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## Global tank fleet grows 11%

**A**s Bulk Distributor went to press, ITCO released its latest annual tank container fleet survey.

A fuller analysis will be in the May-June issue, but the figures show that the global tank container business continued to grow in 2018, with a record number of new tanks being manufactured, and many operators and leasing companies increasing the size of their fleets.

There are a number of reasons for this growth, said ITCO.

The trend continues to convert certain cargoes - which were previously shipped in drums or transported in chemical tankers - to tank containers.

In addition, China has seen a significant growth in the use of tank containers for domestic transport of bulk liquids.

This has resulted in high levels of demand for the services of ITCO members - in all sectors of the industry - reflected in higher equipment demand and utilisation.

According to the 2019 survey, the worldwide tank container fleet grew by almost 11 percent in 2018 over 2017. This year's survey estimates that,

at 1 January 2019, the global fleet stood at 604,700 units worldwide, compared with 552,000 on 1 January 2018, a year-on-year growth of 10.81 percent, compared with 8.66 percent the previous year.

The number of tank containers produced last year also showed a significant jump. In 2018, a total of 59,700 tanks were built, compared with 48,500 in 2017, an increase of more than 11,000 units over the previous year.

As in previous editions, the survey analyses the growth in the world's tank container fleet and the development of production on a year-by-year basis.

It shows how, numerically, the industry continues to be dominated on a global level by a relatively small number of major tank container operators and leasing companies.

The top 10 operators account for over 225,000 tanks representing nearly 60 percent of the global operators' fleet. The top 10 leasing companies account for 227,000 tanks, about 82 percent of the total leasing fleet. The top three leasing companies account for 150,000 tanks, almost 55 percent of the total fleet. *Continued on page 2 →*



The number of tank containers produced last year also showed a significant jump



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# Higher prices drive EU chem sales value

**Production in the EU chemicals sector posted a decline of 0.9 percent in 2018 compared with the previous year.**

Cefic's Chemical Trends Report for February 2019 noted that the results of 2018 were mainly affected by the second half of the year, with output declining in Q3-2018 and Q4-2018 by 1.3 percent and 4 percent, respectively, compared to the same period of 2017. Base chemicals were most affected compared to other sectors. Producer prices were above the previous year's level, growing 3.7 percent in the EU chemicals sector in 2018. Q4-2018 reached the highest values since Q3-2013.

Total sales (domestic and exports) were 3.7 percent above the previous year's level. In Q3-2018, total sales in the chemicals business reached their highest level since Q4-2011. Sales during the first 11 months of 2018 posted a value of €529.5 billion. Sales growth was mainly driven by higher growth in producer prices.

Data analysis shows that domestic sales (inside the EU28 area) grew 3.1 percent from January to November 2018, reaching €379.6 billion.

Meanwhile, EU chemicals exports outside the EU28 area reached the value of €149.9 billion through November 2018, up from €142.6 billion during the same period of last year. EU chemicals exports to the USA were €29.6 billion from January to November 2018, up from €26.5 billion from January to November 2017. With 9.2 percent, China is still the third largest exporting market for the EU chemicals sector, followed by Africa, Middle East and Russia.

EU chemicals imports outside the EU28 area reached €107.8 billion through November 2018, rising by €9.2 billion. Extra-EU chemicals business was 9.3 percent above the previous year's level. With 13.4 percent, China is the third largest importing market for the EU chemicals sector, after the USA and Rest of Europe. EU chemicals imports



Data analysis shows that domestic sales (inside the EU28 area) grew 3.1 percent from January to November 2018

went up significantly from China (17.6 percent), while imports from the USA fell, mainly in basic inorganics and consumer chemicals.

The net trade surplus was €42.1 billion during the first 11 months of 2018, down from €43.9 billion during the same period of 2017. As expected, the largest EU chemicals surplus occurred with rest of Europe. EU chemicals, however, registered a trade deficit with India, China, South Korea, and Japan.

## Plastic risk

In another move, Cefic says the comprehensive inventory of all plastic additives used to date in the EU, published in February by the European Chemicals Agency (ECHA), is an important step towards better risk assessment of these substances under REACH and CLP.

Cefic and its members worked alongside ECHA, the plastics value chain represented by PlasticsEurope and European Plastics Converters (EuPC), academics and EU member state

representatives, for two years to screen some 1,000 substances, to identify the substances that are actually used as plastic additives in the EU and validate data on their intrinsic properties.

The data provided by the industry helped ECHA and a team of researchers develop a model to calculate the release potential of each substance into the environment.

Regulators in EU member states will be able to use this inventory as a starting point to decide which substances should be assessed as a matter of priority. The information provided in this inventory will need to be combined with the hazard characteristics of each substance for a full risk assessment.

Companies will be able to use the inventory to refine further the data about uses and exposure potential in their REACH registration dossiers. Cefic and PlasticsEurope members will communicate the inventory to their supply chain to make sure the downstream industries have the right information about the uses of each substance and its properties.

ECHA committed to map all substances registered under REACH in the >100 tonnes band and their uses in order to identify those that require further regulatory action and those that have a lower risk profile and can therefore be assigned a lower priority.

So far, 419 high volume (>100 tonnes/year) substances have been identified as additives in plastics in the context of this project. They cover a group of functional additives and pigments. Additives are used in plastics to impart the essential properties needed to make them fit for their specific purpose and ensure safe use by the consumer throughout the article's service life.

They include: plasticisers that ensure the flexibility and durability of cables, flooring and roof membranes; flame retardants that impart fire safety properties to electronics and other household items; anti-oxidants that ensure the durability and stability of drinking water pipes and other long-life articles; and other additives such as pigments, heat stabilisers, etc.

The potential for release into the environment means the potential for a chemical to be released in air, water and soil during the use of that chemical in an article. The inventory does not provide actual (real life) or experimental data, only the relative release potential.



Regulators in EU member states will be able to use the ECHA inventory as a starting point to decide which plastic additives should be assessed as a matter of priority

representatives, for two years to screen some 1,000 substances, to identify the substances that are actually used as plastic additives in the EU and validate data on their intrinsic properties.

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Regulators in EU member states will be able to use this inventory as a starting point to decide

→Continued from page 1

## Global tank fleet grows 11%

An on-going trend is that the growth in the demand for tank containers globally has enabled smaller players to enter the market - usually offering niche products or working in a regional market.

Commenting on the results, ITCO president Reg Lee noted: "This year's ITCO Fleet Survey again shows significant growth in the tank container business during the past 12 months. The expansion of the tank container industry underlines the fact that this mode of transport is safe, reliable, economic and sustainable.

"The world today is very concerned with the pollution of our planet and the effect on global warming," Lee continued. "Plastic waste is polluting our oceans or being incinerated to pollute the air we breathe. Still more plastic material of all kinds is being sent to landfill sites around the world where it will take 100 years or more to bio-degrade after being buried to become a problem for future generations. At last governments around the western world are showing their concern and are banning plastic bags. The tank container industry must show its concern for the planet, by demanding that - if plastic bags are used to transport bulk liquid products - the customers using them should obtain a certificate from the carrier to confirm where and how the bag will be disposed, after this product has been discharged."

www.itco.org

# SABIC to use recycled plastics

**SABIC has signed a memorandum of Understanding (MoU) with UK-based Plastic Energy Ltd, a pioneer in chemical plastics recycling, for the supply of feedstock to support SABIC's petrochemical operations in Europe.**

SABIC and Plastic Energy intend to build a first commercial plant in the Netherlands to refine and upgrade a valuable feedstock, known as Tacoil, a patented Plastic Energy product, which will be produced from the recycling of low quality, mixed plastic waste otherwise destined for incineration or landfill. The plant, which is expected to enter commercial production in 2021, is a significant milestone for SABIC towards the company's commitment to establishing a circular economy and, more broadly, its sustainability goals.

"Sustainability is a core value at SABIC and the circular economy is a cornerstone of our strategy as evidenced by this unique agreement," said Frank Kuijpers, general manager for corporate sustainability at SABIC.

"SABIC is proud to be the first petrochemical company to implement a project for the chemical recycling of challenging plastic waste into feedstock for steam crackers. This exciting project is testament to our commitment to scale up advanced chemical recycling processes of plastics back to the original polymer."

"We are delighted to be working with SABIC on



SABIC and Plastic Energy intend will build a commercial plant in the Netherlands to refine Tacoil, a patented Plastic Energy product, which will be produced from the recycling of low quality, mixed plastic waste

this exciting project to support their petrochemical operations in Europe," added Carlos Monreal, founder and CEO of Plastic Energy. "We have already two industrial plants in Spain operating 24/7 and a technology team with more than 10 years of experience developing this patented technology. Our advanced expertise will promote this new opportunity to turn plastic back into plastic as part of the circular economy."

Plastic Energy has successfully commercialised a patented thermochemical conversion technology to convert a wide range of end-of-life, dirty and contaminated plastics, hardly recyclable for conventional processes, into usable feedstock. Plastics are melted in an oxygen free environment and then broken down into synthetic oils at which point the oils need to be refined and upgraded as feedstock for traditional petrochemical uses.



A now discontinued waste facility near St Petersburg. Russia joined EFTCO some years ago, but Havila laments the lack of progress in bringing local cleaning infrastructure up to standards found elsewhere

# Cleaning still a big obstacle to Russian tank uptake

**The use of ISO tank containers in Russia continues to grow. Nikolay Grigorev, president of logistics group Havila, says this is largely due to two factors: a lack of suitable rail tank cars (RTCs) for chemical transport and railway tariffs that give an advantage to tank containers over RTCs.**

Nevertheless, a number of challenges remain. A shortage of rolling stock, notably flatbeds for carrying ISO containers, is jacking up prices both among equipment leasing providers and operators.

Currently, the Russian domestic market for tank containers is probably in the region of 15-17,000 units. Currently, only two big global leasing companies offer this type of equipment, but Grigorev says the interest is there and this year some new players should start appearing.

But another big stumbling block is the lack of robust and reliable cleaning infrastructure. Havila itself has invested in depots – in Tambov and Togliatti – but these remain the only two certified depots in all of Russia.

Russia joined the European Federation of Tank Cleaning Organisations (EFTCO) some years ago, but Grigorev laments the lack of progress in bringing local cleaning infrastructure up to standards found elsewhere in Europe.

The majority of cleaning depots are not even meeting Russia's minimum requirements for safe waste treatment, he says. Such examples exist even in the biggest cities - like Moscow and St Petersburg - and there have been a number of fatal accidents resulting from poor safety management.

Russia's chemical sector has not changed significantly over recent years. The country still produces commodity chemicals and imports specialities. The main import flows are products such as plasticisers, solvents, hydrogen peroxide and aniline, while export flows are dominated by those produced in phenol-acetone plants (alpha-methylstyrene, phenol, acetone), monomers, xylenes, and caustic soda. A majority of these products are transported in tank containers using different transport modes.

For non-hazardous chemicals and food products, flexitanks also provide a cheaper alternative. Although, some restrictions, and



Havila's President Nikolay Grigorev. We encourage all tank container operators doing business in Russia to follow European practices and culture in terms of cleaning arrangements

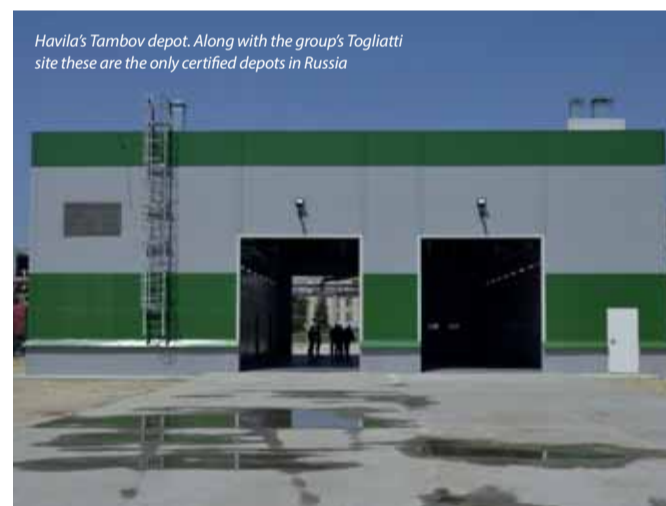
indeed recommendations of flexitank producers as to their use on Russian railways, can make this type of transport less attractive to shippers.

Road transport in tank trucks is still a source of competition for spot flows to or from neighbouring countries where intermodal is not an option. Such transports work well over distances of under 1,500km between shipper and consignee, where the core advantages are higher payloads and much shorter transit times compared to containers on rail.

In the past year a lot of new block trains have been launched to and from Russia to different parts of Asia (mainly China), but the concept does not work well for ISO tanks carrying chemicals, and these trains are used mainly for general cargoes.

In summary, the Russian market for tank containers is developing actively with average annual growth of 10-13 percent, but Grigorev points out that time is still needed to change the mindset of shippers and operators, and only combining those ambitions with expertise from the global market will allow the Russian market to develop properly.

