

# BULK DISTRIBUTOR

Your single information source for bulk and semi-bulk logistics

Tank Containers • Flexitanks • IBCs • Drums • FIBCs • Bulk Liners • Road Tankers • Loading/Bagging • Bulk Logistics • Cleaning & Repair Depots • Components

## IN THIS ISSUE

Shipper	2
Safety	3
Tank Containers	4
transport logistic Preview	12
Logistics	15
Cryogenic Tanks	19
Depot Services	20
Components	22
Inspection	25
Road Tanker Earthing	26
Asset Management	28
Industrial Packaging	33
Ports & Storage	37

## FEATURES IN THE NEXT ISSUE

Industrial Packaging  
Loading Racks  
Road & Rail Tanks

To advertise or contribute please email  
[anne@bulk-distributor.com](mailto:anne@bulk-distributor.com) or  
[newsdesk@bulk-distributor.com](mailto:newsdesk@bulk-distributor.com)

## ABS, CINS join forces on container ship safety

**C**lassification society ABS and leaders representing the Cargo Incident Notification System (CINS) are teaming up to develop actionable recommendations to help mitigate risks posed from the stowage of dangerous goods on container ships.

CINS is a shipping line initiative, whose aim is to increase safety in the supply chain, reduce the number of cargo incidents on-board ships and highlight the risks caused by certain cargoes and/or packing failures.

ABS has been working with CINS members over the past six months to develop best stowage strategy guidelines. Following a three-month trial, the best practice guidelines are intended to be published on the CINS website. The collaboration assembles key industry stakeholders to examine the challenges and risks that containership owners and operators face, when stowing dangerous goods.

"Carriage of dangerous goods, not properly identified or accounted for, can be detrimental to the safety of the ship – and, more importantly, to



ABS has been working with CINS members for six months on best stowage guidelines

the people on board that ship," says ABS vice president for technology, Gareth Burton. "Central to our joint effort is advancing safety by developing a set of best practices incorporating key lessons learned provided by CINS members from past incidents."

The objective of the project is a comprehensive set of best practices to improve stowage planning

and hazard mitigation for dangerous goods carriage, leading to a focused application of existing risk assessment processes.

"By working together with ABS and other leading international partners, we can share our experiences and help to improve the safety of stowing dangerous goods," says Uffe Ernst-Frederiksen, CINS chairman. "We are looking forward to channelling these experiences into the development of this new industry best practices document and welcome views, insights, and other risk-based approaches from various carriers that can help improve fire safety in our industry."

The CINS board includes five of the world's largest container shipping lines (Maersk Line, Hapag Lloyd, MSC, CMA CGM and Evergreen Line), together with three advisory board members (International Group of P&I Clubs, TT Club and Exis Technologies). CINS membership comprises over 80 percent of the world's container slot capacity.

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

## Suttons buys DHL chem business

**S**uttons Tankers has agreed a deal to acquire DHL Supply Chain's UK bulk commodity chemical business.

The acquisition predominantly covers chemical transport from sites in Billingham, County Durham and Runcorn, Merseyside.

DHL's dedicated services in packed chemicals, bitumen, lubricants and fuels will remain with DHL.

Suttons managing director Michael Cundy said: "We see DHL's bulk commodity chemical business as complementary to our existing offer and in line with our strategic commitment to this market.

Customers can be assured Suttons will maintain the high levels of service and safety they expected from DHL.

"This acquisition shows Suttons' continued commitment to the bulk chemical sector and the benefits of a national shared user-support network."

Stuart Carlyon, VP, operations industrial transport within the network logistics & transport division of DHL Supply Chain added: "We welcome this approach by Suttons Group. Like us, Suttons is a premium operator working in specialised logistics, utilising highly-skilled driver, workshop and support staff with an emphasis on safety and customer service."

Also in the UK, Suttons Tankers has agreed a new five-year contract with waste reclamation and recycling solutions specialist Tradebe UK.

The Cheshire-based operator transports chemical waste to and from Tradebe sites in Heysham, Gwent & Knottingley.

Last year Suttons Tankers acquired the trade of Bullard Ltd, a UK transport company specialising in the chemical waste and fuels sector.

Cundy said of the contract: "We've been working with Tradebe since 2015 and this updated agreement, which includes Syngenta, strengthens our position in the waste sector which is a core strategy for the company. The new deal provides a more flexible solution of recycling waste and will see the customer's overall costs reduced."

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



Suttons sees DHL's bulk commodity chemical business as complementary to its existing offer





## CARMOCAL

SERVICIOS AMBIENTALES

Leaders in high quality services and management of IBC and TANK CONTAINERS.

CLEANING | DEPOT | TESTING | HEATED CERTIFICATIONS | OTHER SERVICES

[services@carmocal.com](mailto:services@carmocal.com)

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



# Philippines cracks down on overstaying boxes

**Port operator International Container Terminal Services (ICTSI) has welcomed concrete steps taken by the Philippine government to clear Manila ports of overstaying cargo.**

Christian R Gonzalez, ICTSI global corporate head hailed efforts by the Philippine Ports Authority (PPA), the Department of Transportation (DoTr), the Department of Trade and Industry (DTI), and the Bureau of Customs (BOC) to resolve the issue of overstaying cargo at Manila ports, and ensuring their swift removal.

"We thank the Philippine government for taking a hard stand in fast-tracking the disposal and reduction of overstaying and empty containers at Manila ports. The results have been immediate and go to show what determination and focus of purpose can do."

Roughly a month after the PPA issued an ultimatum for overstaying containers, yard utilisation at Manila International Container Terminal (MICT) rapidly decreased by about 20 percent, from 90 percent in January this year to 70 percent at the start of April. The healthy yard utilisation happened despite higher volumes



A month after the ultimatum for overstaying containers, yard utilisation at Manila International Container Terminal rapidly decreased by about 20 percent

handled, especially in March where MICT handled a record monthly volume.

The terminal was able to accept almost double the number of empty containers it was receiving, freeing up trucks in the process which, in turn, resulted to more import pull outs. Shipping lines have now been able to bridge the gap in achieving their weekly empty container evacuation targets.

Import dwell time had likewise been reduced from 11 days in January to 6.6 days at the start of April. This resulted in zero ship queues compared to December's peak season.

ICTSI also continues to transfer more overstaying laden containers to Laguna Gateway Inland Container Terminal (LGICT) in Calamba.

The government has led various port stakeholders — including ICTSI, Asian Terminals, Inc (ATI), and international shipping lines — to sign a Manifesto of Support in March for the efficient utilisation of Manila's ports, encouraging the immediate retrieval of overstaying and empty cargo to designated ports and off-dock depots.

Even before the manifesto was signed, ICTSI took the lead along with Association of International Shipping Lines (AISL), Alliance of Concerned Truck Owners and Organizations and Container Depot Alliance of the Philippines to undertake immediate measures in alleviating problems connected with returning empty containers.

This includes the identification of depot areas that could be leased for empty storage, with ICTSI covering the cost of the lease; movement of more than 5,000 overstaying containers to bonded warehouses outside of the terminal; and use of the San Miguel Yamamura property near MICT to store and reposition empty containers.



The city of Sitges is located 35km from Barcelona and hosts this year's Fecc Annual Congress

# Fecc going to Sitges

**The Annual Congress of the European Association of Chemical Distributors (Fecc) takes place in Sitges, Spain, on 12-14 June 2019.**

The congress is the leading event for the European chemical distribution industry, offering a platform to communicate to all stakeholders of the chemical distribution supply chain.

This year Fecc will offer participants an attractive programme with a new format: high-level participants have been invited to join two panel sessions where they will debate and share their vision of the future for the chemical distribution industry. The speakers will include all the actors of the supply chain, from manufacturers to customers. The panels will be moderated by Katrina Sichel, who has twenty years' experience in communications as a TV producer, event presenter/moderator and campaign director.

The main themes of the panels are:

- Digitalisation & cyber security
- Value chain and services for the future
- Promoting and attracting young and diverse talents into chemical distribution
- Sustainability, security and safety

Each panel session will be followed by a Q&A session, where an interactive application

(Fecc2019APP) will be used for live questions in addition to the traditional microphone and will facilitate interactions between the participants. The programme will close with a full day dedicated to networking on 14 June.

Fecc invites delegates to join and experience first-hand the congress, which offers a key opportunity for networking in the chemical distribution value chain to generate new businesses and reinforce existing relationships, while also learning about new trends to improve each company's performance.

The congress will offer delegates several opportunities for networking, including a catamaran tour on 14 June, which will be followed by lunch in Sitges.

The city of Sitges is located just 35km from Barcelona and 25km from Barcelona-El Prat Airport. Sitges will provide participants with a perfect location for networking, with an unforgettable insight on the region's gastronomy and culture.

Fecc would like to thank its congress sponsors who give an added value to the event and support this unique stakeholders' gathering in the field of chemical distribution.

[www.fecc-congress.com](http://www.fecc-congress.com)

# Skimping on container quality?

**The International Federation of Freight Forwarders Associations (FIATA) Multimodal Transport Institute (MTI) released its Best Practices Guide on Container Shipping and the Quality of Containers at its annual headquarters session, held in Zurich, on 28 March.**

This is MTI's second volume of best practices being the first related to demurrage and detention. The FIATA Working Group Sea Transport has produced this second Guide to assist both FIATA national associations and their individual member freight forwarders.

The working group noticed that the quality of containers provided by shipping lines in global container shipping has decreased significantly.

"One has to come to the conclusion that shipping lines are cutting costs in the maintenance of their equipment. While there are clear obligations for the shipping lines to provide empty containers that are 'fit for purpose', the quality of containers released by depots (usually subcontracted by

shipping lines) are often not acceptable and there are practical considerations that frequently lead to disputes, additional costs and above all to disruptions and consequent delays in the supply chain," said FIATA.

Similar to the first best practise guide, this document aims to examine the current situation and outline best practices that could be implemented voluntarily by all parties moving cargo through ports. These best practices may help reduce inefficient behaviour that lead to delays and unnecessary supply chain costs.

Jens Roemer, chairman of the Working Group Sea, and one of the authors of the Best Practice said: "The objective of FIATA is to recommend 'best practices' that should be considered by commercial partners in their relations and dealings. We are convinced this will be a helpful tool to the national associations and to the freight forwarders on their daily business."

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



Forwarding is our passion. Since 1879.

## Safety, Trust and global Services

- ✓ One of the world's leading tank container operators
- ✓ First-class reputation in the chemical industry
- ✓ Customized solutions for the whole supply chain from one source
- ✓ More than 40 years of experience in tank container handling
- ✓ 72 own offices in more than 22 countries worldwide
- ✓ Sophisticated IT tools control and monitor the business processes



### Tank container

Leschaco is one of the pioneers of tank container logistics in overseas traffic. Since the beginning of the history of the tank container, we have offered our customers in industry and commerce these transport possibilities.

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

NETHERLANDS | BRAZIL | CHINA | FRANCE | SPAIN | BELGIUM  
SWITZERLAND | UNITED ARAB EMIRATES | JAPAN | MEXICO | GERMANY  
SOUTH AFRICA | THAILAND | SINGAPORE | VIETNAM | MALAYSIA  
USA | CHILE | SOUTH KOREA | HONG KONG | INDIA | INDONESIA



# Confined spaces can be killers

**Mike Yarwood** from international freight transport insurer, *TT Club* looks at the very real dangers of working in the confined spaces inherent in cargo transport

**C**onfined spaces present risks throughout the global supply chain, ranging from ship holds and passageways through to silos and all types of enclosed cargo transport units (CTU's).

There are estimated to be around 15 confined space fatalities each year in the UK alone, with 60 percent of confined space related deaths involving people attempting to rescue colleagues who are already trapped or injured. Confined spaces present real risks in our industry and should demand your attention when managing risk. Awareness training and robust procedures in this context will prevent serious injuries and save lives.

A confined space is a place which has limited openings for entry and egress, inadequate ventilation and is not designed for continuous worker occupation, and where serious injury may occur from hazardous substances or conditions (generally resulting from asphyxia). Tank CTU's used to transport bulk cargoes globally, including road tank trailers, tank railcars and ISO tank containers present prime examples of a confined space risk in the supply chain.

The air we usually breathe contains 79 percent nitrogen and 21 percent oxygen. Once the oxygen content of the air decreases or increases the associated risks change. Oxygen enriched atmospheres give rise to an increased risk of fire and explosion. Where reduced oxygen content is concerned, judgement becomes impaired and ultimately life can no longer be supported, even if the remaining content of the atmosphere is harmless. Clearly, there is also risk that the atmosphere contains toxic or flammable gas concentrations.

Lack of oxygen is a silent killer; there are no obvious warning signs such as coughing or feeling breathless. Where the oxygen levels are sufficiently depleted the first sign is often that the individual becomes unconscious. This can happen so quickly that there may be no opportunity to raise an alert. Where there are pockets of atmosphere lacking sufficient oxygen breathed, an individual will start to feel very weak and confused; unable to undertake the simplest of tasks such as reaching the exit of the confined space. If not rescued quickly they will likely fall into unconsciousness. Rescue operations are therefore time critical.

Where it is essential that a worker enters a tank CTU, atmosphere testing in advance is necessary, but critically oxygen levels should be adequately monitored throughout the required activity. Even where the tank is certified to be clean and the atmosphere adequate to support life, undertaking any work within the tank, whether it be cleaning, polishing or grinding, gives rise to the possibility of changes to the atmospheric content of the confined space.

The key issue is whether the atmosphere is suitable to sustain life. Initial and monitoring testing of the atmosphere inside the tank should be undertaken by a competent person using appropriate calibrated instruments to ascertain acceptable levels of oxygen and acceptable levels of toxic and flammable vapours.

A competent 'watcher' should be physically present throughout the work, providing an immediate response in case of emergency. The 'watcher' should monitor each stage of the work undertaken to ensure compliance with the defined safe system of work.

Annex 8 of the ILO, IMO and UNECE Code of Practice for Packing of Cargo Transport Units (CTU Code) focuses on the risk assessment process covering items such as competence, working at height and emergency preparedness.

A risk assessment should consider as a minimum the following elements:

- The task
- The working environment
- Working materials and tools
- The competence of those undertaking the work
- Arrangements for emergency response/rescue

Access should only be allowed under a safe system (permit) of work and the supervision of a responsible person.

A permit to work assists in ensuring that a formal check is undertaken, confirming that all elements of the safe system of work are in place ahead of a worker being allowed to enter the confined space. Such a system should provide clear identification of the person(s) who may authorise entry into the confined space and those who hold responsibility for specifying the necessary precautions. It should also include training and instruction in the issue of permits, training and instruction for confined space working and monitoring and auditing to make sure that the system works as intended.

Additional training, instruction and signage should be considered. Are the workers aware of what is considered to be a confined space and are they sufficiently trained to recognise such spaces? Do they have experience of undertaking this type of work? Are the workers physically capable of entering into and egressing from the tank container? Consideration may also need to be given where the person may suffer from claustrophobia or their fitness to wear and operate breathing gear.

It is vital to develop an established method of communication between those workers inside the confined space and those outside



The key issue is whether the atmosphere is suitable to sustain life

it. This serves as the first step in emergency response.

Develop and communicate an emergency rescue plan. Regular drills should be undertaken to ensure effectiveness of the plan and familiarity of the workforce with procedures. The arrangements of the emergency rescue plan should be sufficiently communicated to the entire workforce who may ultimately need to rely on it.

Where things go wrong, the worker in the confined space is likely to be exposed to serious and immediate danger. It is essential to have effective and quick arrangements to raise the alarm and trigger rescue procedures. The watcher should never enter the confined space before securing assistance and taking additional precautions. Consideration in this regard should be given to the equipment available and the capabilities of the nominated rescuers.

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

## DIVERSE MODERN TANK FLEET GLOBAL SUPPORT NETWORK





**TANK CONTAINER VILLAGE**  
Munich 4-7th June 2019  
Hall B4  
Stand: 217/318

**Over 50 years of Global Tank Container leasing experience and industry knowledge**

- @chudqrhfidcq`mfdneS00,S4/S `mjS `xodr
- B`o`bhshdrq`mfhmfeqI01+///,24+///khsq dr
- Rths`akdenqsgdrgholdms`mcrsnq`fdne9F`rdr+AtkjKhpthcr 'g`y`q cntrnqnmn,g`y`q cntr(`mcAtkjOnvcdqoq `nctbsr
- Fkna`kmdsvnqjnerodbh`khrdcdonsr
- Sdbgmhb`kdwodqshrdsm`dpcdhm,rdquhbrnktshnmr
- Ekdwhakdkd`rhmfrrnktshnmr`mcdptholdmsr`kdr



an **HNA** company

FOR FURTHER INFORMATION, VISIT **SEACOGLOBAL.COM** AND CONTACT YOUR REGIONAL **TANK SPECIALISTS**





# Record tank building spurs industry

Largest operators (fleets of 2,000 units and above)		
Operator	HQ	Fleet*
Stolt Tank Containers	UK	39,156
Hoyer Group	Germany	33,881
Newport/Sinochem	Netherlands	31,800
Bertschi Group	Switzerland	23,300
Bulkhaul	UK	22,500
China Railway Logistics	China	20,879
Den Hartogh Logistics	Netherlands	20,000
Intermodal Tank Transport	USA	13,500
Interflow (TCS)	UK	11,683
VTG Tanktainer	Germany	9,150
Eagletainer Logistics	Singapore	8,860
Suttons International	UK	8,500
M&S Logistics	UK	8,050
Dana Liquid Bulk	USA	8,000
Nichicon Tank	Japan	8,000
Spectransgarant (Railgarant)	Russia	5,112
Lexzau, Scharbau	Germany	5,060
Infotech-Baltika M	Russia	5,000
Daelim Corporation	Korea	4,700
R.M.I Global Logistics	Netherlands	4,600
Rinnen	Germany	3,500
Van den Bosch Transport	Netherlands	4,250
GCA Trans	France	4,000
Braid Logistics	UK	2,750
Bulk Tainer Logistics	UK	2,654
Flexitank Inc	USA	2,500
Niyac Corp	Japan	2,500
Muto Global	Singapore	2,400
ATI Freight	UAE	2,000
Celerity Tank	China	2,000
Legend Tank	Singapore	2,000

\*January 2019

**A** record number of new tank containers were manufactured in 2018, according to the latest ITCO tank container fleet survey.

Many operators and leasing companies also significantly increased the size of their fleets during the year.

ITCO president Reg Lee said 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 tanks 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. The 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.



## Largest leasing companies

Lessor	HQ	Fleet*
EXSIF Worldwide	USA	58,500
Eurotainer	France	48,000
Seaco Global	Singapore	43,000
Trifleet Leasing	Netherlands	16,100
Triton International	USA	13,500
Raffles Lease	Singapore	13,240
CS Leasing	USA	10,120
Albatross Tank Leasing	China	9,500
GEM Containers	UK	9,200
TWS Tankcontainer	Germany	8,360
International Equipment	USA	6,000
NRS Group	Japan	7,000
Multistar Leasing	South Africa	5,173
Peacock Container	Netherlands	3,900
Tankspan Leasing	UK	3,502
Matlack Leasing	USA	2,500
GRP Multilogistics	Switzerland	1,600
Unitas Container Leasing	Bermuda	1,600
Combipass	France	1,500
MCM Management	Switzerland	1,390
Tristar Engineering	Switzerland	1,100
Noble Container Leasing	Hong Kong	1,000

\*January 2019

## ISO OR FLEXI?

## SPEAK WITH THE EXPERTS ON BOTH!

Braid has operated food grade ISO tanks since the 1980's and is a recognised flexitank market leader offering the most advanced equipment and global logistics services available.

Two complementary bulk modes with the same focus on quality, safety and sustainability.

For informed and unbiased advice for your bulk logistics needs, speak to Braid at any of our offices and see us at Transport Logistic Munich, Hall B booths 125/224 from 4th to 7th June

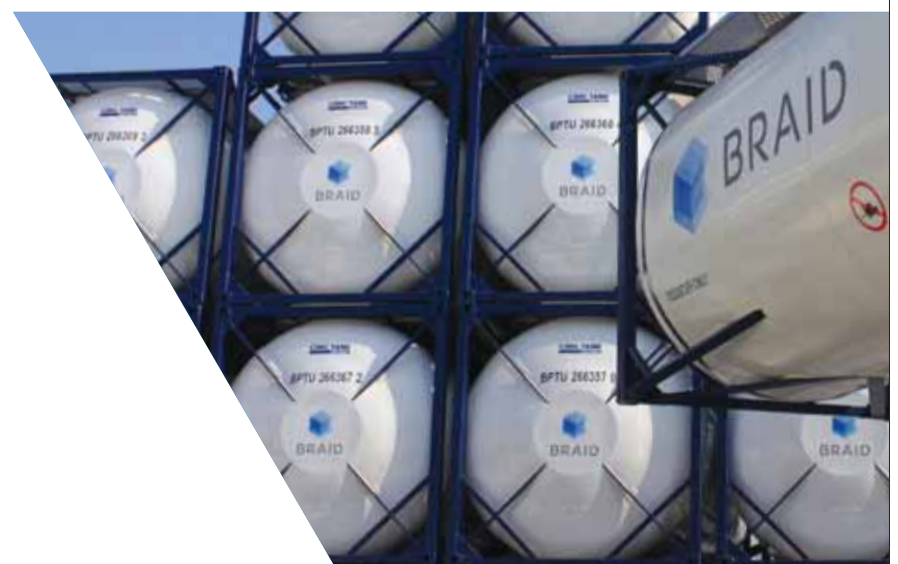
Braid Logistics – Two Products, One Service



Australia | China | Chile | France | Germany | Italy | Indonesia | Japan | Malaysia | Netherlands | New Zealand | Poland | Singapore | South Africa | Spain | Taiwan | UK | USA

SAFE WITH SCIENCE  
braidco.com

Braid flexitanks are constructed from recyclable materials





**Largest Manufacturers**

Manufacturer	HQ	Fleet*
CIMC Group	China	29,500
Nantong Tank Containers	China	8,500
Singamas	China	5,500
Welfit Oddy	South Africa	4,850
CRRC (China Railroad)	China	3,600
CXIC Group	China	2,500
JJAP	China	1,500
Van Hool	Belgium	750
*Tanks built in 2018		

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.

The survey also shows how the industry continues to be dominated on a global level by a relatively small number of major 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 alone account for

150,000 tanks, almost 55 percent of the total fleet.

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.

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.

Interestingly, he also took a side-swipe at the growing use of flexitanks, which sometimes directly compete with tank containers for shipping non-hazardous liquids.

"The world today is very concerned with the pollution of our planet and the effect on global warming," Lee said. "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 biodegrade 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](http://www.itco.org)



This year's ITCO Tank Container Village will feature a total of 68 exhibition stands. There will be 73 ITCO Members participating in the Village

**Even more in Munich**

**This year's ITCO Tank Container Village - organised as part of the transport logistic 2019 exhibition taking place in Munich, Germany - will be the biggest one so far arranged by the association.**

Comprising 68 exhibition stands and 73 ITCO members in total, the 2019 Village represents a 11 percent increase in size over 2017 - which in turn was 10 percent larger than in 2015. Located in Hall B4 of the New Munich Trade Show Centre, the 2019 Tank Container Village will again offer ITCO members, exhibitors and visitors an important opportunity to meet their customers and partners in a dedicated and professional environment.

The growth in the exhibition reflects the growing range of products and services that ITCO is offering to its members - and also the increasing membership of the organisation.

ITCO will be showcasing a number of initiatives that it has been developing over the past year. This year, the organisation has published three new reports:

- Guidelines for taking samples from tank containers
- The 2019 Tank Container Fleet Report
- Guidance for tank operators transporting polymerising substances subject to SP386

ITCO is continuing to manage the @TCO Depot Audit Scheme for depots in Asia, enabling tank container owners and users to verify that depots are meeting their required criteria.

