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The new guidelines "strongly recommend" that DVB is only carried in drums in a refrigerated container or in a refrigerated tank container

New guidelines set for DVB in containers

Industry guidelines for the carriage of divinylbenzene (DVB) in containers have been jointly published by CINS (the Cargo Incident Notification System), the International Group of P&I Clubs and the TT Club.

DVB is a chemical prone to polymerisation (a form of self-reaction), and, when shipped in bulk, DVB polymerisation can cause heat and flammable gas to be generated. The stowage of containers carrying DVB aboard vessels can therefore present a risk of explosion and fire if they are not properly presented for carriage.

In response to a series of polymerisation incidents arising from the carriage of DVB by sea, in 2018 the IMO approved changes to the way that polymerising substances are carried by means of amendments to the IMDG Code. These changes are contained in amendment 39-18 of the IMDG Code, which will be mandatory from 1 January 2020, but may be applied on a voluntary basis from 1 January 2019.

To ensure the safe carriage of DVB in containers before 1 January 2020 when the amended IMDG Code requirements come into force mandatorily, the joint industry guidelines highlight the practices set out in the IMDG Code amendments - and recommend that these are followed now, on a voluntary basis.

In September 2018, the Southern District Of New York found that chemicals manufacturer Daltech and Stolt-Nielsen were responsible for losses caused by an explosion in a Stolt tank container carrying DVB aboard the MSC Flaminia container vessel in 2012. (See Bulk Distributor, November/December 2018.)

The explosion and resulting fire claimed the lives of three crew members.

Transport of DVB without any temperature control generally relies on the DVB being at a low enough temperature when shipped, and the total journey time to the receiver being short enough for a chemical inhibitor used to prevent polymerisation

remain effective throughout the entire journey at the prevailing time of the year.

The chemical inhibitors most commonly used to prevent DVB polymerisation require oxygen in order to work, and also break down and become ineffective if the DVB is exposed to temperatures above about 27degC.

The time it takes to deplete the chemical inhibitor and oxygen below a safe threshold level, allowing auto-polymerisation to begin, depends on the temperature of the DVB liquid, which dictates the consumption rate of the chemical inhibitor and oxygen.

In order to transport DVB without temperature control, some DVB shippers chill the chemical before loading it into a tank container and then endeavour to arrange the land and sea transport so that the total journey time is short enough for the DVB to remain sufficiently cool to avoid polymerisation.

However, if it is shipped during a period of higher

ambient temperatures, or if the transit time or voyage are longer than envisaged, there is a risk of polymerisation occurring.

So, ahead of the mandatory application of IMDG Code amendment 39-18 on 1 January 2020, the new guidelines "strongly recommend" that DVB is only carried in drums in a refrigerated container or in a refrigerated tank container.

The shipper or person offering the DVB for transport should ensure that the carrier is presented with full and complete disclosure of information relating to all aspects of the cargo, including its preparation for transport, material parameters and assumptions that have been made, in order for the carrier to make appropriate provision for all aspects of the service to be delivered, including stowage on board the ship.

Guidelines for the Carriage of Divinylbenzene in Containers can be downloaded from the CINS website - www.cinsnet.com

Continued on page 2 →

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SAFE WITH SCIENCE

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No deal Brexit prospect scares logistics industry

Britain's logistics industry has voiced increasing concern over the growing threat of a no-deal Brexit.

Following the defeat in Parliament of Prime Minister Theresa May's Brexit deal, trade bodies representing hauliers, forwarders, ports and other supply chain actors have joined the chorus of other industries in calling for an end to the uncertainty surrounding the UK's scheduled departure from the EU at the end of March.

Freight forwarders say they are on standby to "clear up the mess left by politicians". Robert Keen, director general of the British International Freight Association (BIFA) said: "With just a couple of months to go before the exit date, the rejection of (Mrs May's) deal leads BIFA to recommend that our members, which are the companies that handle the processing of most of the UK's visible trade, to prepare on the basis that there will be a hard Brexit.

"Speculating about any other outcome is inadvisable until UK Government provides us with clear guidelines.

"A hard deal may well be very disruptive and damaging for the UK economy as a whole, but freight forwarders – many of whom are Authorised Economic Operator (AEO) accredited – will play a key role in tidying up the mess left by the politicians by ensuring UK importers and exporters can continue trading without undue disruption with the rest of Europe after 29 March."

BIFA has always stated its belief that a disorderly Brexit would be the worse outcome, as it is likely to increase trade barriers and impose significant restrictions on the exchange of goods between the EU and the UK.

"Whilst BIFA's executive management has engaged with various government departments over the last two years in regards to issues that affect the movement of visible trade post 29 March, our members have also been discussing the possible impacts with their clients.

"BIFA will be renewing our appeals to the responsible bodies in London and Brussels to do the utmost to prevent this scenario. As far as we are concerned, our members are focused on ensuring the ongoing efficient flow of freight for our customers.

The Freight Transport Association (FTA) said it was advising logistics managers to advance their preparations for a no deal Brexit.

Pauline Bastidon, head of European policy and Brexit at FTA, commented: "With the rejection of the withdrawal agreement in Parliament, the chances of the UK leaving the EU without a deal in place increased significantly. As such, FTA strongly advises logistics managers to ramp up their preparations for a No Deal withdrawal." Bastidon continued: "FTA has been at the heart of the debate on



Trade Union Unite is alarmed that the focus has been more on roro ports when most goods are brought into the UK via container ports. A no deal Brexit would result in significant delays in transporting these goods and this does not appear to have been planned for

Brexit since the triggering of Article 50, standing up for the logistics sector and lobbying government to keep Britain trading. A no deal Brexit would be highly damaging for trade, for business and for Britain. FTA is continuing to urge the government to reach an agreement with the EU which will keep goods and services flowing with minimal disruption, as no deal is no option for logistics. Meanwhile, businesses should continue to plan for the worst to mitigate against further problems as much as possible."

Trade union Unite, which represents tens of thousands of lorry drivers in Britain and Ireland, accused the UK government of a planning failure as lorry drivers' fears are ignored.

While the government has begun planning to stack lorries at locations such as Marston Airfield and on the M3 in Hampshire, Unite is concerned that the needs of the lorry drivers are being ignored. As well as basic welfare facilities such as toilets, if delays are extended then food and sleeping provisions will be needed, in order to ensure drivers are fit and alert when required to start driving again.

Unite members have already been reporting that they are increasingly being placed at breaking point due to long hours and fatigue and the union is concerned that this is linked to a 50 percent increase in driver deaths and a no deal Brexit will further exacerbate those issues.

Unite is also alarmed that all the focus has been on ports with roll on, roll off (roro) ferries, when most goods are brought into the UK via container ports such as Felixstowe, Immingham, Grimsby, Liverpool, London Gateway, Southampton, Tees and Hartlepool. A no



deal Brexit would also result in significant delays in transporting these goods, which will cause further traffic congestion, and which does not appear to have been planned for, the union stated.

"Unite understands that the government has held discussions about its plans with haulage employers who have been gagged by signing non-disclosure agreements (NDAs) barring them from discussing the government's plans with the workforce or Unite," the union said, adding that long-term delays in the collection of goods from ports is likely to result in drivers voting with their feet and leaving the industry, further exacerbating the deepening recruitment crisis.

Unite national officer Adrian Jones said: "The government appears only to be interested in the management of the lorries and not the health and welfare of drivers.

"The government's last ditch planning for a no deal Brexit is completely ham fisted and there has been a complete absence of awareness of the needs of the lorry drivers who are fundamental to keeping goods moving.

"All of the government's focus has been on the roro ferry services and they have failed to take into account the serious disruption a no deal Brexit will have on container ports, where the vast majority of goods are transported.

"The government has ignored the needs of drivers and has gagged the employers, this will result in the chaos of a no deal Brexit, being even greater.

"A no deal Brexit will create further misery for drivers who will vote with their feet and either seek work on different routes or decide to leave the industry, which will create further delays in the UK's supply chain," Jones commented.

→Continued from page 1

More on Flaminia

Concurrently, TT Club published an analysis* of the MSC Flaminia fallout and the subsequent lessons in logistics.

Much can be learnt about the logistics industry – in terms of complexity, practices and expectations – from the 'MSC Flaminia' judgment analysing and establishing the responsibilities in this casualty, says the mutual insurer.

As with almost all litigation, there are findings in the New York judgment that are specific to the particular facts, including, in this instance, the precise characteristics of the cargo - DVB - in question.

Indeed, for DVB, classification under the IMDG Code has been changed subsequently following the German Authority investigation. Now, rather than classifying such polymerising commodities under a generic Class 9 UN 3082 representing that the goods do not present dangers covered by any of the other classes, DVB should be declared under Class 4.1, UN 3532.

More than this, the latest amendment of the Code (38-19), entering mandatory force on 1 January 2020, will require transport in temperature controlled containers.

On a more generic level, however, the judgment provides a study in logistics practices. The judge outlines the processes followed through the booking request initiated by the shipper, through the NVOCC and engaging with the carrier, describing the instructions given in relation to the sensitivities of the cargo, and the needs for particular stowage and monitoring. The consequent booking confirmation given by the carrier, and conveyed by the NVOCC to the shipper inevitably has broader significance but seemingly centred on a cut-off date for documentation to be prepared.

It is interesting to ponder, says TT Club, the extent to which these processes might be dislocated, or could be remodelled to strengthen controls. Indeed, the bias towards the appropriate cut-off date on cursory view may be more aligned to verified gross mass (VGM)



CINS acted in response to a series of polymerisation incidents arising from the carriage of DVB by sea, including the MSC Flaminia in 2012

obligations than communication and control relevant to cargo handling requirements.

"In a world that is increasingly digitised – and potentially blockchained – there are considerable opportunities to add rigour to the way in which instructions and information are captured, communicated and used by the stakeholders," the club states. The court found multiple deficiencies in the underlying systems and processes, the reliance on them being complete and accurate, and apparent misconceptions about the significance of certain data that revealed gaps in training. One specific example that has broad relevance is the industry-wide reliance for dangerous goods shipments on the Dangerous Goods Declaration as the "locus of critical information and warnings" rather than the use of a bill of lading to "convey necessary and critical safety information".

While, inevitably, the judge was seeking to dissect the actions of the various parties involved, by standing back from the specifics it is possible to recognise that incidents both small and large are uncomfortably close to occurring all too frequently.

All that is required is an alignment of mistakes, oversights, failed

controls. Attention is rightly focused on incidents, but behind each is a string of smaller issues that have come together to allow something to happen. As the judge in the case explained, disasters are only infrequent due to a "lack of a similar perfect storm of events, and simple good fortune".

Many times the errors are detected and corrected before an incident occurs. This is both good and bad news; every time that an economic opportunity succeeds despite an error, it reinforces errant behaviours. The ideal would be that any one of the controls not only prevents an unsafe situation persisting but also leads to corrective action.

The complexity and diversity evident in the international freight supply chain cannot afford to be over-simplified. TT Club statistics indicate that as many as 66 percent of incidents related to cargo damage in the intermodal supply chain can be attributed in part to poor practice in the overall packing process, including not just load distribution and cargo securing, but also the workflow from classification and documentation through to declaration and effective data transfer.

As a result, the Club has initiated its #Fit4Freight campaign, collaborating with Global Shippers Forum, ICHCA and World Shipping Council to promote awareness and use of the Code of Practice for Packing of Cargo Transport Units (CTU Code).

Despite the broad on-going stakeholder involvement, including the UN agencies, government representatives and industry associations for those engaged in all modes of surface transport, four years after approval awareness globally is low. Critically, many low level incidents could be avoided by adherence to the principles set out in the Code and similarly positively impact the occurrence of major maritime casualties, such as 'MSC Flaminia'. The overall economic cost to the industry is estimated to amount to billions of dollars each year. Furthermore, the human cost is substantial, with deaths and injuries regularly reported. Supply chain stakeholders are thus incurring a significant, largely avoidable burden.

Trust & Dunker turn up the heat

Two European flexitank specialists have joined forces to create what they claim is a benchmark in flexitank heating systems.

Spain-based Trust Flexitanks, which says it is the only company in Europe with the ability to produce both monolayer and multilayer flexitanks in the same factory, boasts a large part of its production processes as being automated using unique and state of the art precision engineering, guaranteeing a final product of the highest quality.

Bremen, Germany-based Dunker Umwelttechnik GmbH is dedicated to environmental products and services for the shipping industry with a specific focus on flexitank solutions, such as heating systems, fitting, removal and disposal, emergency response, and incident handling and analysis.

Trust and Dunker Umwelttechnik have developed an innovative heater pad system with ISO tank-like heating time, which is four times faster than standard rubber hose heater pads.

The two companies have managed to adapt a steam-based heating system to a standard 20ft container with flexitank. It consists of a series of galvanised steel pipes, covered by a steam diffuser blanket providing around 15 sqm of heat exchange surface area on the underside alone, and once steam starts to circulate around the system a 'sauna' effect is created within the container therefore maximising the heat transfer over a much larger surface area of the flexitank and not just on the underside as with traditional heater pads therefore eradicating 'hot spots'.

Furthermore, seeing as rubber tubes are not used, a higher steam pressure can be supplied if available (1.5 bar with 60-80kg steam per hour) without fear of damaging the unit.

