www.bulk-distributor.com

November/December 2021

Your single information source for bulk and semi-bulk logistics

UISTRIBU

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

First Abbey graduates start as Class 1 Drivers

As the shortage of qualified truck drivers hits home, UK road tanker company Abbey Logistics has welcomed on board the first three drivers from its Class 2–1 programme. To support drivers looking to make the transition from Class 2 to Class 1 driving, Abbey launched an 'earn-while-you-learn' training programme earlier this year to make obtaining a Class 1 licence easier, and more convenient for drivers.

Est. 1990

Abbey's Class 2-1 programme is designed to make obtaining a Class 1 licence easier and more convenient for drivers I,K

Following the success of Abbey's, the logistics firm's customer British Sugar launched its own training scheme, designed and managed by Abbey's Driver Training Team and running alongside Abbey's programme. The training was launched in October and British Sugar is calling on Class 2 drivers in Norfolk, Suffolk and Nottinghamshire, who are interested in obtaining their Class 1 licence, to get in touch. The course offers fully paid training with a guaranteed HGV Driver role on successful completion and is a mix of classroom and practical, on-the-road learning.

Having seen the demand and success of Abbey's training programme, British Sugar committed to funding its own course designed to boost the number of drivers in its fleet to support the continued transport of bulk sugar.

As the sole processor of the UK's beet sugar crop, British Sugar

Control Fills & Eliminate Spills

Protect Your Operation with Industry-leading Safe Fluid Transfer Solutions

IN THIS ISSUE

Tank Containers	3
Equipment Leasing	6
Components	8
Depot Services	11
Asset Management	13
Bulk Liners & Flexitanks	14
Industrial Packaging	16

FEATURES IN THE NEXT ISSUE Tank Containers Components Asset Management Ports & Storage

To advertise please email anne@bulk-distributor.com To contribute please email neil@bulk-distributor.com

is the leading producer of sugar for the British and Irish food and beverage markets, processing around 8 million tonnes of beet that produces around 1.2 million tonnes of sugar each year. Stewart Dickson, British Sugar's head of logistics said: "We have worked in partnership with Abbey since 2016 and faced numerous challenges which we have overcome together, and the current UK HGV driver shortage is another challenge we are facing as one team.

"We are fortunate to have Abbey's dedicated and talented drivers supporting us across the UK and this latest development demonstrates our commitment to ensure we have a reliable and highly trained team of drivers for many years to come.

"Class 2 Drivers that successfully obtain their Class 1 Licence through this new scheme are guaranteed a full-time job on completion of the course and our goal is to increase the size of our team by approximately 20 drivers who want to stay with the business long term."

Abbey Logistics Training Manager Matthew Parry added: "Thanks to the feedback we received from drivers currently on our class 2 to class 1 programme and recent graduates, we know this is a programme that many drivers want.









Overfill Prevention
High-level Alarms
Static Ground Verification
Tank Truck Identification



no lo a programme anacimany annero mana

Achieving a Class 1 licence can be a costly and time-consuming endeavour, so the training programme Abbey devised for itself offers drivers a salaried position throughout the training and guarantees a Class 1 driving role with Abbey, on successful completion of the course.

From Abbey's first round of trainees, Russell Hall and Suzanne Chisnall have both started work at the firm's Manchester depot in its liquids division, and Bradley Neild now works in its powders division from the depot in Middlewich.

Once qualified, drivers are supported by an experienced driver mentor for several months and they receive further in-cab and loading/unloading procedures training, gaining valuable experience in the specialist products Abbey carries.

Abbey says that since the course was launched, they have received a great deal of interest from Class 2 drivers keen to obtain their Class 1 licence, and thanks to the demand the course has generated, the company has increased the number of drivers they can train on each intake and have courses planned well into 2022.

www.abbeylogisticsgroup.com

Capacity to Move

Specialist Expertise Bulk Chemicals and Foodstuffs

TankCo

Efficient Service Easy, Fast and Flexible

Global Reliability Extensive Fleet and Depot Network

With over 35 years of experience taking care of sensitive products, we don't just move cargo, we are dedicated to serving all your needs.

Find out more at www.StoltTankContainers.com

Our 40,000 tank containers, global network of depots and highly competent team of experts deliver the highest standard of service. So you can always be assured of safe and efficient transportation of your bulk liquids. Because we have the capacity to move.

Flexible Service

Tailored Solutions

Ask us what we can do for you: stc-info@stolt.com



Tank Containers

BULKDISTRIBUTOR • 3

VdB eyes Africa with deepsea expansion

Van den Bosch is expanding its deepsea activities with 500 new 20ft tank containers and a cleaning station in Ivory Coast.

In doing so, the logistics service provider is meeting the growing demand for deepsea transport using ISO tanks for the food industry. A major part of the operator's activities concerns the shipment of liquid foodstuffs in tank containers for the African market, such as cacao, shea butter, olive oil, sunflower oil, ethanol and wine.

