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Maersk says the Honam clearly showed that international regulations and practices for dangerous goods stowage need to be reviewed



Maersk unveils new DG guidelines

The world's biggest container carrier, Maersk Line, has completed the implementation of new guidelines on dangerous goods stowage.

After a thorough review of current safety practices and policies in the stowage of dangerous cargo, Maersk drew up the guidelines in the wake of a fire aboard the Maersk Honam in March this year which claimed the lives of five crew members.

Maersk evaluated over 3,000 United Nations (UN) numbers of hazardous materials in order to understand further and improve dangerous cargo stowage on-board container vessels and developed a new set of principles called Risk Based Dangerous Goods Stowage (RBDGS).

Together with the American Bureau of Shipping (ABS), Maersk called for a workshop with other industry stakeholders to conduct a comprehensive Hazard Identification study that validated these new guidelines which have now been implemented across the carrier's fleet of more than 750 vessels.

The RBDGS principles have also been presented to the International Maritime Organization (IMO) as well as the Danish Maritime Authorities.

"All cargo aboard Maersk Honam was accepted as per the requirements of the International Maritime Dangerous Goods Code and stowed on-board the vessel accordingly. Despite this, as the fire originated in a cargo hold in front of the accommodation which held several containers with dangerous goods, it had an unbearably tragic outcome," said Ole Graa Jakobsen, head of fleet technology at Maersk.

"This clearly showed us that the international regulations and practices with regards to dangerous goods stowage need to be reviewed in order to protect crew, cargo, environment and vessels."

The RBDGS principles have been developed with the aim of minimising risk to crew, cargo, environment and vessel in case a fire develops. Different container vessel designs were reviewed from a risk mitigation perspective and ultimately six different risk zones defined.

Cargo covered under the IMDG Code will no longer be stowed next to accommodation and main propulsion plant which is defined as the zone with the lowest risk tolerance. Similarly, risk tolerance will be low below deck and in the middle of the vessel, whereas the risk tolerance will be higher on deck fore and aft. Using statistics on container fires in the Cargo Incident Notification System (CINS), Maersk defined which UN numbers can be stored in each risk zone.

The carrier will continue to review its rules and policies for accepting dangerous goods and assess how to improve them further. Together with other CINS members, Maersk is looking to channel these experiences into developing new industry best practices.

"Container ship fires are a problem for our entire industry and we intend to share and discuss our learnings from this thorough review within relevant industry forums. We very much believe that discussions, views and insights among container carriers can further improve fire safety in our industry," said Jakobsen. "We aim for long term improvements by reviewing our systems and then designing an end-to-end process that is safe for our seafarers and smooth for our customers."

In the coming months, a review aimed at creating best management practices for dangerous goods stowage will be undertaken with participation from ABS, Lloyds Register, the International Group of P&I Clubs, National Cargo Bureau, the TT Club and Exis Technologies.

Once the project is completed the best management practices will be published and presented to the IMO.

On Tuesday 6 March, the Maersk Honam reported a serious fire. The crew managed to release the vessels' CO2 system into the cargo hold. Regrettably that did not stop the fire. Maersk Honam was carrying dangerous goods in the cargo hold where the fire originated, however there as yet is no evidence to suggest that dangerous goods caused the fire.

Five crew members lost their lives in course of the incident. Maersk is still awaiting the investigation to establish the root cause of the fire in the cargo hold.

Stolt mulls Flaminia ruling

In another development Stolt-Nielsen and its division Stolt Tank Containers said they were disappointed by a court ruling in America which assigned responsibility for losses caused by an explosion and fire on the containership MSC Flaminia to Stolt Tank Containers and Deltech Corporation.

The accident, which claimed the lives of three crew members, occurred in July 2012.

On 10 September, the Southern District Of New York Court ruled that Daltech, the manufacturer of the chemical - 80 percent grade divinylbenzene (DVB80) – that autopolymerised, and eventually led to the explosion on board the ship, was declared 55 percent responsible for the losses stemming from the incident.

The remaining 45 percent of losses were assigned to Stolt, which the judge ruled had "failed to pass information to the ocean carrier, MSC, (on the heat sensitive nature of the DVB) in an effective manner regarding the dangers of heat exposure to the

particular cargo".

The judge also ruled that Stolt was responsible for arranging loading the DVB into ISO tank containers earlier than it should have, and arranging for those to be transported to New Orleans Terminal (NOT – the point of lading) and deposited them in the open air at the terminal, "even though it had a reasonable basis to anticipate that the tanks would sit stagnant for a number of days".

In a statement Stolt and Deltech claimed that the general knowledge MSC possessed regarding DVB's heat sensitive nature mitigated "Stolt's responsibility to effectively warn MSC about known dangers for these particular ISO containers". But the court deemed this not to be the case.

"We were disappointed and disagree with the ruling that found fault for the casualty rested solely with our customer, Deltech, and us, Stolt Tank Containers, in our capacity as the shipper of record of the subject cargo of dangerous goods," the company said in a comment on the ruling.

"We are continuing to work together with our lawyers and underwriters on this matter and as the lawsuit is ongoing we are unable to comment further at this time."

Finding against Deltech, the judge said that, contrary to the company's own safety protocols developed after prior polymerisation incidents which determined that shipping DVB out of New Orleans should be avoided in warmer months, Deltech booked the shipment of DVB80 out of New Orleans for late June.

"This fateful decision was the result of – at the very least – a combination of a considered decision at the highest levels of Deltech and managerial errors that followed."

Continued on page 8 →

Big Russia move for Barry Callebaut

Swiss chocolate and cocoa products maker Barry Callebaut Group is to acquire Inforum, a leading Russian B2B producer of chocolate, coatings and fillings, serving many well-known consumer chocolate brands in Russia.

The acquisition will strengthen Barry Callebaut's presence and production capacity in the high-growth Russia market, allow it to expand its position and exploit its value-added Gourmet & Specialties business.

Inforum was founded in 1989 by four entrepreneurs, including Evgeny Bulytov. The company started its business selling cocoa products. Sales revenue in 2017 was about RUB5.1 billion (€77 million). The company operates a production site in Kasimov, in Ryazan Oblast (285 km southeast of Moscow) and employs more than 300 people, who will transfer to Barry Callebaut on completion of the transaction.

After importing industrial and specialty chocolates to Russia since the late 1990s, Barry Callebaut built a chocolate manufacturing plant in Chekhov, Moscow Oblast (60 km south of Moscow), which became operational in 2007, and also has a chocolate academy centre – a training centre for professional users of chocolate – in Moscow. Barry Callebaut currently employs about 80 people in Russia.

The acquisition of Inforum will enable Barry Callebaut to expand its presence and manufacturing capacity in what is the world's second largest chocolate confectionery market in volume terms. Russia is a traditional chocolate market and has a consumption of 4.8kg per capita according to Euromonitor. Growth rates in volume terms are significantly above the global chocolate confectionery market according to Nielsen.

Antoine de Saint-Affrique, CEO of the Barry Callebaut Group, said: "We are delighted to join forces with such an established, locally engrained Russian company. Inforum's heritage and local knowledge, combined with our innovation capabilities and international experience, will reinforce each other's strengths. Together, we will be able to bring further excellence and innovation



The acquisition of Inforum will enable Barry Callebaut to expand its presence and manufacturing capacity in the world's second largest chocolate confectionery market in volume terms

to the market and to serve Russian consumer chocolate manufacturers even better."

Evgeny Bulytov, director of strategic development of Inforum, added: "I am very proud of the great chocolate business we have built from scratch during the past three decades. Our agreement with Barry Callebaut will ensure the successful future of Inforum and our team as part of a large, international group. We really like the business principles and the team spirit on which Barry Callebaut is based. One of the co-founders, Victor Voitov, will remain associated with the company as future chairman of Barry Callebaut NL Russia and actively support the integration of Inforum into the Barry Callebaut Group during the transition period."

Financial details of the transaction were not disclosed.



Addressing guests at the keel laying ceremony at VEKA's Lemmer yard, Hugh Carmichael (Ineos/middle), with Anke Bestmann (Imperial Logistics) and Peter Versluis (VEKA)

Keels laid for butane tankers

Work has begun on Europe's two largest-ever butane river tankers, at the VEKA shipyard at Lemmer, the Netherlands. Each vessel is around three times the size of today's typical Rhine barge.

The vessels – the result of a working partnership between Ineos Trading & Shipping and Imperial Logistics – will transport gas from the world's largest butane tank, currently being constructed at the Oiltanking Antwerp Gas Terminal (OTAGT) in Port of Antwerp, Belgium, to the Ineos cracker site in Cologne, Germany.

Ineos, Imperial and VEKA have worked closely together on the design, planning and construction of the state-of-the-art vessels, which will measure 110m long with a beam of 17.5m, and have capacities of 3,024 tonnes of butane carried in six tanks. Each of the barges will be powered by three engines.

The new tankers will also have increased collision protection, and their auxiliary power units will have full sound insulation to comply with noise regulations at the unloading points.

Hugh Carmichael, director of Ineos Trading & Shipping, said: "Ineos is committed to investing over US\$1 billion in its ethane supply chain from the USA. Our new butane tank in Antwerp, together with these massive new river barges, mark the next step in a strategic investment in the future of our naphtha crackers in Cologne. This upscaled supply system will increase our flexibility and resilience, and position Ineos as a front-runner in the global LPG market."

Anke Bestmann, director of Imperial Logistics International's gas shipping business unit, added: "This is a great day for INEOS and Imperial Logistics, as we start to put in place the infrastructure necessary to upgrade the Ineos supply line to meet future demand."

The two new vessels are among four on order by Ineos and Imperial; the other two are slightly smaller at 110m long x 15m beam, with two engines and capacities of 2,428 tonnes of butane.

The new Bayport Polymers polyethylene unit will use Borstar technology and double the site's polyethylene capacity



Bayport Polymers to add polyethylene unit

Bayport Polymers has reached a final investment decision to build a 625,000 tons a year polyethylene unit at its production site in Bayport, Texas.

The new unit will use Borstar technology and double the site's polyethylene capacity to 1.1 million t/y with a start-up scheduled in 2021. The unit engineering, procurement and construction has been awarded to McDermott and is expected to employ 1,750 staff during peak activity.

Formed in May 2018, Bayport Polymers is currently building a 1 million t/y steam cracker in Port Arthur, Texas. This cracker will process ethane, which is abundantly available and competitively priced in the US and will supply Bayport polyethylene units.

The company is a 50/50 joint venture between Total and Novealis Holdings, itself a joint venture of Borealis and Nova Chemicals Inc.

"The power of this partnership between Total, Borealis and NOVA Chemicals will enable us to become one of the largest players in the North American polyethylene market," said Bayport Polymers president Diane Chamberlain. "The Borstar technology, which will be used for the first time in North America, will allow us to serve our customers better with an increased range of value-added products."

"The project is in line with our strategy to develop petrochemicals at our major integrated complexes and leverage competitively priced feedstocks," said Bernard Pinatel, president refining & chemicals of Total. "It's another step to strengthen our position in the United States, where we have more than 5,000 employees and where we operate one of our six largest integrated platforms in Port Arthur, Texas."

Geminor, River Ridge partner up

Alternative fuels company Geminor and waste management firm RiverRidge are working in partnership to export 60,000 tonnes of engineered fuels across the European continent.

The agreement, which started in September, will see Geminor manage the full export supply chain, including port-to-port shipment, storage and recovery.

From RiverRidge's flagship fuel engineering facility in Coleraine, Ireland, Geminor will collect a range of highly processed waste fuel. The fuel grades are 30mm SRF, 100mm SRF and 300mm Refined RDF, each destined for specialist recovery facilities.