Being a reusable system, the designers say it will lead to greater savings for regular users that decide to purchase outright, and it also means the system can be rented for the less frequent user with the possibility of a fixed tariff for heating.

Whichever option is chosen the faster heating means far less time at the receiver's factory or heating station and less time on a truck chassis leading to further savings.

The equipment is easy and safe to operate using 0.5ins BSP fittings for steam.

Training and technical assistance can be offered to customers who either buy the equipment outright for multiple uses or wish to rent the system on a spot or regular basis.

Trust and Dunker say the system will be of particular interest to importers of: animal and vegetable fats (eg, palm oils/oleins, UCO, fish oils, cocoa butter, tallow and pig fat), sweeteners, glycerine and organic compounds.

www.dunker-umwelttechnik.de
www.trustflexitanks.co



The heater pad system has ISO tank-like heating time, four times faster than standard rubber hose heater pads



The heater pad plus connection



Trust and Dunker adapted a steam-based heating system to a standard 20ft container with flexitank. It consists of a series of galvanised steel pipes, covered by a steam diffuser blanket

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Flexis ideal for shipping glycerine

Glycerol is a non-toxic organic compound, known commercially as glycerine. It is a by-product of two independent processes: hydrolysis and transesterification. The former is used for soap and fatty acid production while the latter is the process in which biodiesel is produced. Today, around 66 percent of the world's glycerine supply comes from biodiesel production.

As one of the safest industrial chemical materials, glycerine is used extensively in the pharmaceutical, nutraceutical, food and beauty industry.

Research shows that the glycerine market will reach 6.3 million tonnes by 2024, up from 3.5 million in 2016; a CAGR of 7.5 percent. The growth is largely down to two factors. The first involves the growing demand for renewable energy sources, which is driving the biodiesel market and thus benefitting the growth of the glycerine market, too. Second is the growing popularity of natural ingredients in cosmetics, food and beverages and personal care products, which is also boosting the demand for glycerine derived from vegetable oils.

Glycerine was discovered accidentally in 1779 by a Swedish chemist, KW Scheele, when he heated olive oil and litharge to produce a new transparent, syrupy liquid. However, it wasn't until 1866 that it became economically and industrially significant as

a component in the production of dynamite. Until after World War II, nearly all commercial glycerine was produced as a by-product in the manufacture of soap.

Since then, the market has grown steadily as more than 2,000 uses for the product have been discovered. However, the supply/demand balance is delicate, so cost efficiencies remain a priority for all parties involved.

BeFlexi says flexitanks represent many advantages for transporting glycerine. By far the most important is the cost efficiencies that flexitanks can bring. In essence, flexitanks optimise the supply chain by allowing producers to ship the loaded product directly to the customer.

With flexitanks, producers aren't risking capital loss through the devaluation of their commodities which could otherwise be stored for months on end, the supplier states. Shippers can sell smaller units (as low as 16,000 litres) and because the shipments are more immediate, they have a better turnover rate, which thereby increases their cash flow. Moreover, they can deliver commodities of a more precise value that they can control because there are fewer transshipments – meaning fewer losses – and no demurrage costs to think about. Because they are single-use, it means that there are no cleaning costs either, or even the need to return empties.

Another advantage is diversification and market accessibility. Flexitanks can be produced for quantities as small as 16,000 litres and as large as 24,000 litres. This means that customers in new markets can be reached. Because flexitanks are multimodal, they can reach even customers inland. And the financial risks are minimised because it's a smaller cargo.

On top of this, flexitanks can be recycled and disposed of safely and with little to no impact on the environment.

Into Ecuador

Meanwhile, BeFlexi is expanding in Latin America. Alongside Brazil and Argentina, the company now provides flexitanks in Ecuador.

Ecuador is the 70th largest export economy in the world and the 105th most complex economy and has in the recent years exported around US\$18 billion annually, \$5.25 billion of which is crude oil.

BeFlexi reports that a customer in Ecuador has been testing a shipment of crude palm oil with its flexitanks. The customer successfully installed and loaded the flexitank with heating pads.

Miguel Fernandes, sales executive for the LATAM countries, said: "It's great for us to expand into more Latin American countries. The market on this continent looks very promising and I look forward to deepening our presence, increasing our knowledge of the market dynamics and establishing a greater reputation for BeFlexi."

Top glycerine export countries by value (2016):

Germany	US\$228m
Malaysia	US\$217m
Indonesia	US\$197m



IBWSS includes a trade show floor where producers and manufacturers can meet face-to-face with brand owners, suppliers, distributors, and retailers



China already ranks as one of the Top 10 wine producers in the world, as well as the number one import destination for red wine

If you're going to San Francisco

Event organiser Beverage Trade Network (BTN) has announced the first round of speakers for this year's International Bulk Wine & Spirits Show (IBWSS), which will take place on 23-24 July in San Francisco, USA.

Each year, IBWSS brings together producers, manufacturers, brand owners, distributors and retailers within the fast-growing US private label and bulk wine and spirits industry.

The list of speakers headlining this year's event includes Andy Abernathy, SVP, business development, ABC Fine Wine & Spirits, Jena Domingue, VP, global sales, WineDirect, and Kurt Lorenzi, VP, global sourcing, Winery Exchange.

The speakers will outline the key factors impacting the future trajectory of the private label and bulk wine and spirits industry within the US. Based on his experience working for Florida's oldest and largest independent retailer of fine wine and spirits, Andy Abernathy of ABC Fine Wine & Spirits will share his insights on how suppliers can get their wines onto the shelves of major retailers. Jena Domingue will share her experiences and insights on building successful Direct-to-Consumer (DTC) business models. Kurt Lorenzi will help participants better understand the forces of supply and demand in the bulk wine industry, as well as the factors to keep in mind when developing a private label wine.

Speakers at IBWSS San Francisco will focus on ways to help grow the bottom line of industry participants, including new market strategies, best practices, and tactics to leverage important new trends. With a diverse line-up of speakers planned, it will be possible to view the rapidly growing private label and bulk wine industry from a number of perspectives and open up innovative solutions for participants.

"This is really a unique opportunity to hear about new opportunities in the bulk wine & spirits and private label industry," said Sid Patel, founder, and CEO of BTN. "Based on the success of last year's show, we're really excited to hear about the dynamic, evolving business models that

companies are using to achieve success in this important market."

IBWSS also includes an active trade show floor where producers and manufacturers can meet face-to-face with brand owners, suppliers, distributors, and retailers.

In addition, BTN is also taking the event to China with IBWSS making its debut in Shanghai in November this year.

China already ranks as one of the Top 10 wine producers in the world, as well as the number one import destination for red wine, so it's perhaps no surprise that China is finally getting its own bulk wine, bulk spirits, and private label show. Previously, the event was only hosted in London, UK, and San Francisco.

The arrival of IBWSS China in 2019 is emblematic of the changing structure and dynamics of the global wine industry. Once thought of only as an import destination for expensive bottled wines, China is now much more than just a huge, untapped consumer market. It is also home to award-winning wine regions, up-and-coming wineries that have partnered with some of the most prestigious names within the French wine industry, and a sophisticated network of importers, distributors, and retailers.

As a result, many of the trends that have been observed in other, more developed wine markets – such as the rapid growth of the private label wine & spirits industry – are now making their way to China. That has opened the door for foreign players to participate in a myriad of different ways within the Chinese wine industry. Just as Australian bulk wine producers ship their wines via container ships to Britain, where they are then bottled and packaged, that same dynamic is starting to emerge in China, which already has a large number of retail chains offering their own private label products. In order to meet consumer demand for wine, China is now turning to bulk producers around the world.

www.ibwsshowchina.com

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Braid Logistics announces global expansion and rebranding

In recent years, Braid Logistics has gone through a very exciting and high growth period, with 2018 being an exceptional year for the company.

New offices in Japan, South Africa, and The Netherlands have been opened and the flexitank manufacturing facilities within the overall Braid Group have increased and expanded in Europe and Asia. These enhanced facilities now incorporate component, polyethylene film and flexitank manufacturing, completely integrating production and ensuring quality and control. Their food dedicated ISO tank fleet has grown by 33% over the past two years. Now, with 20 owned offices and 60 exclusive agents, Braid can tangibly demonstrate to its customers global logistics coverage and support.

Allan Leddra, Group CEO of Braid, believes that 2018 is only the start of a sustained period of rapid growth. "To emphasise, and in tandem with the pace of the positive changes we have made within the Braid Group, the company's marketing team has been working on an initiative to revitalise our service and product branding and broadcast the positive changes that have taken place in recent years." With the project completed, Braid was ready to proceed and phase one launched in January this year. "We are extremely pleased our new brand identity has now gone live" says Leddra.

Safe with science

The new brand identity which, according to Braid, is focused on communicating their core strengths of technical material science, manufacturing capabilities and logistics reach, is now part of an extensive marketing campaign. Andrew Watson, COO of Braid explains, "It was important for us to deliver a message to the market which cemented our credentials as a global logistics provider specialising in liquid logistics alongside our science-based capabilities. The new branding underpins Braid as a forward-thinking dynamic company placing innovative logistics solutions for our customers at the forefront of everything we do."

The Braid Group, with over 60 years' experience in shipping and logistics, is proud of its heritage and with this wealth of experience has arguably built a position as the quality benchmark for liquid logistics solutions. Braid moves billions of litres of liquid products per annum through its flexitank and ISO tank services, a fact the company felt needed to be highlighted. "The new branding launch presents Braid the opportunity to showcase quality, reliability and strength to the market, as well as promoting global logistics services and innovative product developments," comments Leddra. "We will continue to improve and enhance our service and technology capabilities which will serve our customers throughout the supply chain" Leddra continues, "We believe the uniqueness of Braid's proprietary polymer technology under the tradename Hexopure allows us the opportunity to demonstrate how Braid has specifically tailored materials to our customers' needs, ensuring that with Braid, as the branding highlights, everyone can rest assured they are, 'safe with science'."

Braid opens Benelux office to meet demand

Braid Logistics Northern Europe has opened a new office to serve rising demand for its flexitank and ISO tank clients in Belgium and The Netherlands. The location is Bergen op Zoom, strategically located between Rotterdam, Antwerp and Moerdijk. Rob van Dijk has been chosen to head up the new unit and brings with him vast experience in the liquid bulk industry. He's available to answer any reader's questions and can be contacted at rvandijk@braidco.com

An emphasis on recycling and sustainability

As well as actively participating with the UK government and engaging with Braid customers' environmental objectives to increase plastic recovery, recycling and reuse, the new branding has provided Braid with an opportunity to emphasise activity in the field of material recycling. This new investment venture, a fully integrated plastics recycling facility in the UK, is the flagship of this programme. Braid participation in this bespoke facility, incorporating dedicated and environmentally led technologists, will increase its knowledge in this field, contribute to Braid's sustainability goals, as well as being the template for future facilities Braid invest in as they expand this technology to other areas around the globe.

2018 has been an exciting year for Braid and with plans to open more offices and to invest in its ISO tank fleet and IT systems, 2019 promises to be equally as progressive. Leddra concludes, "the rapid growth Braid has achieved is a testimony to the team we have here and our customers' endorsement of our ability to deliver. Our new identity highlights our strength, technology experience and market leading services, enabling us to better communicate these core elements to our current and prospective customers. Investment in these areas will continue. Our culture, structure and environment policy substantiate our market-leading services and ensures we will continue to deliver quality service and product offerings in 2019 and beyond."

Braid was founded in Scotland more than 60 years ago and today, we are a global logistics company specialising in liquid logistics.



The New Brandmark

With a new brandmark, we have taken the next step in our journey as a global science-led logistics group. The box-within-a-box logo signifies how Braid formulates expertise in material science, manufacturing, and logistics into an icon of purity, containment and strength.

A New Braid

The company's evolution as a market leader in liquid logistics is driven by our belief in safeguarding the integrity of the supply chain and the products we carry. Everyone matters.

With end-to-end, multi-modal logistics solutions and bulk liquid packaging on the cutting edge of science, anyone who needs to rely on safety and purity can rely on Braid.

New Standards in Flexitanks

HEXOPURE TECHNOLOGY

Braid flexitanks are strong, safe, and taint-free because of Hexopure technology. Our proprietary state-of-the-art polymer blends are formulated to address the specific needs of liquid cargoes.



FORTIFLEX

Engineered to transport a wide range of non hazardous industrial liquid products.



STERGUARD

Protects liquid food cargo with our proprietary polythene blend.



VINPRO

Specifically formulated to safeguard the quality of wine whilst in transit.



DEWLOCK

Designed to transport mineral water in its pristine state.

The Ocean Alliance has agreed to consider extending its geographic scope beyond the east-west trades, and especially in the north-south trades as these are increasingly becoming a focus for Cosco



Container alliances could ramp up Americas services

Major deepsea container alliances could begin to extend the scope of their joint service network to secondary north-south trades, such as those serving Latin America, as they look to squeeze more efficiency from their co-operation agreements.

Michael Kristiansen, owner of consultancy CK Americas, told delegates at the TOC Americas Container Supply Chain event held in Panama: "I think the global alliances are coming here – whether it is little by little or very fast, I think it is inevitable."