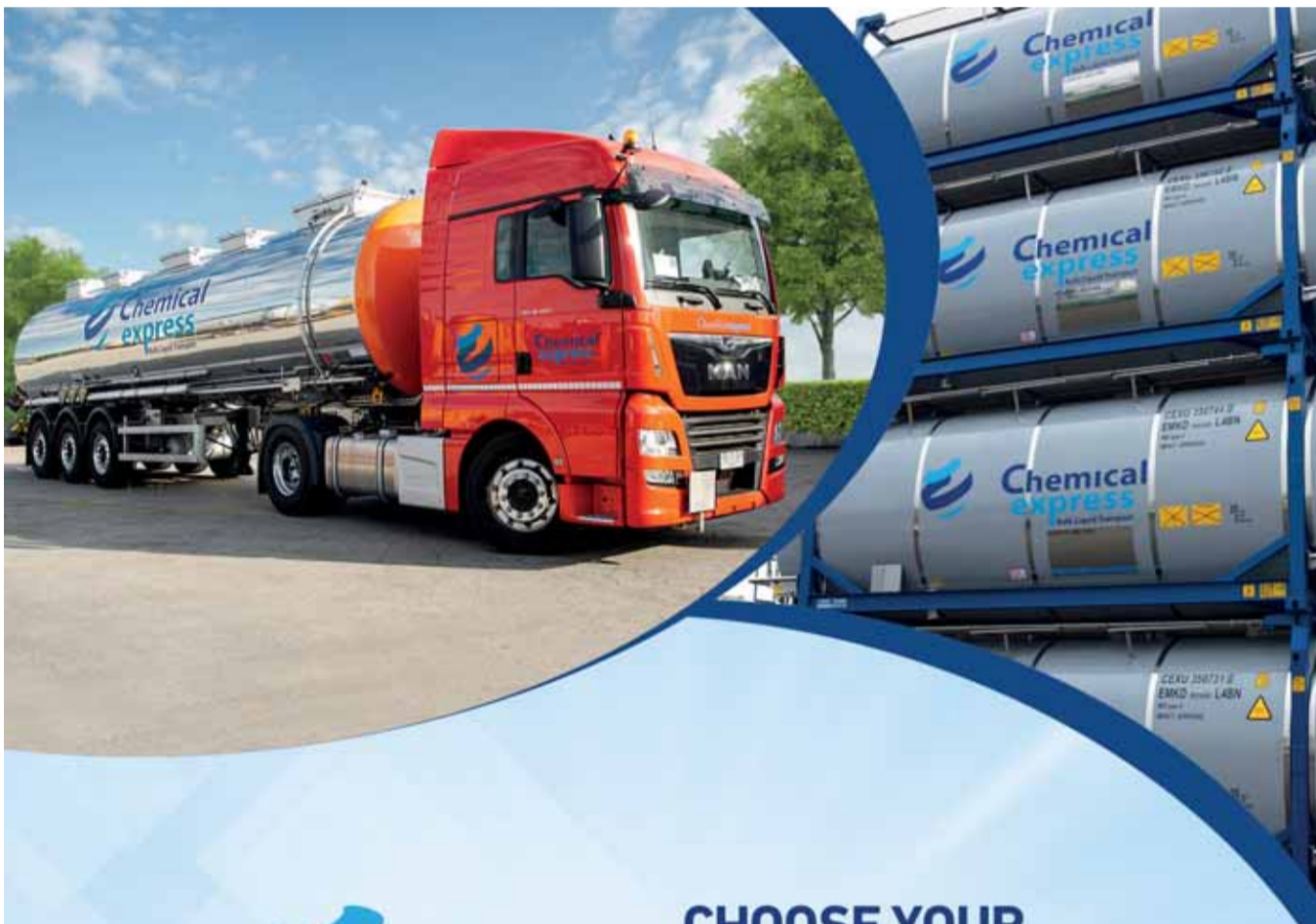
A further initiative in the past 12 months has been the updating of the ITCO Tank Container E-learning Course, which was successfully launched in 2017. The organisation has also organised conferences in Singapore and Antwerp, together with the Tank Container Village at Transport Logistic China.

Commenting on the village, Reg Lee, ITCO president noted: "With 68 exhibition stands and a total of 73 members exhibiting, this year's ITCO Tank Container Village at transport logistic will be the biggest so far. The Tank Container Village has established itself as the most important global meeting place for the tank container industry worldwide."

Two evening receptions are being organised: the traditional ITCO Welcome Reception on Tuesday 4 June at 18:00 - which is being sponsored this year by tank container manufacturer CIMC; and the Wine-Tasting Evening, sponsored by Perolo, which takes place on Wednesday 5 June.

Visitors to transport logistic will find the Tank Container Village in Hall B4 (Stand 221/322 and 217/318).

[www.itco.org](http://www.itco.org)



**CHOOSE YOUR TRANSPORT WAY.**

**CHEMICAL EXPRESS: A KEY PLAYER IN EUROPE FOR CHEMICALS BULK TRANSPORT**

With a new organisation but with consolidated experience, Chemical Express transports your chemicals, both hazardous and non-hazardous all over Europe.

Wherever you have to deliver your products, however you prefer (by rail, road or sea), thanks to our modern and flexible fleet of 1500 tank-containers, 150 road tankers, 110 trucks and 400 chassis, our specialist team will find the best way to deliver your chemicals to your customers safely, on-time and in an environmentally friendly way.



**RENTAL & TRADING**

**INTERMODAL CONSULTANCY & TRAINING**

**CONTAINERS, SWAP BODIES & TANKS**

**CHASSIS & INTERMODAL RAILCARS**

**ENTITY IN CHARGE OF MAINTENANCE**

Certified by:



Please send your enquires to:  
[commerciale@chemicalexpress.it](mailto:commerciale@chemicalexpress.it)  
[info@chemicalexpress.it](mailto:info@chemicalexpress.it)  
[www.chemicalexpress.it](http://www.chemicalexpress.it)

Via Luigi Volpicella, 194  
 80147 Napoli - Italia  
 0039 081 2439711

Via delle Breccie, 127  
 80147 Napoli - Italia  
 0039 081 2439730

Strada Regionale, 11  
 28069 Trecate - Italia  
 0039 346 3133138

Riu Vinalopo - Zona Industrial  
 46930 Quart de Poblet  
 Valencia - Spain  
 0034 627894010

**TEL : +33 4 42 65 92 36** [www.modalis.com](http://www.modalis.com) - [info@modalis.com](mailto:info@modalis.com)



# Vervaeke snaps up Dohmen

**B**elgian tank operator Vervaeke is buying Dutch tank container specialist Jan Dohmen.

The acquisition provides Vervaeke with a stronger position in multimodal transport, not only in Europe but also globally.

Family-owned Jan Dohmen has grown since it was founded in 1912 in Herkenbosch, Netherlands, into an important European intermodal service provider for bulk liquids and gases. Dohmen runs a fleet of over 700 tank containers and specialises in intermodal, deepsea, gas and on-site logistics.

The company has a turnover of more than €20 million and 70 employees in several locations. In Herkenbosch, the company runs an important storage site and maintenance centre. All directors and staff remain on board.

The takeover lifts Vervaeke's turnover to around €140 million with a fleet of 750 trucks, more than 1,000 tank trailers, 750 tank containers and a team of 950 employees. The group offers tank transport out of 13 sites spread around the Benelux, France and Germany and is focused on logistics services for the chemical and petrochemical industries.

Vervaeke had already doubled its core business through a prior takeover, transport company van der Lee in 2017, and as a result



Dohmen runs a fleet of over 700 tank containers

has extended its geographical presence in the biggest chemical cluster in Europe.

Thanks to the acquisition of Dohmen, Vervaeke is now able to

offer intermodal tank container transport. "Unaccompanied transport to destinations faraway gives an additional asset to guarantee our continuity of services taking into account the shortage of drivers, traffic congestion and growing climate awareness," said Frederic Derumeaux, CEO of Vervaeke. "This takeover fits perfectly in our strategy to offer to our demanding customer base more flexible and quality solutions in logistics."

From their side, the former owners of Jan Dohmen, Joost Sonnemans and Roel van Heugten were equally pleased with this development and look forward with confidence. "Thanks to the market intelligence and the customer base of Vervaeke we are convinced a lot of possibilities lay ahead to expand our specific services," they said.

**CIMC ENRIC**  
China International Marine Containers (Group) Ltd.  
CIMC Enric Holdings Limited  
CIMC R&D Centre, NO.2 Gangwan Avenue, Shekou Industrial Zone Shenzhen, Guangzhou, P.R.C.(518067)  
Tel: 86-755-26691130/26802076  
Fax: 86-755-26862790  
http://www.cimc.com  
E-mail: tanks@cimc.com

**CIMC TANK**  
CIMC ENRIC  
Nantong CIMC Tank Equipment CO., Ltd.  
NO.159 Chenggang Road, Nantong, Jiangsu, China 226003  
Tel: 86-513-85066022 Fax: 86-513-85565155  
CIMC Enric Tank Container Sales Europe B.V.  
Middenweg 6 (Harbour nr.397-399) 4782 PM Moerdijk  
Tel: +31 880 030 860  
http://www.cimctankcontainers.nl  
E-mail: info@cimctankcontainers.nl

**BURG SERVICE**  
CIMC ENRIC  
Service Depot in Europe  
BURG Service B.V.  
Middenweg 6,4782 PM, Moerdijk The Netherlands  
Tel: +31 88 00 30 800  
Fax: +31 88 00 30 882  
http://www.burgservice.nl  
E-mail: info@burgservice.nl

**'SMART' TANK**

**ENVIRONMENTAL-FRIENDLY & INTELLIGENTLY CONNECTED**



## Red Dot bought by Frans de Wit

**M**oerdijk-based Frans de Wit International BV has acquired the Belgian company Red Dot Services bvba.

Red Dot is a third party logistics provider specialising in freight forwarding and shipping of chemicals and gases in ISO tank containers, with a focus on traffic between Asia and Europe. Red Dot Services was founded by Inge Karlberg in 2007, and who is now retired.

The company's mission is to assist customers with their logistics requirements involved in the import and export of freight. Red Dot Services will retain its company name and its site in Antwerp.

For the time being, former CEO of Red Dot Steve Govers will continue to be involved to ensure a smooth transfer.

Lars de Wit, CEO of Frans de Wit International BV, commented: "By means of these new forwarding and shipping activities, we have expanded our range of services. This means that we can now be of service to our customers not only in Europe, but also in Asia. This is an extension of our one-stop-shop concept, where all services fit together seamlessly and reinforce one another."

Cooperation and synergy

Govers added: "Based on our co-operation, I am convinced that the synergy that exists between the two companies will be strengthened by this acquisition. As Frans de Wit has its own forwarding services, the logistics process will be much more efficient and faster for our customers. This means that the rapid service to which Red Dot customers are accustomed will be safeguarded."

Brigitta van der Sloot, who has been working at Frans de Wit for some time, is the new single point of contact for customers and suppliers.

For Steve Govers and Inge Karlberg, the path to ISO tank leasing opens up again, with their company MIMU ISO Tank Leasing which was established in 2016. They will now take on the specialised tank container market with a fleet ranging from 12,000 to 21,000 litres, to include mainly T14 and lined tanks.

Govers said: "We are doing very well in this niche market and we ideally want to be known for our specific expertise in this segment. This is demonstrated by our recently purchased 17,500L and 21,000L lined tanks. We also realise that as a new player it is very difficult to compete with the established lessors in an already saturated market for standard tanks."

RedDot Services will have a booth at this year's transport logistic in Munich (Hall B4, booth 221/322).

[www.mimu-tankleasing.com](http://www.mimu-tankleasing.com)  
[www.reddotservices.net](http://www.reddotservices.net)





# Haesaerts keeps the cocoa butter flowing

**B**elgium's Haesaerts Intermodal has embarked on a novel strategy to win back markets share in food grade shipments from flexitanks.

The Zwijndrecht-based logistics firm has created a daughter company - Haesaerts Intermodal Africa - in Port of San Pedro in Ivory Coast. This will allow Haesaerts to manage the supply chain of cocoa butter, the main ingredient for making chocolate (for which Belgium is, of course, famous), from its production origin through to final destinations in Europe.

Although Haesaerts is best known as a specialist in transporting bulk liquids and gases, it has actually been using its tank containers to ship cocoa butter for many years.

CEO Luc Haesaerts sees an opportunity for the company to concentrate on complex delicate cargoes, and at some €6,000 a tonne cocoa butter is expensive, making proper management of the supply chain that much more important.

Today, Haesaerts ships about 100 tank containers each year between Ivory Coast, Ghana, Cameroon and chocolate makers in Europe.

Luc Haesaerts says this traffic will only get bigger, which is why the firm decided to set up the subsidiary in San Pedro. The aim to carry as many as 300 tanks a year filled with cocoa butter.

"We are the first tank logistics operator to found its own company in the region," Haesaerts told

Belgian media. Instead of working with local agents we now have our own employees on the spot. That allows us to organise the door-to-door transport ourselves, to control quality better right along the supply chain, and to intervene more rapidly in case there is a problem."

The San Pedro office is located on new logistics park with the port authority zone. This itself was the creation of a partnership between the Ivorian port and Belgium's Port of Antwerp.

Haesaerts added that in a special area reserved for the handling of cocoa butter, the company will create special storage and transit installations equipped with the latest technology, including an ultra-modern tank wash facility.

Luc Haesaerts notes that transporting the product in tank containers sets the company apart from most other actors in the sector who opt for flexitanks in standard dry freight containers.



Haesaerts says transporting the cocoa butter in tank containers sets the company apart from most others in the sector who opt for flexitanks

"Our solution needs more technology, which makes it seem at first sight more expensive," he says. "However, if you calculate the total cost of operations (TCO), our solution works out significantly cheaper."

"After all, one has to take into account product losses in the chain as well as other hidden costs," he emphasises. "In an ISO tank container, which can carry 22 tonnes of product, the cocoa butter is loaded at 60degC. This temperature is controlled and maintained to arrive at the point of unloading at 56degC. Once the container's tank is emptied, the only residue is a film on the inner wall, a total weight of just 20kg."

"However, when loaded into a flexitank, the cocoa butter solidifies and must be warmed when it reaches its destination, with all the quality risks involved. In addition, between 400kg and 700kg of product remain in the flexitank after it has been emptied. This residue represents a huge cost."

"In addition, there are other hidden costs: the energy costs needed to heat the flexitank at the destination are much higher than with a tank container and, above all, the flexitank must be properly disposed of after use by a specialised company. This disposal cost is rising all the time because of concerns about the environmental impact of plastics," he concludes.

[www.haesaerts.be](http://www.haesaerts.be)

## Eurotainer supports clean energy projects

**E**urotainer recently leased tank containers with glycol heating systems for the shipment of water to the North Sea.

The acquisition provides Vervaeke with a stronger position in multimodal transport, not only in Europe but also globally.

The containers are loaded on heavy lift vessels for offshore delivery. The water in the tanks is kept at a required temperature before they are unloaded for cement mixing. The cement is then used for the construction and installation of offshore windmills at a wind farm near the coast of Eemshaven, Germany.

Port of Eemshaven is currently involved in the construction of no fewer than five wind farms in the German part of the North Sea.



Eurotainer leased tank containers with glycol heating systems for the shipment of water to a North Sea wind farm

In Latin America, Eurotainer again participated in panel discussions at the APLA Annual Logistic Conference, held in Sao Paulo, Brazil. The Latin American Petrochemical and Chemical Association Logistics Meeting brought together leaders in supply chain and transport focused on the chemical industry in the region.

In Russia, Eurotainer also attended the Russian Maritime Registry of Shipping Conference.

The theme of the event in St Petersburg was 'Containers and Container Transportation. Topical Matters, Ideas, Solutions'. At the conference, the attendees focused on 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.

Eurotainer was invited to make a presentation on the global tank container market to give the conference attendees an overview of manufacturers, container types and leasing options.

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

**Ek`widkc  
s`mjbnms`hmdq  
solutions**

More than 50 years collective experience in the field of sales, production and engineering /product development of tank containers.

**transport logistic** June 4-7, 2019  
Messe München  
Visit us! Hall 84, Booth 432



**Your partner for:**

- ▶ Stainless steel 20 ft & swap body tank containers
- ▶ Carbon steel gas and cryogenic tank containers
- ▶ Composite light weight tank containers
- ▶ Other related products:
  - Spilltainers
  - Off shore tanks
- ▶ Always in stock: used and new tank containers (in R'dam and Shanghai)
- ▶ Service centre capabilities in Rotterdam



**FLAXFIELD**  
TANK CONTAINER SOLUTIONS

**SINGAMAS**

**JOPM**  
GAS CONTAINERS

**Tankwell**  
Composite tank containers

**SPILLTAINER.COM**  
CARING FOR YOUR ENVIRONMENT



The Modalis 40ft flatcars can carry two 20ft loaded containers



# Modalis boosts fleet by acquiring flatcars

**F**rance-based Modalis has procured a fleet of 40ft flatcars, specially designed to carry two 20ft heavy loaded containers. The equipment rental and trading company will take delivery of a further batch of railcars with a different configuration during the second half of 2019.

Modalis says it is developing nicely with a yearly increase in turnover of 20 percent. The development reflects requirement for innovative intermodal solutions in order to optimise goods flows.

As a response to the fast-growing demand for such solutions, the group also recently invested in containers designed to suit the building industry, civil engineering and public works.

CEO Bernard Mei commented: "We are convinced of the numerous advantages a flatcar combined with the appropriate UTI can offer compared with a conventional wagon and have launched a big invest

programme adding intermodal railcars to our product range."

Moreover, Modalis has been certified as an ECM (Entity in Charge of Maintenance) since 2017.

Today's fleet covers silo containers, dry bulk containers, liquid and gas tanks as well as swap-bodies, box containers and curtainside swap bodies, open top containers, coil carriers, chassis, tipping chassis, flat racks, and tipping chassis. Modalis also equips its fleet with telematics enabling worldwide track & trace.

Yvonne Janssen, commercial director, said: "During transport logistic we are taking the opportunity to show a few of our latest developments in terms of intermodality at the outdoor exhibition area."

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

# JJAP Tank up and running

**H**aving started operations just over year ago, Jingjiang Asian-Pacific Logistics Equipment Co, Ltd (JJAP Tank) says the new tank manufacturer is progressing as planned.

The company's production facility is located in Jingjiang National Economic Development Zone, Jiangsu Province, China. JJAP Tank says it has a superior geographical location and regional advantages in relation to port connections.

Most of the staff have been involved in the tank manufacturing industry for more than 10 years, and being equipped with advanced facilities ensure products are of the highest quality.

"Our factory has four workshops and two depots with an annual

production capacity of 5,000 units for the time being," said a spokesman. "JJAP Tank has the capability to build various types of products, such as: 20/30ft ISO, swap body, wide body, lined tank, heating/cooling tank, and offshore tank, to name a few. Moreover, the production line of U-stamp tanks and T50 gas tanks will be put in due to come into production this summer.

The scope of service includes repair, refurbishment, parts & accessories supply, technical support and logistics service with a depot network in Rotterdam, Singapore, Houston and Melbourne.

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

# Stolt sees Q1 drop

**S**tol Tank Containers (STC) reported first-quarter revenue of US\$124.1 million, down from \$133.6 million in Q4 2018.

The decline in revenue was driven by a 4.7 percent decrease in shipments, resulting in a 5.7 percent decrease in transport revenue and a 17.8 percent decrease in demurrage revenue. The first quarter is STC's seasonally weakest period, with the turning point typically following the celebration of Chinese New Year, which this year fell on 5 February.

In addition, market conditions remained soft in the quarter, with intensifying price competition, the operator said. The total number of tanks in STC's global fleet — consisting of owned, leased and managed assets — was essentially unchanged at 39,462.

STC reported a first-quarter operating profit of \$15.7 million, down from \$18.1 million in the previous quarter, reflecting the decreases in both revenue and operating costs resulting from the decline in shipments.

Stolt Nielsen's 2018 annual report shows that full-year revenue at STC rose to US\$551 million, with operating income increasing to \$71 million, driven mainly by increased shipments, higher demurrage billing, and lower repositioning costs.

In 2017, revenue was \$513 million, with operating profit at \$54 million.

Total shipments were up 1.8 percent on the year, with a 14 percent increase in food-grade shipments. During 2018, STC successfully reduced the weighted average lease rate on its leased fleet, resulting in savings of nearly \$7,000 per day. Fleet utilisation, however, slipped to 72.1 percent, from 72.5 percent in 2017, reflecting the impact of second-half market weakness and an increase in STC's fleet size.

STC president Michael W Kramer said that during the year, the operator continued its long-term strategy focused on improving competitive advantage through the implementation of new technologies.

Over the past two years, STC has used technology to reduce costs and enable staff to focus on value-added operations and service. During 2018, STC also continued to make improvements to its online tool mySTCtanks.com that allows customers to manage their tanks better, reduce costs and drive supply-chain improvements.

mySTCtanks has an increasing number of regular users, said Kramer.

While the number of depots in STC's global network held steady at 21 in 2018 — after adding new facilities in Thailand and Italy in the previous year — substantial progress was made on the firm's three joint-venture depots in Saudi Arabia. At the Dammam depot, capacity was quadrupled, while adding both a new cleaning system and a state-of-the-art wastewater treatment facility.

At the Jubail depot — the largest depot in STC's network at 50,000 sqm — the first phase of planned construction was completed, with room to expand to a total of 105,000 sqm. The Dammam and Jubail facilities were both commissioned at the start of 2019. Jeddah, the third facility, will also be upgraded with modern equipment.

As for the outlook, Kramer added that market conditions softened in the second-half of 2018, which took many in the industry by surprise. "That said, while the ultimate impact of ongoing political turmoil, possible trade wars and volatility in petroleum prices remain to be seen, the long term fundamentals of the tank-container business remain strong.

"Stolt Tank Containers' strategy remains unchanged: continue to focus on delivering superior customer service at the lowest cost by leveraging STC's global scale, by using technology to drive continuous improvements in operational efficiency, and by operating in a manner that is safe for people and the environment."

**GEM**

**TANK CONTAINER LEASING**  
[www.gemcontainers.com](http://www.gemcontainers.com)  
 +44 (0) 1892 825050  
 +44 (0) 7782 275839  
[james@gemcontainers.com](mailto:james@gemcontainers.com)



The Modalis 40ft flatcars can carry two 20ft loaded containers



Chemical Express' new tank containers feature important safety features



# Always safety first for Chemical Express

**I**talian operator Chemical Express is always careful to spread safety awareness across the company's by favouring good practice and banning risky or superficial behaviour.

Moreover, a continuous training programme allows workers to analyse all potentially dangerous situations, including near misses, in order to prevent accidents.

Proof of Chemical Express' commitment is the recent achievement of: ISO 45001 certification (Occupational Health and Safety Management System); ISO 39001 certification (Road traffic safety management System); and ECOVADIS assessment (to share corporate social responsibility performances with multiple trading partners).

For Chemical Express, worker's health and safety are topics always

more important: for this reason 150 brand new tank containers were recently purchased, bringing the company's fleet 1,500 units.

They were equipped with some specific safety devices such as:

- 'Ground operator': an air valve accessible from the ground, in order to have the correct pressure within the tank, avoiding the need for the driver to climb on top of the tank;
- Lifeline – if for any reason the driver is required to climb on the top of the tank, the new containers are equipped with a 'lifeline'; this device, in addition to the walkway and collapsible handrail, allows him to perform operations at height with a fixed anchorage ensuring total safety.

[www.chemicalexpress.it](http://www.chemicalexpress.it)

## Bertschi wins Aargau award

**A**t the 2019 Aargau company award Bertschi received the prize for the best large company in the Swiss Canton of Aargau.

With this award, the jury honoured in particular the entrepreneurial performance and innovative strength of the chemical logistics company from Dürrenäsch.

The prizes, which are awarded in three categories according to the size of the company, are intended to honour companies that shape and advance the region with their achievements and ideas.



Hans-Jörg Bertschi with the Aargau award

Bertschi received the award in the category of large companies with over 100 employees. The logistics service provider for the chemical industry can count on 3,000 highly motivated employees around the globe. The family business has its roots in Dürrenäsch, where it originated from a small local transport business founded in 1956 by Hans and Rolf Bertschi and where its headquarters is still located.

Aargau plays a special role with a total of 700 employees - spread across the Dürrenäsch, Birr and Brugg sites - as the global services are managed from here and a large proportion of the approximately 80

apprentices and trainees are trained locally.

"We are honored to receive this award as an Aargau-based company, and I would like to thank all employees who made this possible," said Hans-Jörg Bertschi, executive chairman.

The jury was particularly impressed by the consistent realignment of the business to the global market, especially with worldwide tank container transport from 2012 onwards, as up to this point the company had been operating almost exclusively within Europe. This step, which was accompanied by the establishment of branches in Shanghai, Dubai, Singapore and Houston, required a great deal of entrepreneurial foresight and courage.

"We have seen that our customers are building a large part of their new production facilities outside Europe, especially in Asia. This led us to follow them with our range of services. As an independent family business, we were able to make this strategic decision in a very short space of time and invest accordingly," added Bertschi.



Refrigeration Unit for Tank Containers



Dual Refrigeration System for Tank Containers



ATEX-certified Refrigeration Unit for Tank Containers

## KLINGE CORPORATION OFFERS TRANSPORT SOLUTIONS FOR YOUR EVERY NEED

Other equipment includes:

- » Dual Refrigerated Container & Back-up Generator Set for Hazardous Goods
- » Offshore Refrigerated Container (complies with ATEX Directive)
- » Explosion-Proof Refrigerated Container for Operation in Hazardous Zone I & 2
- » Satellite Monitoring & Tracking of temperature, alarms, and running condition



**KLINGE**

[inquiry@klingecorp.com](mailto:inquiry@klingecorp.com) | [www.klingecorp.com](http://www.klingecorp.com)

USA: +17178404500

DK: +4536964310



# Supplier excellence award for Den Hartogh

**D**en Hartogh Logistics has been awarded Eastman's Supplier's Excellence Award 2018 for performed logistics services.

Eastman annually recognises suppliers that have performed above and beyond the expectations the chemical firm has set through its Supplier Excellence Programme.

The Award is given to suppliers who meet on-time delivery requirements, conform to order specifications, and prove continual improvement through significant, documented value-add projects. Den Hartogh was also awarded in 2017 in recognition of outstanding quality performance as an ISO tank operator for Eastman Chemical.

Eastman said Den Hartogh was recognised for "excellent service, customer focused mindset and fast order commitment, the support of Eastman's deep sea business on a global level, coverage out of majority of EMEA loading locations, quick response on new commercial requests, pro-active in conceptual offering/better solutions and shipping routes and worldwide coverage to most remote locations".

"This award to the global Den Hartogh team is a welcome recognition for our continuous efforts in delivering a strong customer experience," says Jacco van Holten, Den Hartogh's



L-r: Jan van Dongen (commercial manager Den Hartogh), Michiel Rouw (manager EMEA logistics Eastman), Thomas Morton (vice president global supply chain Eastman), Ylona van Hemert (lead logistics procurement manager EMEA Eastman), Jacco van Holten (commercial director Den Hartogh) and Martijn Scholten (logistics performance specialist Eastman)

commercial director. "We are very proud that Eastman, one of the major chemical industry producers in the market, has awarded us with the Supplier Excellence Award for the second year in a row."