Each grade of fuel will be either transhipped to Geminor's multimodal logistics terminal in Sweden (for onward delivery to advanced recovery technology partners Landskrona Energi) directly to the Aalborg Portland Cement production facility in Denmark or to the REFA recovery facility, also in Denmark. The capability to provide recovery services for a range of engineered fuels allows Geminor to be an important partner to advanced waste processors.

Commenting on the partnership, Oliver Counce, senior account and business development manager at Geminor UK, said: "As the latest in a long line of UK supply successes for Geminor, agreeing an export contract with visionary waste management company RiverRidge is exciting news."

"This is an important step for Geminor in growing its service provision to multi-fuel waste management companies and will play a vital role in our ongoing expansion into advanced waste fuels market, while supporting EfW facilities with distinct fuel requirements."

Galvin Doherty, fuels manager at RiverRidge, added: "Engineering fuels to an exact specification is where RiverRidge has established itself as a clear leader across the UK and Ireland. With unique infrastructure and technology, we are able to manufacture fuels to specific parameters and characteristics which can be customer specific. We are excited at the partnership with Geminor, secondary fuel specialists, which will ensure timely delivery of our various specifications of fuel to many recovery facilities across Europe."

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Do it yourself?

'Make or buy?' is a question managers in the chemical industry have to answer time and again.

Which processes should the company carry out itself and which will be assigned to external service providers? The aim is always to reduce the total cost of ownership (TCO) of a product and develop international competitiveness by optimising processes.

But this question also applies to logistics. For some time, Germany-based Camelot Management Consultants has been observing growing demand for the identification of the scope of service and selection of fourth party logistics (4PL) and lead logistics providers (LLP). As well as the traditional subjects of storage and transport (third party logistics), companies are increasingly on the lookout for process expertise and innovative IT solutions.

In order to tackle these current trends and offer companies guidance, Camelot initiated a study together with the University of Würzburg. The study combines basic academic information on the subject, which has been compiled and expanded by Prof Dr Christian Kille and his team, with an empirical survey of logistics experts carried out by Camelot, focusing on the chemical industry.

As well as an overview of the current status quo of the outsourcing of logistical processes in the chemical industry, the study also provides a guideline to assist significantly with the selection of an appropriate logistics partner.

The study was presented to the public for the first time at the BVL Forum Chemical Logistics, held on 20-21 June in the Belgian port city of Antwerp.

A random sample survey among logistics managers in the chemical industry in Germany shows that around 80 percent of those surveyed have a vague idea of the subject of 4PL services, while only around 15 percent say they have good or very good knowledge of the subject.

In the chemical industry, when outsourcing logistics services, the focus is primarily on financial motives and the maintenance of a sustained service. Human resources and strategic aspects only rarely play a role.

As much as 82 percent of services in operational logistics are carried out in-house – sometimes with the support of a 3PL or 4PL. However, the proportion of in-house solutions for areas with a high risk for the company is particularly high.

Both strategic and tactical logistics services are predominantly carried out in-house, sometimes however with support from external logistics service providers. Depending on the type of service, 19-39 percent of the companies surveyed subcontract strategic and tactical tasks to 3PL service providers. Subcontracting to a 4PL is currently the exception.

Eighty-five percent of the companies surveyed operate at least one warehouse. Subcontracting to 4PL service providers is very rare. At 25 percent, inventory management has low significance for outsourcing, while warehouse operation has a particularly high significance with 68 percent subcontracting to a 3PL.

Interestingly, medium-sized, family-run chemical companies generally see logistics as a cost centre. These companies are quite critical of the outsourcing of operational and particularly tactical and strategic logistics tasks to a logistics service provider.

In contrast group companies often have many years of experience in outsourcing operational logistics. Almost a third of companies can imagine themselves subcontracting tactical and strategic management tasks to logistics service providers in future.

Large, very specialist chemical companies see logistics as the first steps in differentiation from the competition. These companies also have experience in outsourcing operational logistics processes and can in some cases foresee themselves subcontracting logistics management tasks.

Seventy percent of those surveyed believe the optimum degree of outsourcing of strategic and tactical logistics services has already been reached, and whether outsourcing potential is always recognised remains questionable.

If outsourcing has been identified as an area of activity, in 88 percent of cases the invitation of bids for services is expected to be implemented in the next three years.

From a present-day perspective, the majority of those surveyed would make the same outsourcing decision again, while a total of 40 percent of those surveyed are not completely convinced by the decision.

While the risk of loss of quality is seen as all the more critical, the more operational the task is, the relationship is exactly the opposite when it comes to strategic alignment, loss of control, confidential insights and loss of information.

Selection criteria

For those surveyed, the ability to achieve transparency regarding processes and costs and to adapt individually to customers are the most important criteria in selecting a 4PL partner.

Further important aspects include ensuring seamless integration, IT system competence, expertise in the logistics market and the geographical coverage of the services. The neutrality towards logistics service providers is, on the other hand, rated as less important by as many as 30 percent of those surveyed. The shared service centre of the 4PL appears to play a secondary role in the choice of 4PL.

Technology

In recent years numerous innovative technologies have been developed, which offer new possibilities in terms of transparency, automation and optimisation. At the same time, the selection of an adequate technology becomes a competitive factor and therefore requires a feasibility analysis, the development of a strategic vision and an implementation plan – it thus also becomes a complex and costly undertaking.

Many chemical companies still work with the outdated SAP LE-TRA module and recognise that the existing and future IT requirements can no longer be met with this. This major technological deficiency



Is a 4PL the answer?

for one thing leads to non-harmonised transport management processes and at the same time involves the risk that in future LE-TRA will no longer be supported.

Two trends can currently be observed: Many companies are now investing in their own transport management system based on SAP S/4HANA. Other companies are taking specialists on board in the form of a 4PL service provider which already has a well-developed transport management system and is very well connected with freight forwarding companies.

In logistics a 4PL generally presents a good opportunity for

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Medium-sized, chemical companies generally see logistics as a cost centre

companies to use the latest technologies for distribution, without having to invest in market analysis and implementation themselves.

The report concludes with some guidelines for chemical companies to follow when making 'make or buy' decisions in logistics.

Providing clarity

In order to make the correct decision when outsourcing logistics management tasks, chemical companies must be clear about their own motives. Is it about saving costs, transparency, increasing flexibility or a new transport management system?

In addition, they should be aware of the role of logistics in the company and their own corporate culture. It is also necessary to examine the complexity and the internal framework conditions, before the specific contractual arrangement of the co-operation with a logistics service provider can be considered.

When 4PL, LLP and 3PL make sense

The outsourcing of strategic or tactical logistics management tasks to a 4PL provider or LLP is only useful if logistics are particularly seen as a possible opportunity to stand out from the competition. 4PL providers require a co-operative and process-oriented corporate culture. Generally, LLPs are able to cope with advanced hierarchical-functional structures.

Chemical companies should favour carrying out strategic and tactical logistics management tasks themselves if there is a very hierarchical and functional corporate culture. If chemical companies see logistics purely as a cost centre or function that generates downstream added-value services, the outsourcing of operational logistics tasks to a 3PL provider is to be recommended, especially if there is a collaborative, process-oriented corporate culture.

If there is a focus on the costs of the logistics, in combination with a very hierarchical and functional corporate culture, then a chemical company should also take responsibility for operational logistics with its own employees and use freight forwarders, shipping companies and warehousing companies selectively.

Reduce complexity with LLP

The high number of players and interfaces, as well as the heterogeneous nature of these, leads to a high level of complexity, particularly in the management of distribution in chemical logistics. A company in the chemical industry can reduce this complexity by using 4PL services. The use of an LLP often proves to be more advantageous than using a 4PL provider, because the LLP can link the bundling effects in its own transport network with that of other partners to optimum effect.

In-house or 4PL/LLP?

One important component of 4PL services is the informational integration of all relevant processes in a customer's supply chain, in order to achieve cost optimisations and service improvements through transparency. Open, flexible IT platforms are required for this.

A company in the chemical industry can develop and operate these itself. Providers of 4PL services generally already have tried-and-tested IT platforms, so the use of a 4PL provider or LLP can be useful. Whether an in-house IT platform or a 4PL provider or LLP should be favoured depends on the degree of coverage of the supply chain and the performance of the platform.

Dynamic management in the supply chain

Companies in the chemical industry have to manage different dynamic incidents in their supply chain. These include, on the one hand changes, to production volumes, for example as a result of price fluctuations, changing demand, legal changes or new product launches.

On the other hand, supply chain management is required due to fluctuating availability in the area of warehouse and transport capacities.

A provider of 4PL services is sometimes better able to balance out these fluctuations than a company in the chemical industry itself. This is possible both with a 4PL provider as well as an LLP. What is crucial here is the actual option to access transport and warehouse capacities, either through a company's own assets, pooling systems or market power in certain logistics segments.

Readjustment of the supply chain

If a tactical readjustment of the supply chain is necessary for individual resources and logistics partners, this can be undertaken effectively by providers of 4PL services. Both an LLP and a 4PL provider is suitable for this. Experience and knowledge of the logistics markets and network plans are essential.

Innovation skills

The future viability of a supply chain is determined not least by its ability to innovate. This can be significantly increased through the use of 4PL service providers. Both 4PL providers and LLPs can be the correct choice here. Chemical companies should assess the innovation skills of their partner, both based on innovative future concepts, as well as actual solutions developed in the past.

Neutrality?

If strategic aspects such as regular changes to the resources used and long-term logistics partners are needed for 4PL services, then the use of a 4PL provider is to be favoured, as it can make decisions more independently of interests in in-house asset utilisation. However, a neutral consultancy company acts even more independently of any self-interest in this case.

The subject of neutrality should be considered in a differentiated way when selecting service partners, ie, what type of neutrality is necessary at what point in the co-operation and how can decision-making in the interests of the client be ensured through contractual agreements and organisational measures?

A blanket statement that a certain 4PL provider is generally more neutral than another is not useful.

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Tanks make sure animals are well-nourished

Tank containers are at the heart of a new intermodal operation in South East France.

Adisseo, a maker of food additives and nutritional solutions for animals, is piloting two logistics operations based on the inland port of Vienne-Sud Salaise/Sablons in conjunction with the Chambre de Commerce et d'Industrie (CCI) Nord Isère, which manages the site.

The port abuts the River Rhone offering direct waterway access to the Mediterranean via Port of Marseilles.

The industrial group has five production sites, of which two are in the department of Isère (Les Roches and Roussillon), dedicated to the production of methionine, an amino acid essential for animal growth.

Producing methionine is a complex process requiring several inputs - sulphur, methanol, ammonia, propylene, sulphuric acid and energy in the form of gas. The two Adisseo sites are just 11km apart and in a small cluster that, happily, includes major chemical operators.

Raw materials and intermediates have to be available in quantity and on time, since the plant runs 24/7 each day of the year. This can be complicated since raw material storage capacities are limited, and so logistics and supply chain management are big issues.

The French sites produce an intermediate form of methionine which is sent to the firm's factory in Burgos, Spain for final synthesis into marketable methionine liquid.

Adisseo has for some years shipped the intermediate product in containers by rail. However, as Laurent Moreau, Adisseo's supply chain manager, diplomatically put it, the company started looking at ways to "mitigate the hazards of using rail". Service reliability of rail freight in France is often not what it should be, sometimes hit by nationwide strikes but mostly by last minute diversion of drivers away from freight to passenger trains to cover staff shortages.

"So we sought an alternative and complementary solution: loading tank containers

bound for Barcelona," Moreau added. Adisseo used forwarding and logistics firm Transitainer to work on the project, and set up a logistics solution with CCI Nord Isère.