"Havila's group of companies is encouraging all tank container operators doing business in Russia to follow European practices and culture in terms of cleaning arrangements and choose the right cleaning partners," he says.



Havila's Tambov depot. Along with the group's Togliatti site these are the only certified depots in Russia

[www.havila.ee](http://www.havila.ee)



Interior of a cleaning depot in Moscow. High time to bring Russian cleaning facilities up to standards found in Western Europe

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# All things container under discussion

In February, the Russian Maritime Register of Shipping (RS) held a conference on 'Containers and Container Transportation' in St Petersburg.

Speaking at the opening, Konstantin Palnikov, RS director general, noted the RS biennial conference was attracting an ever-growing audience. This year the representatives of 95 container-related organisations came together in the professional forum.

At the conference, industry representatives – design organisations, equipment, materials and components manufacturers, operating companies and scientific institutes had an opportunity to share best practice and discuss current issues in container transport. The open dialogue facilitated promotion of initiatives, implementation of technical innovations and the search for joint decisions on the development of transport logistics and the industry in general.

A number of companies presented novel solutions. For example, container manufacturer Kotte-Container reported on its innovative technology for bulk cargo shipments using a bottom discharge container designed for functioning as a freight car, store and grab. Safe Technologies Industrial Group presented transport-refuelling system for the space industry, including using tank containers for rocket fuel transport. ICT (Innovative Container Technology) introduced the idea of using 20ft ISO containers for transporting packaged goods, liquid and bulk cargoes, with an adaptable design that allows for changing the cargo type.

Eurotainer reviewed the world market in tank containers which are mainly produced in China: 83 percent of manufacturing capacity is

accounted for by CIMC, Nantong Tank, Singamas and CXIC Group. CIMC, which has the largest market share, was itself a participant at the conference. RS co-operates with all the big Chinese manufacturers and Russian companies operating this equipment.

The development of the tank container market was reported by Unicon 1520, which specialises in transport services and multimodal logistics of liquid cargoes, including dangerous goods.

Infotech Baltika M, whose tank container fleet accounts for 20 percent of the total equipment operating in Russia, shared its experience of a two-year pilot operation of a tank container made of fibre-reinforced plastic (FRP). The container showed itself to be reliable, easy to operate and repair, and demonstrated a number of advantages over steel equivalents. Even though this equipment is highly sought after on the market for dangerous goods' transport, its application is not permitted in international marine transport due to the absence of necessary international requirements. To address this issue, on behalf of the Russian Federation, a note was sent to the UN Sub-Committee of Experts on the Transport of Dangerous Goods (TDG Sub-Committee) related to introducing the applicable requirements to the UN Model Regulations and subsequently to the IMO normative documents. The document will be reviewed at the 55th session of TDG Sub-Committee in late June or early July.

A representative of Skolkovo Institute of Science and Technology (Skoltech) stated that the FRP application is currently central to both the manufacture of tank containers and production of shut-off valves from these materials, since the service life of steel fittings is relatively short and



Infotech Baltika M's tank container fleet accounts for 20 percent of the total equipment operating in Russia

they require continuous replacement or repair.

However, the application and manufacture of FRP fittings in Russia is restricted by lack of the required normative documents, as well as properly calculated justification for them. This problem may be solved by an experimental digital certification platform developed by Skoltech within the National Technology Initiative of Russia that is capable of creating digital models of the materials and products, predicting their condition and failure probability with regard to all possible flaws, estimated service damage and environmental impacts.

The conference also focused on offshore containers since the development of oil & gas projects in the open sea has encouraged strong growth in this sector. These containers are distinctly different from those of most ISO series. They are characterised by high strength, reinforced frames and greater capacity for operation in

adverse conditions (such as reloading at sea). They are not standardised by mass and dimension, and so are not covered by the Regulations on Transportation of Goods in Containers but by the requirements of MSC/Circ. 860, EN 12079 series standards, as well as ISO 10855 series standards developed with RS participation and which entered into force in 2018.

However, the national normative documents will be developed for their safe operation, containing, inter alia, the procedures for effective lashing of such containers on board ship with regard to stability calculations, rolling criteria, etc.

Finally, other specialists focused on the safe transport and prevention of container loss at sea, development of the reefer container market, and the implementation of a digital component to a container transport management scheme.

[www.rs-class.org](http://www.rs-class.org)

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Anne Williams: [anne@bulk-distributor.com](mailto:anne@bulk-distributor.com)

## FIBC producer looks to conquer Europe

**C**hempack is the largest FIBC manufacturer in Russia.

The company has two modern and well-equipped production plants. Chempack is vertically integrated company and has full-scale in-house production, starting from PP, PE granules, extrusion of PP tapes, weaving of fabric (all supplied by Starlinger of Austria), PE blown film extrusion lines (Windmoeller & Hoelscher), automatic liner making machines, cutting and printing of PP fabric, and confection units.

As the leader in the Russian market, Chempack is also gaining more presence in other parts of Europe. The company is already supplying containers to the biggest European producers of fertilisers, chemicals, food and cement.

Chempack's mission, which is actually seen in its everyday performance, is not just to sell FIBCs, but to provide a wide range of services and expertise. Company engineers and R&D staff visit to each partner site to test new FIBC models and to provide all necessary corrections to the final product. The main target is to meet all of customer's requests and simplify the life of operators.

Chempack has its own division which designs and installs the filling stations on the plants, so it is highly experienced in this field. "When we come to test our FIBCs we also examine the filling stations and give our recommendations if

necessary. This is highly appreciated by our partners," the company says.

Having good R&D and its own well-equipped testing and quality labs, the company is confident of the quality of its products. Production is certified for ISO9001, ISO14000, ISO22000.

The product range consists of one, two and four loop FIBCs, as well as special products like wagon-liners, 3-layer big bags, etc. All FIBCs are certified according to ISO 21898 for non-dangerous goods or UN Recommendations for the packaging of dangerous goods.

Chempack has its own clean production, certified by ISO22000, which passed the internal audits of several big international companies and is producing special FIBCs for the food and pharma industries.

The packaging solutions can be provided in both types – bags on pallets and bags on rolls. A recently installed automatic RFID tag application system makes it possible to apply the RFID tags to any order without spending extra time and labour cost.

Chempack has its own warehouse facilities of more than 120,000 sqm and experienced transport and customs departments which make it realistic to deliver to most European countries within 5-7 days.

[www.chempack.ru](http://www.chempack.ru)

Bulk Distributor is also on Twitter (@bulkdistributor) and LinkedIn

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# A Quick Word

A Quick Word with **Marco van Sintmaartensdijk**,  
Founder/Director of BulkTechPack International



**Marco, perhaps you could start by telling us a little about yourself?**

I recently turned 50 years old, but since my childhood I have always idolised everything that's involved with trucks, transport and technology. After 18 years of experience as an international truck driver with dry bulk products, mainly with the so-called bag-in-box containers and pressurised bulk containers, I started working in 2004 at UBC (nowadays Den Hartogh) as a technical engineer.

In 2007 just after the foundation of BLS International I was asked to join their team. In this organisation I grew to a role as director, responsible for the entire technical department, responsible for many commercial accounts of food and non-food customers as well as becoming director of global liners.

**So BulkTechPack International is a new endeavour for you; tell us about its areas of operation?**

From our head office perfectly situated within the port of Rotterdam, our team provides a

unique service for containerised dry bulk technologies. Driven by passion and customer focus, we support our customers with the most appropriate dry bulk handling equipment and techniques. We design reliable and functional dry bulk packaging and we offer intermodal logistic solutions, to facilitate the industry a complete and successful containerised dry bulk process.

**What led you to establish BulkTechPack International and what has the reception been like for you?**

I'm very passionately involved in my work, and the services I provide. There is always the urge to look further and to think outside of your comfort zone, as sometimes you are inhibited within an organisation. If an opportunity arises, in which you can make yourself valid and take steps that you want to make, then you have to seize it. John de Roode, entrepreneur and my business partner at BulkTechPack International, understands this like no other. The reception within the industry has been great as is the drive for our team to be fully committed to continue this.

**So, what are you doing differently to other dry bulk handling and bulk packaging services?**

We are an independent service supplier for the dry bulk industry. We not only sell products, but our team has the experience for the entire

concept and, if required, provides support from loading to unloading and everything in between, for a successful full containerised dry bulk process.

**What do you see as the greatest challenge for companies transporting dry bulk currently?**

The biggest concern for companies transporting dry bulk is probably finding and being able to retain experienced drivers. Due to the globalisation of trade, the containerised dry bulk concept has developed into an interesting option to transport bulk goods intermodally across various continents. But the influx of new, young, passionate drivers is lagging behind, and we really need those wheels to complete the last miles in an intermodal routing to the recipient, to ensure a perfect delivery.

**Where do you see BulkTechPack within, say, five years?**

Time will tell, but I firmly believe that containerised dry bulk will only develop more. With our passion and interest in the profession, I am sure that we will grow along in this.

**Before you go, do you have any words of wisdom for any of our readers who are perhaps thinking of taking the leap with their own supply chain/logistics start up?**

Do not be afraid to take steps. The logistics world is subject to changes and improvements every day, so there is certainly an opportunity for the development of new concepts.

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

## ISO for SL

**SL Packaging, based in Herford, Germany, marked a successful year-end to 2018 with another milestone in the company's history: certification to ISO 22000, which made the company the first exclusively sheet steel packaging manufacturer to achieve food approval for its products.**

SL Packaging produces a range of drums, including tight heads, XL drums, open tops and composites.

[www.slpackaging.de](http://www.slpackaging.de)



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Actual photograph taken during testing by American Rail Road Association

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**RISHI'S FLUID FLEXITANKS meet USFDA, BGA, CIQ and other Stringent Criteria for Food and Pharma Grade Products**

# New global bulk liquids alliance formed

**A new industry grouping aims to represent bulk liquid logistics operators worldwide.**

Premier Bulk Liquids Alliance (PBLA) says it is proud to be the first global network for independent freight forwarders, logistics companies and service providers in the bulk liquids transport industry.

Although open to numerous sector participants, the initiative has come primarily on behalf of flexitank operators. However, PBLA says it also welcomes ISO tank container operators and wine & spirits forwarders.

In choosing members, PBLA follows a strict protocol to ensure that all partners meet its

stringent code of ethics, as well as ensuring that they are either experienced in the handling of bulk liquids or are committed to creating a bulk liquids division within their company with experienced personnel.

PBLA has been co-founded by Horst Behm and Jason Wright. Behm, the alliance's president, has held senior management positions within several global freight forwarding companies in Europe and North America for the past 25 years.

Vice president Wright has been in the shipping and freight forwarding business for 24 years and more specifically in the bulk liquid logistics industry since 2000, spending over 15 years in different sales management roles with a leading

global flexitank operator.

The market acceptance has been most gratifying, the alliance says. PBLA has been successful in achieving coverage in 21 countries over the past seven months. The business plan for 2019 targets a minimum of 30 countries by the end of the year.

Due to the strong demand, PBLA has scheduled its first annual conference for 9-10 September 2019 in Amsterdam, The Netherlands.

Horst Behm and Jason Wright will also be present at transport logistic in Munich from 4-7 June, hosted by Trust Flexitanks.

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

# Recycling pledge

**Goplasticpallets.com has pledged to recycle every plastic pallet and plastic box it supplies to customers.**

This announcement comes in the wake of the huge amount of negative media coverage on single-use plastics and the impact on the environment and marine life.

Last October 250 major brands vowed to eliminate all single-use plastics from their operations and invest in new technology so all packaging could be recycled by 2025 – a move described by the United Nations as the most ambitious effort yet to fight plastic pollution.

Jim Hardisty, managing director, said: "Our promise is our word – we guarantee to take full responsibility for recycling each and every plastic pallet and box we supply to our customers. And, not only that, but we intend to make it as simple as possible for customers of all sizes to recycle their plastic pallets and boxes by offering both 'drop off' and 'collection' options.

"Each customer that purchases plastic pallets and boxes from us will receive a certificate – our recycling commitment – this reinforces the responsible attitude we have towards recycling our products."

Last year the Environment Agency certified Goplasticpallets.com as an Accredited Exporter of plastic packaging waste. Just one year on, the company has set itself the ambitious target of recycling 350 tonnes of plastic waste from its customers' used plastic pallets and boxes by the end of 2019.

Currently 96 percent of the plastic pallets Goplasticpallets.com supplies are made from recycled materials. Just 4 percent are produced from virgin material which is recommended for ultra-hygienic environments, for instance some food and pharmaceutical products.

# Greif strengthens team in Germany

**Greif has appointed Sven Henigschmidt and Marco Mostert as area sales managers for Greif Germany.**

Sven Henigschmidt will be based out of Greif's steel drum production facility in Hamburg, focusing on serving customers in the northern regions of Germany. Marco Mostert will be based in Cologne and is responsible for a range of clients across the country. Mostert and Henigschmidt are rejoining Greif following time outside of the company.

"Sven and Marco's appointments are in direct response to growing market opportunities in Germany," said Christoph Ehling, Greif sales manager in Germany.