Howard Finkel, executive vice president of Cosco Container Lines, confirmed that the Ocean Alliance – in which its partners Evergreen, CMA CGM and recently acquired OOCL – had agreed to consider "extending the geographic scope of the Ocean Alliance beyond the east-west trades, and especially in the north-south trades as these are increasingly becoming a focus of Cosco's".

However, much of the Latin America trades is served by a complex series of vessel sharing agreements which currently cross the boundaries of the deepsea alliance memberships.

For example, according to Brazilian liner consultancy Datamar, the four services between Asia and the east coast of South America see Maersk co-operating with THE Alliance and Ocean Alliances along with PIL, HMM and ZIM on the ESA service; while on the ASAS service the same carriers share slots, but without Yang Ming.

Meanwhile, on the IPANEMA service Maersk and MSC co-operate

with Hapag-Lloyd and MSC; and on the SINO service Cosco co-loads with PIL.

However, Datamar managing director Andrew Lorimer questioned whether the 2M, Ocean and THE alliances would actually be permitted to enter formally the Latin American trades. "On the east coast of South America there is no real alliance alignment and there seems to be antitrust concerns which may prevent that alignment from happening," he said.

Dinesh Sharma, director of Drewry, argued that further consolidation in the Latin America trades would more likely come about through merger and acquisition activity rather than through alliances.

"Antitrust is prohibiting further consolidation of alliances so there is more meaningful consolidation taking place through larger carriers acquiring niche and regional players," he said.

However, Finkel said Cosco was planning to launch a South America-North America service even if it could not be done in association with its Ocean Alliance partners.

"We have lagged in this part of the world because it is a difficult market and not particularly profitable, but with the purchase of OOCL we have become a truly global carrier.

"So we will launch a new north-south service here and we will try to do it responsibly – we do not want to go into the Latin America market and cause havoc; we are too big to do that but you will see a tremendous increase in our presence here," he said.

He also explained how the Ocean Alliance members are seeking to allay previous antitrust fears raised by the US's Federal Maritime Commission.

"The formation of the Ocean Alliance was purely done on operational grounds – we do not discuss commercial at all," he added. "However, one of the potential advantages of the alliance was to explore cost savings through instigating joint-procurement of services such as towage and terminal, which was something that the FMC did not like the look of."

"But we still hope to be able to explore this if we can demonstrate the advantages of alliances to customers and win their support for joint procurement," he said.

Panama builds

Meanwhile, following a strong year in terms of growth in vessel transits, the Panama Canal Authority is once more turning its attention to building up port capacity as well as building new zones for increased logistics activity.

In the keynote speech delivered at TOC Americas, Panama Canal Authority administrator and chief executive Jorge Quijano, told delegates that while vessel transits were its primary business barometer, ports activity had become increasingly important to the country as a whole.

"Panama doesn't just rely on transits, but also on transshipment and there is an increasing synergy between transits and

Leschaco celebrates 40 years in Brazil

Leschaco Group's Brazilian arm, Leschaco Ltda recently celebrated 40 years of company history in Sao Paulo with around 230 invited guests.

Constantin Conrad, son of Jörg Conrad, the owner of the Leschaco Group who unfortunately could not attend the event himself, opened the anniversary event with his official speech.

He was pleased about the numerous guests, who have accompanied Leschaco Ltda in Brazil in different ways over the past 40 years. The guest speaker was Axel Zeidler, Consul General of the Federal Republic of Germany in Sao Paulo. In his speech he pointed out that Leschaco Ltda has been a reliable logistics partner in Brazil since establishing a presence in the country. This was remarkable because Brazil is no easy place to run a company successfully over such a long period of time, he said. Finally, Alex Geng, managing director of Leschaco Ltda, addressed guests and thanked them for coming.

The anniversary party took place in the Trio Pergola, with a fantastic view of Sao Paulo.

In his speech Constantin Conrad took a look at the 40-year history of Leschaco Ltda and what has been achieved so far. With door-to-door transport, sea and air freight solutions, customs clearance, outsourcing, project logistics and tank container activities, the company offers the full range of services of the parent group and



L-R: Oliver Oestreich (COO of the Leschaco Group), Constantin Conrad (branch manager Leschaco Iberia, Spain), Alex Geng (managing director Leschaco Ltda, Brazil)

has made a name for itself in Brazil as a recognised, reliable and competent partner for logistics.

This is also reflected in the fact that Alex Geng was offered an honorary position on the advisory board of directors of the ACTC, the National Association of Freight Forwarders, Air Freight Agents, Customs Agents and Multimodal Operators.

With 120 employees and locations in Sao Paulo and Rio de Janeiro as well as operational offices in Guarulhos, Santos and at Viracopos Airport in Sao Paulo, Leschaco Ltda is well positioned for the dynamic world of transport. In the first quarter of this year, a further sales office was opened in Salvador, Bahia. A further milestone for the company was the ISO 9001/14001 certification, which was

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transshipment – 72 percent of the vessels transiting the canal also make a port call to drop off and pick up cargo.

“The question for Panama is whether it can add value to that cargo to create exports – we are not like Colombia, with a population of 40 million and its large industrial base,” Quijano said. “That fact makes our ports less competitive, so we are looking at ways to open up the containers and add value to the goods coming through the canal.”

A large parcel of land exists along the canal, near to PSA Panama’s Rodman terminal, which itself completed a major expansion project in 2018 that took capacity up to around 2 million TEU a year, and transformed it from a single- to a two-berth operation where MSC has established a transshipment operation connecting its Ecuador feeder service with one its transatlantic deepsea services.

There is some 1,200ha of brownfield land adjacent to Rodman, which was “completely useless land that couldn’t be used because it was full of ordinance left by the US Army when they were in control of the canal, as they used it as a firing range”.

The area was cleared of the ordinance during the canal expansion project.

He said that the canal had drawn up plans to develop a ro-ro terminal for pure car carriers where value-added services such pre-delivery inspections of finished vehicles could be offered, as well as an LNG bunkering facility for vessels using LNG as a fuel post-2020.

Next to that will be the site of ‘Panama’s logistics dream’, possibly covering as much 689ha.

Quijano said construction of first phase will launch next year, covering some 55ha, with a second phase dedicated to temperature-controlled logistics covering 30ha to follow. He added that Panama may once again look to concession the Corazal terminal project which previously failed to attract a single tender, despite initial interest from PSA, APM Terminals and CMA CGM, among others.

“There were some companies that didn’t express interest initially that we are now talking to and instead of a three-ship berth, we have brought it down to two.

“We are not clear about when we might relaunch the tender process, but we are certain it will be needed at some point – the current port capacity of Panama is about 6 million TEU and we feel that more will be required at some point,” he said.

It appeared that Panama is able to turn its attention back to its ports now that the decision to expand the canal, formally opened in June 2016, has been firmly vindicated.

“In the fiscal year there was a 22 percent increase in tonnage transiting the canal – it has been a very good year for the canal. There was a 12 percent increase in container tonnage and 24 percent increase in liquid bulk.

“Car carriers also picked up and got back to the level where they were in 2007, mainly due to Mexican exports of finished vehicles to the US.

“However, any tariffs imposed by the US pose questions over the future of the Panama Canal. The fact is that the canal’s two largest customers – the US and China – are about to embark on a course that will affect us; we just don’t know how yet,” he said.

It also finds itself under continuing competitive pressure from Suez. Quijano claimed the Egyptian waterway offered lines a 55 percent discount on transit fees when Panama opened the expanded canal, which last year was increased to a 65 percent discount – “They are almost giving it away,” he said.





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successfully completed this year.

At the end of his speech, Constantin Conrad took a look into the future of the company. “After 40 years of successful presence in south-eastern Brazil and in order to strengthen and develop the position and importance of Leschaco Ltda, we will invest this year in a north-south expansion. Office openings are planned in Itajai, Santa Catarina and Porto Alegre. The business of Leschaco Ltda is growing sustainably despite the continuing economic crisis in Brazil and it is our goal to continue this positive trend,” he concluded.

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Hoyer 10k times smarter

Hoyer has transformed more than 10,000 tank containers into 'Smart Tank' units.

Monitoring the parameters of products in transit, eg, temperature, filling level, pressure and the tank container's location, are important factors in Hoyer's operations based on which the safety, security, efficiency and quality of transport movements are guaranteed, the Hamburg-based operator says.

To design the tank container fleet's controls even more efficiently, Hoyer had already begun initial tests of telematics solutions 20 years ago. But, with Smart Logistics, the company is looking to lead innovation in the intelligently-networked logistics field, and offer smart solutions to monitor, analyse and optimise logistics processes.

One of the central points is systematically upgrading the fleet to so-called Smart Tanks. According to Marlen Blechschmidt, head of digitalisation business unit Netlog at Hoyer: "By using this technology, our Smart Tank will report deviations in critical load parameters, thus offering our customers even more safety, quality and efficiency for the product being transported."

The ATEX certification of the Hoyer technology is an additional seal of quality.

Heiko Rumfeld, director of Netlog, added: "Over 10,000 tanks equipped with smart technology strengthen our market position and innovation leadership. The demand and customer feedback confirm the success of our Smart Tanks."

Investing in the future

But Hoyer is not resting on its laurels. To set a course for continued profitable growth, the logistics company is increasing the amount of its investment budget from €90 million in the calendar year 2018 to a record level of €173 million for 2019.

Explaining the doubling of the investment volume planned for 2019, chief financial officer Gerd Peters said: "The sustained positive business development enables this financial tour de force. We have identified promising investment projects in all business areas for Hoyer. This has resulted in a comprehensive investment package spread across the business development, property, plant and equipment, acquisitions and replacement investments business areas."

The company has placed emphasis on further development of the successful digitalisation initiative. And as in the past, Hoyer continues to invest a considerable volume in property, plant and equipment: around one third of financial resources will be used to modernise and enlarge



Hoyer's Smart Tanks will report deviations in critical load parameters



L-r at the ground-breaking ceremony in Dormagen: Albina Ibrahim (Hoyer Group), Jörg Sommer (Bayer AG), Norbert Lui (Bayer AG), Ulrich Grätz (Hoyer Group), Wulf Schormair (Bayer AG)

the tank container fleet for intermodal business and overseas activities. The number of tank containers and IBCs for the rental business is also being increased significantly.

Hoyer allocates its investments primarily in business areas with attractive future prospects. The increasing volume of orders reinforces the company to expand the supply chain solutions (SCS) business line internationally. In the coming years, on-site logistics activities in particular will be driven forward and – initially in Germany and the Netherlands – the construction of a dangerous goods warehouse and an enlargement of the filling operations for small containers will be implemented. The logistics company has budgeted double-digit millions for possible acquisitions such as company purchases and joint ventures. The extensive investment plan will be complemented by annual replacement investments.

In November 2018 the SCS business line's construction project on the Chempark site in Dormagen, Germany, officially started with a symbolic ground-breaking ceremony. Hoyer is investing around €8 million to develop the area as a container terminal.

SCS developed the plans for the building in accordance with the requirements of Bayer AG,

for whom Hoyer already works at the location. The future site provides space for 624 swap bodies or 20ft tank containers, and will have six bays with connections for container heating. A ground-controlled portal crane will allow easy shunting. The terminal will comply with the highest safety standards, and is expected to begin operations at the end of 2019.

By locating the terminal operation in Dormagen Chempark, it will contribute to cost reduction and will simplify production and logistics processes for Bayer AG. Liquid-filled tank containers will be held in intermediate storage on the terminal site until needed to supply the plants. The immediate geographic proximity to the production plants will save time when moving materials to and from plant operations, will reduce logistics costs by eliminating storage outside the site, and will relieve the traffic situation on public highways.

According to Ulrich Grätz, global director supply chain solutions: "We have held intensive planning discussions, and are delighted that we can now begin." Jörg Sommer, head of active ingredients at Bayer, added: "The terminal will relieve pressure on the space situation in our works, and processes will become more efficient. We greatly welcome the joint construction project."

SCS operates at 16 locations in five countries and has recorded a doubling of its order volume since 2008. The business line's services combine the logistics expertise of the Hoyer with know-how in the areas of on-site and off-site logistics, filling, blending, handling liquid dangerous goods and dry-bulk logistics. SCS also operates intermodal and dangerous goods terminals, and supplies planning assistance for change projects in works.

www.hoyer-group.com



Albatross cryo tanks

As a part of Albatross Tank Leasing's expansion, the company has added cryogenic T75 tank containers.

Based on increasing challenges for the transport of argon, CO₂, ethane, ethylene, nitrogen, and oxygen, as well as LNG Albatross is now ready to supply the T75 equipment.

The leasing firm is also expanding in the Russian market this year. It participated in the international exhibition KHIMIA-2018 which took place in Moscow to inform actual and potential customers about its services in the Russian Federation including: domestic tanks, maintenance and repair software in partnering depots, possibilities for GPS tracking and route analysis systems.

Albatross says it enjoyed a high level of interest with many visitors to the booth.

www.albatross-tanks.de

ITCO appointments

At ITCO's meeting in Singapore late last year, board members re-elected Reg Lee as president for the 2019/2020 period and Laurie MacLachlan as vice-president for the same period.

Commenting on his appointment, Reg Lee said: "I'm looking forward to the next two years of challenging - but rewarding - work for ITCO and the whole tank container industry worldwide. I would like to thank the ITCO board for its support and its trust in me to lead ITCO forward on a path towards the development of better services for our members and their customers."