Having trialled the system since late 2017, a new regular service was inaugurated on 13 September this year. At the ceremony a statement from CCI Nord Isère, said: "The multimodal platform has been able to propose a customised logistics solution for Adisseo: the loading of tank containers to reach Barcelona, according to very precise and ambitious specifications. Beyond the transport solution, it is also a sustainable and economic solution that should reduce by 10 percent the costs of transporting products to Spain with identical delivery times to the rail service."

Interestingly, the idea for shipping product in tanks by river vessel arose from a more conventional bulk solution.

"Everything started with a request from one of our customers, which wanted to optimise the reception of sulphate," Moreau explained. At the Adisseo sites, the production of methionine generates a by-product, sodium sulphate, which is sold and transported to the customer's site.

"We set out the specifications to CCI Nord Isère, which found a provider (Transitainer) capable of supplying a fluvio-maritime boat with a large load, in this case capable of transporting 1,300 tonnes of sodium sulphate. The logistics approach convinced our customers," Moreau said.

From the factory to the port, local carriers transport the sulphate by way of shuttle trips. The product is then temporarily stored on site before being loaded onto the vessel.

A bulk vessel made the passage from Salaise to the Egyptian city of Alexandria in nine days. "The assessment was very positive," noted Moreau. "The solution is interesting for the customer and for Adisseo, which optimises its transport costs and reduces its environmental impact, as the total journey saves some 16 tonnes of CO2 emissions, which represents a reduction of more than 50 percent compared to road transport."



Tank container carrying intermediate methionine are loaded at Vienne-Sud Salaise/Sablons for onward carriage to Barcelona



Adisseo's sites in Isère - Les Roches and Roussillon - are dedicated to the production of methionine, an amino acid essential for animal growth

DB marks 10th anniversary of China-Europe

From one to over 3,600 trains in 10 years; train services to and from China have grown rapidly in the decade since they began.

The number of containers transported between Europe and Asia has seen a consistent rise. German operator Deutsche Bahn (DB) is making strides towards its goal of transporting 100,000 standard containers a year by 2020 and expects to reach the 90,000 before the end of 2018.

DB has established a new unit, DB Cargo Eurasia, to shift more traffic between Europe and Asia to rail over the long term. The new unit will operate service to and from China and will handle all of the related activities at the group. A dedicated office opened in Shanghai in August for this purpose.

"What began with a single train on 6 October 2008, has long since become a success story," said Alexander Doll, member of the DB Management Board for freight transport and logistics. "Our new sales unit, DB Cargo Eurasia, is helping us offer even more products and services and improve our productivity. Starting this autumn, we will be testing a sea link between Kaliningrad and Rostock in response to many customer requests. This will allow us to distribute goods from the Baltic Sea port to the rest of Europe more quickly and with greater flexibility."

The way the rail companies involved exchange electronic data will also be improved for greater efficiency. Doll, Vyacheslav Pavlovskiy, deputy CEO



DB has offered regular service between China and Germany since 2011

of Russian Railways RZD, and DB Cargo Polska signed a bilateral agreement to this end in Potsdam in September.

Everything from clothing, paper and consumer goods to electronics and parts for various industry segments have been transported on the Trans-Eurasian corridor in the past 10 years. With an average journey time of 14-16 days, it is faster than sea transport and less expensive than air. And while customers previously needed to book an entire block train, they now have the option of having individual containers and even individual packages transported on any train.

The first container was shipped on the Trans-Siberian Railway back in 1973. The first regular scheduled container train, loaded with computers, travelled from Xiangtang to Hamburg in October 2008. DB has offered regular service between China and Germany since 2011.

Moreover, cargos have been expanded beyond high value consumer products. In May last year, a new service saw 2,000 tonnes of BDO, a chemical mainly used as a solvent in the manufacture of plastics, medicine, and cosmetics, carried in Bertschi tank containers from the Western China province of Xinjiang for Ludwigshafen, Germany.

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Swissterminal files complaint against Gateway Basel Nord



Swissterminal argues that the funding for Gateway Basel Nord could be deemed illegal

A row is brewing over the funding of a planned container handling facility in Basel, Switzerland.

Swissterminal, a family-owned firm providing container terminal services in the Basel area, has lodged a formal complaint with the Swiss Federal Administrative Court against the federal funding for the planned container terminal project Gateway Basel Nord.

The complaint follows the decision of the Swiss Federal Office of Transport (FOT) in July 2018 to fund publicly three quarters of the costs of the first project stage.

Swissterminal considers the federal-funded project a severe threat to competition in terms of container terminal handling services. In its complaint to the Swiss Federal Administrative Court the company claims a breach of economic freedom as well as a restriction of competition law and international regulations for free trade. Swissterminal also argues that it is directly affected by the future project, but that it has not been granted any participatory rights in the current planning procedure.

The complaint filed with the court on 14 September is directed against both Gateway Basel Nord AG (GBN AG), in which national rail operator Schweizerische Bundesbahnen (SBB) is the main shareholder, and the FOT. The complaint calls for a repeal of the decree issued on 4 July 2018 as it violates applicable law in many

ways, according to Swissterminal.

The complaint states that the FOT has not carried out the mandatory fact-finding process in a proper manner, but rather in an extremely biased way, because it simply followed the reasoning of the future gateway operators without any verification. Examples of this are the forecasted volume development, the claimed productivity growth, and the predicted shift of traffic from road to rail.

The complainant furthermore argues that the FOT failed to assess the legitimacy of market entry of GBN AG as a state-owned enterprise. GBN AG's main shareholder is SBB Cargo, which is a subsidiary of SBB AG and therefore 100 percent state-owned. At the same time, SBB is a co-owner of Hupac, which is a minority shareholder of GBN AG. However, the authorities have not considered whether this kind of state involvement complies with applicable law pertaining to the existing market, which is heavily sustained by private companies, Swissterminal argues.

In Swissterminal's view, the financing of the remaining quarter of Gateway Basel Nord is questionable as well. Even though this part of the funds required should be met by GBN AG itself, the fact is that SBB Cargo is highly indebted and does not have the appropriate means for funding itself, the firm argues. It therefore needs to be examined whether the money required originates from

funds that SBB AG received for its subsidised business unit. If so, this would represent an unlawful cross-subsidisation.

Another key issue of the complaint is the infringement of economic freedom and fair competition through the federal government's commitment to subsidise nearly CHF83 million. The federal funds will finance a project through which private market players will be squeezed out of the market and ultimately eliminated or, at least, massively distorts current competition. The FOT's decision also violates international regulations because the free trade agreements between Switzerland and the EU "clearly rule out" such kinds of federal subsidies that lead to impediments to the international movement of goods linked to the European Union's market.

Swissterminal also records that it has not been granted any kind of participatory rights in connection with the current subsidy procedure, even though Gateway Basel Nord affects its business environment to a higher extent than any other company in the market. The federal office's refusal went so far that Swissterminal only received the decree issued on 4 July 2018 after filing a formal request. However, at the time of issuing filing the complaint Swissterminal had not been granted access to the files underlying the FOT's decision.

Going BIG to cut emissions

Beaulieu International Group (BIG), based in Waregem, Belgium, recently released the results of its multimodal logistics platform which uses waterway transport to reduce its dependency on trucks.

BIG is a vertically integrated maker of flooring solutions, fibres and yarns, plus associated raw materials, such as polymers. As such it operates a complex chemical supply chain.

According to BIG the programme reduced the company's container transport-related CO2 emissions by 36 percent in 2017 and is scheduled to achieve a further 55 percent reduction in the coming years.

Since the start of the programme in 2015, it has grown substantially and now 60 percent of BIG's output by container is transported via barges starting at the River Terminal Wielsbeke (RTW). RTW acts as BIG's global inland hub, connecting the company to major shipping routes and destinations around the world via Port of Antwerp.

The container transport organisation was set up in close co-operation with RTW operator Delcatrans, which provides barge transport services, and Manuport Logistics, which acts as 4PL partner for BIG.

Previously all container cargo went by truck to Antwerp, a distance of 90km. By changing to water transport, journey times have become more reliable as traffic congestion doesn't have to be factored in; there are fewer trucks on the roads reducing traffic for other road users; and the company's CO2 emissions have fallen. In 2017 the company shipped 3,000 containers via combined road and barge transport, reducing CO2 emissions by 300 tonnes, compared with pure road transport.

"BIG is committed to providing efficient and sustainable transport solutions," explained Isabelle Vandamme, group supply chain & procurement director. "That's why barge transport from RTW to Port of Antwerp is so important for us and will continue to be so in the coming years. In fact, our target is to increase barge use by 10 percent this year and barge capacity is planned to increase from 60 to 90 TEU."

Comparing average CO2 emissions per tonne/km, road transport emits 62g CO2/tonne-km, against 34g CO2/tonne-km using intermodal road and barge.

RTW handled 15,000 TEU via barge in 2017, of which more than one-third (5,100 TEU) came from BIG.



River Terminal Wielsbeke acts as BIG's global inland hub, connecting the company to major shipping routes and destinations around the world via Port of Antwerp

With more than 72 million tonnes, a record volume of goods was transported on Flemish waterways in 2017. This was an increase of 6.5 percent over the previous year. In terms of containers, a new best performance was achieved with 832,000 TEU, an increase of 11.5 percent on 2016.

"Even though this sustainability programme is primarily the responsibility of our transport and logistics departments," added Luc Speecke, chief operating officer, "we believe its success wouldn't have been possible without the support of our entire organisation, and this philosophy carries through to the other sustainability programmes that we are currently investigating and testing. If these programmes prove to be as successful as we expect, we will shortly roll them out across the entire company."

• In Port of Antwerp, Antwerp Terminal Services began making up the planning for loading and unloading operations for barges in the PSA, DP World and MPET container terminals. The operation is done using the Quintic planning software and the BTS (Barge Traffic System) for berth reservation. Central barge planning and monitoring will ensure efficient, co-

ordinated timing of loading and unloading, resulting in a planned sailing schedule for each barge, without conflicts, says Antwerp Port Authority. This will simplify and optimise the entire scheduling cycle.

The central barge planning is closely involved in co-ordination between the deepsea terminals and consolidation hubs, thus helping to consolidate smaller container barge volumes.

The project is being introduced in stages, with the aim of having 24/7 scheduling and monitoring of container barge operations by the end of the year. If the final evaluation is positive then the initiative will be further developed.

Another initiative in port's action plan for container barges, is the extension of the timeframe related to the reduced basic rate from 36 to 48 hours.

This extension comes in response to demand from the container barge sector as barges have to wait longer in the container terminals before they can be handled, due to delays at the terminals.

The new regime was introduced by the Port Authority on 11 September.

Keeping the army moving

Germany-based WEW, which is now part of Thielmann Group, has long specialised in tank container for military sector.

Most recently it was awarded a contract by the Belgian Ministry of Defence to deliver 36 deployable fuel distribution capacity (DFDC) tank containers to the Belgian Army.

The double-shell DFDC was developed by WEW to meet the Belgian Army's requirements in response to an open competition. The 8,000 litre fuel container system is designed to provide an autonomous, mobile, deployable system able to dispense diesel or kerosene directly into vehicles or other containers via twin dispensing hose reels each with a 12m hose and a 3ins NATO standard dry-break coupling.

The system is integrated into a 20ft standard ISO container frame, and will be transported on

existing Belgian Army trucks and trailers. It is compatible with the hook lift system employed by the Belgian Army.