"Both bring a vast wealth of industrial experience and strong relationships with customers and decision makers. Their appointments will



L-r: Sven Henigschmidt, Duro Manjevic, Sophie Hammermeister, Rüdiger Doblun, Christoph Ehling, Marco Mostert, Bernhard Hofmann

strengthen the commercial reach of Greif's team, helping to both stimulate and grow new business while also servicing the important needs of our existing customers." These appointments follow several new additions to the commercial team in Germany in recent months. Bernhard Hofmann was appointed to area sales manager and Sophie Hammermeister has joined as sales manager for reconditioning, as Greif continues to attract talent

to support its ambitious growth plans.

Greif operates four production facilities across Germany, in Cologne, Hamburg, Mendig and Huckelhoven. Its product portfolio includes steel drums and IBCs serving customers in the chemical, lubricants, food and beverage and pharmaceutical markets.

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# LC Packaging opens second Dutch-Bangla Pack facility

In January this year, LC Packaging opened a second high-end FIBC production facility at its Dutch-Bangla Pack Ltd (DB) site in Bangladesh. The new facility includes a 4,000 sqm state-of-the-art cleanroom that will enable DB to double annual production capacity from 1.8 million units to 3.6 million. DB is an equal joint venture between Netherlands-based LC Packaging and local Bangladeshi shareholders.

Abdul Mumit, Managing Director of Dutch-Bangla Pack Ltd, says the expansion was fuelled by growing demand in the market (especially for value-added FIBCs in the food and pharmaceuticals industries) as well as continuous investments in sales and distribution activities at LC Packaging in Europe, Africa and beyond.

"Apart from existing European markets DB also foresees opportunities in markets in Asia and North America that will require high-grade FIBCs in future," he says. "In addition, the commitment of the shareholders to the growth of the company is a key driver in our business expansion."

The first 230 additional employees have already been engaged at the new facility, and DB expects a total of 600 additional high-quality jobs to be generated directly from the investment.

## Value-added functions

A significant feature of DB is that the job creation is aimed not just at manual production but also value-added functions. "Both product and process

based R&D is carried out in Bangladesh, with critical support and collaboration from LC Packaging headquarters in The Netherlands," Mumit says. "While the overall market for our company's products is growing steadily, DB is actively working to increase its activities among high-grade specialty chemicals, medium and high care food and pharmaceutical users."

## SA 8000 standards

Corporate Social Responsibility (CSR) has been built into DB's operations from day one. "When we started our own FIBC production in Bangladesh in 2008, our aim was always to operate according to the SA 8000 standards. Now, 11 years later, we are still SA 8000 certified," Mumit says. "Not only has this journey been fruitful for our employees, but it has also received active engagement and collaboration from our external stakeholders like FMO (Dutch Development Bank) and the Dutch Government."

Integral to this commitment to CSR is the Global Supplier Code of Conduct. A new version of this now replaces one launched in 2015. Lotte Mastwijk, Communications & Sustainability Manager at LC Packaging, says: "Since LC Packaging, DB and our long-term production partners, such as SA 8000-certified Shankar Packagings and Maris Associates, have developed strongly in recent years when it comes to labour standards and human rights, ethics and environmental efforts, our standards and



A new 4,000 sqm cleanroom will enable DB to double annual production capacity to 3.6 million units

conditions for co-operation have also evolved. And so have the standards set by our customers," says Mastwijk.

"We ask all our partners to re-sign the code and also to deliver proof of compliance with our standards. If the situation requires, we ask our suppliers to perform an additional audit, such as the SMETA audit (SEDEX).

As we always aim for a long-term partnership, our goal is not to eliminate suppliers that do not fully comply, but to work together towards a situation of compliance. Our suppliers are our partners and we are open to discuss improvements."

## Supply chain effort

There are, of course, non-negotiable topics, such as child labour. But for the company full compliance is a supply chain effort.

"Ourselves and our customers have to have our priorities straight," she adds. "If we only ask for the lowest price, our suppliers can never live up to the standards we are aiming for. We all want to create quality jobs instead of near-slavery jobs or even no jobs. In our opinion, a product is only of high quality when produced in a high quality

working environment."

Although such efforts in, for example, textiles have often been driven by consumer expectations of decent working standards, the flexible packaging industry has for long been in the 'shadows', operating mainly in the B2B market.

But now more and more business customers look for a GS code, sustainability goals, and certificates related to labour practices, human rights and environmental protection as must-haves for collaboration. In 2017, LC Packaging and DB launched a five-year strategy to set goals for sustainability and measure its achievements with a view to continuous improvement.

"Our 2022 vision is based on our customers' targets among others," adds Mastwijk. "As sustainability is a chain responsibility, our actions have to contribute to our customers' goals and the whole value chain. As a proud member of the UN Global Compact, SEDEX, and Ecovadis Silver Medal owner we cheer customers who emphasise the importance of being a responsible partner. We wouldn't expect anything less."

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# Successful collaboration

**T**W S and evodion IT have been working hand-in-hand to develop CORA – 'Container Organisation and Rental Application'.

TW S's core business is the worldwide rental of tank containers for liquid products to the chemical and food industries – with flexible volumes and fittings.

Its business is notable for the quality of the fleet's 9,000 units. Safety and quality in all areas are also a priority for TW S. The focus lies on clear customer orientation, cost-efficient operations, and protecting human beings and the environment. In addition to central co-ordination, qualified and flawless order management, positioning and insurance, TW S is able to deliver a full service offer meeting consistently high worldwide standards.

As an independent, owner-managed IT service provider based in Hamburg, evodion IT GmbH operates at the interface between technology and business, guided by business processes. The company's personnel act as advisers and partners in developing customised software solutions and company-wide portals. The range of services extends beyond purely IT-related matters. Evodion accompanies and supports its customers in implementing digital transformation and in introducing, replacing or salvaging IT systems. In addition to offering advice on IT matters, the main focus of evodion lies on customised software development. It covers the entire application life cycle. Its knowledge of methods, its skills and agile approach put evodion in a position to develop software that is aligned to the business processes of its customers.

TW S was facing growing numbers in terms of its tank container fleet, rentals and customers, reinforcing its desire to have its own, tailor-made IT system that was capable of modelling all the processes within the company.

The aim of the development process was to achieve future-proofing, optimised co-ordination, and qualified and flawless order management for TW S's full service, while meeting consistently high standards in the light of Industry 4.0.

In order to offer TW S customers an even better service, evodion IT was tasked with digitalising TW S's entire business model, from quotation, through contract, rental, return and billing, as well as the maintenance of inventory and master data. It also kept a careful eye on the rigorous implementation of TW S's corporate philosophy concerning safety and quality, clear customer orientation and cost-efficient operations.

In the course of numerous preliminary discussions, a complex set of requirements was drawn up for evodion IT GmbH.

The two companies have been working together on this special IT project since the end of 2017.

## Implementation

Evodion IT was chosen for its agile implementation and approach. From the start, the collaboration between the two companies was characterised by high speed, direct communications and top quality. The close geographical proximity between TW S's Hamburg branch and evodion IT, whose headquarters are also in Hamburg, simplified the collaboration enormously.

The methodology chosen for the project is known as 'Scrum'.

Scrum is a technique used in software development. It is characterised by an agile approach in the way the project is organised, especially in terms of software development.

The main benefit of Scrum is that new requirements can be fed into the system after every iteration, known as a sprint. Each iteration produces a working system, which comes closer and closer to the pure end product as time progresses. In contrast to other iterative software development models, the main focus of Scrum does not only lie on working systems, but ones that can actually be used. This avoids the situation in which customers do not receive a usable product until the very end of the development process, meaning that potential changes can only be requested at the final hour.

The agile methodology has many advantages. The project team can quickly adjust to changes in customer needs. Sprint reviews are held at fixed intervals every few weeks, at which the customer and the developers get together to look at and harmonise the results and the status of the solutions, which allows changes to be implemented and demonstrated more quickly. Extensions to the functionality of the system can also be harmonised better. In addition, the risk of misunderstandings and discrepancies in the expectations concerning the implementation of the system are minimised. The Scrum approach means that the new system with which the developers and customers are working is always at a virtually identical stage of development.

## The result

The new IT system for TW S models all the processes within the company. The joint use of a uniform software package makes the collaboration between the sales, customer service, technical services and accounting departments even more efficient.



Tank containers which are already in the inflow or still undergoing repairs can already be included in forward planning

Since the customised software is tailored to the requirements of TW S, all the procedures within the system are identical to the procedures that already exist in the company.

When users log on to the system, they are assigned to a user role that corresponds to their actual position within TW S. This differentiation between user roles means that each user automatically finds him or herself in his or her own working environment within the system.

An important new feature of the IT system is the automation of numerous processes and the generation and dispatch of documents straight from the system. Offers and quotations, contracts, exemptions, repair orders and invoices can now be retrieved at any time and cross-referenced via quotation, contract and equipment numbers. The large number of cross-references between the pieces of information, also outside the user's working environment, means that all the relevant information can be viewed at a single click.

This makes the collaboration between different departments even simpler and the status of an order clearer. Tank containers and other equipment which are already in the inflow or still undergoing repairs, can already be included in forward planning. All TW S employees involved in a particular order know the status of the equipment and can act accordingly, without having to resort to long communication paths or complex system maintenance.

The search for suitable equipment in line with customers' special needs and the alignment with available units has also become even more user-friendly and precise.

From the moment that TW S is contacted, customer care conforms to the highest quality standards. The offer and quotation generated

is later automatically converted into a contract with identical contents; the selection of the tank containers always takes into account the technical requirements; and from the first invoice to the return of the equipment, all the steps of the process are handled and can be monitored via the system.

This allows TW S to ensure that customers continue to receive the topmost service.

Export functions and analysis tools round off the new system. By analysing all the information and data it maintains, TW S will in future be able to identify market developments more quickly and to analyse the reasons behind them.

## Benefits

Developing customised software for TW S has meant, most of all, optimising the processes throughout the entire company. The philosophy at TW S of delivering full service to its customers has been raised to a new level by having its own customised IT system.

However, this special flagship project in the logistics industry has also boosted the image of the IT service provider evodion IT as an agile corporation. By tackling the highly specific demands of this industry, which do not match those of any existing system, evodion IT has gained a tremendous amount of experience for its entire team.

The collaboration between the two companies has been positive and open from the very start, and this too is one of the secrets behind the success of this remarkable IT project.

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MOL Chemical Tankers has a global fleet of more than 80 parcel chemical tankers, while Den Hartogh operates more than 19,000 tank containers

## Den Hartogh, MOL in strategic partnership

**Den Hartogh Logistics and MOL Chemical Tankers in Singapore (MOLCT) have announced a strategic partnership to develop and streamline liquid chemical logistics services using tank containers, parcel chemical tankers and tank terminals.**

MOL Chemical Tankers is one of the global leaders in ocean transport, specialising in chemical parcel tankers for bulk liquid chemicals and vegetable oil and animal fats. As strategic partners, MOLCT and Den Hartogh will offer customers in the petrochemical industry global supply chain solutions, combining the tanker fleet and depots of MOLCT with the tank container fleet of Den Hartogh. These solutions offer customers the best of both worlds, with the highest level of safety and cost effectiveness on a global scale, the two partners stated.

Den Hartogh operates more than 19,000 tank containers transporting liquid chemicals and gases, across intercontinental, intraregional and domestic markets, while also handling 7,000 dry containers for the polymer and food industry.

MOL Chemical Tankers has a global fleet of more than 80 parcel chemical tankers, including those operated by the newly acquired MOL Nordic Tankers A/S. This latest move by MOL is part of its strategy of developing a chemical multimodal logistics service comes. Last year, the Japanese company formed a joint venture aiming to construct and operate a chemical tank terminal in Antwerp, Belgium at the hub of the world's biggest chemical cluster.

MOL Chemical Tankers is acquiring 20 percent of Den Hartogh Logistics' holding company from the current sole shareholder Den Hartogh Beheer BV. As capital and business partners Den Hartogh and MOLCT will develop a mutual global customer network and strengthen competitiveness as service providers in global liquid



chemical logistics.

Tsuneo Watanabe, CEO & managing director of MOLCT, commented: "We are really pleased and excited about this capital and business alliance with Den Hartogh Logistics. Den Hartogh and MOLCT will commit to all customers that both companies continue and improve the current service provided. Therefore, further continuous support by all customers would be highly appreciated."

Pieter Den Hartogh, group managing director of Den Hartogh, added: "We are truly delighted about this alliance and innovation in chemical logistics. This strategic partnership will combine expertise, assets and entrepreneurship to offer supply chain and end-to-end logistic solutions for our customers."

Existing tank container services by Den Hartogh and parcel tankers by MOLCT will continue.

## Van Den Bosch tanks to Pakistan

**The first tank containers of Van den Bosch DMCC arrived recently in Port of Karachi, Pakistan. For Van den Bosch the event marks the start of business activities in the Asian market.**

Together with a local partner, Van den Bosch arranged a number of food grade tanks at the depot of PTO (Pakistan Terminal Operators). The containers will be mainly used for the export of ethanol. Pakistan is one of the most important exporters of ethanol in the world and therefore forms an emerging market for Van den Bosch DMCC in Dubai, from where the group's deep sea activities are co-ordinated.