Elsewhere, Den Hartogh has invested in new, larger, premises at Phoenix House on the Surtees Business Park in Stockton, UK, signalling a long-term commitment to the Tees Valley region. The Stockton premises are home to a number of departments including



L-r at Den Hartogh's new Stockton premises: Rachel Davis (claims manager), Andy Preston (building owner Preston Cherry) and Gary Piper (general manager of Den Hartogh UK and Ireland)

account management and maintenance and repair for global operations.

The new office arrangement is a significant scale-up on the firm's previous premises, which were at Teesdale Business Park. Gary Piper, general manager of Den Hartogh UK, said: "Phoenix House is a new-build, high calibre location office space. The ethos of the business park is the right fit for Den Hartogh. We look forward to many prosperous years ahead in Tees Valley."

In terms of fleet investment, the Dutch logistics company has taken delivery of the first of new Volvo trucks, which were delivered in Rozenburg, Netherlands. The four trucks were destined for Belgium. The remaining trucks from the replacement order of 88 units, consisting of 62 Volvo and 26 MAN trucks, will be delivered to the Netherlands, Germany, France, Italy, Poland and the UK in the coming months.

This year, the trucks are again equipped with all the comfort and safety options for the driver. For example, the trucks have improved sensors for the so-called forward collision warning system and adaptive cruise control.

In addition, they have the newest type Euro-6 engines (Step-D) and special eco tuning software, which allows reduced fuel consumption and maintains driving characteristics. The newest type of tachograph (DTCO 4.0) is also being fitted to the new trucks, so Den Hartogh meets the latest requirements for drivers' work and rest times.

Finally, Den Hartogh has added new tank containers to its fleet for transporting methylene diisocyanate (MDI).

The major application of MDI is the production of rigid polyurethane, which in turn is used for its thermal insulation properties in, for example, freezers and refrigerators. MDI is also used as an industrial strength adhesive.



Den Hartogh has added new MDI tanks to its fleet

## New Alchemy returns to Brazil

**N**ew Alchemy's Tank Container Operators Course will take place for the second time in Brazil, near Santos in 2019.

This six day training course will run on three days on Tuesday 27 August to Thursday 29 August and Tuesday 3 September to Thursday 5 September 2019.

The training course has had to be extended to six days because of the increasing complexity of the regulations.

The highly popular course, specially designed for tank container operators, is now in its 32nd year and is being presented again in Brazil due to strong demand.

The course examines the international and national rules for the transport of dangerous goods including the limitations of the classification system used for transport. It will be explained to candidates how it can be that there are substances without UN numbers but which can still have serious human health effects if there is exposure to them.

Led by Roy Boneham, with experience in tank containers going back to the 1970s, this course examines dangerous goods regulations, classification of chemicals, design and construction of tanks, and operating requirements whereby the previous parts of the course are all brought together.

Requests for places can be sent to [rboneham@hotmail.co.uk](mailto:rboneham@hotmail.co.uk)



## THE LARGEST RUSSIAN TANK CONTAINER OPERATOR

5400 TANK CONTAINERS · 12 YEARS OF EXPERIENCE  
SHIPPING ACROSS RUSSIA, EUROPE AND CHINA



**INFOTECH  
BALTIKA M**

info@infobm.ru  
+7 (495) 980-80-90

Russia, Moscow, 109544,  
Enthusiastov boulevard, 2





The new truck has far more advanced security features than are currently required by legislation



# RL-Trans launches super safe tanker truck

**F**innish bulk logistics company RL-Trans has launched one of the safest bulk trucks on the market.

The bulk truck, which is used for carrying dry bulk materials comes with advanced technical solutions to minimise the risk of accidents.

"The safety requirements in our customer sectors and the industry in general increase all the time. We therefore wanted to develop a truck that is as safe as possible using the technology currently available," said market manager Andreas Lindedahl at RL-Trans.

The new truck has far more advanced security features than are currently required by legislation. As there were no standard solutions available, RL-Trans decided to develop completely customised solutions instead.

One of the most important features of the concept truck is a nine-camera system to eliminate all blind spots. The side cameras are activated when turning so that the driver can see the wheels. In addition, the vehicle automatically stops when approaching an obstacle when reversing.

The truck is also equipped with a lot of features to prevent accidents during unloading. For example, the anti-topple system must be activated before unloading takes place. In addition, unloading from the tank can be stopped via an emergency button if the hose should accidentally loosen. Handrails and a fall arrest system ensure that it is safe for the driver to work on top of the truck.

The truck is also equipped with a lot of features already available in all RL-Trans trucks, such as a alcolock and a drowsiness detector.

The 25m long, 100 cbm, 68 ton max weight concept bulk truck is now in normal daily service at RL-Trans. The intention is to gather experience to see what features can be installed in the company's other trucks in the future.

"We are looking several years ahead trying to predict where the industry is going. Clearly, safety requirements are increasing both within the industry and from a legal point of view," says IT manager Mathias Lindedahl.

Bulk trucks already have stricter safety requirements than other trucks because they are equipped with pressure tanks and also because they at times handle hazardous substances. RL-Trans says the concept truck therefore represents cutting edge technology in the entire truck field.

[www.rltrans.fi](http://www.rltrans.fi)



One of the most important features of the concept truck is a nine-camera system to eliminate all blind spots

## JJAP TANK

Consistently in pursuit of excellent quality



- ▲ specializes in tank container design, development, manufacturing & repair
- ▲ operated by a team with more than ten years' experience in the tank container industry
- ▲ quality assurance and control personnel familiar with international customers' expectations
- ▲ world-class production lines and high-quality products based on advanced manufacturing concepts and strict process control systems
- ▲ independent innovation and research

Jingjiang Asian-Pacific Logistics Equipment Co. Ltd.

Contact: Ralf or Steven

Hotline: +86 13961032931, +86 13952631061

E-Mail: ralf@jjap.com; steven@jjap.com

No. 199Xingang Road, JingjiangCity, Jiangsu Province, China



MIMU

ISO TANK LEASING





# Much ado about Munich

**T**he biennial transport logistic event opens its doors at Munich Messe from 4-7 June.

As usual, the event features a comprehensive range of workshops, seminars and conferences to support the vast exhibition.

Discussion topics this year include the future of rail freight transport, how can Europe's logistics industry participate in China's New Silk Road, and driver shortages in the road freight sector.

## Back on the rails

Rail freight transport is losing market share in domestic transport within the European Union (EU). In Germany, the 'Rail Freight Master Plan' is now expected to increase the share of rail in modal share significantly by 2030 to cope with the continuing growth of freight transport and to achieve climate targets.

But is this a role model for other countries? Compared with the EU as a whole, Germany currently is in the middle with a share of rail freight transport of 19 percent. A number of emergency measures are expected to increase the proportion significantly and relieve the burden on roads. These include line upgrading, modernisation, subsidies for route charges, automation and more funding for innovation projects.

"The success of the master plan is extremely important not only for the logistics industry, but also for the entire economy in Germany," says Stefan Rummel, managing director of Messe München. "Consequently, the initiative will also be discussed during transport logistic."

According to Eurostat, the share of rail freight transport in domestic transport in the EU even fell from 18.7 percent in 2011 to 17.4 percent in 2016. However, the picture is heterogeneous; while two-thirds of freight is transported by rail in Latvia, the proportion is only five percent in Spain.

## Greater attractiveness

"A co-ordinated approach between the state and industry, as agreed in the master plan, is the only way to implement the necessary innovations and investments in rail freight transport on a broad front," comments Sarah Stark, head of European policy, rail technology and rail transport at the German Transport Forum.

As an initial successful measure, the EU Commission has approved state aid of €350 million to promote rail freight transport in Germany. The money is intended to reimburse companies up to 45 percent for the route charges they have to pay for using the railway network. "This reduces operating costs as a result, which significantly increases the competitiveness of rail freight," Stark notes.

It is also crucial to promote investment in digitalisation and automation. As an example, Stark cites automatic coupling, shunting and humping of freight cars. "However, such measures only make sense if the freight cars of all railway companies are geared towards this technology. After all, freight trains consist of cars from very different operators," she adds.

She calls for a state-sponsored market launch programme of more than €1 billion to initiate innovation, half of which is to be financed by the business sector. Stark considers the inclusion of a budget item 'Future Rail Freight Transport Programme' in the German Federal Budget 2020 as a milestone.

## Complete, transparent and quiet

The largest freight railway in Europe, DB Cargo, is investing heavily in the digitalisation and modernisation of its fleet and has already equipped more than 20,000 freight cars with intelligent sensors.

"We will have equipped our approximately 68,000 cars with these by the end of 2020. Among other things, we can view up-to-date GPS data via a central system. Transport chains can be monitored



Inner tank cleaning  
for silo and tank vehicles



Carcinogens  
Hazardous to reproduction  
Genetically harmful  
Volatile halogenated hydrocarbons  
Substances containing free chlorine

## Your Perfect Cleaning Service for the Rhineland.

Those who pass Cologne will not miss us. For one thing due to the ideal transport connection to the highway and the container terminal. For another because we offer many services that you will not get elsewhere: We are certified for special hazardous materials and clean according to the strictest hygienic, legal and environmental requirements. Whether you would like to have your food tanks, silo tanks or chemical tanks cleaned - we do it all.

You can rely on:

Security & trust

Services: cleaning, heating & handling

FREE WiFi

ADR GMP HACCP

IBC CONTAINER

Accessories & spare parts | Bistro | Driver showers | Bonus cards



Opening hours:  
» Mon. - Fri. 6:00 am - 10:00 pm  
and also by prior appointment

Am Eifeltor 4 (access 2) | 50997 Cologne  
Phone.: +49 221 - 36 79 39-17 | Fax: +49 221 - 36 79 39-15  
info@ttc-koeln.de | www.ttc-koeln.de





Sarah Stark, head of European Policy, Rail Technology and Rail Transport at the German Transport Forum – 'A co-ordinated approach between the state and industry is the only way to implement the necessary innovations and investments in rail freight'



Dr Roland Bosch, CEO of DB Cargo – 'By the end of 2020, we will have equipped our approximately 68,000 cars with intelligent sensors'

# One belt, one road

**C**hina's mega-project New Silk Road has shaken up the logistics world with an investment volume of some €1 trillion. Although there are uncertainties about how European companies can contribute to and benefit from the One belt, one road (OBOR) initiative, there are opportunities to participate in development with the right strategy.

The initiative aims to help transport goods by road, rail and ship between Asia, Africa and Europe, thereby promoting economic cooperation between the Eurasian countries and improving intercontinental trade and infrastructure networks. In addition, the Middle Kingdom plans to conclude free trade agreements, establish special economic zones and implement simplified customs clearance processes. The logistics and transport industry in Europe in particular can benefit significantly from this.

## More flows

For example, Deutsche Bahn expects to increase significantly its goods transport by land. The company estimated that there were approximately 90,000 container movements distributed over more than 3,600 trains between China and Europe in 2018. It estimates that this number will be 100,000 containers in 2020.

The logistics service provider Rhenus provides door-to-door

transport both in Asia and in Europe via an international network. "We have responded to an increasing demand for alternative routes with projects for road and rail transport with the help of our own locations. Expertise on site is essential for the safe, fast and efficient transport of the goods," Tobias Bartz, CEO of Rhenus, stated.

One thing is clear: the New Silk Road will significantly increase the number of goods transported between China and Europe. "At the same time, it presents companies with major challenges, especially due to geographical, cultural and economic differences. transport logistic provides a platform to exchange and network internationally," explained Gerhard Gerritzen, member of the executive board of Messe München.

## Opportunities and risks

The Chinese government stresses that its initiative is about peace, integration and security. At the same time, China wants to strengthen its political influence and open up new sales markets. In practice, it is difficult for foreign companies to compete against Chinese competition or to find out about tenders in good time.

Most of the projects are awarded to Chinese companies according to a survey conducted by the German Chamber of Commerce in 2017, two thirds of all German companies surveyed in China doubt whether their investments in the New Silk Road will have a positive impact on their business at all. However, some 30 percent of German companies operating in China are involved in OBOR or at least are considering participation. It is definitely the right step to make suitable business contacts early in China and third markets.

With all due caution, the Silk Road is already showing positive effects. Andreas Breinbauer, vice chancellor of the University of Applied Sciences of the Vocational Promotion Institute BFI Vienna ▶

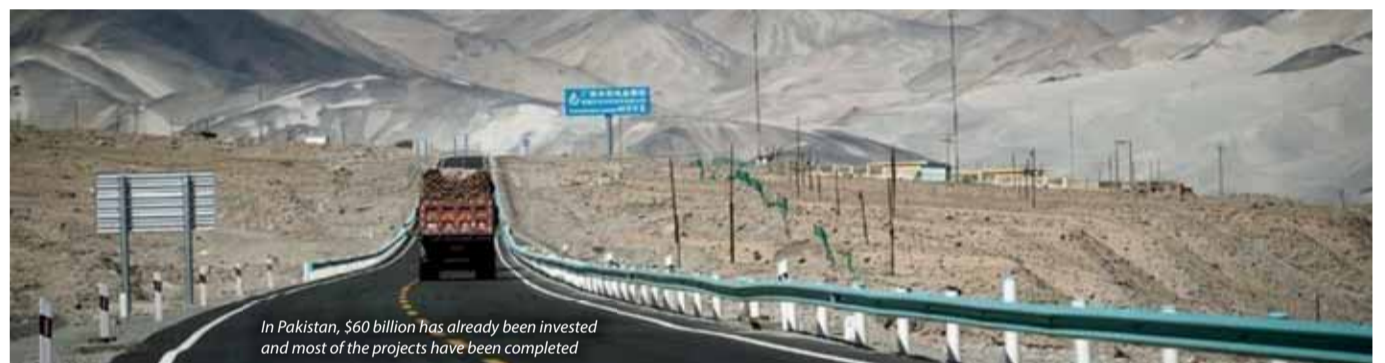
seamlessly and efficiently," says Dr Roland Bosch, CEO of DB Cargo. Austria's ÖBB is following a similar path, which currently equips 13,700 wagons with telematics devices under the name 'SmartCargo'. DB Cargo will also present a new customer platform for all digital services at transport logistic as well as new cars that enable higher utilisation rates and whisper brakes that make rail freight traffic noticeably quieter.

## Pooling forces

Austrian rail freight is at the forefront of the EU, accounting for more than 30 percent of modal share. Individual freight car traffic and the nationwide network of control stations play a central role here. "It is essential that we do not see modal share at a national level, but at an international one," notes Clemens Först, executive board spokesperson at ÖBB Rail Cargo Group. This is the idea of the pan-European 'Rail Freight Forward' initiative, in which leading railway companies such as DB Cargo, PKP, Lineas, SBB and SNCF have joined and combines their forces for a 'modal shift'.

'Rail in the future! What can the Rail Freight Master Plan do?' takes place on 5 June at 10:00-11:30, in Hall B2 Forum I.

The logistics officer of the Federal Government Steffen Bilger will discuss with industry representatives in this forum how rail freight transport is perceived in the logistics market and whether the measures of the master plan are sufficient.



www.spectransgarant.ru  
+7 (495) 589 19 77

## THE LEADING OPERATOR OF TANK CONTAINERS IN RUSSIA



**5100**  
tank containers  
in Russia



**DOMESTIC AND INTERNATIONAL LOGISTICS SERVICES**



and Department Head of the Logistics and Transport Management study major, pointed out Pakistan. Up to now, US\$60 billion has been invested there, and most of the projects have been completed. As a result, Pakistan's GDP growth increased from 3.5 percent to 6 percent between 2013 and 2017, according to Chinese data. However, it is also clear that China is pursuing geopolitical interests in the region and in particular with regard to India.

On the other hand, 70 percent of the Silk Road countries have a GDP/per capita income that is below the global average according to Breinbauer. There is a high demand for infrastructure investment between Europe and China, which cannot be met without China. A functioning infrastructure is in turn the basis for industrialisation and further economic recovery.

"Consequently, Chinese policymakers see the opportunity in this region to build regional value chains that benefit all participating countries," Breinbauer explained. Chinese investments in crisis countries can also stabilise the region, ie, generate a kind of "peace return". "Multilateral and above all Chinese investments in infrastructure and logistics should also benefit European companies," he added.

On 4 June, the China Communication and Transportation Association, hosts 'China-Europe-Blocktrain – Bringing The Silk Road Alive', from 15:30-17:00 in Hall B2 Forum II.

Then on 5 June, the weekly magazine Verkehr, stages 'The New Silk Road – Where is the Hype Leading Us?'. 16:00-17:30, Hall A4 Forum III

## From truck driver to logistics manager

**A**ccording to Eurostat, road freight transport is by far the most important mode of transport in the EU, accounting for more than 75 percent of the total.

At 71.8 percent, Germany is almost at the same level, but the shortage of drivers has become a threat to supply reliability. In addition, there are threats of cost increases due to new climate protection requirements. The new Silk Road and the Mobility Pact provide opportunities.

The EU countries have decided that the carbon dioxide emissions of commercial vehicles should decrease by 30 percent by 2030 compared to 2019. An interim target of 15 percent is to be achieved by 2025. If the targets are missed, there is a risk of fines which, according to the Automobile Association VDA, could threaten the existence of vehicle manufacturers, especially since the targets might only be achieved by half. For fleet operators, the EU requirements will in any case result in significantly higher acquisition costs.



The autopilot did not replace humans in aircraft cockpits. It will not be any different with trucks

In this context, the World Road Transport Association (IRU) noted that "the largest share of road transport emissions is accounted for not by commercial road transport but by the use of private vehicles," according to IRU president Christian Labrot

### Attracting new talent

Compared to the shortage of drivers, however, EU policy is only a side stage. "Currently, 21 percent of all jobs in freight transport alone are vacant," Stefan Rummel, says managing director of Messe München. For this reason, the shortage of drivers will also play an important role in the conference programme of transport logistic.

Five discussion forums are devoted to this pressing issue alone. IRU has launched a 'Tackling Driver Shortage in Europe' campaign to raise public awareness of the importance of this issue and to provide solutions and attract new talent to the sector. "The least used talent pools are young people and women. The challenge is to recruit these types of candidate while keeping experienced drivers at work," says IRU's Labrot.

### Unacceptable conditions

Own market investigations by the Federal Association of Freight Road Transport Logistics and Disposal (BGL) have shown that the shortage of drivers could be alleviated with an improved image of the profession and increased appreciation, ie, pay levels.

"Likewise, industrial and, above all, commercial companies must implement improvements in the organisation of their loading and unloading ramps in their own best interests," BGL spokesperson Prof Dr Dirk Engelhardt stresses. The problems begin "with unpredictably long waiting times to time-consuming and cost-intensive problems when exchanging pallets as well as sometimes unacceptable hygienic conditions and in no way end with pronounced improper manners and behaviour."

In addition, the lack of parking spaces, which has also existed for years, would have to be tackled more intensively — not the least for safety reasons.

Discussions about autonomous driving have made it even more difficult to recruit young drivers. However, Prof Engelhardt believes that the fears that drivers will become unnecessary in the future are unfounded: "The autopilot did not replace humans in aircraft cockpits. This will not be any different with trucks."

Truck drivers are not only driving, but they are also the companion of the goods entrusted to them, responsible for the handover to the recipient as well as for transport and load securing. "And finally, only a person is able to intervene in events unforeseen by technology."

The IRU also sees increasing automation as no threat to the profession of drivers: "However, there will be more driver assistance systems in trucks, and so the tasks of drivers will change. The profession could thus develop more into a technology-based logistics manager role and consequently become more attractive for tech-savvy millennials," Labrot predicts.

### More weekends with family

The EU Mobility Pact, which the BGL expressly welcomes, should also provide momentum in the search for drivers. The planned obligation for truck drivers to return to their families and the obligation for internationally used trucks to return to their country of registration after four weeks at the latest has been assessed particularly positively.

The BGL sees a further success in the inclusion of the proposed driving time pay surcharge by a maximum of two hours for truck drivers who are on their way home on the weekend. This would allow many drivers to spend the weekend with their families even in the event of unforeseeable delays — unless they are away from home on the new Silk Road.

In the future, the 'Belt and Road Initiative' will provide new trade and transport opportunities across Eurasia, which could also benefit road freight transport. The new Silk Road will contribute to a significant increase in transport volumes between Europe and China.

"However, this will have no impact on the global modal split. Maritime transport will continue to transport 80 percent of goods," Labrot states. However, new inland transport routes are emerging in Eurasia that take account of changes in regional trade and transport patterns. According to Labrot, "there could be a slight regional shift from rail to the more flexible and efficient mode of road transport."



<http://www.nntank.com>

Professional manufacturer of  
**Tank Containers**



**Your best partner in logistic!**

- 20' ISO Tank T1-T23
- Swap Body Tank
- Single or Multi-compartment Tank
- Baffle Tank
- Electrical/glycol Heated Tank
- Reefer Tank
- Food Grade Tank
- T50 Gas Tank
- Super Insulated Tank
- SBC Tank
- Offshore Tank to DNV2.7-1/EN12079
- Lining Tank (PE, Rubber, Saekaphen, FRP, Chemline, PTFE etc.)
- AHF Tank
- Liquid Sodium Tank
- Bitumen tank

**NANTONG TANK CONTAINER CO., LTD**  
 Add: 3888 Jintong Highway, Xingren, Tongzhou, Nantong, Jiangsu, China  
 Tel: +86-513-81601166 Fax: +86-513-86221280 Ext. 8018  
 E-mail: info@nntank.com



# ECTA - driving chemical transport forwards

**The European Chemical Transport Association (ECTA) is the foremost industry body driving improved standards of efficiency, safety and quality, as well as the environmental and social impact, of the chemical goods logistics in Europe.**

ECTA speaks for the chemical transport industry to all its stakeholders and organises the Responsible Care initiative for the European land transport industry.

Bulk Distributor recently caught up with ECTA's leadership team - managing director Peter Devos, deputy managing director Dolorès Guion and responsible care director Evert de Jong - to discuss the association's recent activities and initiatives.



The company NxtPort offers the digital collaboration platform and services for the eECD process and the neutral governance that respect data ownership and security is governed by the non-profit association ECLIC VZW, the European Chemical Logistics Information Council,

which was founded by ECTA-EFTCO- Cefic-essenscia last year.

Up to now, 18 companies have subscribed to the digital eECD process and the target is to reach 60 companies across Belgium, the Netherlands, Germany and France by December 2019. During March-April 2019 several companies formed dedicated eECD production teams and started to use the digital process in a live production environment creating closed loop eECD cleaning & loading scenarios using real equipment, products, cleaning and loading stations and operators, while still running the ECD paper and digital process in parallel.

While you would expect, the biggest challenge would be on the technical side, it becomes obvious that companies need to learn ▶

## Responsible Care (RC)

**The ECTA RC programme has now been running for 10 years, which is a great achievement. However, you have stated that delayed reporting from some members for the annual KPIs remains an issue. What steps are you taking to address this?**

ECTA has re-emphasised in 2019 the importance of timely reporting of the RC KPI results given some late reporting was observed by some members. By drawing closer attention and starting a more personal approach at an earlier stage in the New Year, we now see better and faster RC reports and most of the problems have been solved by this approach.

### What are next steps and key issues for the RC programme?

For the annual KPI reporting of 2018 a revised form has been created. Since the consolidation methodology of emission figures of ECTA's RC members has been questioned during the last three years, we have consulted with Cefic, and ECTA has decided that the reporting of emission figures in the KPI report will now be done on a voluntary basis. Furthermore, the KPI Form 2018 has been expanded to include the information about truck engines running on other energy/fuels (eg, LPG/LNG/electricity).

Around us, our members and their customers see a shift towards new subjects that are core to the Responsible Care initiative. Examples are plastic waste control, truck emissions, transport lanes efficiency, modal shift, safety at work and others. While most have been getting attention to some extent over the years, our members are continuously required to improve in these areas. Obviously, ECTA will have a central function to co-ordinate with other associations and support a level playing field for our members and recognition for all past, present and future efforts by our membership. Where necessary ECTA will continue to create tools for better Responsible Care implementation and share improvement knowledge amongst our members and others.

### Can you give an insight into what attendees might expect at the RC Workshop on 12 September?

During the 2018 workshop participants were asked for input and for 2019 we hope to show that we have taken the comments to heart. The programme will contain fewer items and we aim to have more in depth discussions. The main subjects on the agenda are: Emergency Response; 2019 SQAS Results and Planning; and Practical LNG Truck Experiences. ECTA has again been able to invite top speakers for each subject and we are sure that participants shall once more have a valuable workshop day in September.

## eECD

**Now the digital EFTCO Cleaning Document (eECD) has been launched what progress can you report in terms of uptake and implementation among member companies?**

As some might remember, last year, a pilot group of companies demonstrated together with the associations ECTA-EFTCO-Cefic-essenscia that the paper EFTCO Cleaning Document, or ECD, could be replaced by a digital eECD document using a digital process of exchanging data. It is important to re-emphasise that the eECD project objective is not just replacing the paper ECD document by a digital pdf document or a digital mobile app that views the paper ECD electronically. The real value and ambition of the eECD goes way beyond that and allows companies to work together paperless in a collaborative digital ecosystem according to a commonly agreed digital workflow process. Within this ecosystem the different actors, being the transport companies, cleaning companies and loading places at chemical sites, and tank storage operators, work seamlessly together enabled by a digital collaboration platform.



## Your tank container experts

TWS has more than 30 years of experience in renting out standard and special tank containers for liquid products to the chemical and food industries. TWS also provides various sizes of spill troughs. Customers rely on the outstanding quality of its fleet and value its flexibility in terms of volume and technical features.