Each tank container is equipped with overfill protection and level sensors, an electric power generator Genset (6kVA, 400/230V, 50Hz), and pump able to dispense fuel at 280–300 l/min at maximum flow rate. Other technical features include transfer pumping and tank self-load/unloading capability.

Björn Stolz, WEW's managing director said this was the first time the company has worked with the Belgian Army. "We are very pleased to have fulfilled the order in line with the schedule. We are the only company able to deliver these high-specification fuel tank container systems and we look forward to seeing them enter into service with the Belgian Army in the very near future," he commented.



WEW developed an 8,000 litre fuel container to meet the Belgian Army's requirements



L-r: Kerem Gurler, general manager Den Hartogh Lojistik Hizmetleri, and Daniel Raymond, managing director Worldwide Quality Assurance.

Successful audit for Den Hartogh Turkey

Den Hartogh Lojistik Hizmetleri recently successfully completed the CDI-MPC TCO audit as the very first such company in Turkey.

The Netherlands-based Den Hartogh says the audit clearly shows the group's commitment to be a frontrunner in providing high quality and safe logistic services against globally recognised standards.

CDI-MPC TCO stands for Chemical Distribution Institute-Marine Packed Cargo Tank Container Operator. The CDI-MPC audit, carried out by Worldwide Quality Assurance (WQA), enables chemical companies to have the quality and safety management systems of their logistics service

providers assessed in a uniform global manner.

"As a worldwide operating logistics service provider, Den Hartogh is committed to meet the high standards of the sector and to work against the same standards wherever we operate," read a group statement.

Den Hartogh has been serving customers in the Turkish market since 2009. Kerem Gurler, general manager of Den Hartogh Lojistik Hizmetleri, commented: "We are very proud to be the first company ever in Turkey to complete the CDI-MPC audit. It clearly shows our commitment to our customers to deliver high quality services with safety as our main priority. Our team has worked hard to achieve this."



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Maersk unveils new DG guidelines

→Continued from page 1

The impact of this decision was immediately compounded by another decision by Deltech: authorising the containers to be filled several days earlier than necessary, resulting in the containers sitting stagnant in the hot New Orleans sun (at ambient temperatures that reasonably should have been anticipated to have exceeded the recommended 30degC) for several days longer than necessary.

"These two decisions most directly led to the auto-polymerisation," the judge declared. "While it is true that other factors contributed, these decisions were by far the most critical. Deltech therefore bears significant responsibility for the losses flowing from the explosion."

In proportioning the 45 percent responsibility to Stolt, the judge declared that the company's actions "were a significant contributor to the conditions that allowed for additional heating of the DVB and thus the conditions that led to auto-polymerisation".

The court absolved MSC, vessel owner Conti and operator NSB of all responsibility.

MSC's stowage plan was deemed to be consistent with industry practice and reasonable under normal circumstances. In addition, the actions of personnel at NOT prior to loading were also routine and consistent with its own prior practice as well as industry practice.

Leschaco Inc celebrates 40 years

Leschaco, Inc. (USA) celebrated 40 years of company history in New York and Houston with many invited guests.

Jörg Conrad, CEO and owner of the Leschaco Group, had to cancel his participation at short notice. In his place, his son Constantin Conrad officially opened the two anniversary events with a speech.

On behalf of his father and his attending mother Elke and sister Charlotte, he welcomed the many guests who have accompanied Leschaco, Inc over the past 40 years.

Mark Malambri, the American operation's managing director, also addressed participating guests and thanked them for coming as well as for the decades of co-operation.

In New York, the ceremony took place on board the Manhattan II.



L-r: Mark Malambri, Elke Conrad and Constantin Conrad

Guests enjoyed an evening tour on the Hudson River. In Houston, the company's anniversary was celebrated at The Houston Club atop One Shell Plaza, from where the guests could enjoy a breath-taking view of the evening city.

Leschaco, Inc was founded on 13 June 1978. Already in those years Leschaco was an internationally active logistics service provider, which faced up to the special requirements of the shipments of chemical goods. Thanks to its decades of experience, Leschaco, Inc can today provide customers with services in sea and air freight, project logistics and tank container operations as well as dangerous goods regulations, US customs brokerage and letters of credit, and offer these in individual and effective logistics service packages door-to-door.

Leschaco has some 100 employees in America and locations in Charleston, Chicago, Houston, Jersey City, Los Angeles and Miami.

At the end of his speech, Constantin Conrad took a look into the future. The USA is the largest economy in the world and it is booming: in the second quarter of this year, growth amounted to 4.1 percent. This is twice as much as in the first quarter of 2018.

"In order to strengthen and expand the position and importance of Leschaco, Inc, we will continue to invest in our company in the USA, its employees and its business relationships - for the benefit of our customers," he concluded.



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CCU contract for Hoover Ferguson

Hoover Ferguson has signed a three-year contract plus options with Transocean Ltd, for the supply of cargo carrying units (CCUs) to the deepwater drilling contractor's rig fleet in the North Sea.

"We are very pleased to receive this contract award, and to support Transocean's North Sea operations from our bases across Norway," said Kjetil Skaaren, Norway country manager for Hoover Ferguson. "Our fleet of offshore containers, baskets, frames and tanks offered a competitive and innovative logistics solution and we look forward to continuing to build our partnership with Transocean."

Transocean operates along the entire Norwegian coast and will be supported by Hoover Ferguson's bases in Mongstad, Florø, Kristiansund, Hammerfest and Sandnessjøen.



Eurotainer composites

As Bulk Distributor went to press, Eurotainer announced that it had selected Australian manufacturer Omni Tanker to supply composite tank containers to the leasing company.

New 20ft tanks have already been delivered to Eurotainer which said Omni Tanker was chosen due to its years of expertise in composites and superior composite technology.

A fuller report will appear in the January/February issue of BD.

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Schwartauer Werke manufactures products like jams and syrups



BTR wanted a multifunctional three bay cleaning facility to be used for chemical and food cleaning

Jam today, and tomorrow

Netherlands-based Gröninger Cleaning Systems continues to win orders from a wide range of bulk commodity sectors.

In the food industry, Schwartauer Werke GmbH is a well-known German manufacturer of fruit products like jams and cereal bars. Since 1899 the company has operated different factories under its name in its home town of Bad Schwartau, north of Lubeck. The company is a subsidiary of Switzerland-based Hero, a large multinational food company.

Schwartauer Werke supplies products in many different forms of packaging; from glass jars to 1,000kg stainless steel food containers. The growth of deliveries to the German food industry has developed rapidly over recent years, especially products delivered in stainless steel containers have emerged as an important component of the company's supply chain.

In order to comply with stringent food safety and quality standards Schwartauer decided to invest in an in-house container cleaning and sterilisation station. By insourcing these activities the company fully controls the process and is best positioned to meet customer needs.

A number of equipment suppliers were consulted in the pre-ordering phase. Since Gröninger had considerable experience in this field and came up with the best engineering solution, Schwartauer Werke teamed up with Gröninger for the project.

Since the spring of this year the brand new, fully automated cleaning booth for the food containers has been in operation. The systems clean both the inside and outside of the containers using high and low pressure pumps. An integrated data logging feature allows Schwartauer to build up a cleaning and sterilisation history per container operated in the supply chain.

Following the cleaning all food containers are sterilised and tested in overpressure with nitrogen or sterilised air. This way all Schwartauer customers can be assured of perfectly handled containers with excellent product. As the food company says: "Echt gut gemacht!" (Genuinely well made).

Cleaning runs in the family

In the summer of 2017, tank wash company BTR GmbH opened a brand new tank cleaning facility at a strategic location near the A14 motorway.

BTR already operates a site in Ludwigsfelde and now has a flagship facility in Bernburg, located about half way between Leipzig and Magdeburg. Father and son Toben are the proud owners and managers of the site.

Based on over 25 years of market experience the Tobens set out very specific design parameters for the tank cleaning facility. This led



L-r at BTR GmbH: Henk Klein, Manfred Toben, Matthias Toben, and Johan Giberius

to a multifunctional three bay cleaning facility to be used for chemical and food cleaning. The system operates at 100 bar, recovers heat from the waste water stream and has an ultra-modern air purification system.

Gröninger, as system integrator, was challenged to meet the latest standards of steam boiler technology and ATEX requirements. The Toben-Gröninger team proved to be very successful which led to the completion of an efficient, well organised facility that will meet the tank cleaning needs in a rapidly growing region of Germany.

Drive through

In the tank container market, Gröninger has supplied a cleaning system for Köppen GmbH which provides tank container services in North Rhine-Westphalia, Germany.

Located in Duisburg, the most significant intermodal hub along the Rhine, Köppen offers logistical services for tank container operations, including cleaning. Köppen operates a drive-through bay that can handle four containers at the same time. To optimise the utilisation of the bay, Wim Köppen challenged Gröninger to design a system whereby the pumps could be combined to clean tank trucks as well. This gives Köppen the flexibility to clean tank trucks and tank containers in the same time frame without repositioning the rotor jets.

The cleaning can be controlled via modern Siemens touch panels that allow the cleaners to clean tanks with automatic cleaning programs. The program selection is based on the previous cargo.

Due to the new system, cleaning results have been improved allowing Köppen to generate a higher throughput.

www.groninger.eu



The Schwartauer team in front of the food container cleaning cabin

Ask the driver

The tank truck driver is often not the one who decides where to clean. However their opinion and influence on where to clean is often underestimated. If a cleaning station desires to be valued for more than just for a low price, it might be good to be aware of the driver's opinion.

CleanSecure has therefore recently launched a Tanker Driver app in which tanker drivers can give their feedback about cleaning stations after they have done a cleaning at a station. These reviews help cleaning stations to understand how their service is perceived by users. This also helps planners and buyers in their decisions as to selecting the best fit for purpose cleaning station.

The app verifies that the truck driver actually is at the cleaning station before a review can be posted. Per recorded cleaning one review can be filed. The feedback is provided in a structured simple way, to avoid emotional feedback.

This information is shared at aggregated level via the CleanSecure cleaning station locator which can be found at the company's website.

For the drivers, the app is not only functional, it is also fun, the firm says. By sharing their experiences, tank drivers can compete to become 'emperor' of the tank driver community. There is also a locator installed in the app so that the driver can navigate to tank cleaning stations.

The app provides added value to cleaning stations by enabling them to distinguish themselves on criteria other than low price. Price is not even an evaluation criterion for the driver, so it is possible become recognised for issues as safety and friendliness.

Drivers can also pre-register to release pressure on the reception desk. It is also possible for the driver to register for the CleanSecure barcode, which saves time on data entry.

Moreover, by pre-registering, the cleaning station's question list is loaded in the app which helps to avoid typing errors and also releases pressure on reception. The questions are exchanged by EDI or in file format mail.

"It is our passion to contribute to improvements in the tanker cleaning industry," said Wilko Scholtens, CleanSecure director. "We do this by connecting tanker truck drivers, cleaning stations, cargo owners and transport companies. Sharing experiences, finding the right cleaning stations, process transparency and mutual understanding are keywords. We believe that connection and transparency will contribute to a better and saver industry."

The CleanSecure app is available on any mobile device in the Google store or App store.

<https://cleansecure.com>

DID YOU SEE THIS?

In the previous edition of Bulk Distributor, we reported on these and many more stories:

- VTG rejects unsolicited bid from Morgan Stanley
- Hoyer unveils pioneering digital solutions
- Elemica on optimising depot processes
- Newson Gale on static grounding for Type C FIBCs

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Touchstar fuels growth with new products

Manchester, UK-based mobile computing provider Touchstar Technologies PLC has embarked on an aggressive growth strategy.

Mark Hardy, CEO, explains that Touchstar has been an established provider of mobile computing solutions to the general logistics, oil & gas and bulk sectors for over three decades.