He continued: "I have agreed with the board that, during my next two years as president, we should be actively looking for my successor as part of the organisation's forward planning. I would like to thank all our members for their contribution to the work that ITCO is undertaking to promote the tank container industry globally and continue to promote the safe handling of bulk liquids as part of a sustainable supply chain, while protecting the environment for future generations."

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Eurotainer goes composite

Eurotainer has become the latest tank lessor to offer composite tanks to customers.

After a thorough analysis of the available composite tank container manufacturers, Eurotainer placed an order and recently took delivery of new 20ft composite barrel tank containers from Omni Tanker of Australia.

Eurotainer chose Omni Tanker due to its years of expertise in composites, a superior composite technology and a willingness to work with Eurotainer to build tank containers that meet the needs of its client base. In turn, Omni Tanker was looking for a leasing company that could help it expand globally. Omni and Eurotainer are now working together to provide a product that offers a lightweight alternative to lined/coated steel tanks.

Omni Tanker is one of the world's leading composite technology and manufacturing companies. It owns proprietary composite materials technology, applied to the manufacture of high technology composite tanks with exceptional chemical resistance and low tare weight for bulk transportation of corrosive and high purity chemicals.

It is these two primary attributes that separate Omni Tanker from the competition, said Eurotainer, and makes its product the perfect choice.

"The ability to offer clients a safe, lightweight, durable, easy-to-clean and versatile composite tank container has been a goal of Eurotainer for some time," the lessor stated. "Omni Tanker has delivered with breakthrough technology that will transform the tank container industry – a perfect fit for Eurotainer's vision and commitment to provide innovative high purity and corrosive chemical tank container equipment to its global customer base."

The selection of Omni Tanker is in line with Eurotainer's strategy to be the global leader in specialised tank containers. The lessor unveiled and introduce the new composite tanks at a customer technical day event in Houston, Texas, USA.

In other news, Eurotainer announced that business growth in China has driven a move to a larger office in Shanghai.

On 2 November last year, an opening ceremony took place to celebrate the expanded office space in the lessor's current building with customers and partners from the Shanghai area who joined the firm's Chinese team to celebrate the event.

Innovation was a keyword for this move, as it was decided to implement new concepts such as a green wall, plants and an air purification system.

www.eurotainer.com

VTG up

VTG's tank container logistics division saw its revenue increase by 6.7 percent to €124.9 million in the first nine months of 2018.

Healthy capacity utilisation in Europe's chemical industry in particular pushed up the volume of transports. At the same time, intercontinental traffic to and from Asia experienced pleasing development, while traffic in North America decreased.

After nine months of the fiscal year, EBITDA of €5.1 million was 38.4 percent down on the previous year's figure of €8.3 million. The decline was attributable primarily to shifts in overseas transport flows, which drove up costs by leaving equipment underused, raising demurrage and adding to expenses for empty tank positioning.

In addition, bottlenecks in road haulage and in the rail infrastructure in Europe also drove up demurrage and freight costs. To accommodate these extra costs, accruals for transport costs for the first nine months were increased by €3.4 million in the third quarter. In the period under review, this caused the EBITDA margin to decline by 7.7 percentage points to 29.3 percent.



Eurotainer's Omni Tanker composite tank was unveiled at a customer technical day in Houston



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Suttons Japan celebrates 20 years

Logistics firm Suttons Japan recently reached an important milestone, celebrating its 20th anniversary.

The company was formed in 1998 as a joint venture with UK-based Suttons International. To mark the occasion, Suttons' CEO John Sutton, MD Barry McNally and Asian regional director Jeroen Rozendal visited Japan for an event in Tokyo, with Suttons Japan MD Takemitsu Hayashi and his team, along with key customers and suppliers.

Suttons Japan signed its first contract in 1999 and has since gone from strength to strength, expanding into larger offices while increasing its workforce.

In 2007, the founder and MD of Suttons Japan, Hidekatsu Hayashi, retired from the business with his son, Takemitsu Hayashi, taking over as MD and leading the company to continued success.

John Sutton said: "It was an honour to visit Japan and celebrate with our team in Tokyo. This milestone and the success that Suttons Japan has achieved is a real credit to them...here's to 20 more years!"

Takemitsu Hayashi added: "I'm so pleased that we could share this important event with our colleagues, customers and



Suttons Japan signed its first contract in 1999 and has since gone from strength to strength

suppliers. We couldn't have reached this anniversary without their support, in fact, a number of customers attending the celebration have been working with Suttons Japan since we started.

"Customer care is something our team dedicates itself to, so it was especially pleasing to hear so many clients at our anniversary event say how much they appreciate the service we offer.

"I look forward to many more years working closely with Suttons International and building upon this strong platform we have created together."

Meanwhile, Suttons Tankers has agreed a new multi-million pound contract with CF Fertilisers UK.

The Widnes-based logistics specialist has extended its relationship with the leading UK fertiliser manufacturer to secure a new long-term partnership.

The contract will see Suttons Tankers provide distribution services for all CF Fertilisers' bulk liquid and gas products.

The deal will involve Suttons transporting the products from bases in the North East and North West of England to locations across the UK.

Michael Cundy, managing director of Suttons Tankers said: "This contract represents a significant win for our tanker division, with the client recognising our significant ability and experience in handling and transporting their specialist products.

"We look forward to building on our partnership with CF Fertilisers, an important long-term customer and a significant player in the market, producing and supplying around 40 percent of the UK's fertiliser needs."

Zach Kutch, commercial operations manager of CF Fertilisers UK, commented: "We require a partner who can deliver our varied products to the highest of health, safety and operational standards. In Suttons Tankers we have found a partner we can rely on, with the resource and know-how to maintain the high standards our customers expect."

Suttons Tankers operates in the UK with a fleet of more than 500 vehicles focused on the chemicals, gas and fuel sectors. The firm has also strengthened its team with two new appointments at board level.

Gary Oliver joins as operations director West, replacing Roger Parr who has now been appointed the company's new commercial director.

Parr's appointment recognises his leadership in a series of continuous improvement projects for leading customers of Suttons Tankers.

Oliver joins the company from DX Network Services where he has worked as a regional director and operations director since 2010.

Working with Steve Hassall, operations director East, Oliver will be responsible for leading the business strategy, objectives and performance at Suttons' Widnes, Eastham and Willenhall depots.

Michael Cundy, managing director of Suttons Tankers, said: "I'm pleased to welcome Gary to the business and look forward to benefiting from his vast experience in senior roles, enhancing customer relations. And congratulations to Roger who is making a natural progression having been an integral part of our Commercial Leadership team since joining in 2015.

"These two appointments highlight our UK strategy to improve continually the customer experience and add value at all points in the delivery chain. We look forward to reaping the rewards of this fresh structure and approach within our tanker division."

www.suttonsgroup.com



Suttons will transport CF Fertilisers products from bases in the North East and North West of England to locations across the UK

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Boasso buys Kobler

Boasso Global has acquired 100 percent of Germany-based depot group Kobler, Tank-und Silo-Container Transport GmbH.

The acquisition marks the expansion of Boasso's European footprint into Germany, the largest European economy.

"Kobler, which was established in 1982, and has grown to be one of Germany's most reliable and well-run ISO tank service providers, with truly outstanding, safe, and environmentally sound operations," a statement from Boasso read. "We will thoughtfully and carefully integrate this business into Boasso to ensure an optimal experience for our customers and new employees."

The near-term integration will focus on gaining a deeper understanding of existing processes and combining best practices of Kobler and Boasso to offer an enhanced service.

Kobler is located in Mutterstadt, near the petrochemical hub of Ludwigshafen. The company operates a fleet of tank container haulage trucks, a tank cleaning facility and other depot services.

www.boassoglobal.com



The acquisition of Kobler marks the expansion of Boasso's European footprint into Germany

IBC acquisition for Thielmann

Thielmann has bought container cleaning, maintenance and inspection firm CONTEK IBC-Service GmbH.

CONTEK's knowledge in services for intermediate bulk containers (IBCs) is said to align with Thielmann's growth strategy as a one-stop shop for the container industry.

Based in Ellrich, Germany, CONTEK offers services for the chemical and automotive coatings industry. Its automated cleaning facility is optimised to clean containers with a capacity from 250 to 1,200 litres.

CONTEK is successful in the high-end cleaning sector and Thielmann is planning to build on this strength and to grow the business on-site in Ellrich.

Fredi Endtricht, CONTEK's co-founder will continue to lead the company as managing director, with special focus on the expansion of the facilities and production capabilities. Wolfgang Kuhn, CONTEK's co-founder, has reached retirement age and left the company from an operational level in September last year. He will continue to support Thielmann as an advisor.

"Thielmann is growing. Our strong organic growth is supported by selected acquisitions, especially of specific competencies. CONTEK is perceived as an undisputed leader in cleaning of IBCs," said Thielmann CEO Bernd Loeser. "With its integration, Thielmann will complement its current service portfolio in different container sectors and CONTEK will benefit from access to a broad global customer base and Thielmann's expertise in the container industry."

Kuhn commented: "With Thielmann, we found the best owner for our life's work. As initially planned CONTEK can grow and expand its capacity," while Endtricht added: "I am happy to see CONTEK joining Thielmann. This will lift our company to the next level and supports our wish to expand the business. Thielmann is the leader in stainless steel containers and CONTEK is the leader in container cleaning. I am sure, that both parties will profit significantly."

CONTEK is to be renamed Thielmann CONTEK to integrate the firm into Thielmann.

www.thielmann.com



The RSA-Talke chemical warehouse will accommodate 13,000 pallet positions, adding to the hub's current capacity of 1,800 TEU of tank containers

RSA-Talke adds warehouse to Dubai hub

RSA-Talke is expanded its portfolio of services for customers across the Gulf Cooperation Council (GCC) countries with the completion and opening of a new dangerous goods warehouse.

The chemical warehouse will accommodate 13,000 pallet positions, adding to the hub's current capacity of 1,800 TEU of tank containers, both approved to store dangerous goods of nearly all classes.

This marks the next phase in establishing RSA-Talke's integrated chemical logistics hub as a one-of-a-kind facility in the region, with two fully automated liquid filling lines coming in the near future

State-of-the-art cleaning services and workshop facilities for tank containers means equipment can resume service with almost zero downtime.

The latest facility is part of the firm's plan to expand its tank container terminal in Dubai's Jebel Ali free zone, thus creating the only integrated chemical logistics hub of its kind in the region, approved for storage, handling, cleaning and filling of nearly all dangerous goods classes.

This is in line with the company's core purpose to raise, set and maintain standards for customers. By providing storage, tank cleaning, maintenance and repair and specialist workshop services all at the same physical location, the expansion creates a comprehensive chemical bulk liquid supply chain destination for the United Arab Emirates, and the wider region.

"Our chemical and petrochemical customers quite rightly attach great importance to their supply chain being flexible, reliable and appropriately equipped while meeting the highest standards of

safety," explained Markus Koepsel, general manager at RSA-Talke. "By fully integrating storage logistics, filling, cleaning, maintenance and testing services at one location, we're able to reduce downtimes to a minimum, and as a result, enable our customers to realise demonstrable competitive advantages with the help of an integrated supply chain solution."

"We are proud to announce that with our new facility, and with the steady expansion of our logistics and technical services, we retain our position in the region as a leader in providing highly specialised storage and distribution," commented Abhishek Ajay Shah, co-founder and group CEO of RSA Global, and board member of RSA-Talke. "The new chemical facility will provide further convenience to our existing customer base across the GCC, as well as an integrated solution for new players in the market."

With the completion of the warehouse, installation work will begin on a filling station for transferring chemicals of various hazard classes into drums and IBCs. RSA-Talke already operates a tank cleaning station at its container terminal in Dubai. In addition, the attached workshop is equipped to handle complex repair jobs.

"RSA-Talke's commitment to innovation and to diversifying our services solidifies our position in the regional logistics and warehousing market. We are pleased to offer this, an expanded chemical hub for distribution, warehousing and in the future for refilling, with world-class safety, expert knowledge, and professional standards," stated Richard Heath, chairman of RSA-Talke and Talke president and CEO USA.

www.rsatalke.com

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Safe load movement

When specifying a hoist for use in industrial applications that demand beam-traversing motion, attention should also be paid to the trolley on to which the hoist hooks.

According to JD Neuhaus (JDN), which manufactures hoist solutions, trolley factors such as carrying capacity, ease of installation, explosion protection and ability to negotiate curves, must all be considered if the application is to be optimised. Such applications include maintenance shops and wash racks.

Three versions are available to facilitate the lateral motion of suspended loads: manual trolleys (LN) for pushing or pulling by hand; reel chain trolleys (LH) for moving by unwinding the reel chain; and motorised trolleys (LM) powered by an air motor. While the standard industrial series stops at a single 20 tonne trolley, higher capacities can be achieved with the benefit of 8 wheel and even 16 wheel systems. Additionally, custom designs or utilisation of the monorail series offer traversable load placement for the entire JDN catalogue of capacities up to 100 tonnes.