"With the purchase of 500 extra containers we are paving the way for further growth," said Bart van de Vorst, managing director of Van den Bosch in Dubai from where the deepsea activities are coordinated. "We expect to complete delivery of the new batch in the second quarter of 2022."

Van den Bosch focuses on setting up and converting traditional transport flows into bulk transport. "In Africa, for example, a lot of work is still done in the traditional way. Products are shipped in small packaging or in flexitanks," Van de Vorst stated. "This takes an excessive amount of time and labour and is not the most environmentally-friendly solution. With the choice of bulk transport in tank containers, we are offering an efficient, reliable and sustainable transport solution. This is making a real difference for our customers, especially given the current market situation. In addition to the aforementioned advantages, ISO tanks are also a welcome solution to the shortage of shipping containers."

Following the tank cleaning station that Van den Bosch opened in Ghana in 2016, the company is expected to open a second cleaning station in Abidjan, Ivory Coast, in the second quarter of next year.

"We have invested heavily in the African continent in recent years. With the opening of this cleaning station, we are meeting demand from our customers," Van de Vorst added. The cleaning station was constructed in accordance with strict European quality standards and also meets all the conditions for kosher and halal cleaning. "Previously, it wasn't always possible to take back

a return load due to a lack of professional cleaning facilities. The new cleaning station ensures a better balance between incoming and outgoing transport flows, and therefore fewer empty transport movements. In this way, we are working on increased sustainability and connecting Africa with the rest of the world."

TCS transaction

In a separate move, Van den Bosch has acquired Spanish transport company TCS Trans, based in Barcelona.

TCS Trans focuses on dry bulk for the petrochemical industry. "Spain is a growth market with a lot of potential. With this acquisition, we are taking the next step in developing our intermodal network in southern Europe," commented Rico Daandels, Van den Bosch CEO. TCS is an established name in Spain. The

company was founded in 1958 by the Castellet San Miguel family and was one of the first Spanish companies to use intermodal transport.

The core activity is transporting dry bulks like PVC powder and granulate for the petrochemical industry. The company is also active in the bulk transport of liquids and gases. From its office in Barcelona, TCS mainly serves the Spanish and Italian markets, and invests in the development of an intermodal network. The company owns 50 percent of Multirail, a private rail operator in Spain. It also has a share in intermodal transport company Combiberia.

With the acquisition of TCS Trans, Van den Bosch is committed to further development of the



intermodal network in Southern Europe. Daandels added: "As a logistics service provider, we have gained a strong position in European logistics. With the acquisition of TCS, we are taking the next step in developing our intermodal network. We have been investing significantly in



the Spanish market in recent years, as the demand for intermodal bulk transport is increasing and offers a lot of potential. Thanks to the acquisition, we will now also have a physical presence and will be pooling our strengths. From Barcelona, we will be offering solutions for both dry and liquid bulk for the food and chemical industries."

The 40 TCS employees will be retained, and the fleet, consisting of 30 trucks, over 300 containers and 100 trailers & chassis, is also part of the transaction. More than two-thirds of the fleet consists of pressurised silo containers for the transport of chemical raw materials which have to be unloaded under pressure.

Juan Castellet San Miguel, CEO of TCS Trans, is pleased with the takeover. "It means that our customers will benefit from Van den Bosch's network, capacity and knowledge. In recent years, Van den Bosch has built up a strong intermodal network on the European market and, in addition to solutions for dry bulk, also offers liquid bulk transport on a large scale. By pooling our strengths, we can now offer our customers a complete bulk transport solution. Our customers will also benefit from the latest possibilities in the field of automation, technology and data exchange in the supply chain."

San Miguel will continue as general manager of the branch in Spain. His brother Eduardo will also remain operationally and commercially responsible.

www.vandenbosch.com www.tcstrans.com

IMT launches pairing app

Telematics solutions company Intermodal Telematics (IMT) is expanding its telematics applications with the IMT Pairing App.

Recently the IMT Fleets App was introduced, now followed by the IMT Pairing App, which simplifies and makes the pairing process of IMT sensors and GPS devices easier. It is a quick, secure and easy way to attach any IMT device or sensor to a rail wagon, tank container or chassis with a mobile phone or tablet immediately after physical installation has been completed.

After pairing of the IMT device/sensor has been successfully completed, users can log in to see all relevant data in the IMT web application. The pairing process follows four simple steps that can be done anywhere; on-site or in a depot. A short intro-movie on the IMT website shows these steps.

Bernard Heylen, IMT sales director: "For use of the IMT Pairing App, it is important to highlight that it is

necessary to log in to the IMT Pairing App as a user. IMT also offers the option to set up restricted access user(s), whereby depots or workshops can only use the app without having access to the IMT Portal, ensuring the safety of confidential customer data. When logged in to the app, it is only possible to attach and detach devices or sensors linked to your company account. So the safety of the pairing process, attaching as well as detaching, is accounted for in every way."