"We're renowned for the quality of our hardware and the 'fitness-for-purpose' of our software solutions and this has enabled us to maintain our market position against robust competition," he says.

The past 12 months has seen Touchstar's R&D department successfully complete the development of a range of new products including high specification cloud-based logistics digitisation and optimisation software. This new suite of software products, combined with new Android mobile hardware, has broadened the commercial appeal and Touchstar is now actively marketing its solutions into a number of new vertical bulk logistics sectors and geographical markets.

New products

"TouchStar has been working within the bulk logistics sector for over 30 years and has a unique understanding of mobile computing requirements," Hardy continues. "This experience has been used to equip our new EPOD system with a range of features to optimise modern bulk delivery process."

The system is comprised of a suite of fully integrated components.

Front-end vehicle-based application software: Developed in conjunction with some bulk logistics industry giants, the front-end software facilitates a live connection between drivers, transport staff, accounts teams and customers. Sharing live data regarding vehicle position, on-board stock, delivery volumes and pricing, enables both better operational decision making and a reduction in administration.

Middleware: Handling the interchange of information in an efficient and timely manner, TouchStar's middleware product provides the link between front-end vehicle-based applications and back office systems. The cloud-based middleware environment integrates additional functionality from a number of sources, enhancing and consolidating all applications in one convenient location.

Mobile computing hardware: Touchstar hardware solutions are device-agnostic enabling the client to select the best device for its individual business processes. The range of 'form factors' which Touchstar can offer is comprehensive and includes handheld and tablet devices. More specifically Touchstar solutions have the ability to interface with any current operating system from Windows, Android or iOS. Many of the company's devices conform to ATEX specification, making them a natural choice for operation within hazardous bulk logistics environments.

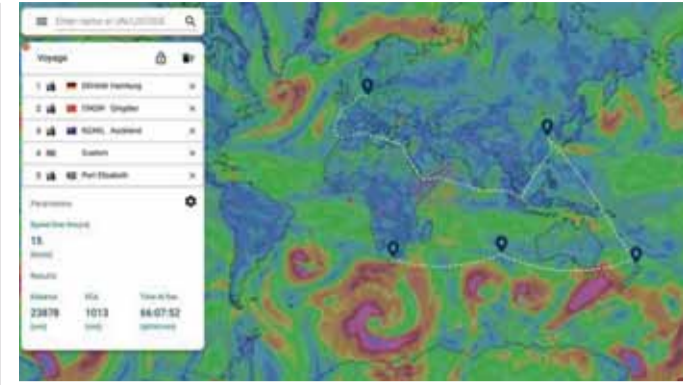
The most recent addition to the hardware range is the TS3200-A. Suitable even for the most rigorous use in extreme conditions, the TS3200-A provides full protection against dust, water and oil ingress and is fully compliant with the ATEX IECEx directive, allowing safe use even in potentially explosive environments. The TS3200-A also uses front and rear-facing cameras and a glare proof 7ins high-resolution screen, suitable for use with gloves. Slimmer, smarter and stronger than its predecessors, the TouchStar TS3200-A is leading a revolution in rugged tablet technology.

Logistics optimisation software: The back-end system has been developed as a scalable electronic proof of delivery (EPOD) solution for any size of business from SMEs to major blue chip organisations. Whether the client has one vehicle or thousands, the system will ensure the optimisation of work scheduling, reduce fuel costs and improve customer service levels without adding extra complexity.

www.touchstarpod.com



TouchStar's middleware product provides the link between front-end vehicle-based applications and back office systems



The application of Aquaplot also includes dynamic factors such as wind and flow conditions in the calculation, enabling real-time monitoring

App marketplace for maritime

Darmstadt, Germany based start-up Aquaplot is establishing a marketplace for third party applications for the maritime industry in the autumn.

A first partnership with Vendola Solutions to develop new web-based solutions for vessel owners, charterers and brokers powered by Aquaplot's platform, has been reached.

Henning Grimm, CEO of Aquaplot, said the marketplace is a neutral platform for data and apps for the maritime sector. "For the first time, we will be integrating apps from a third-party in co-operation with Vendola Solutions in order to create a marketplace for specialised applications for various areas of the maritime industry. We combine our technical competence and infrastructure solutions, for example for routing and vessel tracking, with the market and domain knowledge of our partners from decades of practical experience," he said.

Grimm also emphasised the practicability of the Aquaplot marketplace: "The maritime industry needs a platform where users, data and applications meet to drive innovation and reduce the cost of bringing new solutions to market. We already have several thousand users, routing and AIS data on the platform and will continue working on adding more sources and services, for example, weather forecasts or vessel databases. The idea is to make all these parts interoperable so applications can use the available infrastructure without needing to reinvent the wheel for every app."

The aim of Aquaplot is to push ahead with digitisation in maritime shipping in order to improve transport and make it more efficient and safer. This is why the shipping start-up not only positions itself as an aggregator, but also invests in the development of components, such as route planning, which are required for all applications. The start-up uses nature-inspired artificial intelligence based on particle swarm optimisation and evolutionary algorithms. Together with integrated data feeds (weather, AIS), dynamic factors such as wind and flow conditions can also be included in the calculations. This not only allows real time monitoring, but simulations and various scenarios can also be run for realistic forecasts and order calculations.

In addition to gain cost-benefit advantages, the aim is to increase safety in the shipping industry. This means that in future, meteorological developments can be taken into account when planning routes in real time.

Aquaplot was founded in Karlsruhe in 2015 and develops web-based technologies for maritime route planning. The company also supports other innovators in this area with app components such as user interface modules and provides data and information services via a computer interface (API).

www.aquaplot.com



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Ermewa selects Amsted

Ermewa Group has selected Amsted Digital Solutions' end-to-end platform as its telematics platform for the bulk rail firm's digitalisation strategy. Ermewa has over 40,000 assets in its wagon fleet.

The Amsted telematics solution provides a comprehensive, end-to-end fleet visibility and advanced optimisation software that will improve customers overall rail shipment experience and assist in optimising traffic flows and wagon utilisation.

In parallel, the platform will provide Ermewa with advanced digital analytics that will improve repair depot cycle times and implement a condition-based maintenance programme leveraging Amsted Digital's on-board gateways and wireless sensor intelligence. These insights combined with Amsted Rail's over 100 years of freight railway component and bogie experience as a leading global manufacturer of bogie systems, will deliver real value, says Amsted. The initial deployment volume of 20,000 Amsted telematics systems is already underway.

A key benefit of Amsted's platform is its proprietary supply chain visibility (SCV) software. Developed around ITSS standards, customers will be able to leverage the SCV software which includes features such as cycle and route analysis, predictive estimated time of arrival metrics, and the WeatherVue application, which provides customers with insights to rail assets that may be impacted by various weather-related events or disruptions.

John Felty, Amsted's managing director commented: "We are excited to be working closely with a leading company like Ermewa to provide real value and benefits that will assist in transforming the

Award for Elemica

Elemica has received the 2018 Frost & Sullivan Award for Best Practices in Product Leadership for its Digital Supply Network in the Process Industries.

Frost & Sullivan's global team of analysts and consultants continuously research a wide range of markets across multiple sectors and geographies. As part of this ongoing research, the firm identifies companies that maintain consistently high standards for product or service quality and innovation, allowing them to form deep relationships with their customers. This involves extensive primary and secondary research across the entire value chain of specific products.

"Elemica is pleased to be recognised as the Product Leader in the Digital Supply Network for Process Industries by Frost & Sullivan," said David Cahn, Elemica's global marketing director. "This award is a tribute to the many individuals across our company and all of our client organisations, that each make daily choices in selecting to use our innovative solutions."

According to the report, Elemica renders unmatched customer value to its clients and thousands of network participants, thereby setting a high standard in the digital supply network for process industries. The company has secured a competitive edge by covering both procure-to-pay as well as order-to-cash and logistics processes throughout the supply chain.

"To win product leadership is never an easy task, and it is one made even more difficult considering today's competitive intensity, customer volatility, and economic uncertainty. Not to mention the difficulty of innovating in an environment of escalating challenges to intellectual property," said David Frigstad, chairman of Frost & Sullivan. "Within this context, Elemica's selection as recipient of this Award signifies an even greater accomplishment."

www.elemica.com


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The Amsted platform will provide Ermewa with advanced digital analytics that will improve repair depot cycle times and implement a condition-based maintenance programme

company's vision of digitalisation into a reality. Our SCV software tools and dashboard provide new insights beyond just general track and trace and incorporate functions of artificial intelligence and machine learning that will optimise customer supply chains and allow for better, more informed decisions regarding asset movement."

David Zindo, CEO of Ermewa, added: "With this initiative, Ermewa

is positioned to provide a new level of service and value to our customers. Amsted Digital Solutions telematics platform gives our customers flexible and powerful tools to improve their supply chain which means real value for us and them."

www.amstedrail.com

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Intelligent trucking

Hamburg-based Cargonexx is one of the European pioneers in the use of artificial intelligence in road transport.

The truck transport company is currently working on the development of intelligent algorithms that constantly recalculate probabilities for transport capacities and automatically optimise themselves. This allows future tours to be forecast independently by the Cargonexx algorithm.

Countless empty kilometres and long waiting times for transporters could soon be a thing of the past as a result of this innovation and can be largely prevented by the work of Cargonexx, the transport firm claims. The company has already received several European prizes and awards for the development of the concept to increase capacity utilisation towards predictive matching.

"Many systems are currently available in Europe for reducing empty truck journeys," says CEO Rolf-Dieter Lafrenz. "There are digital freight forwarders, freight exchanges, transport platforms – all have the same goal. But nobody goes as far and works as radically on route optimisation as we do. We are building Europe's first data-based intelligent transport network. Our work and vision are paying off, as we have already received several awards for them and are delighted about the Europe-wide appreciation and recognition for our company."

Self-learning algorithms and digitised process chains are the foundation for predicting prices and capacities for truck tours in seconds. Cargonexx is not only able to convince professional juries and experts, more and more users are also relying on the data technology and use of artificial intelligence. With its large transport network, the Hamburg-based company is getting closer to achieving a lasting solution to the problem of capacity utilisation in the long term. Over 5,000 transport companies with more than 70,000 trucks are currently registered on the platform. In this network, quantities and capacities will be automatically predicted in the future and merged into tour combinations. The aim is to achieve minimum empty truck journeys throughout Europe by permanently



Cargonexx CEO Rolf-Dieter Lafrenz claims that his firm's intelligent algorithms could soon make countless empty kilometres and long waiting times for transporters a thing of the past

calculating the optimisation dependencies and automatically adapting the tours in the network.

In March, the Cargonexx received the European Commission's award for the best mobility start-up in Europe for its innovative business model. The Boston Consulting Group and Europcar were also represented on the expert jury. Previously, Cargonexx received the Spark Award – the German Digital Prize awarded by the

business newspaper Handelsblatt and consulting company McKinsey, the 'Trail Blazers Award' of newspaper Süddeutsche Zeitung and the Polish Innovation Award for logistics companies. Cargonexx was also the only European trucking start-up among the finalists for the 'Supply Chain Start-up Award Europe'.

Founded in Hamburg in 2016, Cargonexx now operates in Germany, Austria, Denmark, Poland and the Baltic countries.

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Preventing distracted driving

With the dangers of distracted driving for both commercial and private vehicles under the spotlight in Europe and the US, commercial fleet managers in particular need to understand the regulatory and legal implications and implement preventative measures to ensure driver safety and avoid business disruption.

In the UK, new rules introduced in 2017 mean truck drivers are now subject to hefty fines, penalty points and legal action in cases of distracted driving.