For more information: E-mail: [sales@tws-gmbh.de](mailto:sales@tws-gmbh.de) and web: [www.tws-gmbh.de](http://www.tws-gmbh.de)

**TWS**  
RENT-A-TAINER




## WWW.TANKCONTAINER.COM

**Worldwide UN and IMO Portable Tank**  
**2-1/2 and 5 Year Periodic Testing**  
**New Construction Certification**

- ✓ E-Test Approval & Scheduling
- ✓ Global 24/7 Report Database Access
- ✓ Cloud-Connected Reporting Devices
- ✓ Automated E-mail Reports

- ✓ On-Hire/Off-Hire Inspections
- ✓ Estimate Verifications
- ✓ Cleanliness Inspections
- ✓ CSC Inspections

**Worldwide Staff and Permanent Personnel Using Common Global Quality System**

<b>AMERICAS</b>	americas@silvercims.com	<b>JAPAN</b>	japan@silvercims.com
<b>AUSTRALIA</b>	australia@silvercims.com	<b>KOREA</b>	korea@silvercims.com
<b>CHINA</b>	china@silvercims.com	<b>SINGAPORE</b>	singapore@silvercims.com
<b>EUROPE</b>	europe@silvercims.com		(and other far east)
<b>INDIA</b>	india@silvercims.com	<b>UAE/SAUDI</b>	uae-saudi@silvercims.com



how to work together in a cloud orchestrated ecosystem as well. So far, transport and cleaning companies have somewhat been looking at each other to see who would move first. However the early adaptors are already over that 'wait & see' point and are meanwhile convinced about the value of the process and have started to integrate the digital eECD within their own IT systems and prepare for scale by integrating the process through Elemica for the exchange the relevant information and avoiding any double input. This integration work will go live in Q3 2019.

That said, and driven by the chemical manufacturers, who strategically want to move towards more effective, sustainable and compliant paperless logistics processes, the eECD project kicked off a new digital trend and all chemical logistics service providers should be prepared to deliver a digital eECD as the norm as of 2020.

This trend is further endorsed at European Commission level through the creation of a new DTLF (Digital Transport & Logistics Forum) expert workgroup in 2018, where authorities are also investigating digital ways to make the transport logistics systems more efficient and want to communicate digitally with the all the economic operators that move goods along European freight corridors. This new trend will only be realised by working together digitally and the current eECD is an excellent springboard to learn how to develop those internal digital capabilities within an organization and with a minimum of investment.

## Organisation

### Do you envisage any significant changes to ECTA's organisation in the next few years?

There is no change in the overall vision of ECTA to improve the safety, quality, security, reliability, sustainability and efficiency of chemical transport and logistics while working together with all stakeholders.

In the next few years, for sure ECTA, together with Cefic and other associations will have to cope with new chemical industry trends like digitalisation, sustainability, multimodality, globalisation in logistics

L-r: Evert de Jong, Dolorès Guion and Peter Devos

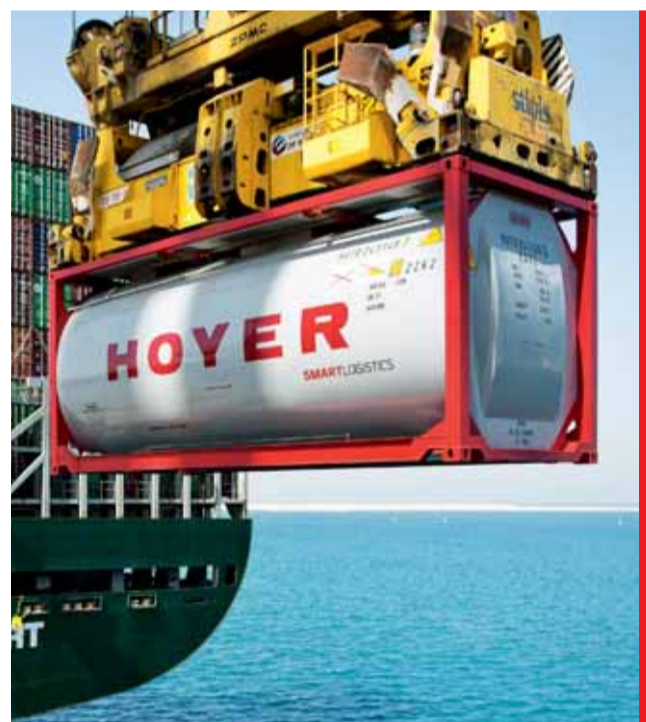


and, for instance, the environmental pressures on how we deal with or avoid plastic waste. To do so, ECTA continues to embrace its Responsible Care programme and continues to support the SQAS assessment system across Europe where in 2018 more than 500 transport SQAS audit assessments took place. SQAS itself forms the basis for Responsible Care and ECTA contributed very intensively in 2018 to enhance the SQAS content, updating 2019 questionnaire to reflect the latest chemical industry requirements.

It remains a priority towards our members to ensure SQAS is used

and positioned by all stakeholders as the preferred audit assessment system and a joint SQAS task force has been put in place between ECTA, FECC, EFTCO & Cefic to strengthen the use and engagement of SQAS.

While ECTA did highlight in 2018 in its SQAS position paper that some improvements in terms of SQAS use were recommended, the great news is that today collaborative association efforts are being taken to strengthen and promote SQAS as the preferred RC assessment system.



## We set new standards with Smart Logistics.

The international logistics company HOYER is one of the worldwide market leaders in liquid goods transport by road, rail and sea. Wherever they are going, HOYER delivers chemical products, food, gas and mineral oil safely and efficiently to their destination in tank containers, road tankers, flexitanks or IBCs. HOYER connects continents and overcomes borders. This also includes pressing ahead with digital networking. With Smart Logistics we are a pioneer for intelligent logistics concepts and work on solutions for tomorrow.

Meet us at the transport logistic in Munich Hall B4 221/322.

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

**HOYER**  
WHEN IT MATTERS ■

## Singamas tank containers

Singamas offers a full range of tank containers, including U-stamp approved, designed and manufactured to your exacting requirements. Our philosophy is Quality: **Quality of design, Quality of manufacturing, Quality of service.**



transport logistic  
June 4-7, 2019  
Messe München  
Visit us!  
Hall B4, Booth 217 / 318  
the leading exhibition

**SINGAMAS**  
[www.singamas.com](http://www.singamas.com)

**Corporate Office**  
19/F, Rykadan Capital Tower,  
135 Hoi Bun Road, Kowloon,  
Hong Kong  
Tel. : +852 2598 7831  
Fax : +852 2598 7847  
E-mail : [enquiry@singamas.com](mailto:enquiry@singamas.com)

**Shanghai Pacific International  
Container Co. Ltd.**  
2667 Jia Zhu Road, Jiading District,  
Shanghai, the PRC 201815  
Tel. : +86 21 6902 1228  
Fax : +86 21 6902 1231  
E-mail : [cntr.spic@cn.singamas.com](mailto:cntr.spic@cn.singamas.com)

**European Representative Office**  
(North / South America, EU and Japan)  
Moezelweg 173, Harbour No. 5612,  
3198 LS Europoort RT, The Netherlands  
Tel. : +31 (0) 181 233 588  
Fax : +31 (0) 181 233 595  
E-mail : [sales@singamas.eu](mailto:sales@singamas.eu)



## Driver shortages and skills

ECTA and Cefic are taking the initiative to ensure the chemical industry becomes a sector of choice to retain existing truck driver talent and attract new, younger truck drivers. However, driver shortages seem to be endemic in the entire logistics industry in Europe and North America. What do you see as the underlying cause of this, and what can realistically be done to resolve the problem?

ECTA and Cefic started a working group mid-2017 to investigate more deeply the shortage of drivers while linking the shortage with driver qualification skills and future career paths. Safe transport of chemicals by road depends entirely on the availability of well qualified and trained truck drivers and is faced with growing challenges due to competitive pressures from other sectors like e-commerce.

Furthermore, due to the demographic evolution with a majority of the current truck drivers less than 10 years from their retirement, the shortage problem is of a structural nature even with the trend towards autonomous vehicles that will emerge in years to come. This trend combined with external factors like unattractiveness of the job due to work life-balance issues, more road congestion around chemical clusters and ports, increased waiting times at (un)loading, and less freedom on the job make the profession less and less attractive and lead to a necessity to rethink the way transport is done within chemical logistics.

The solution to this very complex problem is not easy and requires multiple modes of action to keep transport by road and intermodal safe, secure and environmentally friendly. It starts with recognising there is an endemic truck driver shortage while setting a strategy to remediate this problem and merging thoughts between chemical manufacturers and transport companies, something that ECTA and Cefic have been doing intensively over the past 18 months.

Meanwhile, the chemical industry has aims to become the sector of choice for truck drivers, something you might hear more of in years to come. Next, the network of experts team will zoom in on how to harmonise the different site requirements while paying more attention towards driver infrastructure and driver health and wellbeing on site.

Last but not least, a chemical truck driver qualification framework is being defined to ensure the skills of the chemical truck drivers stay aligned with the requirements of the industry. The final report and ECTA-Cefic best practice guidelines will be published in a report in Q3 2019.

## ECTA Annual Meeting\*

As with the RC Workshop can you give an insight into what attendees might expect at the Annual Meeting?

This year digitalization within chemical logistics will certainly be part of the agenda with practical use cases and a refreshing panel debate between transport companies, manufacturers and solution providers on how to digitalise forward. Furthermore, sustainability and the move towards intermodal and more environmental freight solutions remains a cornerstone within RC and ECTA is a trend setter compared with other industries so we will open the conversation on how to do that.

Last, and given that RC programme has been in place for 10 years, we will have a dinner to celebrate this milestone and recognise all our members for what they have accomplished together.

\*14 november 2019, Düsseldorf

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

# KTN announces major Dutch investments

**K**atoen Natie is investing €80 million to expand its value-added logistics services on and around the Chemelot site in Limburg, the Netherlands.

Covering an area of over 800ha, the Chemelot site is one of the major chemical hubs in Europe and has been expanding in recent years. The integrated cluster of companies produces a variety of chemicals and performance plastics for a wide range of markets and applications. Chemelot also hosts a research campus, with over 8,000 people working on-site.

Since 2013, Katoen Natie has acquired a number of logistics terminals in Limburg. Its sites in Nuth, Born, Geleen, Elsloo, Tüddern and Maasmechelen currently employ 250 people. With the expansion, Katoen Natie will anchor its presence in the region.

Central to the investment is a 12ha green field project. Here, Katoen Natie will build a brand new multi-customer terminal consisting of 54,500 sqm state-of-the-art warehouse and 207 silos. Aside from warehousing operations, the company will offer a full range value-added services including repackaging of chemicals, purifying of contaminated products, compounding and compacting services. The Chemelot terminal is expected to be operational in Q2 2020.

In addition to the investments on-site, Katoen Natie will expand its Nuth logistics terminal with 10,000 sqm of warehouse space and 60 silos expected to be operational by the end of this year. Another plot of land was acquired at Mitsubishi Avenue in Born, where the



company will construct and operate a 35,000 sqm warehouse to serve the automotive industry.

Investments in the local transport capacity will continue over the next year. With the purchase of 115 new lorries, 45 dry bulk trailers and 10 liquid bulk trailers the existing fleet will be renewed and expanded.

Aside from their proximity to Chemelot, the Limburg terminals are located just a few kilometres from the Belgian and German borders. This location, close to the ports of Antwerp and Rotterdam and with easy rail and water access, make them an ideal stepping-stone for import flows into the Ruhr area and Eastern Europe.

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

## Ceva extends 'highway to the west'

**C**eva Logistics has extended its highway to the west road service between China and Europe following on from its first ever TIR truck to Poland at the end of last year.

The company recently marked a new milestone with its first ever truck from China arriving safely at its destination in Spain.

Just 16 days after setting off, the 70 cbm load of 7,000kg of garments destined for a leading retailer in Spain successfully completed the door-to-door delivery. Departing from South China, the truck travelled via Kazakhstan, Russia, Belarus, Poland, Germany and France.

No inspection was required during transit following the Customs sealing at Khorgos on the China-Kazakhstan border and it being unsealed in Spain. The total distance covered was more than 13,600km.

"This was the last official trial for our new China-Europe trucking service before we begin a regular service this month," says Torben Bengtsson, executive vice president of CEVA Logistics North Asia. "Together with our partner Alblas International Logistics, we will extend our trucking footprint through this service. The TIR trucking will change our customer's logistics flow significantly."

The new service has broad prospects in the market. "It's a very cost



sensitive alternative to air and rail transport," added Kelvin Tang, Ceva's director of road & rail North Asia. "Compared with air transport, the cost is more than 40 percent lower. And it's at least 10 days faster than rail transport."

The China-Europe run will be operated as a round trip twice a week, with exact departure and destination being handled flexibly according to customer needs. In addition to FCL, Ceva will also soon launch an LCL service.

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

# TRANSPORT CHILLERS FOR ISO TANKS

- ✓ Built-in Remote Access & Diagnostic (TC-Connect)
- ✓ Temperature Control Supply Chain
- ✓ Heating Options
- ✓ Instant Alerts

(435) 754-7875  
[www.transchill.com](http://www.transchill.com)  
[info@transchill.com](mailto:info@transchill.com)  
 Logan, Utah USA

  
**TransChill**





# Brenntag signs distribution deal with Tata Chemicals

**Brenntag's Food & Nutrition business unit in North America has signed a new distribution agreement with Tata Chemicals Limited for prebiotics in the United States.**

Tata NQ, the nutritional solutions division of Tata Chemicals Limited, supplies ingredients said to have specific and desirable health benefits. This agreement allows Brenntag to distribute Tata NQ's Fossence and Gossence prebiotic portfolio:

Fossence is a 100 percent soluble, naturally sweet tasting, prebiotic and dietary fibre. As a versatile ingredient, it provides opportunities for fibre fortification and sugar reduction in a variety of formats from bakery, dairy, and confectionary to nutraceutical supplements. Gossence is a prebiotic traditionally preferred for infant and children food applications. This prebiotic has a wide pH and temperature stability and is now seeing growth into nutraceutical applications.

Studies suggest that prebiotics positively control the gut microbiome and aim to improve gut and digestive health. The gut microbiome is becoming a mainstream area of interest and its impact on immunity, bowel health, and nutrient absorption is being increasingly studied.

"We are excited to announce our collaboration with Tata and their prebiotic line for the US market," said Larry Davis, VP of Brenntag Food & Nutrition North America. "With the importance of gut and digestive health continuously growing, we

are perfectly positioned to introduce customers to the benefits of Tata's FOS and GOS through our North American Food & Nutrition Application & Development Center."

"We are happy to begin our relationship with Brenntag in the nutritional market, as this marks a milestone for us in our entry into the United States," said Zarir Langrana, executive director & president, global chemicals at Tata Chemicals..

"Equipped with in-house food technology and an analytics team, we will confidently provide relevant solutions to the market. Brenntag's reach, technical expertise, and presence in food and nutrition will allow us to thrive. Together, we hope to have an exciting journey."

Brenntag is also increasing its footprint in Asia Pacific by entering into a joint venture with Singapore-based supply chain company Tee Hai Chem Pte Ltd.

The share split between Brenntag and Tee Hai is 51/49, respectively.

Tee Hai provides supply chain solutions for materials, chemicals and services for the life sciences, electronics manufacturing and research & diagnostics sectors in Singapore and Southeast Asia.

The product portfolio consists of raw materials, consumables as well as high purity specialty chemicals. Other products include research and diagnostics chemicals, chemical delivery systems



Brenntag is now distributing MANE's range of perfume oils to customers in Germany and Switzerland

and maintenance, repair and operations supplies. In addition, the company offers customisable supply chain solutions including external warehousing.

Henri Nejade, member of Brenntag's management board and CEO Brenntag Asia Pacific, said: "Tee Hai has a leading market position in Singapore with long lasting supplier and customer relationships. The location of its facilities in Singapore offers advantages in proximity to customers, major ports and neighbouring growth markets."

Anthony Gerace, managing director mergers & acquisitions at Brenntag, added: "Brenntag considers the joint venture as an important step into the most attractive industry groups in Singapore and beyond. This is a great opportunity to foster growth for Brenntag into key markets primarily for pharma and semiconductors.

Moreover, entering into the joint venture will allow us to develop the company through realising synergies with the existing supplier and customer base of Brenntag in the Asia Pacific region."

Back Europe Brenntag subsidiary Multisol has been appointed as sole distributor for Infineum in Spain Portugal, Morocco, Algeria and Tunisia.

Having worked with the Infineum Group since 1990, this latest appointment extends the relationship between the parties beyond their existing arrangements in Europe, the Middle East, Africa, Asia Pacific and Latin America.

Multisol specialises in the formulation, blending and distribution of high value fuel and lubricant

additives, base oils and specialty chemicals. Multisol Europe Ltd, which has been part of the Brenntag Group since 2011, operates in various end markets across Europe and Africa.

In another partnership Brenntag is now distributing MANE's range of perfume oils to customers in Germany and Switzerland.

Patrick Koch, Brenntag's business manager cosmetics DACH, commented: "After working together successfully for some years in the areas of flavouring compositions in Germany and perfume concentrates in Eastern Europe, we can now add the fragrance creations of MANE, a leading and long-established French company, to our extensive range of cosmetic raw materials which we sell to our customers in Germany and Switzerland."

Günter M Wohlmannstetter, general manager DE-CHE-Benelux at MANE, added: "We are confident that this collaboration will allow us to achieve an almost 100 percent market presence in both countries. Together with Brenntag, we will be able to offer the high-quality, market-conforming perfume oils of MANE to an even wider customer base in future."

To begin with, the new collaboration will be concentrating on producers of cosmetics and body care products, and will expand to include the household cleaner and detergent segments in the near future.

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

## JOINT TANK SERVICES FZCO

Redefining tank cleaning standards...



### Services that we offer:

- Handling & storage of empty tank containers
- Cleaning of Class 3, 4.1, 6.1, 8, 9 and non-hazardous cargoes
- Cleaning of intermediate bulk containers and road tankers
- Repair of tank containers, including structural and shell repairs
- Statutory periodic inspection of 2.5 and 5 year
- Pre-trip inspection and leak-checks
- Steam heating of high viscous products to facilitate discharge
- Nitrogen purging and blanketing
- Qp/jktg"cpd off/jktg"wt xg{
- Qff/ukvg"vgpkecn"aukncpeg"cpf"ogot i gpef"ugtxleg
- Tank container leasing
- Tracking and coordination services
- Tank logistics including transportation and shipping
- ID"ukagt"egtifccvlp
- Gpxtqogpv"\*36223+"pf"QJ UCU"3: 223+"Egtified
- SQAS assessed



Hqt"cp{"gpswkt{"rngcug"eqpvcev <

**Joint Tank Services FZCO**  
 PO Box 17512  
 Jebel Ali Free Zone South  
 Dubai, United Arab Emirates  
 Vgn +971 4 8807801  
 Hcz +971 4 8807802  
 Gockn ops@jts.ae or gmjts@jts.ae  
 Ygdukgvwww.jts.ae

## Vinmar opts for Talke

**US-based petrochemicals distributor Vinmar has chosen Talke Group to manage logistics at its Houston, Texas site. The contract for handling plastic resins on the 500,000 sq ft site was signed for an initial term of 10 years.**

Vinmar relies on logistics services from Talke USA at its Houston site. The scope of work agreed to in the contract, which was signed for an initial term of 10 years, includes transferring plastic granules from rail hopper cars to intermediate silos, as well as bagging, storing and loading products for onward transport.

Talke has been working with a total of 35 employees under regular operating conditions, so-called steady-state, since October 2018.

"We're very pleased to have a highly experienced international service provider like Talke on board for this long-term partnership," said Vishal Goradia, senior vice president at Vinmar.

"This is the second contract with a 10-year term that Talke has been awarded in the USA," added Richard Heath, president & CEO of Talke USA. "It serves to confirm our strategy of integrating ourselves into the supply chains of our customers in the chemical and petrochemical industries by providing first-class, dependable and efficient logistics services combined with professional advice."

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



Talke has been working with 35 Vinmar employees under steady-state since October 2018



# Trifleet running hot in cryogenics

**Trifleet Leasing is expanding its tank container fleet with 20 20ft 22,000 litre cryogenic tanks for gases, such as CO<sub>2</sub>, liquid oxygen, nitrogen, liquid argon and LNG. The first tanks are already available, while the full range is scheduled to be delivered by June.**

The 20 additional tanks are built to the latest technical standards for cryogenic tanks. They have an optimal payload due to the low tare weight and high capacity of 22,000 litres. Compared with the previous generation, the weight has been reduced by 500kg, from 8,000kg to 7,500kg) in the case of the 20ft 17.2 bar tank containers, and by 1,250kg (from 9,550kg to 8,300kg) in the case of the 20ft 22 bar units.

Clients can thus benefit from higher payloads, resulting in lower transport costs and an improved environmental impact through reduced transport needs. All CO<sub>2</sub> cryogenic tank containers are provided with a pump unit. Trifleet expects to lease the new tank containers mostly within Europe.

What makes the design of cryogenic tank containers particularly challenging is the plethora of differing market demands and respective design options. Cryogenic tank containers are vacuums with multilayer super insulation and have expensive cryogenic valves that need to be both fire-safe and designed for extremely low temperatures of -196degC. In addition, they need more approvals and certificates than common tank containers. Altogether, this



makes the engineering complicated and results in six-digit prices.

Given the complexity, a lessor needs considerably more than just capital to offer cryogenic tank containers and related equipment. To ensure it can bring just as much to the table as its partners, Trifleet acquired considerable expertise in the market requirements, the design and the manufacture of cryogenic tanks and equipment.

"As an established tank container leasing company, we entered the cryogenic business in early 2018," said managing director Philip van Rooijen. "The feedback we have received so far from the cryogenic industry confirms our technical abilities as a reliable partner offering

superior tanks and equipment. This early success and the market growth expectations for cryogenic gases encouraged us to invest in additional tanks, and we are ready to expand this specialised fleet further."

Trifleet leases tanks with a state-of-the-art design, leading to holding times of, for example, more than 100 days in the case of LNG. Furthermore, it offers ancillary equipment, such as cryogenic pumps, hoses and installation systems. The company's team, managed by Jaap Kuijpers Wentink, possesses advanced technical experience and in-depth knowledge of the market.

Prior to joining Trifleet, Kuijpers Wentink was managing director at the Crynorm Group, a manufacturer of LNG integrated systems, such as tank systems, truck fuelling stations, liquefaction plants, bunkering systems and vaporizers; all of which were cryogenic-related. Before that he worked as managing director at tank lessor Cryotainer.

Trifleet says it is now well positioned to serve the growing market demand for cryogenic gases. Liquid gases such as LNG, liquid oxygen, liquid nitrogen, liquid argon, and CO<sub>2</sub> are all experiencing significant market growth.

The worldwide small-scale LNG market is projected to reach US\$51.9 billion by 2026, which shows a CAGR of 7 percent. Growing demand for LNG as a low emission fuel, and therefore addressing environmental concerns, is driving cryogenic equipment demand.

The supply of LNG requires flexible storage, which can be achieved by operational leasing, says Trifleet. What's more, in view of the significant investment involved in LNG installations – of which stationary tanks are responsible for the majority of this – the need increases when it comes to turning capital expenditure into operational expenditure by leasing storage through intermodal tank containers.

But in addition to LNG, research outfit Million Insights says the global liquid nitrogen market is predicted to grow at a CAGR of 4.4 percent in the period 2018-2025. The worldwide CO<sub>2</sub> market is expected to grow at CAGR of nearly 7 percent up to 2022.

In March last year five Trifleet managers successfully completed the basic training course 'LNG as fuel' at the STC Group, a worldwide operating educational and research institution for the shipping, logistics, transport, and process industries. This meant that the Trifleet team became certified to work with LNG.

Martin Blom (area manager maintenance & repair), Patrick Broeders (manager projects & innovations), Marco IJzerman (director fleet management), Edwin Wullems (manager maintenance & repair), and Jaap Kuijpers Wentink himself went through an intensive two-days training.

They covered the specific characteristics of LNG and the associated procedures, when working with LNG and other highly flammable fuels. For this they also dealt with practical situations, such as bunkering and incident management.

This training was recognised by the Human Environment and Transport Inspectorate (ILT) and is imported to learn and understand what LNG is and what it means to work safely with this cryogenic gas to minimise the risks for people, the environment, and the equipment.

**TRIFLEET**  
LEASING EXCELLENCE

**COMMITTED TO  
SUSTAINABLE  
EXCELLENCE**

GLOBAL TANK  
CONTAINER LEASING

**OUR TANK CONTAINERS,  
EXPERTISE AND  
COMMITMENT FOR YOUR  
BUSINESS SUCCESS**

Trifleet is the world's largest owner-managed tank container leasing company. We are a recognized global Top 5 player, with over 25 years of experience. Doing business with us means doing business with a team that passionately takes ownership and responsibility for business, safety and sustainability.

We offer a large fleet of new-built as well as excellently maintained standard and special tank containers. Those meet the requirements of the chemical, industrial gas, energy, food grade and pharmaceutical industries. Our service is personal, fast and reliable. Our reach is worldwide.

HOUSTON • SÃO PAULO  
ROTTERDAM • PARIS • HAMBURG  
SINGAPORE • SHANGHAI

DISCOVER THE POSSIBILITIES AT  
**WWW.TRIFLEET.COM**

**cleaning  
your  
world**



Tank Cleaning  
Systems



Food / Non-Food  
Cleaning Systems



Parts & Service

**GRÖNINGER**  
Cleaning Systems  
www.groninger.eu

Overschiezeweg 111  
3044 EH Rotterdam  
The Netherlands  
Telephone +31 10 437 10 22



# Robotic tank cleaning debuts

**R**e-Gen Robotics, a sister company of Re-Gen Waste Ltd, a materials recovery facility, has launched what it says is the first and only remotely controlled, 'no man entry' robotic tank cleaning company in the British Isles.