The expansion into Pakistan represents a milestone in the development of its deep sea logistics. Over the past years, Van den Bosch has acquired a leading position in the EMEA region. Now initial steps have been taken to enter Asia. Bart van de Vorst, general manager of Van den Bosch DMCC in Dubai, commented: "We have received a lot of positive feedback about the expansion into Pakistan. The Asian continent offers great opportunities to develop our global network and will create new possibilities for our customers."

## Seaco in Houston

**Seaco America LLC has opened its new Americas regional office in Houston, Texas.**

Since the amalgamation of Seaco and Cronos, Seaco has strengthened its presence worldwide including the Americas and the Houston office includes the company's regional operations and customer service functions. Seaco retains a satellite office in Miami, Florida to serve important Florida and Caribbean customers and an office in Rio de Janeiro, Brazil.

The Seaco Americas team have been focusing on establishing the infrastructure required to provide customers the service levels they deserve and to position the company to expand its key activities in this very important region.

Peter Folkard, regional vice president sales and marketing for the Americas, commented: "The market in this region is the strongest example of Seaco's position as the most diversified container leasing company in the world and we continue to strive to ensure we have excellence and know-how in the region to serve our market. The significant regional importance of Seaco's tank container business and container resale activities was one of the drivers behind relocation of the regional office to Texas with its central time zone and close proximity to customers, principle vendors and industry partners."

Folkard added that the lessor now has an optimum balance of presence and support to the regional and global customer base as well as the more specialist tank and container sales activities.

Collectively, the careers of the Americas' team demonstrate years of experience across a wide range of industry sectors, including logistics and materials supply chain management, mining, government, defense, shipping, leasing, engineering, manufacturing, and oil & chemical transport.

The Houston address is: Seaco America LLC, Regions Financial Centre, 3773 Richmond Avenue, Suite 625, Houston, TX77046



The importance of Seaco's tank container business was one of the drivers behind relocation of the regional office to Texas



## Odyssey posts double digit growth

**Danbury, Connecticut-based Odyssey Logistics & Technology posted revenue 17 percent up year-on-year in 2018, marking 15 consecutive years of continued growth. The increase was driven by strong performances across multiple business divisions with exceptionally strong performance in intermodal and trucking.**

"Providing a carefully-assembled and evolving portfolio of market services drove another successful year at Odyssey, strengthening our global supply chain capabilities," said Bob Shellman, president and CEO.

"The fourth quarter acquisition of AFF Global Logistics was the company's largest to date and contributed significantly to our progress by bolstering our services, creating substantial value for our clients through powerful enterprise solutions."

During 2018, Odyssey acquired AFF Global Logistics, which operates logistics services to Hawaii, Alaska, and Puerto Rico, as well as freight forwarding and North American warehousing and distribution. The

US\$465 million acquisition has been combined with existing business units and a new multimodal global solutions division formed.

Additionally, the company opened a new engineering technology centre near Houston in January 2018. The centre enables Odyssey engineers to design, fabricate and prototype commercial applications of safe, cost-effective and sustainable transport solutions. Several of these patented and patent-pending innovations will provide new methods of intermodal transport and facilitate the movement of bulk liquid commodities, the company says.

"Investing in the future of our business helps us to continue to enhance and streamline operations, drive profitability and position Odyssey to meet the increasing demands of our customers," said Cosmo Alberico, chief operating officer and CFO, Odyssey. "Fifteen years of positive year-over-year growth is testament to Odyssey's commitment to evolving our services enabling us to stay ahead of a dynamic industry and meet the growing needs of our customers."

# Continued growth for Bertschi

**A**t 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.

The favourable economic climate paired with the company's globalisation strategy enabled it to generate record turnover of CHF960 million in 2018. The current earnings situation will allow Bertschi to make substantial investments into the future development of the company in 2019. Over the past few years, the Swiss family company has made major progress in terms of the digital transformation of its business processes, while Jan Arnet took over as CEO of the group in August.

After recording major growth in 2017, Bertschi Group continued this trend in 2018. As in previous years, the company's global units achieved the highest growth figures, and now account for a third of the group's overall turnover.

Markets in Asia and South America provided the strongest momentum. Two other significant driving factors were the Chinese market and the doubling of storage and filling capacity at Bertschi's chemical terminal in Singapore for distribution in south-east Asia. In addition, Bertschi was able to integrate its subsidiary in São Paulo, Brazil – founded the previous year – into its global network, which had a positive impact on growth in 2018.

The earnings situation remained stable last year. Encouragingly, all five divisions contributed to the results. Quality issues in European rail freight transport had an adverse impact on the bottom line for European business.

"Jan Arnet's transition to CEO of the group was seamless, thus ensuring continuity of leadership for both our customers and our employees – it also safeguards our future as a strong, sustainable family company," said Hans-Jörg Bertschi, executive chairman.

## Investment in digitalisation

In 2018, Bertschi invested significant sums in its future, with staffing capacities expanded for software development and the digital transformation continuing apace. The development and roll-out of the TruckTracer App was a milestone for the company. With this app, which will also be used by all sub-contractors, each driver records all status messages of the transport on a central company platform using a smartphone. Real-time data is used to optimise internal transport planning, while customers benefit from visibility and more planning security in their delivery chains.

The company also invested heavily in the expansion of its tank/silo container fleet and now has 34,500 units, a 9 percent increase. Major investment was also made in terminal and warehouse capacities, in particular at the group's sites in Singapore, Antwerp and Schwarzhöhe (eastern Germany).

The outlook for 2019 is generally positive, although a few economic uncertainties remain, the group believes. "Our aim is to keep growing in 2019, which is why Bertschi will be investing heavily once again in digitalisation, the container fleet and its terminal and warehouse infrastructure. Our plan is to continue to expand our presence in Asia and bolster our position in Europe," explained Hans-Jörg Bertschi.

A new transshipment centre for importing, handling and storing plastics from overseas entered into service at Port of Antwerp in 2018. The site will be expanded in successive stages over the next few years into a major chemical logistics terminal. "This will enable liquid dangerous goods to be stored and distribution transport in Europe to be dispatched directly from the terminal via rail to European consumption centres. We are underlining Bertschi's sustainable corporate strategy by shifting freight distribution from road transport to the more environmentally friendly, safer option of rail where possible," said Jan Arnet.

The family company's globalisation and digitalisation strategy has led to a significant increase in the number of staff at the headquarters in Dürrenäsch, Switzerland, in the past few years. The workforce will be able to move gradually into an office extension. In addition to modern office workstations, the new building has a canteen with a professional kitchen, cafeteria and terrace, and a



A new transshipment centre for handling and storing plastics entered into service at Port of Antwerp

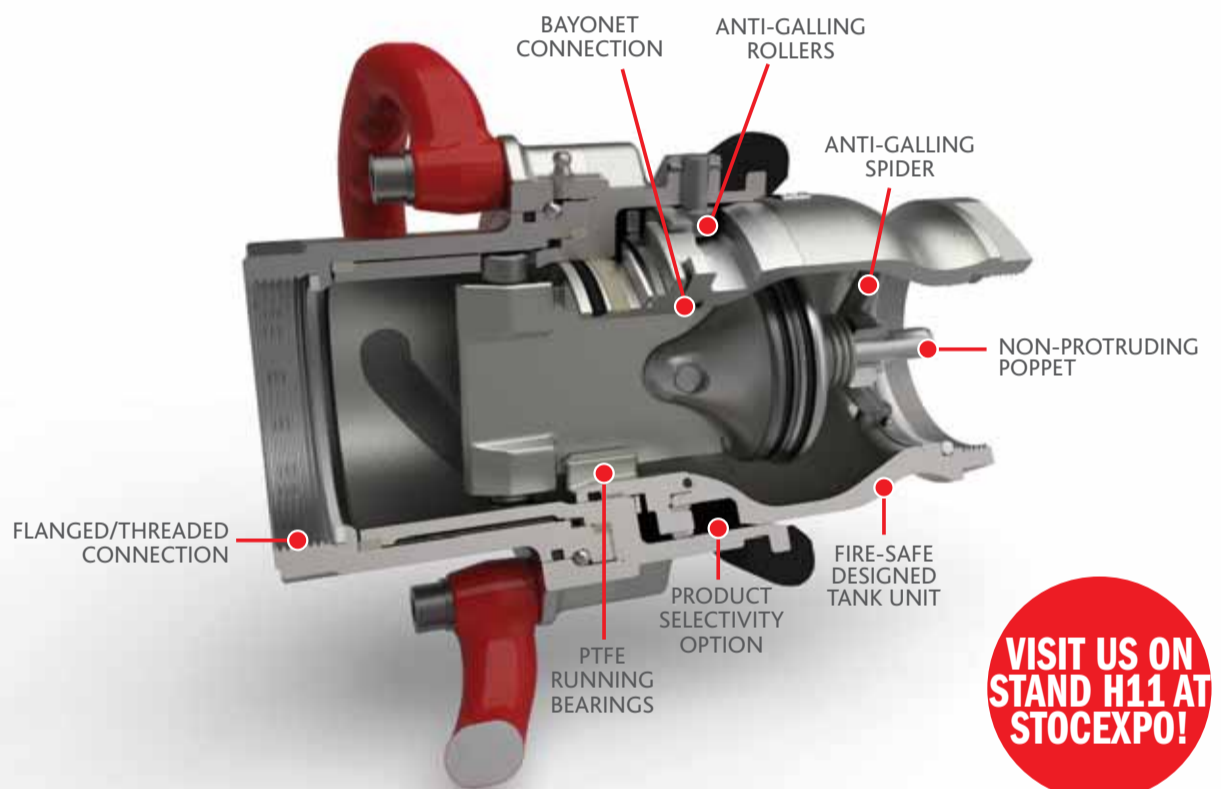
specialty designed recreational area in natural surroundings. "With this appealing workplace, we are aiming to attract talented people away from the major centres and thus lay the foundation for the company's development in the future," explained Arnet.

Digital transformation will continue to be a key theme in 2019.

The focus is on business processes that can be made more efficient, secure and customer-friendly through the application of digital solutions. "Digitalisation of these processes will enable us to automate repetitive tasks. Of course, employees will remain at the centre of developments as we move further into the digital age. They will be able to spend more time on personal communication with customers and partners, and on solving complex logistical challenges – there are more than enough to go around," commented Bertschi.

The main focus of the traditional annual meeting of employees held on 19 January was on Jan Arnet's summary of the business performance and Hans-Jörg Bertschi's tribute to staff members for whom this is a milestone year. In total, 78 long-serving Bertschi employees from all over Europe convened in Dürrenäsch to be congratulated by Hans-Jörg Bertschi on their 10-, 20-, 30- or 40-year anniversary at the company.

Artur Selz (Dürrenäsch), Tony Fonteyn (Antwerp), Walter Elzi (Italy), Dieter Blömer (Cologne) and Michael Burger (Ludwigshafen) were all honoured for their 30-year commitment to Bertschi, while the loudest applause of the day was reserved for Karl Müller (Hedingen), who celebrated his 40-year anniversary.



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At Bertschi's annual meeting of employees, 78 long-serving employees from all over Europe convened in Dürrenäsch to be congratulated by Hans-Jörg Bertschi

# Overground, underground

*Mike O'Brien, head of marketing and sales for Newson Gale explains the principles of static earthing protection for rail tankers*

**In the hazardous process industries, more commonly referred to as the 'EX' industries, static electricity is generated virtually all of the time.**

Various grades of crude oil, refined petroleum products like LPG, and a host of chemicals fall into a category of materials that are

often referred to as 'static accumulators'. Materials in this category are known to be powerful attractors of electrons from other materials and resist 'letting go' of electrons they come into contact with. In other words they 'accumulate' static charge.

In a typical rail tanker loading operation, the static accumulating

product is transferred from a storage tank via a gantry loading system into a receiving rail tanker. We can refer to the equipment involved in the transfer of product collectively as the product 'transfer system'. As the product makes its way through the transfer system to the rail tanker, the molecules in the product become electrostatically charged.

If the rail tanker does not have a direct connection to earth it will accumulate electrostatic charges on its surface, which will result in the voltage of the rail tanker rising dramatically in a very short space of time. Because the rail tanker is at a high voltage, it will seek to find ways of discharging this excess potential energy and the most efficient way of doing this is to discharge the excess electrons in the form of a spark.

## Static sparks

Grounded objects that are in close proximity to charged objects are good targets for electrostatic sparks and permitting the uncontrolled accumulation of static electricity in an EX atmosphere is no different to having an engine's spark plug exposed to a flammable atmosphere.

If the rail tanker is not grounded, its electrostatic voltage can build up to hazardous levels in less than 20 seconds. Table 1 illustrates how much energy can be discharged by a spark from a rail tanker charged to 20,000 volts.

TankCar charged to 20,000 volts	Potential Spark Energy (mJ)
Tank car	1000

Table 1. Potential energy of sparks from various objects.