For truck drivers, activities such as talking to passengers, using a handheld mobile phone, using a GPS device, completing paperwork, watching videos and even eating and drinking can be highly distracting and dangerous: taking their eyes off or shifting attention away from the road for mere seconds can significantly increase the risk of a crash.

Truck drivers spend a lot of time on the road and the work is often repetitive, tiring and time-consuming. With such large, heavy and valuable vehicles often carrying valuable cargoes involved, it is the responsibility of commercial fleet managers to implement preventative measures to avoid incidents that can cause heavy penalties for distracted driving and in the very worst cases, fatalities that result in legal action and disqualification.

Increasingly, combining technology and good communication practices is regarded as the ideal solution for limiting commercial vehicle driver distractions by ensuring a driver's hands remain on the wheel and their attention fully on the road ahead.

Technology group Orbcomm has published a free e-book to help fleet managers identify all potential driver distractions and work to prevent them using a combination of technology and communication processes.

The e-book is free to download from the company's website (see below).

Orbcomm has also released a new cloud-based analytics service that leverages its telematics expertise and portfolio of IoT solutions to provide greater insights into the operations of its customers' enterprises.

With the new analytics offering, the firm's customers can extract valuable, real-time information from their asset-based data to determine patterns and predict future outcomes and trends, significantly improving operational efficiency and driving better business results.

The analytics service is focused on transport & logistics, supply chain and heavy equipment markets, where the company has extensive industry expertise and domain knowledge. While the telematics solutions provide real-time operational and transaction data for customers in these industries as well as a good proxy for their assets' behaviour, the new analytics cloud service will provide more in-depth descriptive, predictive and prescriptive results to optimise operations.

Orbcomm has identified a number of opportunities for its analytics service that provide industry benchmark comparisons and statistical applications applied to machine, logistical and conditional behaviours. Customer use case examples include refrigerated transport operational performance, operational cycle and dwell time management, condition delivery management, fleet driver performance, predictive machine breakdown and shutdown, preventative maintenance planning, and business optimisation.

"By responding to customer demand for more sophisticated business intelligence applications, Orbcomm has launched a comprehensive analytics platform that can transform asset data into usable, ROI-driven information to help customers improve performance and efficiency and make better business decisions," CEO Marc Eisenberg.

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Combining technology and good communication practices is regarded as the ideal solution for limiting commercial vehicle driver distractions

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Bayer, Schütz stir things up

In order to produce sufficient amount of safe and affordable food for a growing world population, it is essential that seeds for agriculture are treated prior to use.

A method that has been used since ancient times is dressing, now also called seed treatment. A special dressing is applied directly to the seed; its purpose is to facilitate mechanical processing and protect seeds against pests and diseases.

Based in Monheim, Germany, Bayer's Crop Science Division is one of the world's leading agricultural companies and specialises in seeds and plant traits, chemical and biological crop protection and digitalisation. A key focus is also on sustainable agriculture, the company regards seed treatment as a comprehensive process that goes far beyond simple product know-how. The company provides training courses to support users, advising on topics that range from the optimum adjustment of dressing systems to relevant aspects of environmental protection. Also on the agenda are constant development of manufacturing processes through practical experience, on-going research and a continual focus on innovative solutions in other industries.

At Interpack 2017, the seed treatment engineers of Bayer SeedGrowth team saw the Schütz Impeller and were impressed. The single-use impeller, which is integrated in the IBC, makes handling the treatment agent much easier.

"Some formulations can separate, especially in large containers. The seed dressing agent may settle if it is stored for prolonged periods. This means that the agent needs to be mixed and homogenised before processing, which is a complex process in an IBC with a volume of 1,000 litres", says Norbert de Baey, seed treatment engineer at Bayer.

Until now, special pumps were used for this purpose. The packaging always had to be opened and the pump inserted, which in many respects was a physically arduous task for the operators. In addition, it was almost impossible to avoid the exterior of the container becoming soiled, even if the greatest care was taken. This presented the risk of direct contact with the treatment fluid.

In contrast, IBCs with the integrated Impeller developed by Schütz can remain closed throughout the entire supply chain, from filling to discharge, and still allow the filling products to be stirred conveniently and effectively. The system is available for all 1,000 and 1,250 litre Ecobulk types with DN 150 and DN 225 filling openings.

"This new development seemed to be perfect for our seed treatment agents – a simple, flexible and cost-effective design," was de Baey's initial assessment after the trade fair. In October 2017, Bayer, together with Schütz, subjected the Impeller to a stirring test on the premises of the seed treatment producer Klamroth-Börnecke in Saxony-Anhalt.

The single-use stirrer is connected to the screw cap of the IBC and is pre-inserted at the factory. While the IBC is being filled the Impeller is either briefly removed or remains in place, depending on the filling process and container configuration. To stir the contents a conventional stirrer drive can be used without the need for conversion or modification. The drive is placed above the cap and is fixed in place on the steel cage with the aid of a frame. The drive shaft locks into the bung of the screw cap which transmits the rotation to the Impeller inside the container. The impeller has movable wings which change their position depending on the centrifugal force. The speed is individually adapted to the filling level. As the speed decreases, the wings sink, ensuring optimum stirring results even with smaller residual quantities.

Identical distribution

A visual test in the field showed that the dressing was homogeneously mixed, without any foam forming. The experts then examined the active ingredient content and its distribution by taking samples from the contents from the bottom, centre and top areas of the container. They compared these samples in the laboratory with

samples taken before the stirring process. The results showed that the usual sedimentation of the heavy active substances could no longer be detected after stirring with the integrated Impeller. All substances were evenly distributed at all levels in the dressing and the fluid was completely homogenised.

"We are extremely satisfied with this test.

The Schütz Impeller ensures even mixing and uniform concentration of the active ingredients, allowing the seeds to be optimally coated with the dressing agent. Another benefit is that potential contact with the dressing agent is reduced for users, which is an important contribution to the safety of our customers in everyday use," says de Baey, summing up the positive findings.

Based on this test result, Bayer converted the packaging of its premium grain dressing agent products in Germany to Schütz's IBC plus Impeller system in 2018.

The use of the Impeller as a disposable system also means that the risk of the dressing agent becoming contaminated by residues of the filling product is minimised. The immersion of the pumps used up to now already represents a potential risk. The Impeller also eliminates costly cleaning processes and all similar costs. The entire component is made of HDPE; empty IBCs, including the Impellers, are collected by the Schütz Ticket Service; during reconditioning the inner bottle and the Impeller are processed to make HDPE recycle. The recovered material is reused in an environmentally friendly way in Schütz products, for example to make plastic pallets.

On display

At this year's FachPack in Nuremberg, Schütz displayed not just the latest developments in its range of IBCs, but also new components to help users in the quest for safer, easier container handling.

Schütz ensures the safety of the filling products in IBCs in many ways. One important component is the outlet valve with an integrated lock that safeguards the container against unintentional



The Schütz Impeller provided optimum stirring results in the Bayer test

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opening and tampering, and also protects product originality.

A filled Ecobulk is always transported and stored with a closed and secured outlet valve. In order to open the valve, the customer must first remove the screw cap. This removes the red PE disk and reveals the seal foil as a concealed originality protection. Until now, there have been two options to secure the outlet valve: a steel safety screw or a plastic safety clip. In day-to-day operations both were unsatisfactory, as an additional tool was needed to open the screw and there was always the risk of the screw getting lost. This also applied to a small component like the safety clip, which posed the additional risk of the clip being dropped when the valve was opened making it impossible to secure the valve at a later point.

The new Schütz safeguard system consists of a yellow tab that is integrated in the valve between the casing dome and the handle. It is easy and intuitive to use, the company says. The latch is simply pressed up with a thumb; no tools are required and there is no risk of parts being dropped or lost. Pressing the latch up releases the handle of the outlet valve which can then be turned to discharge product. After discharge the handle is moved back to its original position to close it. The tab can now be pressed down again; it will snap into place to lock the outlet valve easily once it is closed.

The option of reclosing the container easily and quickly is a great benefit. Transport laws demand that the container is securely closed, and this is also required under the terms of the Schütz Ticket Service when the container is collected.

Sealed for safety

Another feature that provides additional protection is Schütz's originality sticker. This sticker is attached to the closed lock at the factory. The seal breaks when the tab is pushed up for the first time to open the container, instantly showing that the valve has been opened. The originality strip protects the filling product from tampering. It effectively rules out the risk of contamination and protects the original quality.

All EVOH containers already come with the new safeguard system as standard. The final conversion of all other valves will take place successively during the course of the year.

Peelable seal foil

Different filling products all have different requirements when it comes to packaging. Ultimately, though, all forms of packaging have one central purpose in common: to protect the product along the



(Above) With the tab the new seal foil can be simply peeled away by hand – no additional tools are needed



(Left) Schütz says the Automatic Lock is the only seal cap system that is suitable for use with automatic drum filling systems

entire supply chain. Tampering or contamination must always be prevented.

For IBCs, the focus here is particularly on the outlet valve. One of the key components used on outlet

valves to ensure the safety of high-quality filling products is a seal foil which has to be removed by cutting prior to initial discharge. In everyday use, though, this is a less than satisfactory, fiddly solution; also, it can never be ruled out that the filling product comes into contact with metal in the aluminium residues of the foil in the cut edges and the facing side of the outlet valve.

So Schütz has introduced a practical solution – the peelable seal foil. This seal foil consists of several layers of high-quality materials – mainly PET – and combines easy handling with increased quality protection.

The handling concept is intuitive: the round seal foil is simply peeled

off by hand, without the need for any additional tools. A tab on the upper half is lifted and pulled to one side, thus removing the seal completely – with practically no residue! This new, optimised variant leaves no foil remnants, meaning that IBCs with this seal are ideal for packaging products that are sensitive to metal and products in the food industry. The new, peelable seal also means that no deposits of the filling product can accumulate behind the cut edges.

Another useful aspect, especially for longer storage periods, is that it is impossible to discharge product without destroying the foil. Users can see at a glance whether the outlet valve of the IBC has been opened. The filling product is continuously protected against contamination risks.

The new seal foil is material-compliant for contact with food. Initially, Schütz will equip all outlet valves for the Foodcert and Cleancert lines with the new seal foil.

Automatic lock

Schütz's range of drums was also featured at FachPack: a range of PE and steel drums were on display. A new addition to this range is the Automatic Lock, a seal cap system with originality protection. This system uses a seal of originality to protect filling goods against tampering and contamination. The plug cannot be opened without destroying the seal cap as the inner seal ring is firmly incorporated in the cap. As an added benefit, Automatic Lock can be fitted automatically or manually.

Schütz says the Automatic Lock is the only seal cap system that is suitable for use with automatic drum filling systems and it offers numerous other advantages over conventional solutions. In contrast, standard plastic caps only close the bung opening without providing seal of originality, meaning that tampering can remain undetected. With Automatic Lock the seal cap is held by the plug and not by the bung. The broken seal cannot be repaired, and any tampering is instantly visible.

Compared with steel caps which are also fitted with a seal function to prevent tampering, key advantages of the new plastic system are the hygienic and non-corrosive material. Accordingly, Automatic Lock is certified for use on Schütz's Foodcert drums for food applications. In addition, the new seal cap system is user-friendly: the integrated ring pull does not require an extra tool for opening, as is the case with steel sealing caps.

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Actual photograph taken during testing by American Rail Road Association

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Greif opens new Russia plant

Greif recently welcomed more than 200 guests to the official opening of its new state-of-the-art Russian steel drum production plant in Vorsino Industrial Park, Kaluga.