The company has invested £1.5 million in two purpose-built, fully compliant, Ex Zone 0 rated machines; one designed to de-sludge, wash and clean large scale tanks, and a second, lightweight and highly portable compact unit suitable for use on smaller sites and underground storage tanks and containers, including petrol forecourts, interceptors and process tanks.

The automatic tank cleaning system will eradicate industry fatalities in the British Isles, eliminating human exposure to confined spaces and hugely decreasing all risk categories, the company claims. There are 25 avoidable deaths within confined spaces in the UK and Ireland each year due to hazardous works, manual tank cleaning methods, which remains common practice.

Re-Gen Robotics' closed loop cleaning system is fully compliant with existing safety legislation and can reduce cleaning time by up to 45 percent, significantly decreasing downtime and loss of production while the facilities are not operational. The Ex-zone rated equipment is effective, reliable and provides predictable cleaning times, meaning the tank is brought back into operation quicker and reduces the need for additional tank capacity, permit delays and additional support teams.

Managing director Fintan Duffy said: "Traditionally, having personnel enter into confined spaces to perform cleaning prior to inspections has been the only way to implement a



Re-Gen Robotics' closed loop cleaning system is fully compliant with existing safety legislation and can reduce cleaning time by up to 45 percent

detailed legislative inspection, de-sludge or clean for product change. There are inherent risks to entering a hazardous confined space and although safety regulations and standards are high, occasionally accidents occur, due to the likelihood of human error or failure of safety devices.

"Every year as many as 25 people in Ireland and the UK lose their lives working in confined spaces. Exposure to hazardous petrochemicals, heat stress and slips or falls are the main risks faced by workers who manually clean oil tanks. With Re-Gen Robotics, tanks can be automatically cleaned fast, in a predictable way, using technology that meets the highest safety standards in the industry. "We place a high premium on workplace safety

and with the introduction of our exclusive robotic system, we aim to be the market leader in safe, reliable, sustainable industrial cleaning."

Health & safety legislation currently stipulates that 'a person shall not carry out work in confined spaces if it is reasonably practical that it could be avoided'.

Duffy cautioned that: "Companies cannot afford to be negligent where human life is concerned. As well as the obvious tragedy and impact on family when a life is lost, there is a negative impact to companies associated with loss of life through confined space working; there is damage to organisational reputation, company and shareholder value and the risk of corporate



Fintan Duffy (left) with the Re-Gen Robotics operations team

manslaughter charges to consider.

"At no time during the Re-Gen Robotics cleaning process will there be a need for human presence in the confined storage container. Our technical operator remains a safe distance away in the Zone 2 control unit, where they can monitor activity and progress through a series of ATEX cameras fixed to the equipment placed inside the tank being cleaned.

"There is no human exposure to sludge or waste materials during the cleaning process and once cleaning is complete, the robot safely washes itself down, exits the container via its ramp and is returned to the control unit.

"At Re-Gen Robotics what we have created is truly game changing conditions for the tank terminal sector. The economic, environmental and safety benefits are extensive and the market is embracing our innovation," Duffy said.

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

## New Bay depot

**G**ermany's Bay Logistik has built a new and more efficient cleaning station for dry and liquid bulk equipment.

The new plant is located 900m away from the previous location in Bay's home town of Waiblingen, near Stuttgart.

It comprises two separate cleaning lanes for chemical products and food. The system technology is designed so that Bay can clean with up to five cleaning heads at the same time.

There is also a power cleaning head for containers or large-volume chambers.

Cleaning technology was supplied by Kärcher with Envirochemie installing the wastewater system and PuR acting as general contractor.

Initially, Bay is starting with one shift from 07:30 to 17:00. However, the company reckons it can expand relatively quickly to a two-shift operation and then from 06:00 to 20:00.

The facility comprises shower facilities for drivers. If needed, a truck wash can be performed on two covered truck washing places in the future.

[www.bay-logistik.de](http://www.bay-logistik.de)



Frans de Wit Group

Middenweg 8, 4782 PM Moerdijk (NL)  
Postbus 6058, 4780 LL Moerdijk (NL)

# TANKCONTAINER

Visit us! ITCO Tank Container Village hall B4

Tel: +31 168 38 70 70

[sales@fransdewitgroup.com](mailto:sales@fransdewitgroup.com)

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



FRANS DE **WIT** B.V.

**TRANSPORT & STORAGE**



MOERDIJK TANKCONTAINER REPAIR **MTR** B.V.

**REPAIR OF GAS TANK & LIQUID TANKCONTAINERS**



MOERDIJK TANKCONTAINER TRADING **MTT** B.V.

**TANKCONTAINER TRADING**



**RED DOT**  
tank container management

**TANK MANAGEMENT / SHIPPING & FORWARDING**



# Gröninger helps Filzhut's next steps

After leveraging its experience gained over 60 years in transport, Spedition Paul Filzhut decided to start a tank container terminal and cleaning station in Port of Neuss, Germany.

The company will operate under the name CoTaLo (Container-Tank-Logistics) GmbH.

The family-led company first entered the chemical industry in the late 1950s as a tank truck transport service company. This branch of the company was led successfully for more than 40 years, and having garnered this expertise the Filzhut family decided to expand and take the next step in its business.

Towards the end of 2018 the goal was set to open a container depot in Neuss, allowing tank operators to deposit their tanks at a location connected via rail, water and road. On top of this it is located close to the Ruhr area, a hub for transport and logistics in Western Germany.

The second part of the development, the cleaning station, will be completed in August this year and will be equipped with a system from Gröninger Cleaning Systems BV. The facility will have three cleaning lanes for chemical products and two lanes for food products.

All five lanes work with a cleaning pressure of 100 bar and for hard chemicals a special location will work with a pressure up to 200 bar. Every cleaning can be adjusted to include hot water, steam, or acids depending on what the product requires or the customer wishes.

The cleaning procedures in the food area will be performed up to the standards to the Cleaning Guard system, meaning that all containers and tank trucks cleaned will receive a certificate that describes all properties of the cleaning.

In addition to 'standard cleaning' of containers and tank trucks, it will be possible to clean tougher products such as latex and resins. To complete the



Filzhut's cleaning station in Neuss will be completed in August this year and will be equipped with a system from Gröninger Cleaning Systems

service there will also be capabilities for cleaning IBCs. Once all operations are up and running the capacity will be around 20,000 a year.

Further in the future it is planned to incorporate the '1 to be 1' communications system to ease the entire process, starting with the booking of a cleaning slot and ending at the customer being able to see when the cleaning will be completed.

Gröninger also recently supplied a cleaning system in India. Bayarea is run by Captain Navjit Singh Grewal and his son Inderneil Grewal. By installing a state of the art cleaning system, Bayarea has become one of India's leading tank container service providers.

The facility is located in the city of Surat in Gujarat state. Tank containers can be cleaned on four static positions. A fifth drive-through bay is

dedicated for cleaning road tankers. Two tanks can be cleaned at the same time. Multiple rotor jets per bay ensure a fast turnaround time for containers and tankers. After cleaning, a Gröninger Drypack makes sure there is no moisture left over so the container can be shipped and loaded immediately.

The equipment was prefabricated and shipped in a 20ft container. This allowed Gröninger to reduce the local installation time. Apart from the actual installation, the company's engineer put a lot of effort in training the cleaners in how to operate and maintain the system.

Standard procedures for various residuals are stored in the PLC. By selecting the program, the tank is being cleaned automatically.

<https://gronerger.eu>

# Quala buys Container Experts

Quala has bought Container Experts, a company specialising in IBC cleaning with locations in Houston, Texas, Lafayette Louisiana, and Niles, Ohio.

Quala is recognised as a Clean Solutions partner by its customers throughout North America. In 2018, the company cleaned more than 600,000 bulk containers.

These three state-of-the-art facilities added to the company's North American network brings the total number of IBC cleaning and maintenance service locations to 73.

Scott Harrison, Quala's CEO, stated: "Adding Container Experts' base of clients is the perfect growth catalyst for Quala. This acquisition aligns perfectly with our mission to improve, develop, and grow."

William Dworsky, Container Experts' president, added: "Everyone here at Container Experts is very excited about joining the Quala team. There's no doubt that our customers will benefit from Quala's network of nationwide terminals. From a logistics standpoint, our customers will save on transport costs which is fantastic."

Financing was provided by PSP Investments Credit USA LLC, Antares, Carlyle Direct Lending, and Madison Capital Funding LLC.

[www.quala.us.com](http://www.quala.us.com)

# Sahreej Kanoo Tank Services

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

## ISO Tank Services:

1. Tank Cleaning,
2. MDI / TDI / Latex Cleaning,
3. Road Tanker Cleaning,
4. Leak Testing,
5. Steam Heating,
6. Frame and Shell Repairs,
7. Tank Storage (Empty & Laden),
8. Statutory Testing: Pneumatic (2.5yr) and Hydrostatic (5yr),
9. Nitrogen Purging (-40 Dew Point and 0.01% O<sub>2</sub>) and Blanketing,
10. Cross-Loading,
11. On-hire / Off-Hire Surveys,
12. Tank Leasing,
13. Technical Services and Assistance (on or off site) &
14. Emergency Response Team.

Kingdom of Saudi Arabia  
Jubail - Dammam - Jeddah





# 100 years of success



**P**erolo celebrates its centenary this year. Since 1919, Perolo has been supplying various industrial companies with quality components.

Below is the timeline showing how Perolo grew from its origins as an automotive parts manufacturer to a leading supplier of hi-tech components to the global bulk liquid logistics sector.

## 1919

It all began in the months following the armistice of the First World War, when Joseph Perolo bought premises for industrial use at 17, rue de Solférino, in Boulogne-Billancourt, on the outskirts of Paris. In April 1919, he created Établissements J Perolo, a general workshop making mechanical parts for the automotive industry, employing 15 workers.

## 1923

In 1923, Établissements J Perolo became 'Perolo SA'. The activity was more oriented towards the manufacture of equipment necessary for the oil industry, a sector then in full development in France. Gradually, a core group of loyal customers was created, among which the most important ones were: Standard Française des Petroles, Vacuum Oil Company, cie Industrielle des Petroles, and Refinerie du Midi.

## 1937

Growing activity required the expansion of the original buildings and new workshops were set up. In 1937, J Perolo, which employed about 30 people, built a second one-storey residential pavilion, the first having been entirely transformed into offices.

## 1938

In response to the threat of war, the plant was actively involved in armaments by machining groups of engines for military aviation (Salmson engines) and manufacturing petroleum equipment.

## 1939

In January 1939, Perolo SA became 'Établissements J Perolo & Cie'. Joseph Perolo contributed his general mechanics fund, while the rest of the shares were subscribed in cash.

## 1942

Following the events of June 1940, production was limited by the circumstances of the time... In March 1942, the proximity of Renault

**WHILE OTHERS ARE STILL TALKING ABOUT PARTS, WE'RE ALREADY DELIVERING THEM.**



When timing is crucial, you need a partner that delivers the right parts when you need them.

At Pelican we get that.

That's why we set the industry standard for just-in-time manufacturing and distribution of valves, gaskets and ancillary products for the liquid and dry bulk transport industry.

It's the reason we manufacture our top-of-the-line PTFE gaskets in-house and have world class manufacturing facilities strategically located around the globe.

So that we're always near you. To answer your questions and rise to your challenges, however big or small. Because at Pelican, your tomorrow is our today.

Learn more at:  
[www.pelicanworldwide.com](http://www.pelicanworldwide.com)

ROTTERDAM - HOUSTON - SINGAPORE - WUXI - ISTANBUL - ST. PETERSBURG



**Pelican.**  
Unrivalled solutions  
through understanding.





car factories caused it to be bombed for the first time by Allied aircraft. Rehabilitated, it was again damaged in April 1943. As a result, all the installations were damaged, and commercial activity almost stopped; only some maintenance work remained for oil industry customers.

### 1947

Since the bombardment, the activity had practically stopped.

### Until 1954

The 'war damage' compensation allowed the gradual reconstitution of manufacturing equipment and the reconstruction of the affected premises.

At the same time, contacts established with oil distribution customers led the company's management to focus activity entirely on this sector, gradually reducing the production of general mechanics. The refurbishment of new workshops and the installation of new machines led to a significant increase in activity, which naturally translated into a significant increase in turnover. In the early 1950s, J Perolo & Cie's clientele included world-renowned companies, such as Esso Standard, French Shell, British Petroleum, Antar and PetroFrance.



### 1950

In addition, 1950 marked an important turn in the company's life: Joseph Perolo made way for his sons Pierre and Claude, the former becoming chairman and chief executive officer and the latter deputy chief executive officer. From the outset, the Perolo sons built the choices made by their father by creating and developing a complete range of tanker equipment that was quickly adopted by major oil companies.

### 1958

A new industrial valves business line was developed to license lubricated ball valves previously imported from England. This new equipment allowed Perolo to focus on the entire oil industry.

This new activity was also strengthened by the exclusive distribution, acquired by the company, of Newman McEvoy high pressure valves, used mainly for gas and crude oil blowout heads.

These new markets forced the company to expand. Since 1958, the Perolo brothers had been looking for a solution to solve this surface problem and reassure the company's customers.

### 1960

More than 530km southwest of Boulogne-Billancourt, on the right

bank of the Gironde estuary, the economic situation has characterised by continuous recession in the late 1940s and early 1950s.

In this particularly gloomy context, the future of the region's largest employer, the ABG plant, was of paramount importance. ABG SA resulted from the merger of the companies Aries, La Bougie BG and SFEDR. It was then the largest French manufacturer of auxiliary engines and the third largest manufacturer of mopeds since the end of the Second World War. After the failure of a plant extension project in 1959, ABG no longer wanted to absorb the deficit of the Blaye production unit, which it considered too far removed from its main activities located in Hazebrouck, in the North, where it wanted to consolidate everything. The decision was therefore taken to separate from the Blaye plant.

However, this plant had undeniable advantages: it was a recent construction (1939), its state of maintenance was excellent, it had a modern fleet of machine tools, and was one of the most modern factories in Southwest France.

### 1961

Through the Chambers of Commerce of Paris and Bordeaux, the Perolo brothers learned of the existence and sale of the ABG Blaye

# Go Hydro 2 Hydro

with the  
same  
gaskets.

## RideTight® Hydro 2 Hydro™ Program

### NO GASKET CHANGEOUT REQUIRED between 5-year periodic hydro testing for tank customers

RideTight® Hydro2Hydro™ products are now available through Klinger, VSP's global supplier.



VSP is proud to announce a global strategic alliance with Klinger, focused on delivering these high-performance, low-emission products worldwide. This industry leader represents over 100 years of sealing experience with 60 locations around the world. Contact your local Klinger location for ordering information – [www.klinger-international.com](http://www.klinger-international.com).

VISIT US

Hall B4 • 217V318  
ITCO Village

**transport**  
logistic

the leading exhibition



Learn more at  
[vsptechnologies.com](http://vsptechnologies.com)





factory. Given the urgency of the situation for Blaye, local and regional authorities used their imagination to ensure that J Perolo & Cie came to Blaye.

From then on, things moved very quickly: a visit to the factory in June, agreement in principle, constitution of the various files, signature of the protocol containing the promise to sell and purchase in August, signature of the deed of purchase in November, ie, six months to complete the deal!

### 1990

In the 1990s, the Perolo group employed 150 people. The company devotes 4 percent of its turnover to research & development and its



entire catalogue is protected by more than 250 patents. Finally, Perolo, certified to NF, API, ISO standards, meets the requirements of international regulations and European directives on the transport of dangerous goods.

Having reached full maturity, the company became a key player at all stages of fluid transfer, from loading, transport, storage and distribution, at the national level.

### 1996

Perolo had a turnover of Fr110 million, 45 percent of which was exported. It became a healthy business that was coveted, particularly by its main European competitor, Syltone, based in Bradford, United

Kingdom. Syltone Ltd, operating in the same sector as Perolo, was present in America, Europe and Asia-Pacific, and the company believed that in the context of globalisation, only a large European group was able to face the competition.

At the age of retirement, Claude Perolo, now alone at the helm of the company, decided to respond favourably to Syltone's offer, which promised to maintain industrial activity at the Blaye plant. The deal was concluded in 1998. Nevertheless, a few years later (2001 and 2002), in order to rationalise the group, some of Perolo SA's activities were relocated to Syltone's German and British subsidiaries. This involved a social plan that would affect about 30 people.

### 2003

Gardner Denver Inc, one of the world's major manufacturers in the field of pumps and compressors for the oil industry, launched a public takeover bid for Syltone to strengthen its position in the European market. The Perolo factory was, of course, included in the deal. The takeover bid was successful in January 2004, so Perolo, like all the other Syltone sites, came under American control.

### 2005

Supposing how things were going to turn out for Perolo, Thierry Bourguignon along with his wife and Pierre Surman, the technical director, joined forces, and created the BIP holding company (Blaye Industrie Participations) to buy the Perolo.

As soon as the company was taken over, Thierry Bourguignon and Pierre Surman set out to develop the business internationally.

### 2006

Perolo Distribution BVBA, a representative and trading company for the countries of Northern Europe, was created.

### 2007

A factory in China was opened to cater for the booming container market.

### 2008

BIP Distribution began to trade in industrial valves in Southern Europe. However, like most companies, Perolo was hit hard by the crisis, but the management team faced the challenge crisis with pragmatism and without sacrificing staff since in the end only three people would be laid off despite a very significant drop in activity.

### 2010

Markets once again began opening up and efforts paid off. The company then employed 80 people and generate most of its turnover abroad. A new factory located in Rudong, Jiangsu province, replaced the one built near Beijing.

### 2014

Perolo opened a distribution centre in Singapore to address the South East Asian market.

In addition, Perolo started developing a new activity to make its heavy investments more profitable. This was particularly the case with the laser cutting of metal parts carried out by BIP Distribution, which proved a real success with companies in the Bordeaux region, and even beyond.

### 2019

Established in Blaye for 58 years, Perolo can celebrate its 100th anniversary.

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

## Tank linings on display

**T**ank linings firm Sherwin-Williams presented its range at StocExpo.

The company highlighted the Sherwin-Williams Difference which has made it the first company to introduce fast return to service (FRTS) linings on the market, the first to introduce eye safe optical checking and the first to offer 30-year life with a single coat epoxy lining.

Sherwin-Williams' high build, engineered rheology and extended pot life allows for single coat application through single leg pump or plural component airless equipment. Solvent free properties and low VOC's give a higher flash point making for ideal products for on-site application.

When enhanced with Opti-Check - optically activated pigments technology - the linings can be easily and thoroughly inspected for holidays, pinholes and low film thickness, allowing applicators to correct issues quickly prior to service.

The high flexibility linings allow for extended protection as the lining does not become stressed during frequent loading and unloading through the life of the asset.

The range of protective lining products is tailor-made to each specification and combines exceptional anti-corrosive performance with effective chemical resistance.



VISIT US AT  
TRANSPORT  
LOGISTIC -  
Hall B4. 221/322,  
Stand 18.

# WE LEAD. OTHERS FOLLOW.

It's a simple theory, but one that has helped us to succeed for over 50 years - hard work, dedication and innovation - coupling those core values with our industry-leading safety, precision and quality gives us an advantage over competitors. We have always believed that the best way to lead is from the front, by setting an example - by being leaders, not followers.

We stake our reputation on the verifiable technical integrity of our range of products. That's why we built our own 3rd party approved Test Laboratory - we conduct cycle & endurance tests, air & liquid flow tests and flame & explosion tests.

Successful and profitable tank operation relies upon the technical integrity of each and every component. We ensure precision throughout so that you can rely on the performance of our valves and your tanks.

**FORT VALE.**  
**FOLLOW THE LEADER.**

Visit us at [www.fortvale.com](http://www.fortvale.com)





# Let's talk about safety

**While global chemical businesses grow, demand for the transport of chemicals also increases hand-in-hand.**

As a result there is increased pressure on the transport of these dangerous goods. Tank container operators and lessors therefore have a high responsibility; following both national and international regulations and satisfying their clients under a demanding operational pressure.

It is Bureau Veritas's organisational ambition to prioritise safety within the transport and logistics market without jeopardising the operational process of our clients.

Each stakeholder has however an individual obligation to ensure safety within its supply chain. Bureau Veritas can offer guidance to organisations to understand and meet with the complexities of the rules and regulations that govern the tank container industry and at the same time enable the stakeholder to manage operational growth.

In 2018 Bureau Veritas organised its first International Technical Tank Container Conference (ITTCC), where knowledge was shared but there was also emphasis on the responsibilities of all stakeholders. In doing this, Bureau Veritas offered a platform to start a much needed global conversation and facilitate the sharing of opinions interactively among port authorities, competent authorities, operators, lessors and various other industry experts.

Overall the conference in its first year proved to be a great success and its attendees; it further solidifies the need for industry specialists to meet regularly. Bureau Veritas will continue on a bi-yearly bases with this initiative and therefore demonstrate its commitment to the tank container industry.

2018 was the year of listening to clients and drawing down how Bureau Veritas can help the meet their expectations. 2019 is the start of a two year strategic plan where the company will increase its global coverage, deliver certificates faster and first time right, develop its inspection tool Hermes, and constantly increase the quality of service by the development of e-learning.

With an international transport inspectors network of nearly 400 qualified inspectors in 46 countries, backed by three, strategically placed, technical centres around the world, Bureau Veritas ensures the quality of tanks through their life cycle.

At each tank's inception, Bureau Veritas offers a review of designs which ensures the tank's type approval. Furthermore, initial inspections act as a check on the quality during the manufacturing phase. In addition to this, periodic and voluntary inspections ensure the tank's viability while operating.



*Last year Bureau Veritas organised its first International Technical Tank Container Conference where was an emphasis on the responsibilities of all stakeholders*

The firm's expertise spans a full range of services including a mobile solution to issue inspection certificates in real time and without any editorial mistakes in a customer dedicated website.

Bureau Veritas also partners with organisations to ensure safety and regulatory compliance when transporting dangerous goods globally.

## Expanding container services

To give best possible support to clients, Bureau Veritas Germany expanded the service portfolio to perform periodic inspections of rail tank cars and road tankers. Tank containers, as well as tank cars and road tankers, must meet a variety of national and international

requirements regarding safety, standards and specifications. Therefore, they must be inspected periodically by independent inspection companies.

Bureau Veritas services now range from the certification of new containers (according to CSC, ADR, RID, IMDG and TPED), to legally required periodic inspections, to special tests for repairs or after cleaning.

Bureau Veritas is at transport logistic in Munich on 4-7 June (booth 703/8.)

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

## Best terminal practice

**Bringing storage terminal best practice to the fore, SGS recently hosted a technical session on 'Best Practices to Operate Tank Terminals in a Safe and Reliable Manner' for the Terminal Association of Pakistan (TAP).**

The session was delivered by SGS industrial services business manager Muhammed Aqeel, and the specially invited audience of terminal owners, operators and managers, learnt about international codes and standards, and the importance of compliance.

The session focused on the requirements for and implementation of international codes and standards, to ensure that tank terminals are maintained and operated in a safe and reliable manner. Emphasis was placed on complying with legislative requirements to encourage safe working and the implementation of best practices.

Looking beyond regulations and standards, the session also explored case studies looking at various terminal incidents, their root causes and how they relate to the management of people, plant and processes.

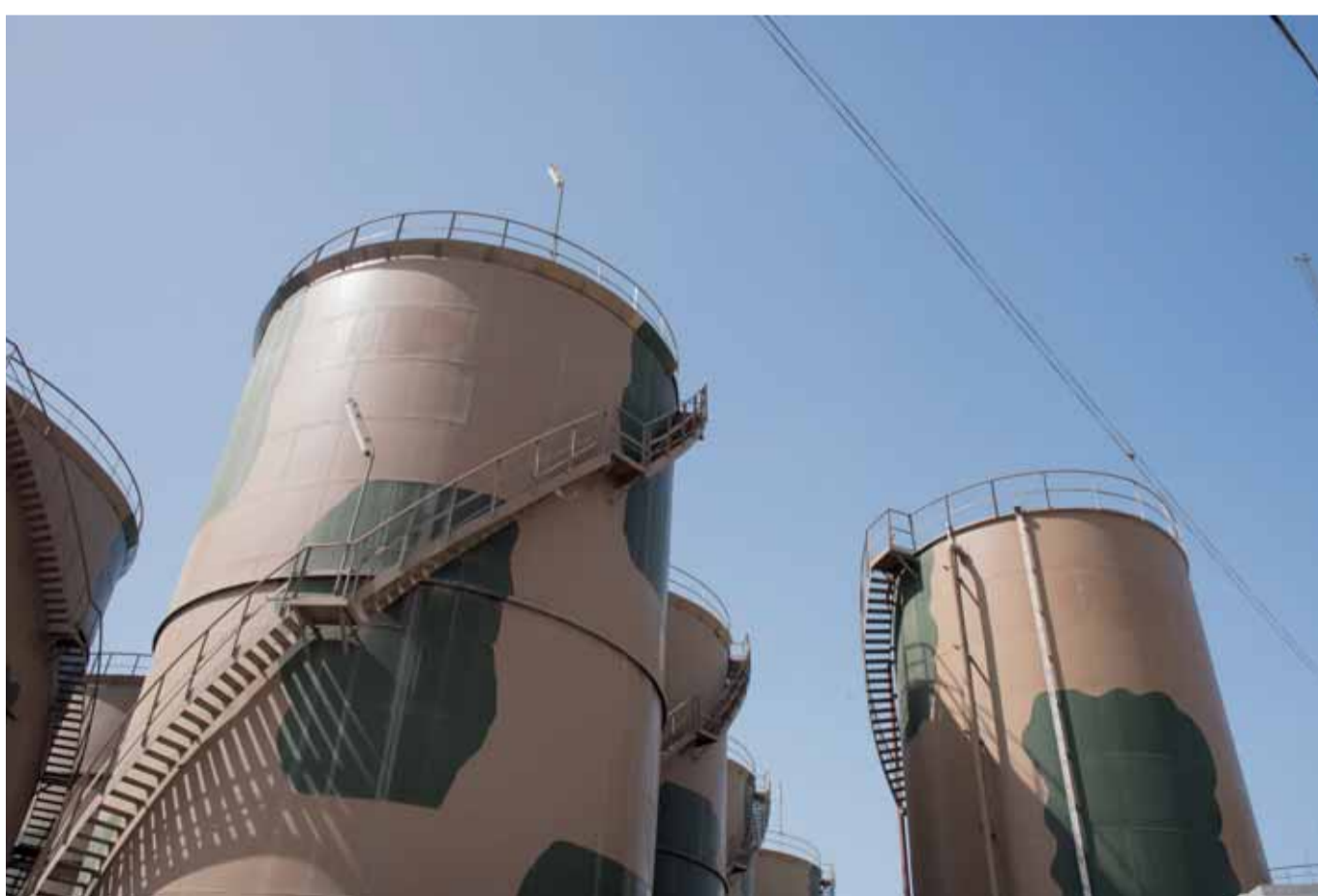
SGS was joined in Karachi for this event by representatives from more than 20 terminals.