Importantly, for suitability in hazardous areas, all JDN trolleys offer explosion protection to Ex II 2 GD IIA T4/II 3 GD IIB T4 classifications. Higher classifications are available on request. For instance, with even further increased spark protection for explosion group IIC, the trolleys incorporate running wheels and travel gearing manufactured in bronze for an impressive EX II 2 GD IIC T4 rating.

Careful design and development by JDN's expert team has led to a host of standard features, whereby the company's trolleys have become synonymous with ease of installation and a robust structure that requires little maintenance. Anti-climb and anti-drop devices are also included as standard. JDN trolleys are designed to tackle all sorts of unique applications which can include curved beams. JDN specialists are on hand to give advice on any project where curved beams are involved.

For those seeking an even higher specification, options for JDN trolleys include a rack and pinion drive for safe load handling on offshore platforms and seafaring vessels, a spark-resistant package and offshore paint to suit rigorous operating environments. Energy can be fed by various systems, including energy chain, C-shaped rail, square rail or spiral hose, to best suit application requirements.

Of course, some applications have restricted headroom, which is why JDN also offers a special-purpose series of low-headroom trolleys, meaning tight load placements can still traverse economically utilising JDN's special low-headroom design. The standard range offers carrying capacities from 0.5 to 6.3 tonne, with higher capacities available for custom built projects. This alongside other JDN traversing solutions creates a multitude of trolley capabilities.

Also able to negotiate overhead rail curvature, JDN's low-headroom trolleys feature extended tie bars for bulky or elongated loads. The same options and energy feeding systems available for



Gröninger cleans up with Colac

Colac is a manufacturer of ice cream powders, sugar free dessert sauces and organic fruit preparations. The company recently opened a new production plant in Beerse, Belgium to increase both production output and service levels.

Increased production figures required more stainless steel food containers to be cleaned. The company contracted Gröninger for a modern food container cleaning system. Colac and Gröninger jointly designed a new cleaning area where container logistics and container cleaning have been able to be fully aligned and integrated.



The JD Neuhaus Profi 2 T1 hoist in low headroom trolley, ideal for use where headroom is restricted

JDN's standard trolley range, can also be offered to users of low-headroom versions, with the addition of hose trolley energy feeding to the list of choices.

All hoists and trolleys can be remotely controlled by the recently introduced JDN radio control systems, offering ease of use and convenience. The remote controls are an effective alternative to where long control hoses are required and for use in hard-to-reach areas, providing simultaneous control of multiple hoists and trolleys. Comprising a transmitter and receiver, the JDN-RC (Remote Control) is available for both new and retrofit applications.

Typical applications for JDN's Profi hoist/trolley combinations include aircraft construction, general assembly lines, auto plants, dairies, electroplating lines, foundries, paint shops, steelworks, power plants, refineries, sawmills, shipyards and tempering plants, as well as a host of uses in the chemical, cement, food, furniture, glassmaking, paper and textile industries, to list but a few.

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Fort Vale launches 'Superseat'

To help customers who have applications that do not merit fully exotic materials, but for which an upgrade from 316 stainless steel would be desirable, Fort Vale has developed a methodology for incorporating a permanent Inconel seat within all footvalves.

This feature will be introduced across the ranges in the coming months.

On show at this year's ITCO Tank Container Village at transport logistic in Munich will be one of the first valve series to incorporate this seat. Designated as the 'Superseat', it will come at no extra charge and we anticipate a significant benefit for chemical companies, operators and lessors through prolonged tank valve use.

316 stainless steel valves offer a broad chemical resistance and food-duty spectrum which allows them to carrying products safely, hence their wide use. However, certain chemicals, concentration percentages, or environments, can lead to a form of localised corrosion – crevice corrosion – which is particularly prevalent at the union of the sealing face and the main footvalve seal.

Crevice corrosion has been a known phenomenon across all types of 316 stainless steel valves for some time, and so several years ago Fort Vale turned to the use of exotic materials for these applications – employing high nickel steels, such as Hastelloy.

While solving the problem, the cost of such materials can be prohibitive and so their use is limited. Until now, users have had to determine the balance of economics: less frequent valve replacement, against the cost of the use of exotic materials.

By using Inconel, a material with a much higher pitting index than 316 stainless steel, greater resistance is offered to a wider range of chemical applications. An overlay principal adopted by Fort Vale to integrate this material into our standard 316 stainless steel valve bodies will ensure long-life and trouble free use.

Fort Vale continue to supply Hastelloy seated valves, which will be designated as 'Ultraseat' valves, and also to manufacture in other exotic materials for those applications where corrosion resistance within the whole valve, not just at the sealing face, is required.

www.fortvale.com

Pumps 2000 launches HV ball and slurry valves

Pumps 2000 say it is now offering the latest technology in diaphragm pumps by introducing a 3ins HV high-volume ball valve & 4ins HV high-volume slurry valve pumps.

Pumps 2000 say it is now offering the latest technology in diaphragm pumps by introducing a 3ins HV high-volume ball valve & 4ins HV high-volume slurry valve pumps.

These air-operated, dual-diaphragm pumps have flow rates of 416 gpm and 540 gpm, respectively, and deliver significantly greater volumes at every point on the curve. Both models use a patented 4ins air motor, containing the best features of the Pumps 2000 line, and its design is claimed to be the most efficient. The pumps are ideal for the most demanding applications in many industries, including oil & gas, mining & tunnelling, chemical, construction, food processing, general manufacturing, marine, pollution control, pulp & paper, railroad, sanitation, and water & wastewater markets.

The Pumps 2000 designs have a number of patented design features that make it possible to offer low life cycle cost while delivering outstanding performance in the harshest environments as these pumps are designed specifically to handle abrasive, solid-laden, slurry and corrosive fluids.

Key features and benefits include:

- Patented long-life diaphragm and self-cleaning valves
- Large solids handling of up to 1.3ins and 3ins, respectively
- Longer-lasting, self-lubricating, non-stalling, anti-icing modular air motor components that never require lubrication
- Conductive plastic (FRASplas) safe for explosive environments, rated and certified to ATEX M1
- High Suction lift
- Maintenance In Place (MIP) - can be repaired onsite and no end of life.

www.megator.com

Predictive maintenance with SafeGuard

Centrifugal pump manufacturer Griswold has introduced a new diagnostic tool.

SafeGuard features wireless access and 24/7 proactive alerts that tell the user when a problem occurs, and also provides actionable guidance to resolve it.

Current diagnostic technologies often provide only a warning signal without details about the root cause or the ability to offer guidance on a resolution. The data that is provided is displayed in a complicated way that only diagnostic experts can understand, and do little to support the local maintenance team on a day-to-day basis.

Lastly, most solutions are only designed to monitor the health of the pump and ignore the health issues associated with the motor. The SafeGuard solution provides answers to all of these critical needs, says Griswold.

The SafeGuard Preventative Maintenance Solution allows both the pump and the motor to be remotely monitored 24/7 with



continuous cloud connectivity, delivering the true value of Industrial Internet of Things (IIoT). If an issue occurs, a proactive alert is automatically generated, including clear actionable guidance that can be easily followed by maintenance personnel to resolve the root cause of the issue. This proactive approach to pump monitoring can help lower maintenance costs by up to 30 percent and result in up to 75 percent fewer breakdowns.

SafeGuard is designed to monitor all types of centrifugal pumps. Four battery-powered sensors are included in the system as well as a node/sensor reader. All four sensors work in unison to predict the

full health of both the pump and the motor. This allows for a complete diagnostic analysis that reads the tri-axial vibration, temperature, and electromagnetic values for the pump and motor.

With these capabilities, SafeGuard is able to detect more than 20 failure modes.

www.griswoldpump.com



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The new Fort Vale Superseat Footvalve is a radical alternative to an age-old problem.

Crevice corrosion is a common issue within the chemical and food-duty markets, particularly at the union of the sealing face and the main footvalve seal. Previously, the best solution was to use high nickel steels such as Hastelloy® in an effort to solve the issue - but this could be prohibitively expensive.

That's why Fort Vale is now using Inconel® as part of their manufacturing process. With a much higher pitting index than 316 stainless steel, greater resistance is available to a wider range of chemical applications - ensuring long-life and trouble free use.

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Turning a dream into reality

Kees In't Veen's vision for ITT Transport Service Centre is reaching fruition thanks to Blackmer pumps and compressors

The biggest obstacle for anyone who has the entrepreneurial vision to build a business that can truly be described as a 'one-stop shop' is that the work required to achieve that ideal state never actually 'stops'. Just ask Kees in't Veen, founder and owner of the ITT Transport Service Centre.

"We do a lot of things and my job is to take a 'helicopter view'," he explained. "My job is doing the things that others cannot do, so the big problems and the big decisions are made by me. I'm a little bit of a fireman here, so where there are fires I have to be there."

If in't Veen were getting a 'helicopter view' of Europoort Rotterdam (also known as the Port of Rotterdam) in an actual helicopter, what he would see is a sprawling business empire that he has essentially built from scratch. More than 40 years ago, what is now known as the ITT Transport Service Centre (with the 'ITT' standing for in't Veen Total Maintenance Tank en Silo) was basically a two-man truck-transport operation run by him and his father out of the family home in the small Dutch town of Berkel en Rodenrijs, about 40 km northeast of Europoort.

The ITT Transport Service Centre opened in March of 2006 on 2ha of prime Europoort property. Today, it covers 13 ha and is home to five companies, owned by Kees in't Veen, that are all dedicated to meeting the delivery, storage, inspection, cleaning, purging and maintenance needs of operators in the tank-transport industry.

"It's a one-stop shop for the tank-truck industry," said in't Veen. "We do everything around tank containers and tank trailers, everything you can think of. We are hands-on, that is our mission, our vision, and that is very important. Since 2006, we are only doing building, building, building."

In the end, this is a success story that combines in't Veen's ambition and dogged determination with trust and loyalty, particularly with one certain brand of pumps and compressors: Blackmer, of Grand Rapids, MI, USA, a product brand of PSG, Oakbrook Terrace, IL, USA, a Dover company. Through their reliability and performance, Blackmer's products have played a leading role in the ITT Transport Service Centre's growing prosperity.

In the beginning...

It's not often that hydrogen peroxide (H₂O₂) is an ingredient in a successful recipe, but for in't Veen and what would become his Kees in't Veen Tanktransporten BV subsidiary – one of the five ITT Transport Service Centre businesses – it became the main element for a company that has become the largest over-the-road hydrogen peroxide shipper in Northern Europe.

The personal vision of in't Veen began to crystallise in 1992 when his company initiated a collaboration with Kemira Peroxides Europoort, a subsidiary of Helsinki, Finland-based Kemira Oyj, one of the world's largest producers of H₂O₂. At that time, Kemira was in the process of opening an H₂O₂-production facility at Europoort Rotterdam, while in't Veen was still operating a two-truck transport firm, which he had taken control of in 1986 when his father passed away.

"We grew slowly, but since 1992, when we became the main haulier for Kemira, that was really the start for us and it has grown bigger and bigger," recalled in't Veen. "We started driving two trucks for Kemira and now we have 25 special dedicated transports for hydrogen peroxide. There's only a few hauliers in The Netherlands that are dedicated to hauling peroxide and we are one of them."



The turning point for what would become Kees in't Veen's ITT Transport Service Centre success story came in 1992 when Kees in't Veen Tanktransporten B.V. became a dedicated hauler of hydrogen peroxide for Kemira



Kees in't Veen, right, and Rutger Opschoor, sales engineer of Wiegel Transport Equipment

in't Veen had been using different models of Blackmer pumps in various capacities since 1987, but handling H₂O₂ required a pump technology that could meet its unique material characteristics, mainly that it is corrosive and can emit irritating – even dangerous – vapours if mishandled. The solution was found in the STX Series Sliding Vane Pump from Blackmer, specifically the 80mm models. "We have special dedicated transports for hydrogen peroxide, and it is a very difficult product to pump, but the Blackmer STX pumps are resistant to peroxide," said in't Veen. "Since they were installed, we have been using the STX pumps for 10 to 15 years and we are very satisfied with them because it is a pump that we only have to do routine maintenance on two times a year."



Kees in't Veen Tanktransporten operates a fleet of 25 dedicated hydrogen peroxide transports, all of which are outfitted with Blackmer STX Series Sliding Vane Pumps

The STX Series pumps excel in H₂O₂ applications because they have been designed with a body and internal components made of 316 stainless steel, and also feature external ball-bearing construction, chemical-resistant seals, bearings and O-rings, and non-metallic vanes, which result in longer life when handling corrosive products. They have excellent self-priming and dry-run capabilities with minimal product shear or agitation. The sliding-vane design enables the pump to maintain desired flow rates, even as the vanes wear. When the vanes do wear out, they are easily replaced with no need to remove the pump from service.

Growing and growing

While H₂O₂ can be called the foundation of Kees in't Veen's subsequent success, it was not the sole factor. He could have made a good living as a dedicated H₂O₂ haulier, but he had a grander vision – which is definitely on display at the ITT Transport Service Centre.

Assisting in't Veen has been Wiegel Transport Equipment, of Moerdijk, which has been supplying his preferred pumps and compressors since 2011. Wiegel is a distributor of pumps and compressors that are used in the transport of dry and liquid bulk products, with additional operations in Belgium, Germany and throughout most of Central Europe.