When the energy of sparks discharged by static electricity is compared with the minimum ignition energies of a wide range of petroleum products and flammable chemicals, it's easy to see why the rail tanker and any equipment connected to it, like flexible hoses and piping, should be bonded and grounded.

As can be seen in Table 1, electrostatically charged rail tankers can discharge sparks with a huge amount of energy. At these energy levels the prevention of electrostatic shocks to workers is also an important safety consideration. Involuntary physiological reactions caused by electrostatic shocks could lead to trips and falls and could be particularly hazardous when personnel are working above ground level.

Of the several factors that contribute to static charging, the one variable that must definitely be controlled is the grounding of the rail tanker. Grounding the rail tanker ensures that the rail tanker's resistance to the general mass of the earth is maintained at a level that does not impede the safe transfer of static charges from the rail tanker to ground.

In North America the grounding of rail tankers with dedicated static grounding systems is common practice. In Europe, the practice of rail tanker grounding is mixed. Some sites do it, some don't. For sites that do not actively ground rail tankers there is an assumption made that the tank of the rail tanker is well bonded to the chassis and that static charges generated by the product transfer operation can pass from the chassis through the rail tanker's wheels to earth or back to the loading gantry via bonding connections.

In order to dissipate static charges from the rail tanker, there is an expectation that the tracks on which the rail tanker is sitting has a direct connection to earth or is bonded to the loading gantry, thus equalising the potential difference between the gantry the filling arm and the rail tanker. If this is the case the electrical continuity from the rail tanker back to the loading gantry, via the safety critical bonding connections between the track and the loading gantry, should be verified frequently, preferably prior to every transfer. Bond verification operations can be conducted by an electrician with a meter or the bonded connections can be verified automatically with a gantry mounted static grounding system. So instead of relying on a passive circuit to bond the rail tanker to the loading gantry, either method described above will ensure isolated rails on which the rail tanker may be resting and/or broken track-to-loading gantry bond connections are identified before loading commences.

However, there are many rail tanker loading sites in Europe where these assumptions cannot be taken for granted, especially when there are concerns regarding the track's connection to earth. Some sites simply do not own the tracks that are present onsite which precludes engineers from conducting fall of potential tests on the tracks in order to determine if the tracks have a connection to earth. Because the site does not own the tracks their engineers are also limited by how much they can 'interfere with track, ie, install their own bonding wires from the track back onto their property. Instead, the site will connect the rail tankers to the loading gantry with static grounding systems. The gantry itself should be earthed, hence any static present on the rail tanker will be dissipated to earth via the loading gantry.

Other sites across Europe choose to ground their rail tankers because the ground on which the network of tracks resist does not have a reliable connection to earth, hence they choose to ground the rail tankers with static grounding systems as a matter of good practice.



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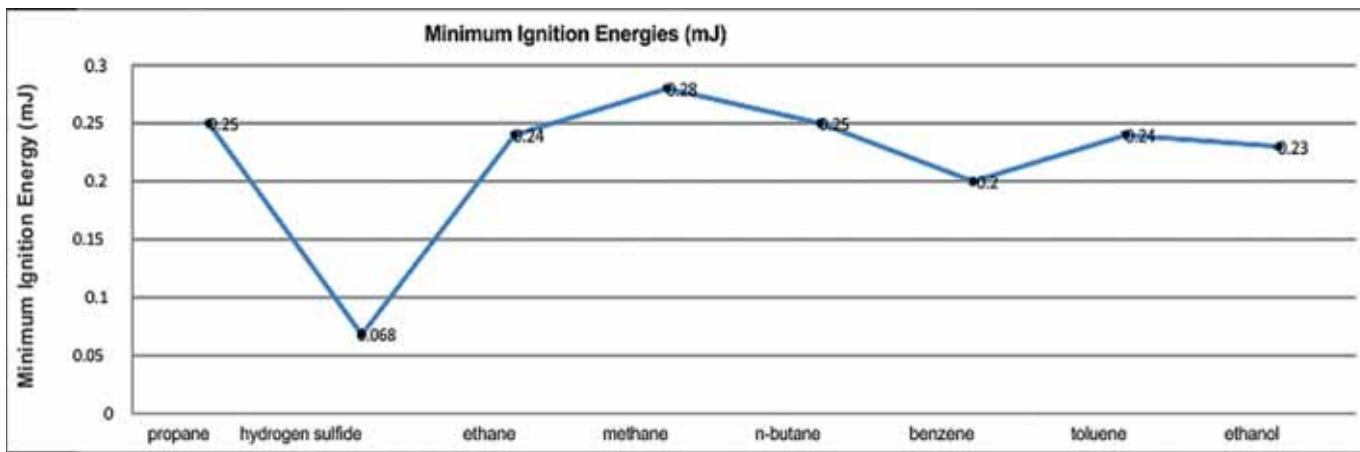


Fig. 1 The MIEs of common petroleum products. (Source: NFPA 497)

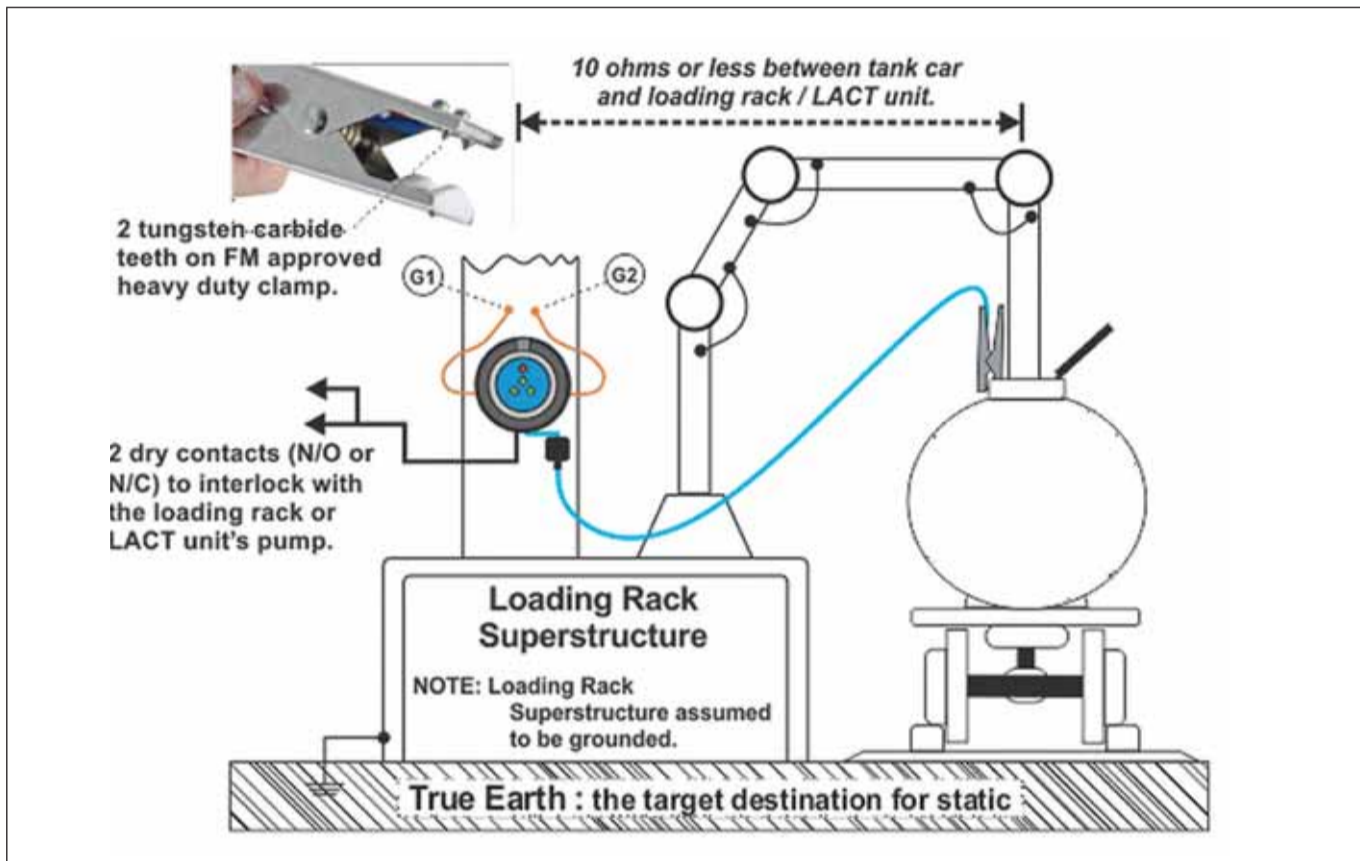


Fig 2. The Earth-Rite PLUS uses an intrinsically safe signal (Zone 0 / Zone 20) to ensure there is continuity through the tank of the railcar, through the chassis, through the wheels, through the bonded connection back to the gantry. The signal returns to the Earth-Rite PLUS via the G1/G2 connections to the gantry. The entire circuit is monitored for the duration of the transfer operation ensuring there is a continuous dissipation path between the tank of the railcar and the earthed gantry

### Industry codes of practice

Working on the assumption that there is good electrical continuity from the tank to the wheels of rail tankers, the sections regarding rail tanker grounding in IEC 60079-32 and TRBS 2153 recommend a bonded connection between the rail tracks and the loading gantry not exceeding 1 meg-ohm. However, the vast majority of conductors that are used to connect rail tracks and to the loading gantry will be heavy duty metal conductors, – therefore a benchmark value of 1 meg-ohm seems unreliable as anything above 10 ohms would indicate a potential fault somewhere in the circuit.

North American associations like the National Fire Protection Association and the American Petroleum Institute each publish their own codes of practice for controlling the risks associated with rail tanker loading in EX/HAZLOC areas.

NFPA 77 “Recommended Practice on Static Electricity” (2014) and API RP 2003 “Protection Against Ignitions Arising Out of Static, Lightning, and Stray Currents” (2008) are publications written by committees of EX industry professionals who are recognised experts in the area of static control for hazardous areas. Where the grounding of rail tankers is referenced these publications do highlight the risk of non-conductive wear pads and bearings which could prevent static electricity passing from the tank to the wheels of the railcar, hence resulting in the hazardous accumulation of static electricity on the tank of the railcar.

What is clear from the recommendations of NFPA 77 and API RP 2003 is that 10 ohms in the grounding and bonding circuit is the maximum resistance recommended for equipment at risk of electrostatic charging in EX atmospheres. While API RP 2003 goes one step further in recommending 1 ohm or less, if a grounding system with ground status indicators is in use, 10 ohms is satisfactory. This is because the grounding system is continuously monitoring the resistance in the grounding circuit, so that if it rises above 10 ohms, the grounding system can signal this potential hazard to the operator of the loading gantry. Another important recommendation is to use interlocks wherever possible, to ensure the transfer does not take place if grounding is not present. By halting the movement of product, the charge generation source is eliminated thus preventing additional charging of the rail tanker.

### Specifying

One of the main problems with static electricity is that it is not something the operators can see, smell or hear. This characteristic of static electricity can, unfortunately, promote an attitude of ‘it can’t happen to me’ or ‘it doesn’t exist’ among personnel operating

loading gantry systems. A grounding system that combines a simple visual ‘GO / NO GO’ communication via a traffic light model of indication with interlock control capability is the most effective means of controlling the risk of ignitions caused by static electricity during rail tanker product transfer operations. Interlocking the transfer system with the grounding system is probably the ultimate layer of protection equipment specifiers and designers can take to ensure the rail tanker is grounded.

Newson Gale recommends the Earth-Rite PLUS for bonding rail tankers to rail tanker loading gantries. Along with demonstrating the full range of ATEX and IECEx certification for all gas and liquid vapour groups, it also ensures there is a 10 ohm, or less, connection



Fig 3. Earth-Rite PLUS ground status indicators pulse continuously when grounding is in place

between the rail tanker and the product transfer system. By simply connecting the grounding clamp to the rail tanker the Earth-Rite PLUS automatically verifies if the rail tanker is connected to the loading gantry by delivering an Intrinsically Safe monitoring circuit to the system’s Factory Mutual approved grounding clamp. The Factory Mutual approved stainless steel heavy duty grounding clamp ensures that a strong initial connection, via a pair of tungsten carbide teeth, is made to the rail tanker, and is then maintained for the duration of the product transfer operation, resisting movement caused by vibration or accidental dislodging.

Unlike standard grounding systems that rely on their non-monitored electrical ground connection to dissipate the static charges generated by the transfer, the Earth-Rite PLUS ensures that its dedicated static grounding connection to the loading gantry is always monitored, via the static ground connections G1 and G2 (ref. Fig 1). This ensures there is a monitored connection directly between the rail tanker and the loading gantry. This is an important feature as we are depending on the loading gantry’s verified ground connection to dissipate static charges from the rail tanker to the general mass of earth.

