-D has already proven its fire resistance in the UL Test 2368 conducted by Underwriters Laboratories Inc. This independent organisation, headquartered in Illinois, tests and certifies product safety. It tested the SX-D and awarded it the 'UL listed' mark of conformity, meaning that the IBC also complies with the fire protection guideline 'NFPA 30: Flammable and Combustible Liquids Code' of the National Fire Protection Association in the USA. Schütz says no other IBC can currently boast the combination of both test marks: 'UL listed' and 'FM approved'. This means that two independent institutions have confirmed that the SX-D is suited for flammable and highly combustible liquids and for general use in Ex-zones 1 and 2. The approval of the 1,000-litre-capacity IBC is valid for products with a maximum density of 1.9.

[www.schuetz.net](http://www.schuetz.net)



The Ecobulk SX-D™ steel hull provides extensive protection against fire and can withstand even extreme conditions

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# New Abbey tankers for British Sugar fleet

**Abbey Logistics is adding a further nine new road tankers to its dedicated British Sugar fleet.**

The tanks from Feldbinder form part of a long-term fleet replacement and refurbishment scheme, as Abbey and British Sugar modernise the fleet used to transport bulk sugar throughout the UK.

Running more than 90 road tanker trailers and completing over 350 deliveries each week, Abbey's transport operation on behalf of British Sugar is a major undertaking.

To ensure reliability and security of service for British Sugar's customers, Abbey Logistics has embarked on a substantial fleet upgrade programme that includes replacing a large number of tractor units and road tankers, and a tanker trailer refurbishment programme to completely overhaul older units on the fleet.

The new FORS Silver accredited road tankers feature several improvements over units being replaced, including Feldbinder's roll stability protection technology that helps maintain stability of the tanker while on the road.

An additional improvement that improves usability for the driver and delivers further operational efficiencies is in-built on-board weighing as a driver aid, which provides important information to the driver when discharging.

The new tankers will all run on Goodyear fuel max 2 tyres which improve fuel efficiency through lower rolling resistance and also



The Feldbinder tanks form part of a long-term fleet replacement by Abbey Logistics and British Sugar

provide enhanced mileage, traction and reduced noise emissions.

Helping the drivers, the new tanks are all fitted with an improved product discharge valve that enables the driver to have much more control over the flow of product, making deliveries safer by giving the driver greater control over the discharge process.

The new road tankers and the tankers being refurbished will all feature British Sugar's livery, providing consistency throughout the fleet.

Stewart Dickson, British Sugar's interim head of logistics, said: "Abbey Logistics' team of fleet engineers have worked closely with British Sugar's logistics and commercial team to design road tankers tailored specifically for our business."

"As a result of this upgrade and refurbishment programme, our entire Abbey fleet throughout the UK will carry the message of the benefits of home-grown sugar and provide our customers with the security of service they need."

"These tanks are the first Abbey has been able to specify having inherited the fleet when we began working with British Sugar," said Gary Lawson, Abbey's national fleet manager.

"We have looked closely at the good and bad points of the fleet to understand where changes can be made. By identifying and understanding the weak points we have applied what we have learnt and engineered solutions and improvements to ensure the new tankers provide a reliable, robust and longer operational service life."

"We have also built as many of these engineering solutions as possible into the refurbishment programme which is a major step forward in standardising and strengthening the fleet," Lawson commented.

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

## MANUPORT LIQUIDS



ISO TANKS



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TANK STORAGE



FILLING

[manuport-logistics.com/liquids](http://manuport-logistics.com/liquids)

## New Certas HGV bunker

**Certas Energy has opened its latest HGV refuelling bunker site in Port of Southampton, UK.**

Developed in partnership with port operator Associated British Ports (ABP), the new site is the first of its kind to be opened inside the port.

It features an offset tank layout with a combined capacity of 250,000 litres and eight high-speed refuelling pumps, which dispense fuel at speeds of up to 120 litres per minute.

The site has been designed to fuel the high volume of HGVs that pass through the port picking up or dropping off loads.

It supplies DERV, red diesel, AdBlue and cleaner-burning alternative Shell GTL Fuel, which is exclusively distributed in the UK by Certas Energy.

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



The collaboration will start with making Brenntag's portfolio for paints & coatings and adhesives & sealants gradually available on CheMondis in the German market

## Brenntag, CheMondis in digital sales deal

**Chemicals distributor Brenntag and online marketplace CheMondis are entering into a digital co-operation. The two firms plan to accelerate digital sales and marketing for the chemical industry recognising the increasing importance of online sales channels for the chemical industry.**

The collaboration will start with making Brenntag's portfolio for paints & coatings and adhesives & sealants gradually available for online purchase on CheMondis in the German market.

"Over the past two years Brenntag has steadily built our Brenntag Connect ecommerce platform, which is now live in most of our mature markets. We see a strong upward trend in online business and with this complementary co-operation we are extending our digital channels further," said Maarten Stramrood, CDO at Brenntag. "Our collaboration with CheMondis will provide our current and potential customers an even broader choice."

Sebastian Brenner, managing director of CheMondis, added: "At CheMondis we are excited to welcome Brenntag as a new partner. It is a strong sign that online sales are becoming an increasingly important strategic component in the chemical industry. Customers in our industry are demanding an online buying experience and CheMondis provides for that need."

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

**YOUR LIQUIDS HANDLING EXPERT**