"For heavy chemicals, the STX is the best transport-related pump on the market," said Rutger Opschoor, sales engineer for Wiegel Transport Equipment. "With Blackmer, the quality is good and what they do, they do very well; that's what I like about Blackmer pumps. Not every manufacturer can say that."

Beginning more than 30 years ago, the capabilities and



him. Blackmer is a name that sells itself and the after-sales support is just as reliable as the pump itself.”

It appears that there is no stopping Kees in't Veen in his quest to build the ultimate one-stop tank-transport service organization in Europe. And there's more to come as in't Veen is in the process of opening a satellite service facility in nearby Moerdijk and also owns an additional 10ha of land with railroad access at Europoort Rotterdam, which will allow him to begin servicing railcars when it is eventually built out.

So what began as a simple family-based operation created by Kees in't Veen's father has become a tank-transport leader that still uses family values and long-established trustworthy relationships as the basis for its success.

“In 2005, we developed the company motto of ‘Visible Quality’, which is not only a clean truck or a nice tank, but that you have the right equipment and the right people who can help you, support you when there is a problem,” said in't Veen. “We have a long-term relationship with Blackmer, and it's important to have good relationships. That may be old-fashioned, but we depend on good relationships and Blackmer has been good for us, which is how we separate ourselves from the other transport companies.”

This article was written by Frederic Lambin, EMEA – sales transport manager for Blackmer and PSG

www.leschaco.com



The ITT Transport Service Centre at Europoort is constantly full of activity, and pump and compressor technologies from Blackmer play a prominent role in ensuring that all of the site's various businesses operate smoothly, safely and reliably



Blackmer STX Series Sliding Vane Pumps feature a 316 stainless-steel body and internals with chemical-resistant seals, bearings and O-rings, all of which make it an ideal solution when transferring corrosive liquids like hydrogen peroxide

trustworthiness of the Blackmer products that in't Veen has deployed at his businesses have created a level of loyalty to the brand that is virtually unshakeable. For example, after seeing first-hand the performance and reliability of STX in handling H₂O₂, in't Veen had one installed on the grounds of his tank cleaning facility at ITT to perform transloading applications during product-evacuation activities for transports and containers that need to be cleaned.

Kees in't Veen Tanktransporten also has a fleet of trucks that transports refrigerant gases. Those vehicles are equipped with 50mm Blackmer LGL Series Sliding Vane Pumps. The ductile-iron LGL pumps are UL-listed and feature a cavitation suppression liner that reduces noise, vibration and wear during their operation. They also have replaceable casing liners and end discs for easy rebuilding of the pump to like-new condition.

“We have gas trailers that are dedicated for gas transport and all are outfitted with Blackmer LGL pumps,” said in't Veen. “These trailers need to be unloaded below 100kg to be considered empty and the LGL pumps do a great job. That is fantastic equipment. They save our clients a lot of money and time by emptying the trailers to acceptable levels.”

Another ITT business is Container Terminal Europoort, where up to 800 laden or empty liquid and gas tank containers can be stored before moving along to their next destination in the global supply chain. Again, the gas tanks – which have capacities ranging from 700 to 1,400 kg – must have no more than 100kg inside of them to be considered ‘empty’. For this evacuation job, in't Veen employs a Blackmer HDL362C Series Reciprocating Gas Compressor capable of handling hazardous, toxic and flammable gases.

The oil-free design of the HDL362C does not add any additional contamination to the gas being handled, while its full distance piece and piston-rod seals create a compartment between the gas and the lubricated crankcase, which minimises any leakage to the crankcase or the atmosphere. High-efficiency polyetheretherketone (PEEK) valves provide superior sealing characteristics, high efficiency and durability, and the heavy-duty, precision-ground crankshaft features roller bearings and integral counterweights to ensure smooth, quiet operation.

“He's been using Blackmer for a long time, since the beginning of the company 30 years ago,” said Opschoor. “The Blackmer products are very reliable, that's why he's loyal to us and we're very loyal to



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AMP selects Paragon software

UK's leading biomass wood fuel supplier AMP Clean Energy has selected Paragon's route optimisation software and fleXipod ePOD system.

The company, formerly known as Forest Fuels, has adopted the integrated logistics solution to tackle the challenges created by rapid business growth, extended peak periods and changing customer expectations.

"Our rapid commercial growth in recent years, combined with two very long, cold winters meant the manual planning processes we had in place were under increasing pressure and no longer able to cope," said Tony Vick, logistics director for AMP Clean Energy's fuels division. "Our annual customer satisfaction survey also identified a need for shorter lead times and better communications, making it clear that we needed to improve our customer experience as well as maximise operational efficiency."

AMP has brought together some of the UK's biggest biomass businesses under one roof including Forest Fuels, Billington Bioenergy and Midlands Wood Fuels. Prior to rebranding, Forest Fuels selected Paragon's logistics software to help streamline systems and enhance customer experience.

In the past two years the company has expanded its specialist fleet of commercial vehicles from 14 to more than 40 to meet the growing demand for wood pellet and wood chip fuel. The fuels business now delivers to around 4,000 customers using a range of blower, tipped, walking floor and palletised options, enabling it to offer the most suitable delivery choice for each customer's needs.

"We serve customers in sectors as diverse as education, healthcare, hospitality and agriculture," Vick continued. "With 900 deliveries a week in the peak season, it is vitally important to the efficiency of our operation that the right vehicle is used for each delivery. Our planning team has to factor in a number of parameters to ensure deliveries are achievable, but also to ensure that they happen on time, every time."

The Paragon software was selected based on its ability to reduce planning time for complex transport operations and achieve measurable efficiency improvements. The integration of the route optimisation software with the fleXipod ePOD system was also identified as a unique capability that could improve real-time visibility and customer engagement, so was key to the final decision. A team of planners will use the Paragon route optimisation



AMP's rapid growth, combined with two very long, cold winters, meant its manual planning processes were under increasing pressure and no longer able to cope

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software to create weekly plans, with daily routes and schedules refined and finalised the day before, helping AMP Clean Energy to deliver on their service promise. As well as streamlining the planning process, the company will be able to use the capabilities of Paragon's software to identify areas of operational improvement, such as a potential annual fuel saving of 10-14 percent.

Going forward AMP Clean Energy will be able to provide automated SMS updates to confirm the date of delivery and provide a two to three hour time window on the day. Meanwhile, fleXipod will allow the company to further enhance customer communications as well as streamline back office systems by initiating the invoicing process immediately proof of delivery is received.

"As AMP Clean Energy we will be offering a much wider choice of biomass fuel and heat services. Our commitment to provide a consistent, high-quality customer experience will be key to our future success, so the Paragon logistics software will have a critical role to play here," concludes Vick.

William Salter, managing director of Paragon Software Systems, commented: "The biomass fuel sector is a relatively young industry. Leading companies such as AMP Clean Energy are having to handle rapid levels of growth, while continuing to meet customer needs in an efficient and sustainable way. Our logistics software, combined with the expertise of our support team, helps customers to create efficient transport operations that underpin the ability to deliver on their customer promise."

www.paragonrouting.com

TomTom launches WEBFLEET 3.3

TomTom Telematics has launched a new version of its fleet management software WEBFLEET 3.3 which allows fleet operators to review combined vehicle data from different sources in one easy-to-use interface.

The WEBFLEET plugin allows a third party to generate notifications within the software to draw the user's attention to an event or a specific vehicle. This will highlight, for example, when a cold chain trailer temperature is out of range or a vehicle has maintenance issues that need to be addressed.

Using the company's WEBFLEET.connect open API, the software enables flexible and easy back office integrations to bring all information into one system.

For customers with bespoke software needs, this means faster and easier fleet control, integrating such services as safety cameras, temperature monitoring, alcohol testing, routing optimisation or ERP information within their WEBFLEET management system.

The technology is already being used by mutual customers of TomTom Telematics and VisionTrack to view vehicle camera footage directly from WEBFLEET.

"Our customers who also use TomTom Telematics can now pull up incident footage instantly and review via the WEBFLEET interface, without having to open up the VisionTrack software independently," said Richard Lane, commercial director at VisionTrack.

"Having access to both visual proof and telematics data gives the clearest picture possible and helps to mitigate insurance costs."

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Greif boosts Spanish plant

Greif's most recent investment is in an IBC line at its San Roque facility in the Cadiz region of Spain.

Greif's existing plant has been producing large steel drums for more than 30 years. The upgrade now offers customers the world's latest IBC technologies.

Greif's new investment includes a fully automated line, ensuring timely and uninterrupted delivery of IBCs. An additional investment has also been made in a new state of the art and fully automated warehouse where filled IBCs are stored.

The upgraded facility is now equipped to produce the full Greif GCUBE portfolio, currently available across 12 sites around the globe. The San Roque facility will be well placed to deliver products to the olive oil industry, one of the most important economies in the region.

Production of the GCUBE IBCs has started and is expected to reach up to 150,000 units a year.

The Mayor of San Roque Juan Carlos Ruiz Boix officially opened the newly refurbished facility.

Joaquim Duarte, Greif general manager Iberia, said: "This is a significant step forward for Greif and the local economy. It will allow us to serve better our customers and local market demands in southern Spain as well as the North African markets of Morocco, Algeria and Tunisia."

Greif entered the IBC market with the acquisition of Fustiplast in 2010 and in the past



eight years has become the fastest growing and highest investing company in IBC production. Greif's GCUBE IBC heralds the new generation of IBCs and is said to be ideal for shipping bulk quantities of hazardous and non-hazardous products. Greif currently has nine IBC facilities across EMEA and 13 globally.

www.greif.com

Flexicon's new discharger

A new Bulk-Out bulk bag discharger from Flexicon features stainless steel open-channel construction for applications in which contamination of the product or equipment cannot be tolerated.

Unlike hollow steel frame members, the open-channel frame is devoid of cavities or recesses where bacteria, mould and other contaminants can breed, allowing rapid, thorough wash down with water, steam or cleaning solution, reducing the risk of cross-contamination between changeovers and providing unobstructed inspection for verifying cleanliness.

To meet food, dairy, and pharmaceutical requirements, construction includes continuous welds, ground smooth and flush with adjoining members.

As a 'BFC' model, the discharger is equipped with a cantilevered I-beam with electric hoist and trolley for loading and unloading of bulk bags without the use of a forklift.

It is also supplied with Flow-Flexer bag activators that raise and lower opposite bottom edges of the bulk bag at timed intervals, promoting continuous and complete discharge of free- and non-free-flowing materials through the bag spout.

The bag spout interface features a patented Spout-Lock clamp ring that makes a high-integrity connection between the product side of the bag spout and the product side of the equipment, and a Tele-Tube telescoping tube that maintains downward tension on the spout as the bag empties and elongates, promoting total evacuation.

Together, the devices prevent the escape of dust throughout the entire discharging process, from untying of bag spouts to retying of partially empty bags to collapsing and retying of empty bags.



The open-channel stainless steel construction of the Flexicon bulk bag discharger eliminates internal voids where contamination can breed, and allows rapid sanitising and inspection.

BFC series dischargers are available in over 30 configurations constructed and finished to pharmaceutical, food, dairy or industrial standards. Also available are BFF series dischargers with a removable bag lifting frame for loading and unloading of bulk bags using a forklift, and BFH half frame models that rely on a forklift to suspend the bag during discharge.

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Actual photograph taken during testing by American Rail Road Association

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Mauser to distribute Drumguard

Mauser Group used FachPack 2018 in Nuremberg, Germany to promote its exclusive distribution deal for the Drumguard Quattro load securing system by Strauch GmbH.

The product enables customers to form loading units by quickly securing drums on pallets in compliance with domestic and international traffic as well as dangerous goods regulations.

Users of industrial packaging are facing increasing challenges with regard to load securing and sustainability. Often, transport safety is realised by using large quantities of load securing materials. In global goods transport, however, these solutions are not

practical for the entire distribution chain, as picking and rearranging of cargo is common. As a result, load securing for loading units is renewed several times during transport to end customers.

Drumguard Quattro improves this process by combining economic advantages with a modern, sustainable concept.

The system consists of only two components and is therefore much easier to handle than conventional load securing straps as well as stretch and shrink films. There is also no need to invest in machinery for pallet securing.

"With the European Strategy for Plastics in a Circular Economy, the European Union announced a paradigm shift at the start of 2018, and Mauser, as one of the pioneers for sustainable industrial packaging, is always searching for new ways to reduce the use of materials, and to develop products that can be used several times and recycled in the best possible way," explained Klaus-Peter Schmidt, head of product development and global sustainability management at Mauser. The design of Drumguard Quattro allows the system to be reused instead of using single-use plastic or metal products.

"The safe transport of goods is becoming increasingly important, which is reinforced by international legislation and increased



The Drumguard Quattro enables customers to form loading units by quickly securing drums on pallets in compliance with domestic and international traffic as well as dangerous goods regulations.

transport controls," added Marc Löffler, head of technical service at Mauser.

In Directive 2014/47/EU the European Union once again intensified technical roadside inspections for the safety of commercial vehicles. The use of Drumguard gives customers the certainty that optimal securing of plastic, metal and fibre drums is guaranteed to minimise the risk of slipping drums due to dynamic effects, Mauser says. Successful tests and certifications have proved this in accordance with DIN EN 12195-1, EUMOS 40509 and DIN EN 12642.