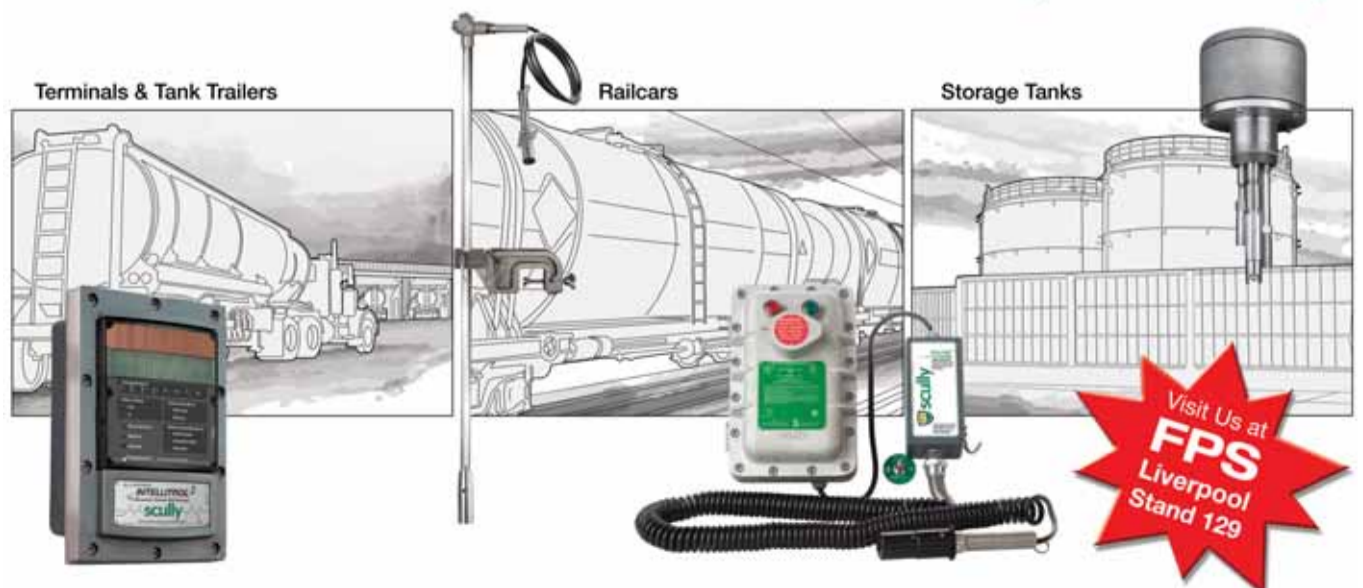
When the Earth-Rite PLUS verifies the rail tanker is connected to the loading gantry superstructure, a cluster of attention grabbing green LEDs pulse continuously to inform the operator that the system is actively monitoring the integrity of the ground loop.

A pair of volt-free double pole, double throw contacts can be interlocked with the power delivered to the pump or PLCs to halt the product transfer operation if the Earth-Rite PLUS detects a resistance of more than 10 ohms in the ground loop between the rail tanker and the product transfer system. Shutting down the transfer operation ensures the generation of static electricity is stopped thereby eliminating the risk of the rail tanker accumulating a voltage and discharging a static spark which could ignite combustible flammable or dust atmospheres present in the spark discharge gap.

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# Innovations boost Tarmac capacity

**Tarmac has enhanced its rail freight capabilities with a series of new innovations as part of an ongoing commitment to productivity and supporting delivery of the UK's infrastructure ambitions.**

The UK's building materials and construction solutions business has become the first in the UK to install a Liebherr LH80C 'Supergrab' Gantry Materials Handler.

Recently unveiled at its Battersea concrete plant in London, the new equipment from Rail Freight Services will significantly boost site performance by enabling faster offloading, improved stock control and increased delivery capacity.

In a European-first partnership with Ermewa, Tarmac has also installed GPS tracker systems on its freight wagons, giving real-time visibility of their position on the network and allowing customers to know precisely where a train is and when it will arrive for offloading.

Chris Swan, head of rail at Tarmac, said: "Developing our rail freight capability and capacity are vital to our operations and align with the national agenda to deliver a low-carbon built environment. We're continually exploring and embracing innovations which support our efficient delivery of the right materials to the right place for customers.

"With these industry firsts, we have been able



*In partnership with Ermewa, Tarmac has installed GPS tracker systems on its freight wagons*

to increase our stocking area by over 300 percent at Battersea thanks to the acquisition of the 'supergrab', while the GPS tracking system highlights our abilities to drive efficiencies by adopting cutting-edge innovation."

Tarmac is also working with international wagon hire and rail logistics company VTG to trial a new system designed to enhance the company's rail freight maintenance programme.

The 'VTG Connect' units have been fitted to freight wagons and provide live visibility of the company's trains to maintenance crews and help reduce overall train downtime.

In addition, the company continues to improve its fleet of modern, efficient wagons to support freight expansion and the latest set of box wagons from Freightliner are now operating from Tarmac's Tunstead site.

# VTG revenue up 5.7%

**VTG posted unaudited group revenue of €1,072.6 million for 2018, an increase of 5.7 percent year on year. The group also announced its intention to delist its shares from the Frankfurt exchange.**

This gain was attributable above all to development in railcar activities: thanks to a further increase in demand, fleet capacity utilisation in this division rose to 93.5 percent by year end – the highest level for 10 years.

Successful closure of the Nacco acquisition and the associated integration of the Nacco fleet, also completed in 2018, likewise had a positive impact on revenue. First-time consolidation in the fourth quarter of 2018 added an extra €22.3 million to group revenue. The operating result (EBITDA) was €349.3 million, which was 1.7 percent higher than the prior year's figure of €343.4 million. This result included one-time charges of €25.6 million, of which €18.8 million were for the Nacco transaction. The remaining one-time expenses of €6.8 million related to the voluntary public takeover bid by Warwick Holding (Morgan Stanley Infrastructure). Adjusted for these one-time effects, EBITDA would have increased year on year by 7.9 percent to €374.9 million.

"The unaudited result shows that our takeover of Nacco was the right move, an important step in the long-term development of the company," said Dr Heiko Fischer, chairman of VTG's executive board. "Although the cost of the transaction placed a burden on group profit, we are already seeing confirmation that we have strengthened our position for the long term. We are confident that we will be able to continue this positive trend in 2019, too, and our shareholders should also reap the benefits of this development.

Accordingly, we, the executive board, propose that the dividend be increased to €0.95."

In the railcar division, the fact that capacity utilisation reached a 10-year high was reflected in revenue of €579.9 million, a year-on-year increase of 11.4 percent. Stronger demand and the integration of the Nacco fleet were also reflected in EBITDA, which rose to €381.4 million – 11 percent higher as a proportion of sales. VTG was thus able to surpass the forecast published at the start of 2018, which envisaged a slight increase in revenue and EBITDA.

Contribution to group revenue from the logistics divisions was unchanged year on year.



*In railcar activities a further increase in demand drove fleet capacity utilisation to 93.5*



*In Germany, the reduction in track prices for rail freight is expected to provide positive stimulus for the industry*

The loss of two major orders, the rail strike in France and a shortage of engine drivers had a negative impact on business development at rail logistics in 2018. Revenue was thus down 3.6 percent to €324.5 million. In this context, EBITDA too declined by 22 percent to €6.5 million. In this case, VTG did not achieve the slight increase in revenue and EBITDA at rail logistics that was forecast at the start of 2018.

Tank container logistics once again posted dynamic gains in its transport volume, with revenue rising 6.9 percent to €168.2 million. A different picture emerged on the earnings side, however. Shifts in overseas transport flows drove up costs by leaving equipment underused, raising

demurrage and adding to expenses for empty positioning. At the same time, growing demand in Europe worsened existing infrastructure bottlenecks on both road and rail, all of which further added to demurrage and freight costs. This division's EBITDA therefore fell by 42.3 percent to €6.5 million. Here again, the forecast of a slight increase in revenue and EBITDA published at the start of 2018 was not realised, at least on the EBITDA score.

The executive board anticipates further positive development in revenue and EBITDA in the 2019 financial year. Although the economy has lately lost some of its momentum, the economic fundamentals remain solid in all markets of

relevance to VTG, the group said.

In Germany, the reduction in track prices for rail freight traffic is also expected to provide positive stimulus for the industry. These factors should further boost demand for railcars and logistics solutions. Additional revenue and earnings effects are expected from the Nacco takeover, which will be consolidated for the full financial year for the first time in 2019. In contrast, transaction and integration costs relating to the takeover should be substantially lower in 2019. This being the case, the executive board expects revenue to increase significantly to between €1.15 billion and €1.25 billion in 2019. EBITDA is expected to be between €480 million and €510 million. The EBITDA forecast includes a positive contribution of €50 million due to first-time adoption of the new IFRS 16 accounting standard for operating leases. Notwithstanding, the executive board continues to target earnings per share (EPS) of €2.50 for the 2019 financial year.

Finally, the executive board resolved on 24 February 2019, to apply to have shares in VTG delisted from regulated trading on the Frankfurt Stock Exchange. Warwick Holding GmbH, which holds a roughly 71 percent stake in VTG and is therefore the majority shareholder, had earlier announced that it would be able to support a planned capital increase with subscription rights to refinance hybrid capital from the Nacco financing arrangements only if the company is delisted. Delisting will probably take effect in April of this year.

# Imperial expands in specialised chemicals

**Imperial Logistics' international business has expanded its European road tanker fleet in response to several years of strong business growth, and its successful entry into intermodal services in 2016.**

The company's acquisition of 45 new tractor units and 55 tanker trailers will enable it to provide clients with dedicated equipment where required, counteracting the impact of frequent capacity shortages in the market.

Imperial CEO Hakan Bicil explained: "Our chemical road transport business has experienced double digit, compound annual growth over the past four years, resulting from the positive performance of its top clients, and its focus on strategic accounts.

"In addition, we expanded our product portfolio two years ago to include intermodal services; that has broadened our capabilities and further enhanced our appeal. The healthy economy and increased volumes have also played their part in



our growth.

"This is our largest single vehicle acquisition to date, but such numbers are likely to be repeated in the future. It means we can now assist more of our clients with dedicated capacity to help overcome periodic shortfalls. This fleet expansion positions us well to increase our market share."

The highly-specialised chemicals road transport division continues to order high-spec tractor units, with strong emphasis on safety features including blind spot assistance, and alcohol monitors that must be used before the vehicle can be started.

The new trailers meanwhile include fixed tankers and tank container/chassis combinations, comprising mono and multi-chamber units - some of which are heatable, and others which are rubber-lined for corrosive chemicals carriage.

The trailers also embody numerous safety features: such as ground operation, tyre pressure monitoring, 'dead man's handles', limit valve encoders, stability systems, and immobilisers that prevent vehicle movement if ladders are lowered or bottom valves are open. Trailers destined for Imperial's Wildeshausen, Germany facility, which handles various special chemicals, additionally feature pumps, level indicators and rear view cameras.

The new tractors bring Imperial's specialised chemical tanker division prime mover fleet to some 400 units in total, while the new tanker trailers increase its fleet to around 500 tankers and chassis, and 500 demountable tank containers.



EGIM now provides direct rail links between Hamburg and Singen as well as truck transport for the first and last miles

## Eurogate launches direct Singen connection

**Eurogate Intermodal (EGIM) is expanding its network. Hamburg-based EGIM is introducing a new direct rail connection between Port of Hamburg and Terminal Singen, in the South-Western state of Baden-Württemberg.**

Terminal Singen is a road and rail cargo hub serving southern Germany and the tri-border region, with a focus on the Lake Constance area, Austria's Voralberg region and eastern Switzerland. Additionally, the new direct service will provide customers in this region with better access to intermodal and maritime transport options by connecting hinterland and inland traffic with the seaport. In addition, the new EGIM service is an attractive alternative to other high-traffic terminals throughout Baden-Württemberg.

Initially, the Singen-Hamburg direct service will offer two roundtrips a week with a total capacity of 88 TEU per run and direction. The use of fixed rolling stock allows EGIM and its clients a high level

of flexibility while facilitating optimised load factors and transport times. In addition to the pure rail service between Hamburg and Singen, EGIM also offers customers transport by truck to cover the first and last miles of the transit route from terminal to a shipment's final destination.

Niels Riedel, head of sales at EGIM, explained: "With the launch of our newest direct connection to Singen, our goal is to provide a better balance of transport service options in the immediate and neighbouring regions. This will give our customers an efficient and attractive alternative to existing services.

"Furthermore, we see our co-operation with the container terminal TSG Singen as an ideal opportunity to further expand our maritime logistics business. Until now, logistics in this region have been more focused on intracontinental traffic, with comparatively limited access to maritime routes. With our new service, we're taking a step towards changing that."

# Calor enhances LNG refuelling network

**Calor has enhanced its refuelling network for natural gas-powered trucks by upgrading its Aust LNG facility, near Bristol, UK.**

Part of Moto's Severn View Services, the Aust facility is located off the M48 motorway by the Severn River Crossing. It is a vital refuelling stop for LNG-fuelled vehicles using the M4 corridor to travel to London or elsewhere in the UK, and has been upgraded to consider the requirements of mono-fuelled trucks.