The Kaluga facility is situated 80km southwest of Moscow and becomes the ninth production facility in Russia.

Steel drum production has already started with an IBC line to be launched in 2019.

Greif CEO Pete Watson emphasised the expertise of the Greif team in Russia and the results achieved



L-r: Michael Cronin, senior vice president & group president, Greif Rigid Industrial Packaging & Services-EMEA; and Iliya Veselov, Minister of Economy, Kaluga region

during the past 25 years to attendees, including Iliya Veselov, Minister of Economy for the Kaluga region.

Also in attendance were Dmitry Orlov, CEO of Gazprom Neft-Bitumen Materials, and Nikita Mikhin, deputy director of Obninskorgsintez, who represent long-standing partners advocating Greif's product quality and customer service excellence.

The new 6,000 sqm facility employs a team of 50 and features an automatic steel drum line with an annual capacity of two million units. The location places the plant within the Moscow transport hub and in close proximity to several key customers including Gazprom Neft and Obninskorgsintez.

Konstantine Savinov, general manager of Greif Russia, explained: "We are delighted to open this latest Greif facility to serve our local customer base better."

"Delivering greater flexibility, reduced lead times and lower transport costs is central to our ongoing continuous improvement plans. The Kaluga plant will enable us to achieve all of this with existing partners and build on our position through introducing new customers."

Greif is also celebrating 90 years of production at its Hamburg, Germany facility.

Founded in 1928 by Dutch entrepreneur Bernard van Leer, the Hamburg plant started out as a manufacturer of steel drums for the oil industry and asphalt drums for tar products.

Today it is a specialist producer of large steel drums and tight head intermediate steel drums for



Greif's new steel drum production plant in Kaluga

the global oil and lubricants industry, manufacturing more than one million large steel drums and 700,000 intermediate steel drums each year.

The Hamburg plant continues to lead the way in new product development, designing and producing steel drums to exacting standards with a range of specialist features and accreditations. Ongoing investment in innovation, aligned to a strong focus on customer service, has enabled the Hamburg plant to excel during its 90 year history.

Commenting on reaching the milestone, business unit manager Patrick Mullaney said: "We are

immensely proud to have reached such a significant achievement. Over the years the business has risen to the challenges and thanks to ongoing investment from the group and the expertise of our talented team, we have become the successful business we are today. The business has a really strong team spirit and is committed to attracting and retaining talented individuals. We have employees that have been with us for 40 years and I am delighted to add that we continue to attract the very best people and talent."

www.greif.com



Greif Hamburg is celebrating 90 years of operations

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Delivering Advantages

Twin flexible screw conveyor

New from Flexicon is a Twin BEV-CON Flexible Screw Conveyor system with a common hopper and mobile base constructed and finished to sanitary standards.

Ready to plug-in and run, the self-contained system can fill two vessels with the same material simultaneously. Mounted on a frame with locking castors for in-plant mobility, it can be used in multiple locations, and rolled to a wash-down booth.

The hopper is equipped with dual discharge adapters, each of which charges a BEV-CON flexible screw engineered to move free- and non-free-flowing bulk materials that pack, cake, smear, fluidise, compress, or are otherwise problematic to convey.

As material is conveyed, rotation of the screws causes them to self-centre in the polymer conveyor tubes, eliminating or minimising contact with the tube wall, preserving material integrity. The rolling action of material also prevents the separation of blended products comprised of disparate sizes, shapes and bulk densities.

The screws are the only moving parts contacting material, and are driven beyond the point at which material is discharged, eliminating wear and contamination related to product contacting seals and bearings.

Discharge housings of the conveyors are supported by dual booms cantilevered from the mobile base, allowing discharge of material into processing equipment or storage vessels up to 3.5m above the plant floor.

The hopper has a capacity of 550 litres, and is designed with a steep back wall and diametrically opposed side walls skewed to form a trapezoidal area, the divergent angles causing non-free-flowing material to topple into the conveyor charging adapters.

The unit is constructed of 316 stainless steel, and features sanitary quick-release clean out caps, quick-disconnect discharge box access covers, wash-down motors, and a stainless control panel with stainless conduit and liquid-tight compression fittings that permit wash down during changeovers and/or when conveying of corrosive materials. HMI controls allow manual and automatic start/stop and speed adjustment.

www.flexicon.co.uk



Flexicon's Twin BEV-CON Flexible Screw Conveyor system with common hopper and mobile base transfers difficult-to-convey materials and blends at multiple plant locations

Abbey launches animal feed division

Abbey Logistics has launched a new dedicated animal feed tanker division, focused on providing bulk transport and logistics for liquid animal feed across the UK.

Abbey is no stranger to the animal feed sector and has provided road tanker transport for some of Europe's leading manufacturers for more than 20 years. This latest move has enabled the company to dedicate more vehicles and tankers to the animal feed sector and crucially puts in place a dedicated support team consisting of planning and commercial functions that will concentrate solely on customers in this sector.

The logistics firm has a transport and depot network in place throughout the UK that supports its key contracts with volume fluctuation and seasonal demand variance; this expertise has proved highly effective in serving existing liquid animal feed customers and the creation of a dedicated division was a natural progression.

Abbey's ability to provide extensive and tailored management information, forecasting, dynamic ETA updates and live tracking, combined with its modern and reliable fleet has been met positively by customers and the company is now looking to establish these added value services and high standards in the animal feed sector, where it believes there is a strong appetite for providing more value to customers than just A-B transport.

Sophie Lucy, Abbey's animal feed commercial manager, said: "Our new division signals Abbey's intent and commitment to customers in the animal feed sector which we hope to develop over the coming years.

"We know from the feedback we get from customers in other sectors how much value is placed on having a dedicated planning resource, customer service contact and tailored management information and we are now replicating this with our animal feed customers. The benefits our customers can expect include greater



Abbey is no stranger to the animal feed sector and has provided road tanker transport for some of Europe's leading manufacturers for more than 20 years

visibility of their products, increased transport reliability and the capacity to strategically plan and forecast."

Lucy explained that the planning team put in place by Abbey has significant experience in the sector and its unique characteristics. In addition, Abbey has selected drivers with considerable experience in liquid animal feed.

"The current animal feed transport market is relatively regionalised and we aim to offer customers a nationwide solution due to the existing Abbey infrastructure which will provide our customers with a more robust national supply chain," she said.

www.abbeylogisticsgroup.com

Hoyer aviation taking off

Hoyer's Petrolog division is one of the leading transport and logistics services providers for the mineral oil industry in ten European countries. This includes making jet fuel deliveries to airports and also directly into aircraft.

As such Hoyer reports positive business developments in this sector through the signing of new contracts with Air BP and WFS (World Fuel Services) in the UK as well as with Total Deutschland in Germany, and is extending the contract in Ireland with Valero Energy at Dublin airport.

In 2018, Petrolog was awarded a contract with Air BP for fuel deliveries to 96 airports throughout the UK. Hoyer undertakes the whole of Air BP's delivery logistics, including monitoring of stocks, generating and receiving orders, and delivery. WFS (World Fuel Services) has signed a three-year contract to supply four airports across the North of the UK. Furthermore, Petrolog has been supplying aviation fuel daily to Berlin Tegel Airport in Germany on behalf of Total Deutschland since late August 2018.

Petrolog director Mark Binns commented: "Expansion of our involvement in aviation fuel supply is an important strategic step for Petrolog."

Valero Energy has also decided to extend the aircraft refuelling contract with Hoyer that has existed since 2000. Petrolog will continue to undertake refuelling of aircraft at Dublin airport until the end of 2020.

Another Hoyer division Chemilog also helps to ensure smooth air traffic. During the winter months, the business unit not only supplies several airports with de-icing agents for runways, but the division also covers almost the entire Europe-wide logistics for a leading manufacturer of aircraft de-icing agents. Due to the unpredictable and often short-term demand, Hoyer offers a 24/7 on-call service and thus guarantees delivery times within a few hours.

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IAA CV sets new records as digital trends dominate the show

This year's IAA Commercial Vehicle show closed its doors after eight days in the German city of Hannover.

The 67th IAA Commercial Vehicles, under the slogan 'Driving tomorrow', showed off an entire sector that is anticipating change. On all exhibition days the focus was on the megatrends of electric mobility, digitalisation and urban logistics.

A total of 2,174 exhibitors from 48 countries outstripped the already high figure from 2016. There was also a new record of 282,000 sqm of exhibition space. And at 435, the world premieres also exceed the previous figure from two years ago. The central messages of this IAA: electric mobility is now appearing on the roads, and models are going into series production! This applies above all to e-vans, and increasingly to urban buses. And the medium-duty distribution trucks are also being electrified.

Many stands had e-cargo-bikes on display for the first time, which provide a smart, environmentally friendly and affordable solution to the question of the 'last mile'. The trend of digitalisation could also be experienced at the IAA, from producers of trucks and buses, to the trailer industry, all the way to the large, medium-sized and smaller suppliers and telematics providers.

Smart silo

In the digitalisation arena, Feldbinder Group used IAA to display its 'FFB Smart Silo Control Hub', which the tanker builder says opens the doors for the digitalisation of silo technology and sets a milestone in its consistent implementation of the company philosophy of 'lightest commercial vehicles with the greatest possible volume and long service life'.

In co-operation with bulk logistics firm RAISA, a seven-chamber feed silo trailer was equipped with a touch screen for controlling air distribution and material line components. With the help of a CAN-BUS system, this innovation combines the previously mechanical, pneumatic and electro-mechanical operating elements for air distribution and material management in a single operation.

In the future, says Feldbinder, it will be possible for the driver to control and monitor the central operation of the vehicle at a glance via a touchscreen at the rear of the vehicle or in the rear cabinet. On the screen, the unloading process is shown in a clear graphical representation. A simple and intuitive menu navigation allows the butterfly valves, air supply, material accelerator and loosening to work together.

For fixed unloading points, standardised unloading under the same vehicle settings will be made possible. The user can even save the ideal settings for the respective unloading location and unload it again with that same setting the next time.

The processing of datasets to unloading points, load, levels, pressure development, behaviour of the butterfly valves, material flow and much more opens up the possibility for the customer to identify optimal operations during unloading and to define an operating profile per each loading and unloading point and store them in the software. Geo- and operating data logging provides the basis for the construction of customer-specific databases.

In this way the knowledge of the most experienced operators can be stored and converted into operating profiles. As a result, new employees can be trained in less time to perform the unloading process, selecting whichever optimised operating profile is needed.

Security-relevant queries can be made to the operator via the control panel. Acknowledgment functions help to ensure the processing of 'checklists'. It can thus be ensured that important test items, such as, for example, the present stability of the vehicle during unloading, are ensured.



Feldbinder used IAA to demonstrate its innovations in digitalisation



Kässbohrer exhibited two of its digital options, both nominated for the Trailer Innovation 2019 Award



L-r handing over the key to Iveco's LNG truck to Hoyer: Stefan Kűfner (direktor logistics Total Deutschland GmbH), Volker Schmitz (managing director Hoyer Mineralöl-Logistik GmbH), Sönke Weichenthal (business director Iveco Magirus)

Feldbinder says the use of the Smart Silo Control Hub results in a significant weight saving and thus a more optimal payload, since the need for elaborately designed mechanical remote controls for shut-off devices is eliminated. Maintenance to avoid wear of the mechanism is also reduced.

In addition to the manual operation of the touchscreen, app-based control via a smartphone allows the user to unload without having to travel around the vehicle for long. The usual radio remote controls with the disadvantages of the short range and limited functionality are now a thing of the past, says Feldbinder.