For the transport of goods in industrial packaging, this means that the optimal load securing needs to be selected with regard to performance, cost and environmental points aspects.

"The simple assembly on wooden pallets, the enormous time savings leading to reduced process costs as well as the significantly improved ergonomics in operations have convinced our customers in Germany," explained Alexander Strauch, managing director of Strauch GmbH. With the sales partnership between Mauser and Strauch, the offering will now be extended to Europe and other continents.

www.mauserpackaging.com

Hoover Ferguson looks down under

Hoover Ferguson is expanding its range of wine and distillery IBCs into the Australian and New Zealand markets.

Sonnie Groombridge, vice president of APAC, Hoover Ferguson explained that the "unprecedented growth" of the boutique wine and distillery sector across Australia and New Zealand has brought both opportunities and challenges for the firm's customers.

"When sourcing beverage container solutions, storage space shortages, a lack of high-quality products and lengthy lead times for equipment being shipped from overseas have all had an impact on wineries and breweries in the region," Groombridge said. "By positioning our fleet of beverage containment solutions on the east and west coasts of Australia, our customers can view our solutions in person and discuss their requirements with Hoover Ferguson's product experts."

The product range includes a wide variety of beverage specification stainless steel and poly IBCs, specifically designed and manufactured to meet the high standards of the wine and spirits industries, offering solutions for distilling, blending, fermentation and short-term storage.

"This is a great opportunity to bring our products to customers in Australia and New Zealand," said Arash Hassanian, senior vice president of global sales & marketing. "We manufacture high-quality wine totes and fermentation tanks in our own ISO 9001:2015 certified facility, allowing us to customise units to meet the specific beverage containment requirements for all of our customers."

Hoover Ferguson has four facilities across Australia and provides a fleet of offshore cargo carrying units (CCUs), workspace and workshop modules, temperature control modules, IBC and chemical tanks.

www.hooverferguson.com



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A Quick Word

*A Quick Word with **Antony Leighton**, sector director for Manufacturing, Industrial and Bulk (MIB) at Eddie Stobart Logistics (ESL)*



BD. As ESL's sector director for MIB, what specific industries and main contracts will you be overseeing?

AL. The MIB sector is now our largest established segment and has seen significant growth during the year. Our operation sees ESL moving a wide range of products from cans and other packaging materials, to timber, automotive parts and even Christmas trees. It's a very wide customer base and something that ESL has been involved in for many years.

ESL has invested heavily in its industrial business over the past couple of years and this has provided us with a platform to work primarily in the construction and building products sector using specialist MOL equipment and curtainsiders. Key accounts include Aggregate Industries and Cemex, but we hope to develop our expertise in the sector and grow to bring on more big names in this space.

Our bulk business is made up of tankers moving bulk cement powder for a wide variety of clients and bulk fuels on behalf of Argent Energy, XPO and Hoyer among others. The bulk fleet also includes some specialist 'walking floors' equipment which we move on behalf of Hanson. This is complemented by a small fleet of concrete mixers.

Similar to the industrial business, we see the bulk and tanker arena as an opportunity to grow and will look to move different bulk product types in the future.

What is the main focus of your new role at

Antony Leighton joined Eddie Stobart in December 2017 during the busiest period in the company's history. "It was definitely the fastest way to learn," he told Bulk Distributor.

Having enjoyed a long and varied career within the logistics industry, starting out on Hoyer's graduate training scheme, his first management position was as a transport manager and from there he progressed to contract manager before becoming a divisional director.

After 15 years he left Hoyer to become managing director of Suttons' tanker division, heading up operations in the UK. After four and a half years of "significant revenue, profit growth and a lot of fun", Leighton returned to Hoyer, running the company's operations in Norway.

In December 2017 he took on a fresh challenge at ESL and talks exclusively to Bulk Distributor about his role as sector director for MIB and the issues currently facing the industry.

ESL and what does it involve?

Coming from a mainly tanker background I spent the first two to three months learning about our business and more importantly establishing relationships with our customers. My priorities are to focus on our service offering, solidify our position in the Industrial sector, embed our recent new business wins, deliver operational efficiencies to improve our profitability and most importantly, grow!

Can you tell us more about the ongoing fleet diversification – what lies behind the decision to diversify and how it is progressing?

It's primarily about ensuring that we can meet the needs of our current and future client base in the building products sector. We've invested heavily over the past few years by offering complementary services and 'logistics choice' to key clients that can only enhance our value offer, making us more competitive.

Looking ahead, how would you like to develop the role, what plans do you have for the next 12-18 months and what challenges lie ahead?

I want to ensure that Eddie Stobart is firmly established in the bulk and industrial sectors. We have some further growth already secured for the end of this year and a solid pipeline to keep that growth momentum going. We'll need to cope with the challenges of the rising fuel prices and increased congestion, but have plans in place to address these issues.

How important is the bulk sector to ESL? Is it an area that the company is keen to grow?

It's absolutely vital. We've made significant investment in the sector over the past few years and we have a growth strategy which is already bearing fruit. The bulk powder tanks in particular help us offer complementary services to new and existing clients in this market.

How many vehicles are you currently operating in the MIB sector and are there any plans to expand the fleet?

In total we're operating just under 600 trucks and just under 800 trailers of various types in MIB. Of that, we're running 61 trucks and 65 trailers in bulk. The fleet has already grown significantly in the last six months and we fully expect to continue expanding the fleet both with new business gains and with our current customers across all of MIB.

Who are your main clients in the bulk sector and what are their main requirements?

We have two main types of client at the moment: bulk fuels clients and bulk cement powder clients. Requirements are different depending on the client, but the common need is for us to deliver product safely with high service levels. In order to help meet our clients' needs, we offer either dedicated or spot transport solutions on a fully planned basis or on a resource-only basis. We can also offer a wide variety of commercial mechanisms which best meet the needs of our customers too.

How important is safety and how do you ensure that your drivers are fully equipped to deal with the demanding nature of this sector?

It's absolutely vital for keeping and winning business. Eddie Stobart has a strong culture of promoting health and safety standards throughout the business and we are continually

seeking ways to improve. We continue to invest in safety training for all employees, particularly our drivers and warehouse operatives. We cover all areas of driver training be it class one training, SAFED courses, DCPC, PDP, crane courses for construction equipment and so on. We complement this with high investment in technology – all our vehicles are equipped with on-board tablets with full telematics and management information on driving behaviour.

What are the big issues affecting the industry at the moment, both in the UK and further afield and how can these be addressed?

We continue to face significant industry challenges across our entire end-to-end supply chain. Working collaboratively with our customers, we look to innovate and explore further solutions to ensure that we're fit for the future.

A common industry challenge is driver shortages, which is not something we experience, however, we're trying to help address this through investment in our training academies, with our second training school recently opening in the Midlands. We've also been awarded for our continued support to the Armed Forces, as we look to recruit service leavers and actively encourage our employees who wish to join the reserves. In April, we introduced a Driver Development Programme (DDP) and partnered with The Logistics Academy to give our drivers the skills and knowledge to progress their careers. We also work alongside the Career Transition Partnership (CTP) to encourage job applications to Eddie Stobart and increase exposure to the service leaver community.

Other challenges include increasing levels of road congestion which has seen road speeds reduce and the need to have more vehicles to do the same work. We've entered into a partnership with Highways England to share information on road speeds, road works, parking locations and future strategy plans for upgrading the motorway network.

Eddie Stobart has been awarded a five-year contract by building materials business Tarmac. The contract, effective from December 2018, will see Stobart help Tarmac's cement and lime business restructure from a national to a regional transport set-up for cement hauliers to deliver an enhanced service for its customers.

Antony Leighton said of the new contract: "We're delighted to support Tarmac in its efforts to restructure its distribution and supply chain model to offer a flexible service for customers. We're proud to be selected as a trusted partner through this process and the contract further underlines our commitment and experience in the manufacturing, industrial and bulk sector."

Tarmac will use Stobart's fleet to help distribute bulk and packed cement to customers in the South East of England. The new regional model will be rolled out with support from Stobart and will help Tarmac to provide a localised service with enhanced resilience, flexibility, service, cost and safety for its customers

Terry Scott, national logistics manager at Tarmac, said: "Our supply chain and logistics operations are crucial to maintaining Tarmac cement and lime's position as the UK's market leader. Our new regional model and strengthened network capability means we're able to offer a better, more flexible service to meet customer requirements and we're delighted to be working with Eddie Stobart and our other regional distribution partners."

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Abbey wins Hovis contract

Baking company Hovis has awarded Abbey Logistics a UK contract to provide bulk flour distribution to its bakeries in the Midlands and the South.

Hovis, one of the UK's most recognised brands, selected Abbey Logistics following a competitive tender process, where Abbey demonstrated the added value it could provide through its flexible and responsive distribution model, ability to invest in new equipment and its focus on data driven continuous improvement.

Abbey, the UK's largest bulk food powder tanker company, is set to invest significantly in new equipment to bolster Hovis' existing fleet and is committed to supporting its new customer with flexible resource from its wider nationwide bulk powder tanker fleet. All existing bulk distribution staff currently supporting Hovis in the Midlands and the South will also transfer to Abbey Logistics when the contract begins.

"We are delighted that Hovis selected us to deliver this prestigious contract and look forward to providing the company with a dynamic and flexible service that enhances its quality of service," said Steve Granite, Abbey Logistics CEO.

"Our two companies are very closely aligned in terms of our commitment to quality and continuous improvement and this new partnership once again demonstrates Abbey's commitment to investment in equipment that supports our customers."

Chris Harrop, Hovis Milling supply chain director, added: "We needed a transport provider with expertise, experience and the ability to drive supply chain service to ensure that Hovis can in turn deliver to our customers and consumers.

"Abbey also demonstrated its commitment to us through its fleet investment and we were impressed by the company's ability to capture and analyse real time data which will deliver increased operational flexibility."

DP World set to transform East Africa logistics

Despite its recent turbulent past, Rwanda has recovered to be one of the star economic performers in Africa.

Now the country's government is teaming up with Dubai-based ports and logistic group DP World to open a state-of-the-art logistics hub 20km from the capital city Kigali, and close to the international airport. The facility is East Africa's first ever inland dry port developed by DP World.

DP World Kigali is a secure, bonded facility spread over 13ha and features an inland container terminal (ICT) with modern warehousing capacity, a container yard, administrative and services buildings, parking areas and other facilities.

The facility accesses two secure trade gateways for eastern Africa, Kenya's port of Mombasa and Dar es Salaam in Tanzania. Rwanda is working closely with Tanzania on a new standard gauge railway from Dar es Salaam to Kigali that will add a direct rail corridor to the two existing road routes, improving connectivity for containers and bulk goods.

Currently, the cost of transporting a 20ft container from Shanghai to Mombasa costs anywhere between US\$500 and \$1,000. Yet, transporting the same container from Mombasa to Kigali varies between \$3,000 and \$4,000. The introduction of DPWK will serve the inland logistics problems, delays and cost by providing a one stop shop for all logistics requirements and cargo services, and hopefully reduce costs.

The facility offers container handling, stuffing and de-stuffing, warehousing, storage and other cargo handling services. Importers from overseas can be routed through the Kigali Logistics Platform for onward distribution to the surrounding countries of Uganda, Tanzania, Burundi and the DRC, a growing region of over 40 million people.

Customs officers at the incoming port use highly advanced e-tags to seal incoming containers. These active RFID tags allow real-time tracking of cargoes on route to Kigali, for complete transparency and added security. A dedicated customs team inside DP World Kigali handles final customs clearances.

DP World Kigali is also establishing a road transport solution that will allow clients to outsource fully their end-to-end logistics needs, including international shipments, clearances, repacking and final deliveries. DP World's single-window cargo management system and other investments in IT and automation will increase efficiency and reduce costs. These are savings that can be passed down along the supply chain to drive more growth in the region's economy.



DP World Kigali is a secure, bonded facility spread over 13ha

ADNOC Logistics to transport Borouge cargo

Petrochemical company Borouge has awarded ADNOC Logistics & Services (ADNOC L&S), the shipping and services arm of the Abu Dhabi National Oil Company (ADNOC), a three-year contract to transport 11 million tonnes of polymers from its Ruwais container terminal in Abu Dhabi, to Khalifa and Jebel Ali ports.

The contract, awarded after a competitive bidding process, will support the expansion of activities at the Ruwais terminal. In May 2018, ADNOC L&S signed a five-year agreement with Borouge for the management of its cargo handling at the terminal of up to 800,000 TEU a year, requiring a broad range of services, from labour and management expertise, together with safety and operations.

"This is the second co-operation of its kind between Borouge and ADNOC L&S in which we have entrusted the handling operations of our shipping cargo at the Ruwais container terminal," said Ahmed Omar Abdulla, CEO of Abu Dhabi Polymers Company (Borouge). "This represents another developmental milestone for Borouge and a successful step towards strengthening our supply chain, to ensure

the best and safe delivery of our products to customers around the world. We are confident that our shipping activities will be further enhanced thanks to the expertise of ADNOC L&S who are carrying out all the handling operations of Borouge packed and palletised products and bulk loaded containers in Ruwais."