Also in Karachi, more than 300 people attended an SGS technical session in February focused on pipeline integrity assessment and corrosion management.

The session explored the importance of integrity and reliability of pressurised equipment in the refining and petrochemical industry.

Muhammed Aqeel introduced the audience to pipeline integrity assessments through smart pigging solutions with a presentation covering smart pigs and their benefits as a low risk, low cost, high value solution for optimising pipeline operations while contributing to pipeline integrity.

Attended by representatives from the petrochemical, refineries and power sectors, and other stakeholders, this interactive session



encompassed live demonstrations of the state-of-the-art equipment relating to mechanical, civil and electrical inspection services, with a chance to network with subject specialists to discuss issues and solutions. A case study was also presented and discussed.

In the USA, SGS has bought Chemical Solutions Ltd (CSL), based in Harrisburg, Pennsylvania, USA.

CSL is a nationally recognised testing laboratory, specializing in elemental and heavy metal testing for food, nutraceuticals, pharma and cosmetic products. It provides services to many leading companies in these industries, across the US and internationally. It is

cGMP registered by the USFDA, in addition to being ISO 17025 accredited.

Established in 1995 and privately owned, CSL employs approximately 40 people and generated 2018 revenues of around US\$5.3 million.

"This acquisition strengthens our agriculture, food & life business in the US, expanding our scope and geographical presence," said Frankie Ng, CEO of SGS.

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



# Taking care of tankers



**Mike O'Brien**, managing director for Newson Gale, outlines the hazards of static charge when loading and unloading road tankers and the precautions users should take

**RL-TRANS**  
BULK LOGISTICS



## THE SAFEST BULK TRUCK IN SCANDINAVIA

Finnish bulk logistics company RL-Trans has launched one of the safest bulk trucks on the market. The Safety Bulk Tanker, which is used for carrying powder material comes with advanced technical solutions to reduce the risk of accidents.

- 360 Safety Camera System
- Emergency Shutdown System of Unloading
- Anti-Topple Protection
- TailGUARD with Automatic Braking System
- Electronically Controlled Air Suspension
- Handrail with Automatic Braking System
- Fall Arrest Safety System
- Advanced Driver Behaviour Telematics
- Loose Wheel Nut Indicators
- Scania Safety Package
- Drowsiness Detector
- Alcolock



**T**he loading and unloading of road tankers with flammable and combustible products, presents one of the most serious fire and explosion risks for site operations within the hazardous process industries.

A study conducted by the American Petroleum Institute (API) in 1967 identified static discharges as being responsible for over 60 incidents in road tanker loading operations and demonstrates just how long this potential threat has been acknowledged. The natural presence of static electricity in product transfer operations, combined with its associated ignition hazards, ensures that regulators take static control precautions for road tankers very seriously.

Powders and liquids with low electrical conductivities are the prime sources of static charge generation because their electrical properties do not easily permit the transfer of excess charges. Instead, non-conductive and semi-conductive liquids and powders retain and accumulate charges after they make contact with conductive objects.

The most common interface for charging of non-conductive and semi-conductive product is contact with metal plant equipment including pipes, filters, pumps, valves, barrels, totes, mixers and agitators. When the electrostatically charged liquid (or powder) is deposited into a container like a barrel, tote, or road tanker charging of the container will occur if there is nowhere else for the charges to go. In this situation the charges are 'static', accumulate on the surface of the container and set up a potential difference with respect to ground.

Over a short time period (less than 20 seconds) potentials in excess of 50,000 volts can be induced on a road tanker's container when it is being filled at normal flow rates with a product that is electrostatically charged. The magnitude of the voltage induced is directly proportional to the quantity of charges making contact with the container.

This voltage represents the ignition source and the potential energy available for discharge via a static spark at voltage levels of 50 kV can, for a typical road tanker, be in excess of 1250 mJ. The

vast majority of flammable vapours and combustible dusts can be ignited at these energy levels.

For sparking to occur in road tanker product transfer operations, other conductive objects must come into close proximity with the charged container of the road tanker.

Examples of conductive 'objects' include the fill pipe entering the opening on the top of the container, fall prevention systems like folding stairs, and drivers or operators working around the road tanker. The charges on the road tanker's container attract opposite charges to the surface of the object and rapidly create an electric field between their respective surfaces.

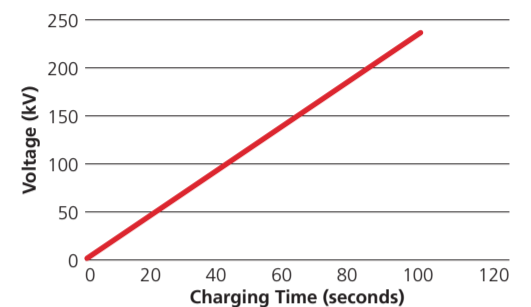


Fig 1 Levels of voltage generated on a road tanker, by an electrostatically charged liquid at approved flow rates

It is the strength of this electric field that causes the 'breakdown' of the air between the container and the object. When the air is 'broken down' a conductive path for the excess charges to rapidly discharge themselves is created, leading to a static spark discharge.

If a combustible atmosphere is present in this space, ignition of the atmosphere is very probable. Under ambient conditions an average field strength of 30 kilo-volts is capable of causing the electrical breakdown of air over a spark gap of 2 cm.

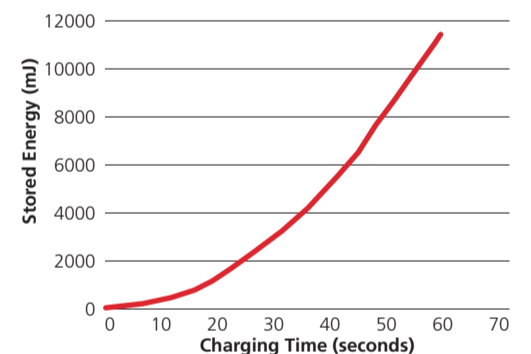


Fig 2 Potential minimum ignition energies present on road tankers based on the time period of road tanker filling operations

## Standards and recommended practice

As outlined earlier, regulators are extremely cautious about the ignition hazards presented by static electricity in road tanker product transfer operations. Three standards, in particular, provide clear guidance on what precautions should be taken. NFPA 77, API RP 2003 and IEC 60079-32 state that grounding of the road tanker should be the first procedure carried out in the transfer process. Grounding effectively creates an electrical circuit that connects the road tanker to the earth and it is this connection to earth which prevents static charges accumulating on the road tanker's container. The reason the charges can transfer from the road tanker to earth is because the earth has an infinite capacity to absorb and redistribute static charges, with the positive effect of removing the ignition source from a potentially combustible atmosphere.

The electrical resistance of this circuit from the road tanker to the 'ground source' (or 'grounding point') which is in contact with the earth, is a key performance indicator of the entire grounding circuit's capacity to provide a secure and safe product transfer operation. NFPA 77 and API RP 2003 state the resistance in a healthy metal circuit should never exceed 10 ohms, therefore the entire circuit between the truck and grounding point should be measured and be equal to, or less than, 10 ohms.

If a resistance above 10 ohms is measured this will indicate problems with parts of the grounding circuit including the road tanker connection, the ground point connection or the condition of the conductor cable.



## Grounding systems

The standards advise that a grounding system, which can measure and monitor resistance in the grounding circuit, can be utilised. The system should verify if the ground connection to the road tanker is complete before loading or unloading is initiated.

The precautionary guidance regarding the grounding of road tankers in IEC 60079-32 reflects the IEC's stated goal of providing the latest state of the art guidance. It states that the 'earth cable' earthing the road tanker should be part of a static grounding system that continuously monitors the resistance between the road tanker and the designated grounding point located on the loading gantry. It states that the grounding system should be interlocked with the transfer system to shut down the product transfer operation if this resistance exceeds 10 ohms.

It also states that the grounding system should be capable of recognising when it is not connected to the chassis/tank of the road tanker. This ensures that situations where the tank of the road tanker is not connected to the grounding system, for example, where an operator could connect the clamp to an isolated metal mud-guard or wheel-nut, will not result in a permissive condition for the transfer operation, thereby eliminating the risk of electrostatic charging of the road tanker.

An additional recommendation in NFPA 77 and API RP 2003 calls for interlocking the feed system (eg pump) with the grounding system so that if the grounding system is not connected to the road tanker, product cannot be transferred. This will ensure that electrostatically charged product cannot enter or leave the road tanker when the road tanker has no grounding protection in place. In general, interlocked grounding systems will complete the grounding circuit when the driver connects the clamp of the grounding system to the road tanker and the system sees a circuit resistance of 10 ohms or less.

Although the standards recommend a monitored resistance of 10 ohms, there are many grounding systems on the market today that monitor well in excess of this level. While it may be claimed that these systems are capable of dissipating static charges the capacity of a system to monitor at 10 ohms, not only provides an opportunity to demonstrate compliance with internationally recognised recommended practice, it also means that hazardous location operators know the system's grounding clamp is making a secure and reliable connection to the road tanker, every time a product transfer is carried out. Grounding clamps should be designed to penetrate paint coatings, rust and dirt build up as they are very effective at impeding secure electrical contact with the conductive metal of the road tanker.

Additionally, the grounding system must be capable of detecting minute changes in resistance when the transfer is underway and should not allow a high degree of change in resistance before shutting down the pump or alerting personnel. As soon as a resistance above 10 ohms is present in the grounding circuit, the grounding system should be capable of detecting this change and take control of the feed into the road tanker. Systems that permit resistances higher than 10 ohms have a greater degree of difficulty in detecting changes in the health and condition of the grounding circuit.

## Road tanker recognition

Because resistance monitoring systems operate when connected to conductive metal objects, additional features can enhance the protection of drivers, product and equipment. A 'road tanker recognition' feature can be used to ensure that drivers can only operate the feed system when the grounding system detects it is connected to a road tanker.

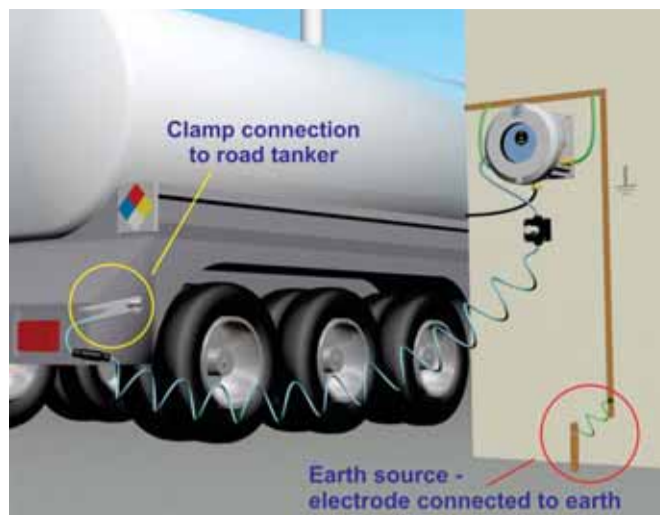
A system like the Earth-Rite RTR will analyse the capacitance of the road tanker as part of the grounding circuit. If the capacitance presented is in the normal range for road tankers, the grounding system will recognise that it has made a positive connection to a road tanker.

From the site operator's perspective, this eliminates the risk of drivers unknowingly connecting the grounding clamp to parts of the truck chassis that are electrically isolated from the truck's container. This isolation may be due to original design oversight like isolated mud guards or paint coatings insulating conductive parts like truck light enclosures from the chassis. In addition drivers have been known to attach the grounding system's clamp to the loading rack in order to obtain a permissive state for the feed system to 'speed up' the transfer. So while a permissive state for the feed system can be obtained with a standard resistance based monitoring system it does not necessarily mean the grounding clamp is electrically connected to the road tanker's container.

Specifying a grounding system with a road tanker recognition feature ensures the road tanker is safely grounded before drivers are in a position to begin filling it with product. Once the system has verified it is connected to a road tanker it should then monitor the road tanker's connection to the grounding point to 10 ohms or less.

## The earth source

When a road tanker grounding system is installed it is assumed that the earth source (eg, buried ground electrode) to which the system is connected has been independently verified as having a low resistance connection to earth. This connection is the foundation for secure and safe transfers and it is incumbent on the site operator to



Specifying a grounding system with a road tanker recognition feature ensures the tanker is safely grounded before drivers begin filling

conduct seasonal 'Fall of Potential' tests to ensure these ground connections do not deteriorate due to changes in soil composition, soil resistivity or corrosion of the ground electrode. In winter, ground temperatures can reduce dramatically and cause an exponential increase in soil resistance levels. For the ground electrode these temperatures can have a significant impact on its contact resistance with the soil potentially impeding the transfer of static charging currents.

## Summary

In accordance with the recommendations of industry groups and fire safety associations, the static grounding of road tankers is a key safety protocol in the loading or unloading of flammable and combustible products. Grounding ensures static charges are not permitted to accumulate on the road tanker eliminating the risk of the container becoming an ignition source. Additionally, national and international recommended practice advocates the adoption of static grounding parameters that will enhance the safety of the product transfer process including monitoring the grounding circuit to 10 ohms or less and interlocking the product feed system with a dedicated grounding system.

When selecting road tanker grounding systems, specifiers should also consider additional functions that can enhance the safety of the transfer process. Grounding systems which include road tanker recognition and static ground connection verification functions provide additional guarantees that a transfer process cannot take place unless the road tanker is connected to the grounding system and the grounding system itself is connected to a verified ground source.

These features enhance the secure grounding of the road tanker and enable hazardous area operators demonstrate the highest levels of compliance with NFPA 77, API RP 2003 and IEC 60079-32.

[www.newson-gale.co.uk](http://www.newson-gale.co.uk)

# ChemLINE®

## Superior Tank Linings for AGGRESSIVE CHEMICALS

- ✓ Provides resistance to over 5,000 chemicals - acids, alkalis, solvents
- ✓ High solids content (85%)
- ✓ Extremely low VOCs
- ✓ Versatility to change cargoes after cleaning and decontamination
- ✓ Professional Global Partner Applicators



**ADVANCED**  
POLYMER COATINGS

Advanced Polymer Coatings  
Avon, Ohio 44011 U.S.A.  
+1 440-444-9844 Phone  
[www.adv-polymer.com/bd](http://www.adv-polymer.com/bd)



# Satellites - better value and security

**Corry Brennan**, Simplex regional sales manager at Globalstar, explains how tracking solutions with built-in satellite communications deliver enhanced security while helping maximise the overall value of assets

**W**e all know that by having precise information about the location of your cargo there are benefits to supply chain operations and customer relationships. Delivery times can be more accurate and production schedules can run to time, both of which can galvanise solid long-term customer satisfaction.

But if you are only using satellite communications for GPS tracking then you are missing out on further benefits that can increase the return on investment. For example, assets can be optimised if you know that a rail tank car has been emptied and is available for use, or that a shipping container can be redeployed at a particular time to accept a new shipment in another location.

Additionally, a smart, always-connected satellite solution enables operators to reliably plan for and predict maintenance requirements for their fleets, thereby maximising utility.

When an asset is being actively used and intelligently managed, it is generating revenues, increasing profitability, and unproductive downtime is kept to a minimum.

In order for these benefits to be derived reliably, and continuously, you need visibility of your assets and shipments 24/7, 365 days a year even when they may travel well beyond the reach of GSM mobile signals. Only by using satellite communications can this be achieved.

But not only can smart logistics solutions provide operational efficiencies, these same systems also deliver a valuable security function.

One of the features of intelligent satellite-enabled asset tracking devices that is particularly valuable for security is the ability to create a geo-fence. For instance, you can create a geo-fence which maps where an item of machinery is moving. If the item moves outside of its typical patch, or beyond the virtual fence you've set up, you can get an alert or alarm, by text or email that lets you know what is happening.

A smart satellite enabled tracking device can be programmed to check in with an asset at pre-set intervals and if the asset is not where it is supposed to be, you will know in an instant. When you



SmartOne Solar could make affordable satellite-enabled asset tracking a reality for many



SmartOne Solar makes power-efficient, low-cost ubiquitous tracking a reality for businesses of all kinds

have expensive equipment out in the field, it's crucial to know if it has been stolen or used in an unauthorised manner.

The live motion-sensitive monitoring that satellite-enabled tracking devices can perform can be viewed as rather more effective in theft prevention than, for instance, alternative systems based on tagging. The latter are typically intended to act as a disincentive to the resale of stolen items, while with satellite tracking, you have a fighting chance to stop the theft taking place or to limit the distance the stolen item travels.

These devices are very flexible and versatile, and have the reliability that comes with using the ubiquitous, reliable reach of satellites for staying connected in rural areas, and further afield.

Moreover, while conventional wisdom tells us that any urban or suburban area of Western Europe enjoys GSM mobile coverage, many of us know from personal experience that you often do not need to go far beyond the city centre to discover that mobile signals tail off or completely disappear.

Relying exclusively on GSM to track your assets means holes in your security net.

We know from the market that customers are getting more and more utility from satellite-enabled asset-tracking solutions which deliver truly wide reach and deliver rich, real-time data. Users are deploying the technology to help monitor and safeguard an ever-greater variety of fixed and movable assets. And we see our solutions being used in ever more diverse security operations, while yielding a broad range of operational and resource management benefits.

This is great news for anyone who wants to maximise the value of their tracking technology investments, and of the items they are tracking.

Perhaps the best news of all is that they are keeping their partners and customers happy and loyal in the process.

Globalstar will be present at transport logistic, Munich Messe, booth A3 231

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



IMT has placed more than 40,000 sensors on tank containers worldwide

## Telematics are taking over!

**T**he world gets digitised. And that is good news, also for liquid bulk logistics.

Intermodal Telematics (IMT), the independent telematics solution partner for the tank container and tank wagon industry, offers smart sensor technology and a data platform with which operators, container manufacturers, lessors and shippers obtain the insights to improve product quality, efficiency and safety.

"Measuring is knowing," says sales manager Bernard Heylen of the Breda, Netherlands-based company. "Determining the location, temperature, pressure, filling level, heating temperatures and getting control over this, is not the future. It is possible today. To this end, IMT has placed more than 40,000 sensors on tank containers worldwide. These sensors are 100 percent developed and produced in-house by 10 hardware engineers and 12 production people at IMT headquarters. "IMT also controls the process quality using ISO 9001 and all of their products and production hall is ATEX certified."

Next to hardware development and production, IMT has 35 programmers working on the generic platform and specific client dashboards. This all is based on the combination of IMT sensor data as well as data they retrieve from the stakeholders involved: the operators, lessors and shippers.

"We can offer every customer tailor-made solutions and make management by exceptions possible. All data is, and will stay, the property of the customer who can access the data and use it in its own internal applications via the IMT API. Data security is guaranteed as the cloud services of IMT are ISO 27001 and ISO 27017 certified," adds Heylen.

"In the short term, we will move from alerting to pre-alerting within the whole supply chain through smart combinations of data algorithms and artificial intelligence. And then telematics will really take over!"

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



IMT has 35 programmers working on the generic platform and specific client dashboards

Munich, June 4-7  
A3:106

 Fleetmonitor



## Monitor any asset in one system

Are you using telematics devices and sensors from several suppliers?

Frustrated from using different systems?

Do you need more content and better tools?

Not satisfied with your current solution?

Fleetmonitor is the leading service platform for telematics-based asset monitoring in the rail and intermodal freight industry.

You can easily benefit from the unique and powerful content, services and tools in the Fleetmonitor portal. Data from any telematics device or sensor can be sent to Fleetmonitor and refined into business intelligence and value designed for your needs.

[www.fleetmonitor.com](http://www.fleetmonitor.com) | [sales@fleetmonitor.com](mailto:sales@fleetmonitor.com)

 Fleetmonitor



# YOUR TURNKEY PARTNER IN TANK TELEMATICS



**IMT is a world leading independent telematics solution partner for the tank container and tank wagon industry.**

We set the standard in smart sensor technology and offer generic as well as tailor-made telematics hardware and software solutions. IMT is by far the biggest supplier of telematics technology for the tank container sector.

IMT's sensors and platform:

- ✓ Improve operating efficiencies
- ✓ Secure quality of cargo
- ✓ Provide track history of all relevant data of each container \*)

\*) location, temperature, pressure, full/empty, heating, ...)





# Where's my chassis?

**An unloaded container chassis is up to 10m long and weighs up to 5,500kg. Yet despite their size, these chassis still frequently disappear without a trace.**

Hamburg-based chassis leasing company UES is now using the 'Internet of Transport' to track them down and to assist hirers and drivers more effectively in the event of a breakdown – made possible by an affordable tracking system from BPW Innovation Lab.

Mobile phone, glasses, keys to the flat – people often misplace, lose or leave behind everyday things; but commercial vehicles weighing several tonnes? This is part of everyday life for Matthias Emme, managing director of UES Chassis, one of the leading container chassis leasing companies. With over 700 vehicles in all sizes and tonnages, UES covers the entire range of container transport, from heavy-load to refrigerated transport. This is a fast-growing market because an increasing number of hauliers are opting to rely on a mix of their own, leased and hired chassis in order to react flexibly to fluctuating workloads – while keeping operating expenses predictable.

But as Emme explains, service is a critical success factor: with a comprehensive service network, replacement vehicles and individual support packages, UES ensures that the containers can get back on the road more quickly if the worst comes to the worst.

Flat tyres are quite common, for example, occurring on average 1.3 times a week. Finding the vehicle to provide service has proven to be particularly time-consuming, as the general lack of drivers has forced hauliers to hire an increasing number of employees with little or no knowledge of the German language – which often proves to be a real problem in the event of a breakdown. UES Chassis now has the ability to locate the vehicle immediately and guide the service vehicle to the site without detours or communication problems.

This is made possible by the 'Internet of Transport' and the 'CargoTracer' from BPW Innovation Lab: an inconspicuous tracker the size of a smartphone is mounted to the chassis and transmits its location data via an innovative, worldwide ultra-narrowband



Hamburg-based leasing specialist UES Chassis uses the BPW CargoTracer to locate its chassis

network developed by IoT supplier Sigfox. Because it consumes very little power, it is simply screwed to the chassis without any wiring. The battery lasts up to five years.

This enables the UES service team to determine the location of the vehicle at the customer's request, which is also helpful when the chassis 'disappear'. This is because drivers, often under time pressure and stress, park their vehicles outside the agreed parking spaces at depots or freight centres. Here, they are then often literally 'misplaced': the driver, who is already on a new route, can no longer remember exactly where he parked the vehicle. In the worst-case scenario, another driver mistakes them for their own and attaches them to the wrong towing vehicle – or they are simply stolen; a logistical nightmare for UES Chassis. The hirer is obliged to report

the loss of the vehicle to the police and authorise them to begin a search. Now all it takes is one call to the UES service team, which can immediately locate the chassis with the click of a mouse.

The CargoTracer is so affordable that it not only enables asset tracking – the tracking of high-value assets – but can also be used to locate goods carriers and the freight itself and integrate the information directly into ERP and merchandise management systems, such as SAP, if required. The Sigfox IoT network, which is currently being expanded worldwide, also makes sense for UES, because most hirers travel throughout Europe with their vehicles – usually between the major northern European ports.

Emme, who contributed to the development of the CargoTracer as a pilot customer, believes the trend is clearly moving towards connectivity: "The smarter vehicles become, the more efficiently we can reduce the workload for drivers and dispatchers. This is why we expect to see a growing number of sensors being installed in trailers and chassis, which will also make predictive maintenance possible."

For this reason, Emme will continue to contribute ideas from the field to support the BPW Innovation Lab in its development of new solutions.

One example of predictive maintenance is BPW's new 'BrakePad Monitor', a retrofittable sensor that, for the first time, gradually displays brake pad wear in 10 percent increments. This makes it possible to schedule accurately the service appointment in advance – for Emme, another interesting step on the path to a smart trailer.

The BPW Innovation Lab offers the CargoTracer via a dedicated online portal. The BPW subsidiary offers the device for hauliers under the name 'TC Track & Trace' as a low-cost introduction to the world of telematics, but still fully integrated into the company's telematics portal.