The customer also benefits from the control hub in the service area, because fault diagnosis can be carried out faster and more accurately. This allows for downtime due to the rapid replacement of defective components and other troubleshooting.

Kässbohrer growth

Celebrating its 125th Anniversary, trailer builder Kässbohrer held a press conference at the event.

In 2018, Kässbohrer has continued to grow and increase its market reach. According to half year traffic registration statistics, Kässbohrer is the fastest growing European semi-trailer manufacturer. Compared with the same period in 2017 the firm doubled its traffic registration numbers while the key markets grew only by 13 percent in total.

In the first half of 2018, Kässbohrer doubled its sales in Germany, and currently is in third position in the tank and silo industries. To accommodate further growth, the company has opened two new facilities in Verona, Italy and Lyon, France – strategically chosen locations, at the heart of intermodal transportation networks.

In the past five years, Kässbohrer invested €54.5 million into infrastructure and human capital to innovate and manufacture products and services to lower the total cost of ownership for Kässbohrer customers. As the only European trailer manufacturer that operates both the KTL and metallization facility on a single site, the latest example of Kässbohrer's automation and modernisation investment is a new low-bed factory, commissioned in the first quarter of 2018. As a result, all manufacturing processes are now completed in a single production hall designed on Industry 4.0 principles.

Also this year, Kässbohrer introduced a new service business, Kässbohrer Digital Options, which encompasses all digital enhancements integrated into its products like Digital Trailer Control



A total of 2,174 exhibitors from 48 countries were present at IAA

(DTC) as well as other services like telematics.

During IAA, the firm exhibited two of these digital options, both nominated for the Trailer Innovation 2019 Award.

In the Concept category, the Kässbohrer Smart Non –Tipping Silo K.SSL with autonomous discharge allows the full automatization of the discharge process to enable a safer and more efficient operation. It eliminates classical discharge methods through a patent-pending digital control system compliant with ISO 26262 functional safety standardisations including software and the hardware.

In the Safety category, the Kässbohrer Safety Tipping Silo K.SSK is an upgraded version of the Trailer Innovation 2017 winner, the Kässbohrer Bitumen Tanker, developed jointly with DTC and Hoyer Bitumen-Logistik GmbH. K.SSK's main feature is automating the discharge process with safety parameter controls, improving the safety of the discharge operation of the silo in general.

Hoyer goes LNG

Among other highlights of the event, truck maker Iveco handed over an LNG-fuelled truck to Hoyer.

Hoyer Group is exploring the potential environmental benefits of introducing vehicles with engines that use the alternative fuel LNG into its road operations in the near future.

Iveco handed over a Stralis 440S40 NP type truck to the Hamburg-based logistics company, which, in a joint project between Total Deutschland and Hoyer's Petrolog division, will be tested to make deliveries to Total's service stations in the Hamburg and Bremen region. The vehicle also has ADR dangerous goods certification.

Compared with diesel engines, the Stralis 440S40 NP truck emits 15 percent less CO₂ and 60 percent less nitrogen oxide. Moreover, an LNG truck consumes 15 percent less fuel per kilometre driven and operates at a lower noise level than conventional diesel powered engines.

Giving reasons for the decision to procure the LNG truck, Mark Binns, managing director of Petrolog, said: "Despite being more expensive to buy, we are convinced by the truck's positive environmental and operational benefits. Introducing the truck will contribute towards our corporate initiative to reduce CO₂ emissions produced by our vehicle operations by 25 percent per ton-kilometre by 2020. Iveco is focusing on the promotion of trucks using alternative fuels, and is recognised as a pioneer of this technology which Hoyer sees as interesting and promising."

Hoyer has been delivering to Total Deutschland's service station network since 2016. Total's Logistics director Stefan Kűfner confirmed the company's support for Hoyer's initiative to promote sustainable transport.

"Today, with more than 40 years of experience in the LNG business, the Total Group is number two worldwide in the production and distribution of liquid natural gas, and is increasingly involving itself in using LNG in the transport of goods by road," he said. "For us, this co-operation with Hoyer is another great opportunity to gather initial experience in the daily use of LNG trucks."

The next IAA CV will take place in Hannover in September 2020.

Dover boxes clever

Much of the negative Brexit talk on ports has been about queues of lorries at Dover, but not about worsening quayside and landside congestion at the UK's big container terminals

Conversely, there has been a lot of positive talk about how the box ports have readied themselves for Brexit and other roll-on roll-off (ro-ro) ferry ports operated by the same owners also standing by to take a bit of Dover's traffic in case South-East England's major Continental gateway is not.

Yet Port of Dover itself says that on all these counts, while more ultra-large container vessels are diverted from major UK container ports such as Southampton to non-UK hubs, and while imports destined for the UK Christmas market end up in Rotterdam delayed for several weeks, and while it becomes clear other UK ro-ro ports such as Hull or Immingham say they could only ever take up to 20 percent of Dover's traffic at an eye-watering cost of around £2.5 billion, the government's focus is on keeping trade flowing through Dover.



Dover is at the centre of contingency planning to minimise disruption in the event of a no-deal Brexit

Why? Because, says the port's management, British consumers ordering or buying their Christmas presents right up to the last minute want to know they will get them in time; because the ferries needed to divert Dover's traffic do not actually exist, the crossings are too long and the sailings too infrequent; and because leaving 80

percent of Dover's traffic in a queue helps no-one.

In fact, the government understands that rather than becoming boxed in by distraction, it needs to remain 100 percent focused on a solution for Dover that will keep traffic flowing across the UK, keep shops full, factories busy and prices low for consumers.

That is why Dover is at the centre of contingency planning to minimise disruption in the event of a 'no-deal Brexit'. Dover handles more international lorries than all other UK ports combined. "Unless we have another ice age before March 2019, Dover will remain the shortest sea crossing to Europe. The port, together with the government, is keeping the temperature hot on Brexit planning to keep the trade tap flowing through Dover. Elsewhere the deep freeze may have already taken hold as box port congestion and the resultant glacial movement of traffic gets a grip," said Richard Christian, Port of Dover's head of policy & communications.

"Dover may have seemed boxed in by Brexit, but it is punching out to ensure successful future trade with Europe remains about delivering a realistic solution. That means a free-flowing Dover, whose speed, efficiency and capacity cannot be replicated anywhere else. The solution is here. That's why it is game Dover for the rest," he added.

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Together with Sea-Invest, MOL is to invest some €300-400 million in a tank storage terminal for liquid chemicals

Big new player in Antwerp

Japanese group MOL Chemical Tankers is coming to Belgium's Port of Antwerp.

Together with the port group Sea-Invest, MOL is to invest some €300-400 million in the construction of a tank storage terminal for liquid chemicals. Antwerp says this is yet more confirmation of the port's power of attraction for big investors.

Mol Chemical Tankers, a member of the Japanese shipping group Mitsui OSK Lines, is teaming up with Sea-Invest in the form of setting up a joint venture. The new investment is expected to create 100 direct jobs.

The tank terminal will be located on a 45 ha site in the Delwaide dock. This is only one part of the concession for which the port authority issued a Request for Proposals in 2018. Six candidates were selected as a result, one of them being Sea-Mol. Negotiations were started with the latter with a view to signing a concession agreement. Negotiations with the other five candidates are ongoing with a view to making the best use of the remaining part of the site.

"This investment is further confirmation of our port's ability to attract major investors. It will also boost our position as one of the largest chemical clusters in the world. This is very good news for the port, and for our economy," concluded

Jacques Vandermeiren, CEO of Antwerp Port Authority.

Headquartered in Ghent, Belgium, Sea-Invest, operates a number of terminals in Europe and Africa handling dry and liquid bulks, as well as fruit.

Also in Antwerp, Austrian petrochemical company Borealis has announced that it is to build a new production plant on its existing site in Kallo.

The propane dehydrogenation (PDH) plant will use the latest technology in terms of sustainable production and energy efficiency.

The intention to build the new PDH plant to convert propane into propylene has been known for some time. The propylene in turn can be used to make polypropylene, a plastic with many applications which is employed in among others the car industry.

Borealis has now decided to build this new plant at the existing Borealis production site in Kallo. The mega-investment will make the site one of the largest PDH plants in the world. The plant will make use of a recyclable, chromium-free catalyst which will reduce energy consumption, waste production and CO2 emissions. The investment is supported by the Flemish government which has granted €4 million in strategic ecological support to the project.

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Animal spirits

Global animal feed trader ADM Arkady is continuing its extensive programme of animal feed imports with the support of the UK's Peel Ports.

The programme is being facilitated by Peel Ports' teams in both Port of Liverpool and King George V Dock (KGV) in Glasgow and could see a combined throughput of 1 million tonnes of animal feed imports each year.

Earlier this year, Peel Ports announced a long-term contract with the global supply chain firm that includes significant investment in extensive agribulk storage and handling facilities at both KGV and Liverpool.

The port operator has supplied 700,000 sq ft of TASSC and ATEX compliant warehousing facilities across the group which has recently been supplemented with an additional 105,000 sq ft in Scotland due to the success of ADM Arkady in the region, as well as extended port operating hours to create supply chain efficiencies for customers.



Peel Ports has made substantial investments to ADM Arkady's UK animal feed import business

Peel Ports has also invested in a new IT platform alongside new plant and cargo handling equipment, to ensure the highest standards of compliance.

The recent arrival of 21,000 tonnes of animal feed to Glasgow marked a significant milestone in the partnership.

Graham Atkinson, ADM Arkady's managing director, said: "The arrival of our first large agribulk vessel in KGV marks another significant milestone in our partnership with Peel Ports and our extensive programme of animal feed imports.

"Working with Peel Ports, we have been able to enter both the Scottish and northern England market, helping transform ADM's

global supply chain to the benefit of the UK's agriculture industry. The new ATEX and TASSC accredited facility operated by Peel Ports represents best-in-class and will help us maintain our exceptionally high standards."

Andrew Hemphill, port director at Peel Ports Clydeport, commented: "We have invested considerably in upgrades to ensure we can provide our customer ADM with market-leading storage and distribution facilities. With these upgrades and the addition of two more facilities in KGV we are able to facilitate large shipments like the most recent from Canada and ensure an effective route to market for ADM's products."



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Hafesa invests in Bilbao

Hydrocarbons holding company Grupo Hafesa has started a new stage of life in port of Bilbao, Spain.

Through its subsidiary DBA the company has invested €12 million, part of which involved the conversion of an old biofuel installation belonging to Zierbena into a warehouse and hydrocarbon tax warehouse, with storage capacity of 55,000 cbm, the products of which are destined for the domestic Spanish market through wholesale petroleum operator Hafesa Energia.

Grupo Hafesa, founded in 2016, aims to become a leader in the Spanish hydrocarbon market with a business model that integrates all distribution and commercialisation phases, from purchasing internationally sourced products for subsequent storage in the tax warehouses, to wholesale commercialisation and, among other things, retail through its fuel station network Hafesa Oil.



Aramco completes Yanbu' South upgrade

Saudi Aramco has finished the rehabilitation and upgrade of the Yanbu South Terminal, which adds an extra 3 million bpd of crude oil to its West Coast export capacity.

The facility, located south of Yanbu, on Saudi Arabia's West Coast, comprises a tank farm and offshore facilities to receive, store and load Arabian Light and Arabian Super Light crude oil.

The company says that the rehabilitation and integration of the facility with the existing crude oil supply network reinforces its role as a reliable, global energy supplier.

Abdullah M Al-Mansour, executive head of pipelines, distribution and terminals, says: "The successful startup of the Yanbu South Terminal is another milestone in reinforcing Aramco's goal to be the world's leading integrated energy and chemicals producer, operating in a safe, sustainable and reliable manner."