The contract was signed by Ahmed Omar Abdulla, CEO of Abu Dhabi Polymers Company (Borouge) and Captain Abdulkareem Al-Masabi, CEO of ADNOC L&S, in a ceremony held at Borouge's stand during ArabPlast 2019, the largest plastics, petrochemicals and rubber industry trade show in the MENA region.

Al Masabi said: "By combining our assets and experience in shipping, onshore logistics and onshore services we have created a fully-integrated marine and logistics company, now the largest in the region, to service customer' needs across the oil and gas value chain.

He added, "We offer a distinct advantage to companies, such as Borouge, in that we can support their diverse needs within port and shipping operations. We are confident that our partnership with Borouge is a model that can be replicated to win new business with

both regional and international players."

Through a combined programme of strategic partnerships and investments, ADNOC will increase its range and volume of high value downstream products, secure better access to growth markets and create a manufacturing ecosystem in Ruwais that will stimulate in-country value creation, private sector growth and specialised job opportunities. As the company grows its downstream business, new opportunities will also be created for ADNOC Logistics and Services, as ADNOC Group's shipping and logistics arm.

The contract with Borouge, which is a joint venture between ADNOC and Austria-based Borealis, supports ADNOC's 2030 strategy to grow its downstream business, which will see the company tripling production of petrochemicals to 14.4 million tonnes a year by 2025.

In May 2018, at its Downstream Investment Forum, ADNOC unveiled a blueprint to create the world's largest integrated refining and petrochemicals complex, in Ruwais, enabling the company to stretch the value of every barrel it produces. Implementation is now underway.

Imperial opens Osnabrück hazmat storage

Imperial Logistics has opened a new hazardous materials warehouse near Osnabrück, Lower Saxony, Germany. The site features the latest safety and environmental protection systems, and began operations in December creating 70 new jobs.

The Osnabrück location was officially opened by Sebastian Huedepohl, mayor of Rieste Municipality, in front of an audience of 150 local dignitaries, customers and workers.

The development of the facility followed an Imperial study of regional demand for hazmat storage in the region, triggered by the specific needs of one of its major customers, and strong underlying demand growth.

Imperial has been honing its expertise in chemical logistics for more than 30 years and is now a specialist in the storage of hazardous materials in Germany, working with many of the world's major chemicals companies.

Director of warehousing & distribution – business unit chemicals Michael Pohl said: "Because of our specialisation in this sector, and our close relationship with the key players, we discovered that there was an unsatisfied need for hazardous goods warehousing in this region.

"Outsourced logistics solutions for this sector must be competent and economical, but also comply with rigorous regulations. Few logistics service providers can match Imperial Logistics' ability to meet



the rigorous regulatory requirements of building and operating a hazardous goods warehouse."

The 12,500 sqm warehouse accommodates 20,000 pallets of chemicals, within an area of 2.8ha. The varying storage needs of different clients will be offset in this multi-user facility, so clients only pay for actual capacity used. Materials of almost all classes will be stored in solid, liquid or gaseous form on racks or in blocks; the only commodities excluded will be radioactive and explosive substances.

In addition to traditional warehousing, distribution, customs warehousing and clearance for chemicals producers and traders, the new facility enables Imperial to offer added-value services such as temperature-controlled storage and transport management, labelling, repacking and display construction. The company's specialised chemical logistics IT solution will provide clients with data and statistics enabling them to identify trends and optimise operations.

The warehouse embodies numerous safety features; walls between storage sections are fireproof, as are all warehouse doors. All pallet racks are fitted with fire and smoke detectors, activating an integrated sprinkler system and automatically alerting the local fire brigade. Warning systems are triggered in the event of gas leaks or break-ins. In addition, any water used in fire-fighting is prevented from penetrating floors, and is safely collected in the building before professional disposal.

The facility is located on the Niedersachsenpark, connected to Autobahn 1 – a major transport artery serving north-western Germany, Scandinavia, the Netherlands and the Rhine/Ruhr region.

Recently-appointed CEO of Imperial Logistics International Hakan Bicil added: "Leveraging our specialist competencies, resources and skills, we have delivered productivity increases of over 20 percent, cost efficiencies and improved risk management for our chemical clients. We will continue to customise our capabilities to drive our chemical clients' competitiveness.

"Hazardous goods storage and distribution is an exciting growth market in Europe. New products like lithium-ion batteries, and increasing regulation, make outsourcing an increasingly attractive option for clients. This is creating new business opportunities for us," Bicil concluded.

Today the company operates a total of around 20 specialist facilities throughout Germany, the Netherlands and Belgium with a total capacity of over 340,000 pallets. Services include on-site and off-site (single-user or multi-user) warehouses, at which it picks up to 4,000 orders daily and undertakes 800,000 shipments a year.



Imperial's 12,500 sqm warehouse accommodates 20,000 pallets of chemicals



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Smart Eagle wins award

US carrier Eagle Transport Corp has been honoured with a SmartWay Excellence Award from the US Environmental Protection Agency (EPA) as an industry leader in freight supply chain environmental performance and energy efficiency.

"Safe and responsible transportation of chemical & petroleum products are core values at Eagle Transport," said Eagle's president and COO Lance Collette. "A sharp and consistent focus on protecting everyone's health and our environment, through company and industry initiatives have been built into the way we operate our business. There are no shortcuts. We are proud to have been chosen by SmartWay to be a part of this elite group of carriers."

Originating in Rocky Mount, North Carolina, Eagle Transport was one of 40 truck carriers to receive this distinction, representing the best environmental performers of SmartWay's 3700 partners. The Excellence Awardees were honoured at the 2018 American Trucking Association's annual management conference & exhibition in Austin, Texas in October 2018.

"EPA is honouring top-performing SmartWay Carrier Partners with this year's 2018 SmartWay Excellence Award, for their leadership in moving more goods with less fuel," said EPA's assistant administrator of the Office of Air and Radiation, Bill Wehrum.

"These companies inspire others in the freight sector to invest in innovative technologies and business practices that save fuel, while reducing costs and protecting the environment."





Antwerp has eyes on Africa

Port of Antwerp is looking to encourage and invest in sustainable development for ports in developing countries.

In November, the port and its investment subsidiary Port of Antwerp International (PAI) signed a collaboration agreement to this effect with Enabel, the Belgian development agency.

Finding and supporting suitable growth centres in particular countries now plays an increasingly important role in the vision for Belgian development collaboration. Ports as essential links in the supply chain play a vital part here, acting as engines of economic development, Antwerp points out. Ports can be made more efficient by providing advice and training, and by making improvements to facilities. This in turn boosts the host country's supply chain, with a positive effect on national performance and competitiveness, as well as helping to create employment.

"I am very pleased to have signed this collaboration agreement," declared Enabel CEO Jean Van Wetter. "Shipping transport is an important factor in international development. Port of Antwerp and Belgian development aid both concentrate a large part of their efforts on Africa. The annual volume of freight carried between West Africa and the port of Antwerp amounts to 15 million tonnes. Thirteen out of Enabel's 14 partner countries are located in Africa, and many of these have coasts with major ports. Making their port management more efficient, both on the import and on the export side, is therefore crucial for future-oriented, sustainable development," Van Wetter added.

The agreement was signed in Antwerp Port House by Jacques Vandermeiren, CEO of Antwerp Port Authority, Kristof Waterschoot, managing director of PAI, and Jean Van Wetter, CEO of Enabel. The aim of the agreement is to combine the forces of all three organisations to permit closer collaboration with a view to sustainable development of ports in developing countries.

Last year the World Ports Sustainability Programme (WPSP) Charter was signed, based on the 17 Sustainable Development Goals (SDGs) defined by the United Nations.

Antwerp CEO Vandermeiren explained: "As engines of economic growth and development all over the world, ports are an important lever for achieving these SDGs. The port of Antwerp for its part is a major hub in the global supply chain and a leader in creating added value, and as such it aims to play a pioneering role here. The entire



Antwerp is already collaborating with Benin to modernise the port of Cotonou

port community has therefore made a commitment to sustainable growth and development. The signature of this collaboration agreement will enable us to put these SDGs into practice."

The port of Antwerp has the highest number of direct services to West Africa, out of all the ports in North-West Europe.

"Africa is a very important region for us," declared Kristof Waterschoot. "Not only because of our market leader position, but also because of the collaboration that we already have with various African ports. One good example of this is our collaboration with Benin aimed at modernising the port of Cotonou. In this case we have assumed temporary responsibility for the entire management of the port. This closer collaboration with Enabel will make it possible for us to provide further support for existing projects and to set up new agreements for potential collaboration arrangements. In this way we can transfer our expertise to ports in developing countries, ultimately enabling them to further develop themselves in a sustainable way."

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Dunkerque secures parking

In the middle of 2018, Dunkerque-Port in France undertook the creation of a secure parking lot located inside the cross-Channel terminal.

It is just one of the systems implemented in conjunction with the British authorities to secure the facilities of the cross-Channel terminal in Dunkerque and offer parking space for heavy goods vehicles.

The secure parking lot is for heavy goods vehicles waiting to embark for England.

The parking lot is an additional service for customers of the cross-Channel terminal in preventing heavy goods vehicles from parking upstream of the terminal and helping to limit the problem of parking within the port precinct.

Drivers can choose their departure time via the DFDS line to Dover (early registration) and wait in a secure area. This allows them to manage better their driving time and mandatory rest periods.



Drivers have access to the lounges and facilities of the cross-Channel terminal.

As far as security is concerned, the parking lot is equipped with high fences fitted with thermal imaging and video surveillance systems operating 24/24, as well as a more economical lighting system on the entire periphery of the parking lot.

These security features are completed by patrols.

Covering a surface area of about 3 ha, the lot can accommodate some 225 heavy goods vehicles.

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Rotterdam projects finished

Two significant projects were completed at the back end of 2018 in Port of Rotterdam.

Phase 2 of the HES Botlek Tank Terminal expansion project is now complete, according to HES International.

"Although the tanks were already operational for a while they still needed to be painted. With the completion of this paintwork Phase 2 is officially concluded," the company said.

"The current capacity of 490,000 cbm will however soon be expanded again as we will start the next project on short notice. This expansion consists of six tanks for biofuels with a total capacity of 20,000 cbm. All our investments are backed by multi-year customer contracts."

Meanwhile, Euro Tank Terminal (ETT) has extended its jetty in the Calandkanaal resulting in considerably increased occupancy.

Now the terminal can load or unload two large tankers at one time. Customer service team leader Lissy Helbers explained: "At our jetty in the Calandkanaal, we receive around 22 VLCCs a year. These large tankers are over 300m long and usually spend three or four days berthed at the jetty. Whenever a VLCC was berthed there, we had too little space to handle a second large range (LR) tanker at the same time. With lengths reaching up to 280m, LR tankers are slightly



Euro Tank Terminal has extended its jetty in the Calandkanaal and can now load or unload two large tankers at one time

shorter than VLCCs. In the past few months, we have extended the jetty by 20m and moved the berthing and loading/unloading infrastructure. Now we are able to load or unload a VLCC and an LR tanker simultaneously. This makes a huge difference to our jetty occupancy."

The jetty extension was planned and carried out in co-ordination

with Port of Rotterdam Authority. "During the preparatory phase, we sat down together to work out the available options along the Calandkanaal. This canal is an important shipping route to various port terminals. We wanted to extend the jetty as much as possible without obstructing other shipping. This aim has been achieved," Helbers added.

After the extension, ETT was for the first time able to receive and handle a VLCC (Atromitos) and an LR2 tanker (Ridgebury John Zipser) at its jetty. It was a 450,000 tonne cargo of fuel oil for two different clients. The VLCC was 330m long and the LR2 over 270m. This meant the jetty's maximum capacity was being used. It should be noted that when a VLCC is being combined with an LR2 that is longer than 250m, ETT will always check at the site to ensure the smaller vessel is properly berthed.



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Phase 2 of the HES Botlek Tank Terminal expansion project is now complete

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GPS, Equinor to develop LPG terminal

South East Asia is to receive its first independent LPG storage facility. Global Petro Storage (GPS) has signed a long term agreement with Equinor, a multinational energy company, to develop the terminal in Port Klang, Malaysia.

The new facility will be the first independent, refrigerated LPG terminal in Malaysia, and will provide storage services exclusively to Equinor.

Equinor will bring LPG to the terminal and sell into the domestic market in Malaysia as well as selling volumes to markets like Bangladesh, the Philippines, India, Indonesia and Vietnam.

The facility will have capacity to turn over 1.5million tonnes of LPG each year and will be able to handle very large gas carriers (VLGC) and pressurised LPG vessels on its jetty. Work will begin in January 2019 and the 135,000 cbm terminal should be completed by early 2021.

GPS is the majority shareholder for the project and will develop, own and operate the LPG facility.

Eric Arnold, Managing Director and CEO of GPS said: "The new LPG terminal is a highly strategic, unique asset that will give Equinor a new platform in South East Asia, and enhance its reach into the region, where the LPG market is growing."

GPS and Equinor's agreement to develop the facility represents the first time the companies have entered into formal partnership.

The announcement in Malaysia comes just one month after construction began on GPS's terminal project in the Port of Hamriyah in the United Arab Emirates (UAE) with two long-term partners. The terminal, GPS's first investment in the Middle East, will provide services for industrial reprocessing of waste oils, trading, import and bunkering.