The system will be on display at transport logistic trade (Booth 310 in Hall A6).

[www.bpw.de](http://www.bpw.de)  
[www.cargotracer.de](http://www.cargotracer.de)

## SmartOne Solar™

### SOLAR POWERED SATELLITE ASSET TRACKER

Globalstar



The Globalstar SmartOne Solar is a solar-powered, low maintenance, satellite IoT device that provides remote monitoring and tracking delivered in near real-time on one of the most modern and fastest satellite networks in the world.

By employing the SmartOne Solar, your company can streamline M2M operations, monitor and manage remote assets, deliver redundancy to terrestrial communications networks and help establish a competitive edge in today's hyper-connected, global marketplace.

VISIT US | TRANSPORT LOGISTIC, HALL A3 STAND 231

[eu.Globalstar.com/BD](http://eu.Globalstar.com/BD)





# Orbcomm launches next-gen solar tracking solution

**O**rbcomm Inc has launched its next generation solar-powered GT 1200 series of devices as part of a comprehensive telematics solution that includes multiple sensor options, user-friendly applications and reliable cellular and optional satellite connectivity for hassle-free trailer and container tracking.

The GT 1200 series is an evolution of Orbcomm's GT 1100 product line and includes an enhanced, high-sensitivity solar panel that charges up to 20 times faster than its predecessor even without direct sunlight, resulting in up to three times more messages per day for increased asset utilisation.

The compact devices are ruggedised to withstand extreme conditions, require no battery changes for up to 10 years and include built-in tamper and impact detection. The GT 1200 series also can easily be configured with Orbcomm's integrated cargo sensor and other wireless sensors. With a new streamlined design, the devices can be installed externally on all cargo asset types in about 10 minutes, even when the asset is full, making customer deployments quick and efficient with minimal disruption to their operations.

"Orbcomm's new GT 1200 series is part of our comprehensive innovation plan to enhance nearly all our products to expand our existing capabilities and provide customers with advanced technology and unmatched value," said Marc Eisenberg, Orbcomm's CEO. "With expanded support for wireless sensors, an improved solar panel and safer, faster field installation, the GT 1200 product line features the latest in asset tracking technology and offers incremental benefits to our transportation customers looking to streamline their fleet operations and gain efficiencies."

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



Orbcomm's GT 1200 series promises hassle-free trailer and container tracking

## KEEP TRACK OF YOUR ASSETS

[www.SAVVY-TELEMATICS.com](http://www.SAVVY-TELEMATICS.com)

**A STRATEGIC TREND-SETTING PARTNERSHIP:**

**CIMCTANK**  
CIMC ENRIC

**SAVVY**  
Telematic Systems AG



# CarLo 'revolutionises' transport planning

**M**ovies such as *Terminator*, *Matrix* or *I, Robot* shaped our idea of artificial intelligence (AI).

But what possibilities does AI really offer? And what is it anyway? Who does the thinking and what does this have to do with transport planning?

The average human brain has about 100 billion neurons that are interconnected. Electrical impulses help transmit information between those neurons. This enables humans to learn, to draw conclusions and to think abstractly. As for artificial intelligence, artificial neurons trained by algorithms are used. However, the goal is not to reproduce human intelligence. Instead, machine learning should enable systems to learn pattern recognition based on a large amount of data.

The idea behind machine learning is that, based on training data, systems automatically learn specific models, such as sets of rules.

Thanks to machine learning, companies no longer have to create models manually, which means that they do not have to spend time on defining rules, checks and interpretations anymore. The quality of the training data is crucial for machine learning to deliver the expected results.

The machine learning process in Soloplan's CarLo is as follows: transport planning data, such as shipment modes, dates, start and end points, loading items, loading weights and dangerous goods, is



*There is no longer a fixed standard procedure in CarLo, instead, the process is adapted to every company's individual requirements*

fed into the system and processed by an algorithm.

The algorithm enables CarLo to 'learn' the dispatcher's behaviour and to create a model based on which future tours are planned automatically in accordance with the rules learned. In other words, there is no longer a fixed standard procedure in CarLo. Instead, the process is adapted to every company's individual requirements.

Soloplan had to overcome unique challenges for which no standard solutions existed. How can a machine learning model be tailored to

each customer's individual needs? The large number of functions available in the CarLo TMS makes the customers' data records, which are required for learning, very heterogeneous. That is a key challenge: an approach that works well for one customer may not be just as good for another customer. That problem is usually addressed by machine learning engineers, who can adjust the model manually by considering various statistics.

Two tasks are particularly challenging when it comes to the development of a machine learning model. The first is the so-called feature selection, which is the process of selecting a subset of a data record's relevant features (eg, selecting the destination, weight, transport type, etc, from the numerous features of past transport orders).

The second is overfitting/underfitting, which often poses a problem for machine learning engineers. From a mathematical point of view, the model must be complex enough to learn human behaviour. However, it should not just memorise that behaviour. The aspired solution is referred to as a 'generalisation model' by machine learning engineers.

However, since Soloplan supports more than 1,000 customers worldwide, it is impossible to provide each customer with a customised machine learning model. Therefore, the machine learning algorithm must be able to perform all of the above-mentioned manual tasks automatically without human intervention. That is why Soloplan is developing a self-optimising pipeline, which can train a machine learning model autonomously.

The latest version of the CarLo transport management system comes with this newly developed programme, which will revolutionise transport planning! The advantages of using machine learning for transport planning are obvious: it will save dispatchers a lot of time, help avoid mistakes and increase efficiency considerably. Another important advantage is that knowledge is no longer lost when there are personnel changes. Since CarLo has learned the required behaviour based on training data, a new dispatcher, for example, will be able to plan tours in the same way as a long-term employee. All data remains with the customer at all times. No data needs to be transferred to Soloplan. Furthermore, the pipeline will adapt to changing business requirements as the model is further trained with new transport orders.

Machine learning simplifies daily work in many ways. It provides the information required to complete tasks – faster and more comfortably than ever before.

Soloplan is at transport logistic (Booth 505/606 Hall A3).

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

## Complete logistics intelligence

**L**ogistics software provider Ibase says it will present trailblazing solutions for logistics in the digital era at transport logistic. These are designed to enable logistics service providers to boost their process efficiency and streamline their operations.

Two special highlights featured will be innovations for route optimisation and for goods flow analysis using neural networks. The new route optimisation feature facilitates automatic optimisation of combined general cargo transport. The system calculates the best possible routes for full and partial loads (FTL and LTL). Automatic optimisation is also an option in hub-and-spoke networks. Various mathematical methods are used to plan the best possible route for complex combinations of scheduled services, radial transshipment structures, and local transport.

Right from the first time of use, potential savings of more than 10 percent of the freight costs are possible by optimising hub-and-spoke structures alone, the company says.

Thanks to Ibase, artificial neural networks can now be used to forecast goods flows. To date, data regarding present goods flows has primarily been used for such analysis. The new solution from Ibase now considers past patterns in order to determine more accurately current and expected shipment levels. Historical shipment data is recorded for this with attributes, such as product classification, season, day of the week, volumes, etc. Output neurons then represent the expected deliveries per destination.

The forecasted goods flows can be visualised in different ways, such as with heat maps or chord diagrams. "The neural network keeps learning every time it receives new information, which makes the forecasts more and more useful. Our new solution significantly increases operational shipment and transport planning efficiency, and the capacity required can be predicted with greater probability," explained Ibase chief strategy officer Marcus Eiser.

[www.ibase.software](http://www.ibase.software)



# TANK MANAGEMENT SOFTWARE

Improve the efficiency and visibility of your tank fleet to reduce costs and increase profits

### Operating Software:

Asset Track & Trace • Quotations/Orders • Documentation • Fleet Control/Planning • Purchase Invoices • Sales Invoices • Dgl\_lag\_j-Npmr Amrpnj • Maintenance & Repairs • Customer & Vendor Tariffs • EDI • Agent Access • Enquiries & Reports • KPI Dashboard Reporting

### Leasing Software:

Asset Management & Budgeting • Work Orders • Billing • Contract Management • On-Hire & Off-Hire • Investor Reporting • Web Portal • EDI • Maintenance & Repairs • Fleet Cost Management • Equipment Sales • KPI Dashboard Reporting

new



Find out more about our Tank Connect app  
Visit us at Transport Logistic  
Munich 4-7 June 2019  
ITCO Tank Village, Hall B4,  
Stand 217/318



Eceplast says the fully recyclable liner bag need not be broken down after use, but simply compacted and collected



# Eceplast launches 'no throw away' linerbag

**A**t transport logistic in Munich (4-7 June), Eceplast will unveil container liner bags that "never have to be thrown away".

The company, established in Italy in 1995, is a world class manufacturer of liner bags for container and other industrial packaging materials for bulk and bulky goods, mainly serving the chemical and automotive industries.

The main goal is to offer customers a conscious choice to be environmentally responsible while remaining economically competitive.

Even at the start-up phase, when the commitment to sustainability did not yet have a name, all Eceplast's efforts and actions were already in line with the passion and vision for a better and more

sustainable society.

The company is proud to be an active player in the circular economy, keeping the same perspective, while continuing its journey: optimising each phase of the production process, selecting and adopting the best available raw materials, driven by efficiency, durability and recyclability of our products considering their whole life cycle.

Today, Eceplast is focused on redefining packaging again, for greater sustainability. Working in this field, the goal is to produce sustainable packaging solutions not yet imagined.

The process starts with Eceplast's own products and processes, along with an ongoing commitment to reducing the environmental footprint globally.

For this reason, rethinking about the use of its products, Eceplast now offers the first fully recyclable liner bag. Composed of a single material, 100 percent LPDE (low-density polyethylene), once used it should not be broken down to divide the materials, but simply compacted and collected.

This allows for the saving of all the waste polyethylene, ready to be re-granulated and reused for new packaging.

Customers can manage this activity on their own or entrust it to Eceplast which, thinking also of client needs, has created a network of partner companies to follow the entire product lifecycle.

In fact, it is not the material itself that is more or less sustainable but the respect and proper management of its lifecycle. In this way, zero waste production is achieved, protecting the environment and offering a way to reduce packaging costs for companies using these types of products.

In fact, quality and sustainability are inextricably linked and deliver higher efficiency lowering total costs, as Eceplast have shown over the past 25 years.

The company says it is a fact that sustainable innovative solutions optimise the supply chain.

Eceplast recognises that the company's strength lays in the values of the people who built this success over the years: with more than 100 employees and 17,000 sqm of production plant, the 'family' has grown considerably. To produce the hundreds of packaging models, Eceplast uses only renewable energy and ensures the responsibility of our logistics partners, delivering to over 40 countries worldwide.

Nowadays, Eceplast is concentrating all its efforts on designing only sustainable packaging solutions, harmonising the technical and economic needs of its customers with the environment and anticipating the most stringent regulations, as proved by the voluntary pledge to the EU Commission, to collect and recycle the company's complete yearly production within 2025.

Eceplast seeks sustainable packaging solutions that create business efficiencies, or even enable new business models, so as to continue to apply unique material science in collaboration with customers around the world.

In this way, sustainability becomes not just good corporate citizenship, but a better way to do business.

Eceplast @transport logistic (Booth 431 – Hall B4)

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

# Conservation award

**M**auser Packaging Solutions was awarded the Oakville Hydro Conservation Leadership Award earlier this year.

Mauser Packaging Solutions was awarded the Oakville Hydro Conservation Leadership Award earlier this year.

The award is given annually as part of the Oakville Awards for Business Excellence presented by the Oakville, Ontario Chamber of Commerce and Rotary Club of Oakville West. The Oakville facility received this award for the commitment to reducing the amount of energy consumed in the facility and subsequently, reducing the environmental footprint.

After several years of taking steps to reduce energy by investing in more energy efficient equipment and updating lighting to LED technology, the facility wanted to do more. In collaboration with Oakville Hydro, compressed air was identified as a major user of electricity in the facility. An opportunity to decrease the amount of energy used

by 50 percent was identified.

The facility implemented a new compressed air system in March 2018. In the first year, the system reduced electricity use in the plant by 916MWh (megawatt hours) and reduced demand by 104Kw, enough to power over 100 homes for one year.

This energy saving technology was recently replicated at Mauser's Cidra, Puerto Rico facility and is being considered at additional sites. "This project is an example of Mauser Packaging Solutions' commitment to environmental responsibility," said Wojciech Tymczak, corporate automation engineering project manager at Mauser. "We are committed to leaving a lighter ecological footprint and supporting the communities in which we operate through sustainability. This energy saving technology will deliver tangible, scalable and long lasting results."

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

# Greif expands food grade capacity

**G**reif has recently invested in another state-of-the-art blow moulding machine to double its in house production capacity for IBCs at its facility in Ede, Netherlands.

Also located in a cleanroom environment, the new blow moulder machine operates with food safe hydraulic oil, active carbon filtered air and bacteria free cooling water, and will allow Greif to meet its growing demand for food grade IBCs.

The investment adds to the existing machine installed last year, boosting the output capacity of the Ede facility to over 1,500 a day.

"Demand for IBCs continues to grow in the food sector where product integrity and shelf life storage are becoming increasingly important," said Luca Bettoni, Greif EMEA IBC and plastic product manager. "This additional investment boosts our

in-house capacity and offers customers the reassurance of product protection against contamination.

"Furthermore, the Ede facility recently achieved the FSSC 22000 certification for food safety, clearly demonstrating our commitment to providing the best level of service and quality of product to our customers."

Greif's multi-million euro facility in Ede has been designed to offer customers the latest IBC technologies available to the market, with a specific focus on the food industry offering the highest standards in the IBC market.

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



35+ Years of Engineering Excellence  
CONCEPT > COMMISSIONING > SUPPORT

## Get Your FIBC Right

With Our Experience, R&D and Continuous Innovation

Global Presence  
**92**  
Countries

1,500 Tapelines • 62,000 Looms

35+ years of excellence

With over three decades of experience and as a leading global supplier of machinery for plastic woven fabric, Lohia delivers reliable and competitive products to its customers. These products, in turn help our customers reduce the cost of quality.

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



**LohiaCorp**

TAPE EXTRUSION LINE • TAPE WINDER • CIRCULAR LOOM • EXTRUSION COATING MACHINE  
PRINTING MACHINE • BAG CONVERSION SYSTEM • MULTIFILAMENT SPIN-DRAW-WIND LINE

D-3/A, PANKI INDUSTRIAL ESTATE, KANPUR 208022, INDIA  
T: +91 512 3045100 | F: +91 512 3045299 | E: sales@lohiagroup.com

**Delivering Advantages**



# Flexicon gives Vale copper-bottomed help

**V**ale Canada operates one of the largest integrated mining facilities in the world, mining and processing ores containing nickel, copper and other metals.

The company's Sudbury mining complex has been in operation for over 100 years. Starting in 2012, the Sudbury plant undertook a billion-dollar clean atmospheric emissions reduction (AER) project to reduce sulphur dioxide stack emissions by 85 percent.

Previously, Vale refined both nickel and copper in Sudbury, says Tom Zanetti, senior project manager on the Clean AER Project. After analysing the total life of the mines and the long-term projections of mine capacity in the region, the company decided to focus on nickel production and sell copper concentrate to other companies instead of refining it in-house.

Vale worked with Ionic Engineering of Lively, Ontario to design a material handling system capable of packaging 27-35 tons/h (24-32 metric tons/h) of the copper concentrate into bulk bags by integrating a Flexicon automated bulk bag filling system into its existing process.

To handle the volume, Francois Nzotungwanimana, operations manager at Ionic Engineering and project engineer on the bulk bagging project, specified the dual bulk bag fillers, roller conveyors and a central pallet dispenser comprising the Flexicon system. In addition, Ionic designed the electrical and control systems, sourced labelling machines and other equipment, designed safety systems and performed the systems integration including programming, electrical and safety. The Ionic Engineering team also performed additional mechanical design and safety engineering.

## Creating copper concentrate

The ore mined on site is first ground into a flour-like powder, says Zanetti. A flotation process removes waste rock. The resulting bulk concentrate is sent to a smelter, which produces a high-grade material containing both nickel and copper. Another flotation process separates the nickel and copper concentrates. Vale refines the nickel concentrate into metal on site.

The copper concentrate, after dewatering and drying, has a texture similar to that of sand and contains 60-70 percent copper. It is conveyed to two large feed hoppers positioned above the dual bulk bag filling stations, each hopper holding 11 tons, enough to fill five bulk bags.

## Automatically dispensed

Flexicon's project engineering division integrated a pallet dispenser, pallet turntables, two 25ft (7.5m) long roller conveyors, and two Swing-Down bulk bag fillers. The pallet dispenser is positioned between — and at a right angle to — the mirror-image bag filling lines.

A forklift loads 10 to 14 pallets at a time onto the pallet dispenser. When one of the bulk bag fillers calls for a pallet, the dispenser lifts all except the bottom pallet, which is sent to the left or right filler by the powered roller conveyor. A turntable then rotates the pallet 90 degrees to align it with the filler.

Once a pallet is in place, the filler's Swing-Down fill head lowers and pivots from horizontal orientation to vertical, positioning the



An automated pallet dispenser feeds pallets to the bulk bag filler which receives copper concentrate granules from the 11 ton capacity hopper above

discharge chute and bag strap hooks within reach of an operator standing on the plant floor. This furthers the plant's safety initiatives by eliminating the need to step on roller conveyors or strain to reach overhead connection points.

Once the operator places the bulk bag loops over automated latches, fits the bag spout over an inflatable spout seal and pushes the inflator button, the filling cycle is fully automatic.

The fill head pivots back to horizontal, raises to filling height and inflates the bag to remove creases. After several safety conditions are met, a knife gate valve opens, allowing the respective overhead feed hopper to gravity-discharge into the bulk bag at maximum feed rate, as displaced air from the bag is vented through a filter sock to contain airborne dust.

At timed intervals, a densification deck below the pallet vibrates to stabilise the bag. Load cells continually monitor the weight of the copper concentrate as the bag is filled to a weight of 2.2 tons. The controller then closes the knife gate valve, releases the bag loops and deflates/disconnects the spout.

The powered roller conveyor moves the palletised bag out of the filler and onto several accumulating powered roller conveyors. The filled bag stops at the last accumulating conveyor where an automated labeller applies an identification label, before being rolled onto a gravity-feed roller conveyor toward a ramp that stops it in position for unloading.

Finally, a forklift transfers the filled bags to a storage area, ready for shipment to customers.

In addition to fitting into the limited space available, the dual bulk bag filler configuration provides capacity, flexibility, and redundancy for the bag filling process. Automatic pallet dispensing reduces wait time and the likelihood of worker injury.

Ionic Engineering designs and builds automation systems for mining, metals processing, and other industries. Besides this bulk bag filling system, Ionic has completed several other projects under the Clean AER initiative.



The automated bulk bag filling system includes two bulk bag fillers, a central pallet dispenser, and two 25ft long roller conveyors from which a fork truck offloads filled bags for shipment



Each bulk bag filler features an articulated swing-down fill head, allowing the operator to safely access all bag connection points from floor level. Load cells measure weight gain of the bag, allowing a PLC to stop filling the bag once it reaches target weight



Premier  
Bulk Liquids Alliance

## Creating fluid business connections

Meet co-founders Horst Behm and Jason Wright at *transport logistic* kindly hosted by TRUST Flexitanks

The PBLA will be holding its 1<sup>st</sup> Global Conference in Amsterdam, 9<sup>th</sup> & 10<sup>th</sup> September 2019

For more information, please visit [www.pblalliance.com](http://www.pblalliance.com)

**transport**  
**logistic**

June 4–7, 2019  
Messe München

Visit us!  
Hall B4.140





# Dry Bulk Liners Flexitanks

Established in 1969, and based near London, PPC Philton are a global company with manufacturing operations in the UK, China and India. They have state of the art design, production and testing facilities and are leaders in the manufacturing of Bulk Container Liners, Flexitanks, and bespoke solutions for complex containment applications. During their 50 year history, PPC Philton have been credited with many industry changing innovations.

Along with their global network of partners and agents, they continually strive to give their customers around the world an unrivalled service.

Click on the video link right or <https://youtu.be/L3uHxp5FfP0> to view PPC Philton's 50 years commemorative video.



PPC Philton have an established design team and testing facilities to work with customers to develop specific niche products. These developments have seen their customers benefit from cost-savings using packaging products that they did not think possible before speaking to PPC Philton.

## STRIVING TO PROTECT THE ENVIRONMENT

PPC Philton is an environmentally responsible company. Their operations are managed in a way which respects and protects the environment. Their products are manufactured from materials which are capable of being recycled, and many are available in materials made from sustainable sources which boast a positive carbon footprint. They are committed to reducing their own global carbon footprint and operate other innovative Co2 reducing schemes at all plants.

## QUALITY... THE KEYNOTE

In 2016, PPC Philton achieved the ISO9001:2015 quality standard, they have maintained the ISO standard continuously since 1989. Having been one of the first company's in the world to gain ISO9001 accreditation for the manufacture of Bulk Container Liners and Flexitanks, PPC Philton have led the field in developing their systems to meet the latest standards. This achievement reinforces their commitment to quality and highlights their dedication to continuous improvement and customer satisfaction.

PPC Philton played an integral part in the Container Owners Association Flexitank working group committee, in order to promote higher quality standards within the Flexitank industry.

They manufacture their liners using LDPE films, woven PP fabrics and woven PE fabrics as well as many speciality films including antistatic and foil laminate.

Flexitanks are made from superior grade films and can be used in shipping containers of all sizes, trailers, reefers as well as for ground storage.

## RESEARCH AND DEVELOPMENT

PPC Philton continually invest in innovative product design, raw material advances and manufacturing technology. With their own laboratory and established links with various research centres, they focus on the needs of their customers, as well as product developments, to meet the most stringent demands of the market.

If you have a complex requirement, their design team would relish the opportunity to develop what most would believe to be impossible!

With a dynamic Management team, PPC Philton hope to be serving their customers for the next 50 years. Further information on PPC Philton's products can be found at [www.ppcphilton.com](http://www.ppcphilton.com)



**BACKFILL LINER**

## BACK FILL LINERS

- Liners can be installed inside any size shipping container.
- Made from seamless high tenacity PE films or woven fabrics to reduce the number of joins.
- Capable of carrying granular, powder, pellet or flaked products, including food grade.
- Fast and easy to install.
- Any number of loading, discharge and venting spouts can be fitted
- Liners can be open ended or open top.



**FLUIDISING LINER**

## FLUIDISING LINERS

- Fluidising Liners enable "hard to flow" or compacted products to be discharged from a Container. Full or partial fluidisation is available
- Unique flat floor system avoids bridging points made by hoses, as seen on inferior designs.
- Discharge via gravity using air for the fluidising system and airbags.



**MULTI LAYERED FLEXITANK**

## MULTI LAYERED FLEXITANKS

- Flexitanks are made from Food grade high tensile co-extruded LLDPE film offering excellent moisture (WVTR) properties and a High Strength Fabric outer layer, specifically formulated for use with Flexitanks.
- Sizes range from 10,000 to 24,000 litre.
- Larger size Flexitanks are available.



**SPECIAL DESIGN FLEXITANK**

## SPECIAL DESIGN Flexitanks

- Designed to meet unique or unusual requirements
- Various unique size / specification loading and unloading adapters can be utilised to realise the most demanding challenges.

**View the complete range at:**  
[www.ppcphilton.com/products](http://www.ppcphilton.com/products)

Prospective new partners –

If you are located in a country that PPC Philton do not cover, we would be pleased to discuss cooperation possibilities. Please contact us directly to arrange further discussions.



# Schütz opens third China plant

**S**chütz Container Systems is continuing its international expansion.

The Germany-headquartered IBC manufacturer opened a new factory in China in March. This third production site, at Foshan, joins the company's other China sites in Shanghai and Tianjin.

The new high-tech plant on a 20,000 sqm site started operations as a logistical addition to the existing network.

Schütz says the new plant ensures shorter transport routes in the fourth-largest country in the world, and the optimisation of logistics allows the firm to reduce its CO<sub>2</sub> emissions.

The production building and the adjoining office complex have a combined area of 9,500 sqm and are fitted with state-of-the-art equipment. The layout and the construction of all lines were based on the latest manufacturing technology research.

Achieving optimum internal logistics also played an important role to help meet sustainability targets. Short distances to customers make a contribution to the environment, and short distances on the company premises thanks to optimal infrastructure ensure a high degree of energy efficiency, Schütz says.

The three-layer extrusion blow moulding

machine installed in the plant complies with the latest standards. It produces both non-UN containers and IBCs with hazardous goods approval. Foodcert models for sensitive products in the food industry will in future also be part of the portfolio produced at Foshan.

The certification of the location according to the industry standard FSSC 22000 (Food Safety System Certification) is already in preparation. It serves as the basis for the production of this IBC line. The corresponding requirements, such as maximum safety measures for absolute cleanliness, were taken into account during the planning phase.

In Australia, production of the new Schütz Ecobulk has now started, following the start of IBC reconditioning in January 2019. Local production includes the product lines MX and SX as well as the reconditioning of the G2 110 litre drum for agricultural chemical use.

As the new production hub on the East Coast, the plant will provide customers in Queensland and New South Wales with sustainable packaging and services and will offer significantly increased supply reliability and flexibility.

Finally, French company Duo Emballages has joined Schütz's Recobulk programme.



Duo Emballages qualified for the Recobulk partner programme on the basis of more than 20 years of experience in IBC reconditioning

Collected Schütz IBCs are exclusively fitted with original Schütz inner bottles and components in a globally standardised, environmentally friendly process. A Recobulk is on par with an Ecobulk in terms of safety and quality in the standard specification. Within the scope of a special co-operation, selected companies are licensed to manufacture Recobulk in the original Schütz quality.