As part of this upgrade, the new system uses 'zero loss' cooling technology to keep LNG within the storage tank at the ideal temperature and pressure for refuelling vehicles. Similar work has been carried out at Moto's Donnington Park, Lymm and Grantham service stations, to add to Calor's growing LNG infrastructure of six public refuelling facilities.

Keeping LNG in this optimum state reduces the likelihood that warm gases such as methane need to be vented from the vehicle's on-board storage tank during refuelling. Venting can result in increased emissions and prolonged refuelling times. Thanks to the 'zero loss' technology, if venting is still required all vent gases are captured in the LNG station with no losses to atmosphere.

As demand for LNG continues to grow in the haulage industry, especially for long-haul vehicles, Calor continues to invest in its LNG refuelling network, which is the largest in the UK. Unlike conventional fuels such as diesel, LNG emits significantly less CO2 and dramatically reduces dangerous particulates such as NOx and SOx.

The fuel is colourless and odourless, and is created by cooling natural gas to around -162degC. At this temperature the gas liquefies and reduces in volume, making it ideal to fuel regional and long-haul heavy goods vehicles (HGVs), as larger quantities can be stored.

Furthermore, LNG-powered trucks are far quieter than their diesel-fuelled equivalents,

meaning they can operate longer in areas subject to noise restrictions. This is invaluable for HGVs that deliver to supermarkets near residential areas, or city centres that impose regulations on traffic and noise levels.

Mark Gilks, transport specialist at Calor, added: "Leading truck manufacturers are predicting that, by the early 2020s, vehicles powered by natural gas could account for 20 percent of all HGVs sold. This growing market share highlights the obvious benefits of choosing LNG to power long-haul HGVs now and into the future.

"As a low-carbon, competitively-priced fuel solution with good availability, LNG has a big role to play in helping the transport and logistics sector hit its environmental targets. Ensuring our publicly-accessible LNG refuelling network, which is the largest in the UK, can best support the demands of HGVs is crucial to this aim."

"By upgrading our Aust facility, as well as stations in Donnington, Lymm and Grantham, we can provide the necessary transport infrastructure to support the growth of LNG. We are committed to helping the industry move to a more sustainable future, and investing in our refuelling network will play a key role in achieving this."



The new system uses 'zero loss' cooling technology to keep LNG within the storage tank at the ideal temperature and pressure which reduces the likelihood that warm gases such as methane need to be vented

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## Hupac launches semitrailer transport from Belgium to Spain

**H**upac Intermodal is now shipping semitrailers on the Spanish network up to Barcelona – a milestone for intermodal transport that has been achieved after a successful test period together with Spanish Railways RENFE and France's SNCF.

As of February 2019, semitrailers with P386 codification can be carried on special pocket wagons. An extra strong XL tarpaulin is required.

The Antwerp-Barcelona shuttle offers daily departures with attractive A-C transit times. The train runs on the UIC line up to Barcelona Morrot without the need to change railcars for the Spanish network.

Last year, Hupac carried around 926,000 road consignments by rail, thus increasing its volume by 21.4 percent. This growth was partly attributable to one-off effects such as the recovery of traffic losses due to the Rhine disruption in 2017 and the acquisition of ERS Railways in June 2018.

The 926,414 road consignments, or 1,720,000 TEU, corresponds to 163,000 road consignments more than in the previous year.

Non-transalpine traffic showed the most dynamic development with an increase of just under 38 percent. The increase of 98,000

road consignments compared with the previous year was almost exclusively attributable to the volume of ERS Railways, which was integrated into the Hupac Group in June 2018 and contributed to the overall result with about 92,000 road consignments. ERS Railways, with its operational headquarters in Hamburg, specialises in maritime hinterland services and thus complements the portfolio of Hupac with its traditional focus on continental traffic. ERS offers connections between the North Sea ports and numerous destinations in Germany as well as supplementary services such as port connection traffic, local delivery and customs procedures. The expansion of the network to the western ports by exploiting synergies with Hupac Intermodal is in the development phase. "We have achieved important successes with ERS Railways; the entire Hupac Group benefits from this," commented CEO Bernhard Kunz.

Transalpine traffic through Switzerland also developed positively. Compared with the previous year, Hupac was able to shift 67,000 additional road consignments to rail, which corresponded to an increase of 14.4 percent. Almost half of this was attributable to the recovery of volume losses due to the seven-week blockade of the Rhine valley route in August/September 2017. Revised the Rastatt effect, traffic volumes in transalpine traffic through Switzerland increased by about 8 percent. Growth was again driven by semi-trailers. These services are currently routed via the Simplon axis to the Novara terminal. The opening of the 4m corridor via the Gotthard Base Tunnel and the connection of the Busto Arsizio-Gallarate terminal at the end of 2020 will create new opportunities for modal shift.

In 2019 Hupac expects transport demand to stabilise as a result of the economic downturn. "Now is the time to focus on the quality of the services," emphasised Michail Stahlhut, director of Hupac. "We must ensure a stable environment on which new growth can be built."

### Traffic development

Number of road consignments	2018	2017	%
Transalpine via Switzerland	535,777	468,329	14.4
Transalpine via Austria and France	38,767	40,564	-4.4
Non-transalpine	351,870	254,208	37.9
Total	926,414	763,101	21.4

## Genk-Trieste connection

**A** direct freight train solution now connects Genk to Trieste in the North of Italy.

The service will run two times – and later three times – a week. Belgian logistics firm H Essers and private railway company Lineas Intermodal are collaborating on the new service. Thanks to this new link, H.Essers is not only able to optimise transit time and cost price for customers, it also replaces 9,000 road transports with rail and waterway alternatives.

Trieste is one of the busiest ports in Italy. The new line is the first direct railway link from Belgium to this important hub on the Adriatic Sea. Lineas Intermodal set up the routes between Euro Terminal Genk, near the headquarters of H Essers, and Samer Terminal in Trieste. "The open train is able to transport both containers and trailers. Initially, there will be two trips per week, later three," said Sam Bruynseels, of Lineas Intermodal.

H Essers will use the railway for so-called secured/cold-chain transport to Greece and Turkey. Cargo units are taken by train from Genk to Trieste, and then by ship to the port of Patras, Greece and the ports of Istanbul, Pendik, Izmir and Mersin, in Turkey. "This represents not only a nice extension to, but also an optimisation of, our existing network. Moreover, the new route is a good example of a synchromodal solution where goods travel as much as 90 percent over rail and water," says Gert Bervoets, CEO of H Essers.

As many Safebox containers as possible will be used on the new link. This 45ft container was specially developed for H Essers' secured/cold-chain transport, focused on the three strategic markets of the company: chemicals, pharma and high-value products. They are electronically locked and monitored 24/7 from the company's control tower, allowing H Essers to intervene quickly if necessary. In addition, part of the Safebox containers is equipped with temperature control, making it possible for the control tower to monitor the cooling units so that temperature-sensitive goods can be transported unescorted to Greece and Turkey.

Bervoets added: "We are able to handle almost all classes of dangerous goods, including liquid bulk transport from tank container specialist Huktra, which was recently taken over by H Essers."

After a train connection to China that was set up in 2017, the international 'synchromodality' network of H Essers – freight transport over a combination of road, rail and water – is being expanded.

"The new rail and waterway connection to Greece and Turkey allows us to eliminate 9,000 road transports each year," said Bervoets in explaining the network. "It is a sustainable solution that makes it possible for us to meet the fast-growing demand of our customers in this area."

Bruynseels of Lineas agreed: "With nine times fewer CO2 emissions, six times less energy consumption and eight times less air pollution, rail is an indispensable asset for making our transport sector climate friendly, as well as tackling the increasing problem of congestion. This is the kind of synchromodality we need."



## Davies Turner restructures China rail service

**U**K freight forwarder Davies Turner has upgraded its fixed-day, weekly rail import service for LCL cargoes from China, following operational changes in the product.

Since the introduction of the service two years ago, MCC (Multi Country Consolidation) containers have been carried by rail from Wuhan across mainland China, Kazakhstan, Belarus and into Warsaw, in Poland. On arrival, consignments destined for UK were transhipped to a local bonded warehouse for a NCTS/T1 bond to be issued, then trucked via Dover port to Davies Turner's Dartford hub for subsequent customs clearance.

Following a recent restructuring of operations, containers will go by rail from Wuhan direct to Duisburg, Germany, before being trucked under bond to Port of Rotterdam and transported by ferry to Purfleet, near Dartford for on-carriage by truck to Davies Turner's distribution centre, where they will be discharged, customs cleared and delivered.

Tony Cole, head of supply chain services at Davies Turner, said: "This new more direct method of moving the container from Wuhan to the UK will remove the current need to unload the

container in Poland, then reload into a trailer, which will enable us to offer a lower rate to the market, and reduce the possibility of delays, as well as strengthening security."

The service is offered in conjunction with Davies Turner's long-standing partner in China - Air Sea Transport Inc - which arranges collection of shipments from any location in mainland China to the rail terminal at Wuhan, where closing dates are approximately three days prior to the departure of the intercontinental rail service.

The Wuhan rail hub to Dartford depot transit time is 22 to 24 days.

Philip Stephenson, chairman of Davies Turner, added: "We were one of the early adopters of the opportunity to ship via rail from China to the UK and it has proved to be a practical way of offering an alternative with clear advantages over the ocean freight and air cargo options in terms of cost and transit times.

"I believe that the recent restructuring of our services leaves us as the only UK freight forwarder with a truly direct overland LCL and FCL option from Wuhan to the UK, with no transhipment of cargo en route.

"We have already seen during the previous two years of providing

rail services how this option has assisted clients' supply chain needs, and with proven schedule reliability, secure market conditions and competitive rates, rail is proving to be an increasingly popular choice.

"If a client is experiencing issues with orders running behind schedule, at times of peak ocean demand, when an ocean sailing has been missed or, as with the current ocean market conditions where vessels have been cut and are omitting UK ports, then rail is a viable service option, particularly so for larger shipments or dense cargo where the cost of air-freight can prove prohibitive.

"To date, the big selling point has been that the cost is significantly less than shipping the cargo by air and much quicker than getting it to destination by sea. Being able to reduce rates even further will give us the opportunity to convert more shipments from airfreight to the less expensive rail service, while upgrading shipments currently moving by ocean-freight to the faster overland option."

In April last year, Davies Turner added an export LCL cargo service by rail from the UK to China to complement its import FCL and LCL rail consolidations in the other direction.



# Greiwing builds in Burghausen

**W**ork on Greiwing's new branch in Burghausen in southern Bavaria entered its final phase late last year.

Following scheduled completion of the first construction phase in October 2018, work on section two is now in full swing. An additional logistics hall with four fully automatic unloading facilities will be built on a floor area of 11,500 sqm.

Jürgen Greiwing, managing partner, said: "We are very pleased that we have kept to the planned timetable and that all challenges can be solved within the framework of the project. The first phase of construction, including a 9,000-sqm logistics warehouse, outdoor facilities covering an area of around 30,000 sqm and the administration building, has already been completed. The logistics hall houses a storage area for 15,000 pallets in the mobile rack, two silage halls, a filling area with three filling silos each with a capacity of 120 cbm, as well as two cleaning systems for silo and tank interiors and external truck wash. In addition, a high-silo system with 24 high silos of 355 cbm are to be completed.

In section two, an 11,500 sqm logistics hall with four fully automatic unloading facilities will be built. The system will also feature eight conventional ramps that ensure rapid loading and unloading at all times. The hall is divided into three sections, which are separated from each other by fire protection. Section one will be equipped with a gas extinguishing system. In the future, the logistics service provider will store hazardous substances and substances up to water hazard class 3 (WGK). In section two, substances up to WGK 2 can be stored. Section three is intended for storage according to the HACCP (Hazard Analysis Critical Control Point) and GMP (Good Manufacturing Practice) standards.

The new 60,000 sqm logistics centre in the 'Bavarian Chemical Triangle' will be connected directly to the world via the Burghausen Combined Transport terminal. With around 80 employees, Greiwing will primarily be providing contract logistics for customers from the nearby chemical parks in Burghausen and Burgkirchen. "With our new location, we are able to offer all logistical services to our customers. The focus will be on our value-added services, which we can make more environmentally friendly due to the proximity to the CT terminal," said Greiwing.

The entire project represents an investment of €33 million.

## New investor for storage

**Y**et another private equity firm is looking to build out more storage across America.

Hartree Partners and funds managed by Oaktree Capital Management have formed a liquids storage, terminaling and logistics platform company, Hartree Bulk Storage, LLC, with an initial equity commitment of up to US\$735 million.

Headquartered in New York, Hartree Bulk Storage intends to capitalise on the strong global demand for bulk liquids storage infrastructure via mergers and acquisitions, greenfield projects and joint venture partnerships. The newly formed platform will provide independent solutions to refiners, petrochemical manufacturers, marketers and producers of crude oil, refined products, NGLs and other bulk liquids.