Duo Emballages was founded in 1996 by brothers Thierry and Hervé Obaton in Willems, near Lille. The family-owned company specialises

in recycling used industrial packaging such as IBCs, plastic and steel drums. The group currently has a total factory area of 130,000 sqm, spread over four locations. Each site specialises in different processing methods and packaging types. In addition to the plant in Willems near the Belgian border, the company opened a branch in Arras in 2008. This was followed in 2009 by a subsidiary in Compiègne. Duo Emballages is also present in the south of France with a production facility in Castres, which helps to minimise transport distances.

## SiloadmaxX installs 'all-in-one' container unloading station

**A**satisfied customer, many happy operators and another successful collaboration for the bulk solids handling specialist siloadmaxX.

This is the result of the first 'all-in-one' container unloading station starting its operations this May in central Europe. Although there were several competitors offering various solutions to the new client, the compactness of the unloading station being housed in a downsized container is what made siloadmaxX stand out.

The advantages of the construction are obvious. It is a weatherproof and safe working environment for the operators and minimises wear and tear of the different machine components inside the container. When it is not in use a roll-up curtain can be closed to avoid moisture or rain from entering into the station. Furthermore, it is easy to steer a truck with a tilting chassis towards the unloading station, because the driver is assisted by signal lights attached to the construction.

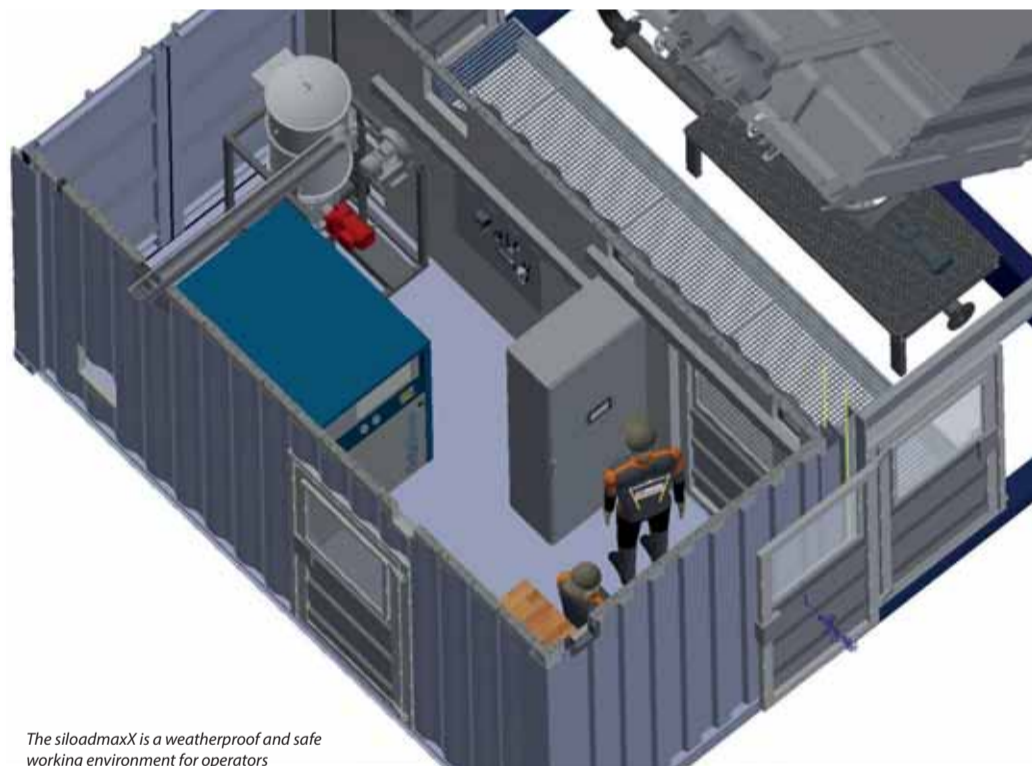
Once in place, the liner outlet of the loaded container liner gets attached to the known

siloadmaxX CQF junior (ContainerQuickFlow). With the help of air pressure, the material is then blown into a previously selected silo. The process then goes in automatic mode as the machinery inside the unloading station communicates with the operating and control panels of the clients' plant.

Technical planning and programming were done in-house by siloadmaxX's exclusive service provider WWTec GmbH & Co KG. Especially the high safety standards of the chemical industry were of big importance during the planning phase. A well-organised project management and the excellent collaboration with the client led to the successful installation of the first 'all-in-one' container unloading station.

SiloadmaxX is known as a global expert in bulk solids handling. Its patented siloadmaxX container loading and unloading units are operated around the world and transload several hundred thousand tons of dusty or powdery materials into or out of containers each year.

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



The siloadmaxX is a weatherproof and safe working environment for operators



Siloadmaxx rental & sales GmbH  
Email: [info@siloadmaxx.com](mailto:info@siloadmaxx.com)  
Phone: +49 (0) 2624 94 370 44



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



# Transshipment drives Rotterdam growth

**Port of Rotterdam's first quarter throughput was up 5.1 percent on the same period last year.**

In total, 123.9 million tonnes were handled compared with 117.8 million tonnes in the same period in 2018. The increase mainly concerned the throughput of containers (+7.3 percent in TEU, +5.9 percent in tonnes) and fuels. Mineral oil products, iron ore and scrap throughput fell.

Container throughput rose 5.9 percent by weight to 38 million tonnes and 7.3 percent by volume to 3.7 million TEU. This growth is a continuation of the significant increase realised last year and is mainly a consequence of a sharp rise in transshipment volumes originating in Asia with destinations elsewhere in Europe.

Shipping companies operating in three large alliances in Rotterdam view the Dutch port as an important hub in their networks, which means an increased concentration of freight throughput. This resulted in feeder tonnage continuing to increase significantly by 15.1 percent to 7.3 million tonnes.

An increasing exchange is also taking place in Rotterdam between deep sea services, which enable shipping companies to offer clients more combinations between loading and unloading ports in Asia and Europe. Intra-European short sea throughput fell by 7.8 percent to 6.9 million tonnes due to reduced trade with Russia and lower volumes to the United Kingdom in January and February.

A bigger imbalance between Asia and Europe is resulting in significant increases in empty container throughput, leading to TEU growth being considerably higher than tonnage growth.

In total, liquid bulk throughput rose 4.6 percent to 58.5 million tonnes. Within this sector, more crude oil (+10.4 percent to 28.1 million tonnes) was transported than in the first quarter of last year. This difference concerned the increased supply of oil from the US. This oil is relatively cheap and ensures higher margins for the

refineries. The throughput of mineral oil products fell (-7.4 percent) due to reduced trade in fuel oil between Russia and Asia.

Once again, in the first quarter LNG throughput was much higher than last year (+143 percent to 1.8 million tonnes), with a record volume of over 500,000 tonnes in February. This growth concerned both the supply and distribution of LNG. The port says this confirms the importance of Rotterdam as an LNG trading hub.



Rotterdam's container throughput rose 7.3 percent to 3.7 million TEU mainly due to a sharp rise in transshipment volumes originating in Asia



## FERC green light for Eagle LNG

**Eagle LNG Partners has received the Final Environmental Impact Statement (FEIS) from the United States Federal Energy Regulatory Commission (FERC) to construct the Jacksonville LNG Export Facility.**

This is the last step in the environmental review process before the final Federal Authorization Decision Deadline and anticipated FERC approval of the project.

"Achieving this critical milestone is a significant step forward for Eagle's Jacksonville LNG Export Facility as we continue to advance our efforts to supply clean burning, domestic and affordable LNG for marine bunkering and small-scale LNG export to both domestic and international markets," said Sean Lalani, president of Eagle LNG.

The FEIS is a result of FERC's comprehensive process that Eagle LNG started in December 2014, and includes the completion of numerous comprehensive environmental, safety and security reviews involving input from both federal and state agencies and various stakeholders.

The proposed Jacksonville facility will initially consist of three liquefaction trains, which, at full build-out, will be capable of producing up to 1.65 million gallons of LNG a day, or approximately 1 million tonnes a year. "The Jacksonville LNG Export Facility, with its prime Florida East Coast location, will give us a unique and competitive advantage in helping provide some of the lowest-cost power generation for nearby Caribbean countries. With approximately US\$500 million of infrastructure investment, this project will continue to generate numerous well-paying direct and indirect jobs in Florida," said Lalani.

FERC also issued an order granting authorisation for Tellurian Inc's Driftwood LNG, a proposed 27.6 million tonnes per annum (mtpa) liquefaction export facility near Lake Charles, Louisiana, and the associated Driftwood pipeline, a 96-mile pipeline connecting to the facility.



LINERBAGS



PAPER SACKS



THERMAL PACKAGING



100% LDPE



reusable

transport  
logistic



ICM München  
June 4-7, 2019

Stand 431  
Hall B4  
visit us



**ECEPLAST**  
SUSTAINABLE  
PACKAGING INNOVATORS



# Dunkerque boost



Dunkerque's LNG terminal is gaining momentum

**A**fter an exceptional month of March, France's Dunkerque-Port closed the first quarter with an increase in overall traffic of 5 percent compared with the previous year.

With monthly traffic figures of more than 5 million tonnes in March, Dunkerque neared its historic monthly record established in April 2008 (5.29 million tonnes), before the global economic crisis.

The volumes recorded at the LNG terminal were a contributing factor to this positive trend. At the end of March, LNG traffic already stood at 1.25 million tonnes, equivalent to the tonnage recorded for the whole of 2018. In three months, the terminal berthed 18 port calls by LNG tankers.

In solid bulk, the grain trade is showing signs of recovery with accumulated traffic of 0.5 million tonnes, up 45 percent over the previous year. Trade in small industrial bulk goods (excluding ore and coal) confirmed the positive trend observed since 2017, with traffic up by 21 percent at the end of March.

Finally, general cargo driven by containerised business was up 17 percent in the first quarter. Early in March the Terminal des Flandres berthed a record port call by the MV CMA CGM Bleriot with 5,700 TEU handled.

Emmanuelle Verger, recently appointed chair of the GPMD Supervisory Board, commented: "The current results of Dunkerque-Port validate the new economic model of the port, for which significant investments were made throughout the 2014-2018 strategic project.

"The LNG terminal, inaugurated in January 2017, is gaining momentum. The new industrial sites that have started up in recent years are boosting trade in solid bulk. The increase in container traffic, which has been on-going since 2013, is expected to continue with the imminent start-up of the new berth in the container terminal."

## Grain offloads liquid terminals

**I**n Australia, GrainCorp Limited has entered into an agreement to sell its Australian Bulk Liquid Terminals business to ANZ Terminals Pty Ltd for approximately A\$350 million.

The sale price represents 13 times EBITDA.

The terminals business was bought by GrainCorp in 2012 as part of the acquisition of Gardner Smith. It operates eight liquid terminals sites across Australia, with a combined storage capacity of approximately 211,000 cbm. The sites specialise in the storage and handling of bulk liquid fats & oils, fuels and chemicals for a range of customers, including GrainCorp Oils. As part of the transaction, GrainCorp Oils will enter into a long-term storage agreement with ANZ Terminals.

GrainCorp managing director and CEO Mark Palmquist said: "Since we acquired the assets in 2012, the bulk liquid terminals business mix has evolved substantially and is increasingly serving other sectors, in addition to the edible oils commodities that are more closely aligned with GrainCorp's core business. Divesting the assets to another experienced operator, while also putting in place a long-term storage agreement, allows us ongoing and secure access to the storage needed to support our oils business, while releasing capital and unlocking significant value for shareholders."

Sam Tainsh, group general manager, GrainCorp Oils, added: "ANZ Terminals is an established and respected bulk liquid terminals operator. We will work with ANZ Terminals to ensure a smooth transition for our customers and our people and through the long term storage agreement we will have the access required for our trading and liquid feeds businesses."

The transaction is subject to a number of conditions, including GrainCorp not entering into a change of control transaction or material alternative transaction before 10 May 2019, no material adverse change, regulatory approvals from the Foreign Investment Review Board and Australian Competition and Consumer Commission, lessors' consents and finalisation of agreements required for the transition of the business.

GrainCorp is retaining ownership of its New Zealand bulk liquid terminals, which are more fully integrated into its supply chain. However, it is independently reviewing options for this business as part of the ongoing portfolio review.

Blackpeak Capital acted as financial adviser and Gilbert & Tobin acted as legal advisers on the transaction.

ANZ Terminals is an independent provider of storage terminals across Australia and New Zealand. Its 12 operating assets have a total capacity of approximately 426,000 cbm.



Continental Disc  
Corporation



### DON'T RISK IT.

Are your tank containers protected  
from an overpressure event?

////// INTRODUCING THE ICON XL

Engineered specifically for transportation vessels, the patented ICON XL is the only rupture disc available that delivers flow exceeding updated code requirements.

Learn More at [CONTDISC.COM](http://CONTDISC.COM) or  
Contact a Representative at +31(0) 71 541 2221





# Amsterdam, GPS rail deal

**Global Petro Storage (GPS) and Port of Amsterdam have entered an agreement to develop a railcar connection on land located adjacent to GPS's 11-tank gasoline and biofuel storage and blending facility.**

GPS intends to develop a rail connection to the public network and to points across Europe.

The sustainable transport development complements Port of Amsterdam's strategy, which endorses the importance of good rail connections to and from the port region.

Peter Vucins, director of EMEA at GPS, says the expansion will enable GPS to capture future opportunities. The first step has been taken by asking for permits for the railcar connection.

Vucins said: "This agreement enables GPS to continue the successful expansion programme that began when we acquired the terminal in late 2016, including adding significant gasoline capacity to our current terminal, which will come on stream in the second half of this year."

# Vopak sells assets following strategic review

**Vopak is taking further steps along its strategic path of changing the make-up of its terminal portfolio.**

In early April, the Dutch storage giant announced an agreement to sell its terminals in Algeciras (Spain), Amsterdam (Netherlands) and Hamburg (Germany) for €723 million.

The buyer is First State Investments, the international arm of Australia's Colonial First State Global Asset Management, an asset manager with over €127 billion managed on behalf of investors.

First State also owns Navigator Terminals, a company set up in 2015 by Macquarie Capital and UK energy firm Greenergy to buy Vopak's UK terminals along with Greenergy's North Tees storage terminal. First State bought Navigator in 2016.

The investment arm also owns or has ownership stakes in Brisbane and Adelaide airports, and ANZ Terminals, which operates storage facilities across nine locations in Australia and New Zealand with total capacity of 370,000 cbm. ANZ this year agreed to buy GrainCorp's Australian Bulk Liquid Terminals. (See

The sale of the three European terminals by



Vopak's Algeciras terminal is one of three European facilities the company is selling to First State

Vopak follows a strategic review of the facilities announced in August 2018, and the transaction is expected to complete in the second half of 2019. The combined operational capacity of the three terminals is 2,288,000 cbm.

The transaction, which carries an implied multiple of more than 10 times EBITDA, is expected to generate a net pre-tax cash inflow for Vopak of approximately €670 million at completion. The total expected exceptional gain before taxation will be around €200 million, to be recorded in the second half of 2019.

"Today's announcement is a next step in the delivery of our strategy and the alignment of our portfolio based on long term market developments," said Vopak CEO Eelco Hoekstra. "In Europe, our main focus is to strengthen our position in the major industrial clusters Rotterdam and Antwerp. Globally, we currently have more than 2 million cbm under construction and new projects will be announced to grow our portfolio with a focus on industrial, chemical, and gas terminals and to maintain our strategic position in hub locations."

Marcus Ayre, partner First State Investments, added: "We are delighted to have reached an

agreement with Vopak on the acquisition of the terminals in Algeciras, Amsterdam and Hamburg. This diversified portfolio of world-class oil product storage terminals provides an excellent fit with First State's long term infrastructure investment philosophy. We look forward to working with the incumbent highly skilled management team and employees to continue to develop and grow the business."

Prior to the Algeciras, Amsterdam and Hamburg announcement, Vopak said it had also divested its ownership of Vopak EOS in Estonia.

Vopak held 50 percent of Vopak EOS alongside partner Global Ports Investments PLC. Both firms have now sold their 100 percent effective share ownership in the joint venture to Liwathon, a commodity trader and logistics business headquartered in Abu Dhabi, UAE.

Vopak EOS operates a total storage capacity of 1 million cbm in Port of Tallinn and includes the railway company ERS Ltd, a wholly owned subsidiary of Vopak EOS.

This divestment is the outcome of an earlier strategic review. In 2017, Vopak fully impaired its investment in Vopak EOS. The modest transaction result will be reported in the Q2 2019 results.

## Advertisers Index

Advanced Polymer Coatings	27
Braid Logistics (UK)	4
Carmocal	1
Chemical Express	5
CIMC	6
Continental Disc Corporation	38
Eceplast Srl	37
Europaverkehr Hammer	12
Flaxfield Trading	7
Fleetmonitor	28
Fort Vale	24
Frans De Wit BV	20
Gem Containers	8
Globalstar Europe	30
Gröninger Cleaning Systems BV	19
Hoyer	16
Infotech-Baltika M JSC	10
Intermodal Telematics BV	29
JingJiang Asian Pacific	11
Joint Tank Services	18
Kanoo Tank Services	21
Klinge	9
Lexzau, Scharbau	2
Lohia	33
MIMU	11
Modalis	5
NTT Tank	14
Pelican Worldwide	22
Philton Bulk Liquids Alliance	35
Premier Bulk Liquids	34
Real Asset Management	32
RL Trans	26
Savvy	31
Seaco Global	3
Siloadmaxx Rental & Sales	36
Silver/CIMS	15
Singamas Container Holdings	16
Spectransgarant	13
Transchill	17
Trifleet Leasing	19
TWS Tank Container-Leasing	15
VSP Technologies	23

For information on advertising contact us on: +44 (0)1565 653283

Published 6 times a year.

Reproduction in whole or in part without written permission is strictly prohibited. ISSN 1462-0731

## Events

<b>transport logistic</b>
4-7 June 2019
Munich, Germany
<a href="http://www.transportlogistic.de">www.transportlogistic.de</a>
<b>Fecc Annual Congress</b>
12-14 June 2019
Sitges, Spain
<a href="http://www.fecc.org">www.fecc.org</a>
<b>Multimodal</b>
18-20 June 2019
NEC Birmingham, UK
<a href="http://www.multimodal.org.uk">www.multimodal.org.uk</a>
<b>FachPack 2019</b>
24-26 September 2019
Nuremberg, Germany
<a href="http://www.fachpack.de">www.fachpack.de</a>
<b>EPCA 53rd Annual Meeting</b>
6-9 October 2019
Berlin, Germany
<a href="https://epca.eu">https://epca.eu</a>
<b>EFIBCA Open Meeting</b>
15 October 2019
Amsterdam, Netherlands
<a href="https://efibca.com">https://efibca.com</a>
<b>Intermodal Europe</b>
5-7 November 2019
Hamburg, Germany
<a href="http://www.intermodal-events.com">www.intermodal-events.com</a>
<b>ITCO Members Meeting</b>
30-31 October 2019
Amsterdam, Netherlands
<a href="http://www.international-tank-container.org">www.international-tank-container.org</a>
<b>ITCO Asia Regional Meeting</b>
27 November 2019
Shanghai, China
<a href="http://www.international-tank-container.org">www.international-tank-container.org</a>

# BULKDISTRIBUTOR

HAVE YOU SEEN OUR WEBSITE?

Bulk Distributor's website is regularly updated with the latest news, analysis, product reviews, exclusive interviews and industry events. With growing global traffic, the website is becoming a hub for the bulk logistics industry.



Bulk Distributor's monthly email newsletter is one of the most widely read in the industry.

For more information on how to promote your brand online, contact: Mike Reardon: [mike@bulk-distributor.com](mailto:mike@bulk-distributor.com)  
Anne Williams: [anne@bulk-distributor.com](mailto:anne@bulk-distributor.com)



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

# BULKDISTRIBUTOR

**Publisher:** Mike Reardon, [mike@bulk-distributor.com](mailto:mike@bulk-distributor.com), Tel: +44 (0)1565 653283  
**Managing Editor:** Neil Madden, [neil@bulk-distributor.com](mailto:neil@bulk-distributor.com), Tel: +33 (0)3 88 60 30 68  
**Advertising Director:** Anne Williams, [anne@bulk-distributor.com](mailto:anne@bulk-distributor.com), Tel: +44 (0)20 854 13130  
**Circulation:** Berni Chetham, [berni@andpublishing.co.uk](mailto:berni@andpublishing.co.uk), Tel: +44 (0)1565 653283  
 © Ashley & Dumville Publishing  
 Bulk Distributor is published by Ashley & Dumville Publishing  
 Caledonian House, Tatton Street, Knutsford, Cheshire WA16 6AG, United Kingdom  
[www.bulk-distributor.com](http://www.bulk-distributor.com)



# Green light for Flogas LPG

**Flogas Britain has been granted planning permission for what would be the UK's largest LPG storage facility.**

The planning permission relates to converting the National Grid LNG facility at Avonmouth into an LPG storage terminal with room to store 34,564 tonnes.

It will provide security of supply to commercial and residential customers across the UK.

The Avonmouth facility was previously owned by the National Grid and was only licensed to store LNG. However, Gloucestershire County Council has granted permission that allows Flogas to switch the site's usage from LNG to LPG storage.

This switch means that once it is open, the Avonmouth facility will strengthen the Flogas distribution network and supply chain.

Managing director Lee Gannon said: "Once operational, Avonmouth will be a game-changer; massively increasing the UK's total LPG storage capability. Our investment in this demonstrates our unwavering commitment to security of LPG supply and to the LPG industry in general."

The announcement of the planning permission arrived at an important time for the UK's energy industry, as the implications of the Clean Growth Strategy are digested, and the requirement to move away from high carbon fossil fuels is clear.

Gannon added: "LPG has an important role to play in delivering the Government's Clean Growth Strategy, providing off-grid businesses



The former National Grid LNG storage terminal at Avonmouth will be converted into the UK's largest LPG storage facility

and homeowners with an excellent low carbon, low cost alternative to oil and solid fuels."

"Bringing Avonmouth online will allow us to respond to the rise in demand this will create with an unparalleled, dependable nationwide supply of LPG, while at the same time supporting the UK's National Infrastructure Delivery Plan."

President and COO of Global Transmission for National Grid Ventures, Jon Butterworth, commented: "The Avonmouth gas storage facility has been at the heart of providing safe and secure gas supplies from National Grid during the last 40 years. Not only that, it has provided a base for training, developing and supporting highly skilled engineering staff and been the lifeblood of their careers and many others within the local community.

"As the gas pipeline networks have grown and expanded deeper into the South West and Wales, the site is no longer necessary for National Grid's business and its consumers. I'm enormously proud, and it gives me great pleasure to be able to hand it over to Flogas Britain, a business with over 30 years of experience of supplying LPG to tens of thousands of customers across the UK.

"LPG is a safe, clean, reliable, and affordable low carbon fuel which is supplied to customers who are not connected to the mains grid. The storage capability at Avonmouth provides means that Flogas Britain has a capability that can guarantee gas supply to its customers via one of the largest LPG distribution networks in the UK."



INTERNATIONAL  
TANK CONTAINER ORGANISATION



## ITCO

Promotes and represents tank containers as safe, cost-efficient and flexible means of transport.

In doing so, the organisation has a strong focus on enhancing technological and business developments for the sake of quality, health, safety, environment, and Corporate Responsibility in the tank container industry.

[www.itco.org](http://www.itco.org)

THE International Trade Association for the Tank Container Industry.

- 150 Member Companies from around 30 Countries
- Representing around 90% of the Global Tank Container Capacity
- Manufacturing, Operating, Leasing, Service Providers, Inspection, Surveyors

EDUCATION  
INFORMATION  
COMMUNICATION  
REPRESENTATION  
NETWORKING



## Sod turning at Ngqura

**Construction kicked earlier this year at Ngqura liquid bulk terminal, in South Africa.**

Oiltanking Grindrod Calulo (Pty) Ltd (OTCALULO) and Transnet National Ports Authority (TNPA) turned the first sod at the site of the Port of Ngqura's terminal and main access road. This comes ahead of the planned decommissioning and rehabilitation of the existing liquid bulk facilities at the neighbouring Port of Port Elizabeth, which will pave the way for Ngqura's establishment as a new petroleum trading hub for Southern Africa.

The new tank terminal is expected to provide storage and marine infrastructure to support the overall petroleum demand projections for South Africa.

Speaking at the event, Mkhusele Faku, chairman of OTCALULO, said: "Having been awarded the concession to develop a liquid bulk storage and handling facility in Ngqura, OTCALULO is now embarking on the first phase of construction. The terminal will be built to the highest international safety standards and provide exceptional service to its customers. OTCALULO looks forward to becoming a contributing member of the Nelson Mandela Bay community and expects to continue on its growth path in the years ahead."

Liquid bulk products will be transported to the port via ship and piped to the tank terminal prior to local supply and/or local and global re-export. The new facility will serve oil majors, new entrants into the South African oil industry as well as international traders - all supporting the local shipping industry.

TNPA has already completed Phase 1 of the infrastructure required to service the site, including the detailed design of the new port entrance plaza and the main access road, as well as the pipeline servitude that will form the link between the new tank terminal and the port.

Phase 2 commenced in November 2018 and includes the landside development forming the link between the tank terminal and the berth. The port authority will provide infrastructure for the terminal by equipping Berth B100 to function as a liquid bulk berth. It will also construct a new access road from the tank terminal to the berth. TNPA will provide all the associated services and construct a new port entrance on the eastern side of the Couga River.