Hartree and Oaktree began their partnership in early 2015, when Oaktree funds purchased Hess Corporation's stake in Hess Energy Trading Company. Hartree Bulk Storage will expand the partnership and provide a dedicated platform to take advantage of Hartree's 20-plus years of experience in the oil and refined products markets by developing storage solutions that offer flexible, multimodal connectivity for its customers.

"Hartree's deep understanding of the energy supply chain and local market dynamics, coupled with its ability to identify future market trends, will guide the ability of Hartree Bulk Storage to provide superior connectivity and optionality to its customers," said Guy Merison, Hartree's co-founder.

"Over the past two decades, Hartree has consistently used storage solutions for its trading business, and we believe that in partnership with Oaktree funds, Hartree Bulk Storage can develop a network of storage facilities with strategic importance to its customers."

"Oaktree is very pleased to expand our partnership with Hartree. Our shared vision and common investing principles have generated attractive returns at Hartree over the past four years," said Rajath Shourie, managing director at Oaktree. "We are excited to build an integrated bulk storage and logistics solutions provider that leverages the unique market perspective of a commodity merchant."



The first phase of Greiwing's Burghausen site includes a 9,000-sqm logistics warehouse and outdoor facilities covering 30,000 sqm



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Peel Ports is now able to offer 30,000 sqm of additional warehouse space

## Mainfreight opens in Zaltbommel

**M**ainfreight has announced the opening of its new warehouse in Zaltbommel, Netherlands.

With the arrival of this new warehouse with a total size of 25,000 sqm, Mainfreight is expanding its European footprint to more than 350,000 sqm of space. The warehouse also offers space for the storage of hazardous goods (ADR Limited Quality), storage for aerosols and flammable liquids.

Out of this 'BREEAM Very Good' warehouse, a wide range of services will be provided: storage and order picking processes, and various value-adding activities are performed, such as the execution of multi-packs and display building. A large part of the co-packing services will be performed by team members from the local labour market.

The distribution center is located on the De Wildeman business park, which is part of the Logistic Hotspot Rivierenland. Its location, situated next to the A2 motorway, gives Mainfreight the opportunity to improve service levels for customers and to provide extensive end-to-end European distribution services.

## Peel adds at Sheerness

**P**eel Ports London Medway has increased the capacity of its warehousing facilities at Port of Sheerness through an extensive reconfiguration programme.

Responding to an upsurge in demand for warehousing across the UK, Peel Ports is now able to offer 30,000 sqm of additional flexible and scalable warehouse space at a port-centric location.

The facilities could support the import, export, storage and distribution of paper, plywood, metal plate, and other bulk products, as well as palletised FMCG products, enabling greater supply chain efficiencies and resilience.

Peel Ports has made considerable steps to offer a

scalable option for businesses, where they can expand or reduce their warehouse space on demand, as well as having the option of short or long-term contracts, encouraging effective business growth.

Located near London, the secure warehousing provides a good base to supply factories, production lines, construction projects and retailers, with rapid access to the London market via the M2 and M20.

Additionally, the port-centric location of Sheerness offers businesses an option for international distribution.

Port of Sheerness has 11m of water depth with no tidal restrictions or lock system, allowing for

unrestricted 24 hour berthing ensuring efficient vessel operations.

Andrew Hunter, sales manager at Peel Ports London Medway, said: "The Port of Sheerness is a key strategic location for Peel Ports and we are committed to both expanding the port's core commodities, as well as creating further opportunities for our customers through diversification.

"The reconfigured warehouse space has created a hub for storage and distribution of sensitive cargo and represents our dedication to helping businesses establish a base for growth. It provides importers and exporters quick and easy access to London."



## Koole unloads first SABIC pyrolysis oil

**I**n January, the first truck loaded with pyrolysis oil from Spain arrived at Koole Tankstorage Botlek, in Rotterdam, to be unloaded.

The truck had already arrived one day earlier for sampling, so it was known in advance with which ratio the NAFTA should be unloaded to stay within the specifications of the end product.

The unloading of the first 10 tonnes went smoothly. The driver who collected the product in Spain was pleased with the welcome at both the loading locations and Koole Terminal.

Pyrolysis oil is special as it originates from used plastic. Ten tons of the product is made from 13 tons of old plastic. The oil is then transformed into new feedstock at a special facility located at SABIC's Geleen manufacturing site and used for making more plastic.

Despite the fact that the product was new to the terminal, the acceptance process was quick and efficient because of regular and good communication with the customer.

At Koole, a team from chemicals firm SABIC was waiting for the driver so they could witness this milestone for the SABIC's pyrolysis project. For the SABIC team this marked the closure of a hectic six months to get this project on track.

Koole says the project is a perfect example of the circular economy, where waste from one product is used to produce a high quality equivalent product again. Koole management is convinced that the role of products in the renewable and circular economy will only increase in the future and also welcomes developments from an environmental perspective.

## Sulphur rules already impact Rotterdam bunkers

**I**n 2018, the sale of bunker oil in the Rotterdam bunker port decreased from 9.9 million cbm to 9.5 million cbm.

The decrease can almost entirely be ascribed to the decline in sales of heavy fuel oil from 8.3 million cbm to 7.9 million cbm. Throughput of LNG as bunker fuel increased considerably from 1,500 to 9,500 tonnes.

The Port of Rotterdam Authority suspects that the decline in bunker volumes in Europe's largest bunker port is a consequence of the increased scale and use of modern vessels in container shipping. Supplies to container ships account for approximately 70 percent of the total Rotterdam bunker market.

These days, LNG bunkering in Rotterdam is business as usual. As well as Titan LNG, Shell and Anthony Veder have now also registered as LNG bunker specialists in the Rotterdam port. The port authority is expecting to have 10 suppliers within five years and a considerable increase in LNG bunkering.

### Timetobunker app

The introduction of the so-called 'Timetobunker



Shell's LNG bunkering vessel Cardissa refuels the SCF tanker Gagarin Prospect in the Port of Rotterdam. Photo: Shell

App' was successful. The port authority started a trial last summer with bunker specialists VT Group, Unibarge, Titan LNG, FTS Hoftrans and Transnational Blenders, for digital bunker registration via this specially-developed application. The app is now available to other bunker suppliers, and the 'Timetobunker App' is also live.

Bunker specialists in Rotterdam are obliged to report to the port authority prior to commencing each operation. Until now, this took place via VHF. As some 20,000 bunkering operations take place each year, being able to register these online enables the majority of the processes to be

automated and enables more efficient operations. The application also allows the report to be submitted to both the port authority and Customs at the same time.

### VLSFO

From 2015 ships in Rotterdam have been able to sail only with fuels of maximum 0.1 percent sulphur, as the port of Rotterdam is in an emission control area (ECA).

From January 2020 new IMO rules will apply to permitted sulphur levels in fuel for shipping. The port says it welcomes this. The permitted level will then be 0.5 percent. The current maximum sulphur level in shipping fuels is 3.5 percent. This means that shipping needs either to install emission-reducing systems or switch to a cleaner fuel such as LNG - which doesn't contain sulphur.

The oil product refineries and storage terminals in Rotterdam are preparing themselves for the delivery and storage of so-called VLSFO (very low sulphur fuel oil), which contains the required 0.5 percent sulphur. In February, the market signalled the delivery of the first VLSFO bunkers in Rotterdam.



Antwerp's aim is to double the proportion of rail transport, bringing it to 15 percent

# Record year for Antwerp

**2018 looks set to be a record year for Belgium's Port of Antwerp for the sixth time in a row, with growth in all types of cargo and a recent wave of investments.**

Crucially, it assures the continuity of the port's role as the main engine of the Belgian economy. In 2019 the Port Authority will keep to the same course, further building a sustainable future for the port. In pursuit of this goal it is concentrating heavily on structural solutions to challenges such as mobility, the energy transition, digitisation and innovation.

With growth of 5.1 percent compared with 2017, earlier forecasts of a sixth successive record year have been confirmed. The expected total freight volume in 2018 comes to 235 million tonnes, a new record, with growth in all types of cargo. The large expansion in container freight continues, reaching 130 million tonnes (up 5.8 percent) or 11 million TEU (up 5.5 percent). Liquid and solid bulk for their part are up by, respectively, 4.5 percent (to 76.5 million tonnes) and 5 percent (to 12.8 million tonnes), while breakbulk experienced growth of 1.8 percent (to 15.6 million tonnes).

In 2018 leading international players in the chemical industry, including Borealis, INEOS, Nippon, Sea-Mol and Oiltanking/AGT, brought a wave of investment to the port, amounting to more than €2 billion.

Port authority CEO Jacques Vandermeiren declared: "With these excellent growth figures and the recent surge of investment, in 2018 the port has once more confirmed its role as the main engine of the Belgian economy. Now we will continue on the same course as before, towards a sustainable port of the future. But to keep growing in a sustainable way, we together with the whole port community must strain every effort to meet the challenges facing us today. The port of the future must have enough capacity and be accessible, sustainable, smart and secure to remain attractive for investors."

While the record year and the investment surge together confirm the vitality of the port, they also confirm earlier forecasts that the maximum container capacity will very soon be reached so that additional container handling capacity is urgently needed.

Vandermeiren outlined the situation: "We are already far beyond the optimum capacity limits in the terminals below the locks, with serious consequences for efficiency. We therefore continue to insist that additional container

capacity below the locks is urgently needed. Port of Antwerp is doing very well, which is good news for the economy. But it is also very important to keep up this impetus and to build the necessary capacity as soon as possible. The most recent draft version of the Preference Decree for creation of additional container capacity represents the last step towards a breakthrough in this complex project.

"We are therefore very pleased with the efforts by the Flemish administration, and are glad to work constructively on further development of Alternative 9 which is now being considered. This alternative now has to be further tweaked in nautical and operational terms in order to make it sufficiently feasible and attractive for the economic operators while limiting the environmental impact to the absolute minimum."

With roadworks about to start on the Oosterweel interchange, structural solutions to mobility problems in and around Antwerp are more urgent than ever. The port authority is facing up to its social responsibilities in this area, collaborating with the rest of the port community to develop structural solutions for reducing the pressure on mobility both for freight and for private transport.

For freight transport the aim is to achieve a significant modal shift by 2030, reducing the proportion of freight that travels by road from 55 percent to 43 percent. The parallel aim is to double the proportion of rail transport, bringing it to 15 percent. Railport – a joint initiative by Antwerp Port Authority, the Left Bank Development Corporation and the industry associations essenscia Vlaanderen and Voka Alfaport – assumed responsibility for this in 2018. In the meantime constructive discussions are under way with Infrabel (rail track operator) to develop a new operating model for rail infrastructure in the port with a view to raising the flexibility and efficiency of rail transport.

The proportion of freight carried by barge is set to increase from the already high level of 38 percent to 42 percent. Earlier this year the port community signed a Container Barge Action Plan based on three main foundations, namely collaborative scheduling of barge movements, consolidation of container volumes and digitisation. The interplay of these various measures should make container barge transport more efficient. The first pilot projects for centralised barge scheduling have led to positive reactions in the market.

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<b>Intermodal Asia</b> 22-24 May 2019 Shanghai, China <a href="http://www.intermodal-asia.com">www.intermodal-asia.com</a>
<b>transport logistic</b> 4-7 June 2019 Munich, Germany <a href="http://www.transportlogistic.de">www.transportlogistic.de</a>
<b>EPCA 53rd Annual Meeting</b> 6-9 October 2019 Berlin, Germany <a href="https://epca.eu">https://epca.eu</a>
<b>Intermodal Europe</b> 5-7 November 2019 Hamburg, Germany <a href="http://www.intermodal-events.com">www.intermodal-events.com</a>



The proportion of freight carried by barge is set to increase from the already high level of 38 percent to 42 percent

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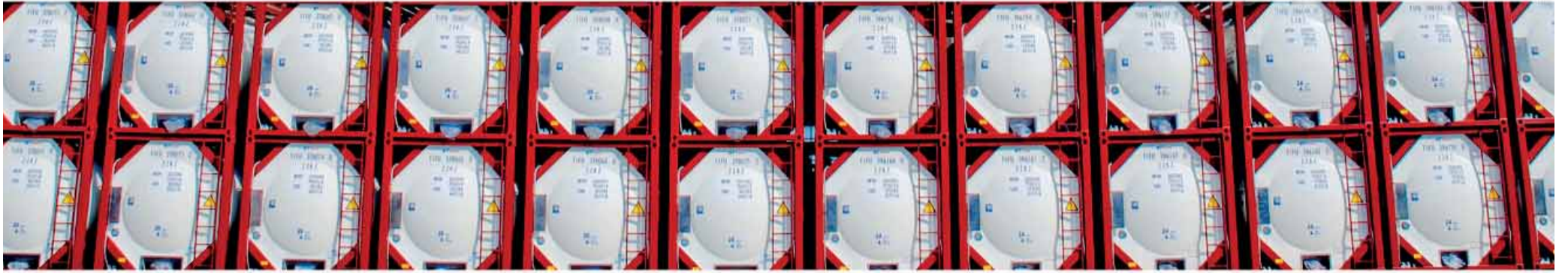
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