Heylen added that users will also have access and see an up-to-date summary of the data received from those paired devices or sensors, eg, battery status, sensor data, last position co-ordinates and the time the device last sent information. Finally, the IMT Pairing App also allows easy detach (unpairing) of IMT devices and sensors.

www.intermodaltelematics.com



Tank Containers

November/December 2021

Bertschi on the path to climate-neutral

The European Union (EU) passed the Green Deal Plan in 2019, aiming for a 90 percent reduction in greenhouse gases from transport by 2050.

Well ahead of this target is Bertschi Group, with a leading position in sustainable intermodal transport, and further plans and initiatives in climate neutral technology.

The transport sector accounts for 25 percent of European greenhouse gas emissions. In land freight transport, 99 percent of CO2 emissions come from trucks, and only 1 percent from rail, although the latter has a 20 percent market share.

With its shift to rail, Bertschi is reducing its transport's CO2 emissions by 300,000 tons a year, equivalent to the total emissions of a town of 70,000 inhabitants.

"Today, Bertschi already operates 90 percent of all European land transport in intermodal transport, and is therefore well ahead of the targeted development," says Jan Arnet, Bertschi Group CEO. "Our intermodal transports passing through Switzerland already qualify as zero-emission, as trains that travel through Switzerland use electricity obtained exclusively from non-fossil sources (hydro, solar, wind, and nuclear power)," he adds.

With new EU incentives for shifting from road to intermodal transport, an increasing number of customers are looking for environmentally friendly logistics. "Thanks to Bertschi's leading position in intermodal transport in Europe, this opens up interesting opportunities for us. But to take



Customers in the chemical industry are also increasingly focusing on climate targets for logistics

advantage of them will require major investments," says Hans-Jörg Bertschi, executive chairman.

Bertschi is planning the construction and expansion of its intermodal transport terminals, with the extension of the Rotterdam Botlek and Duisburg terminals planned for this year, and further investments in the Benelux in the near future. Furthermore, Bertschi is increasing its focus on rail transport worldwide, including: trade with China via the Silk Road, in Russia, and in the US. The company is also optimising its internal infrastructure: a significant example is the Birrfeld tank cleaning facility in Switzerland, where Bertschi has succeeded in reducing heating energy and CO2 emissions by two-thirds through investing in optimisations and heat recovery.

Hydrogen trucks

The company's next climate objective is door-todoor transport chains with zero CO2 emissions, including intermodal pre- and on-carriage by road. Bertschi will rely on hydrogen technology with fuel cells: green hydrogen (H2) generated with renewable energy sources enables the operation of trucks with zero CO2 emissions. The company is



preparing for delivery of the first 40/44 ton H2 tractor units in approximately three years for a pilot project in Switzerland.

After a successful pilot launch, an in-house hydrogen fuelling station shall be installed at the Birrfeld terminal, among others. The hydrogen will be generated through solar energy and hydropower electricity during surplus periods. Surplus electricity cannot be stored and must otherwise be 'destroyed'. However, the energy from this electricity can be stored in hydrogen and reconverted back into electricity in the truck's fuel cell to power the vehicle.

"So the first climate-neutral transport chains made by Bertschi could be a reality in the very near future," Arnet predicts. "For consumer-focused customers, climate-neutral logistics is already an added-value proposition. And customers in the chemical industry are also increasingly focusing on climate targets for logistics."

Hans-Jörg Bertschi emphasises that the speed of this development will depend to a large extent on the framework conditions set by politicians over the next few years: "We will not wait for politics, we are now already starting to anticipate the future. We believe that by doing so, we are not only doing something good for the climate and the environment, but also enhancing the company's long term opportunity for succeeding in rapidly changing markets."

www.bertschi.com

ITCO

TANK CONTAINER ORGANISATION



ITCO Promotes and represents tank containers as safe, cost-efficient

WWW.itco.org THE International Trade Association for the Tank Container Industry.

Reefer controls on polymerising substances

TCO said in its September newsletter that it received reports that at least two ocean carriers have introduced a "temporary" requirement for refrigeration of stabilised polymerising substances.

Until now, stabilised substances conforming to IMDG SP386 were exempt from refrigeration at temperatures up to 45degC.

When exposed to high ambient heat over a prolonged period polymerising substances carry the risk self-polymerising generating large amounts of heat.

A Hapag Lloyd advisory note stipulates acceptance of cargo with direct routing including inland pre-carriage/on-carriage. Any cargo with transhipments will be rejected, though this does not apply to cargo being transported in reefer containers. control (reefer container) for all goods with a selfaccelerating polymerising temperature (SAPT) equal to or below 65degC, and mandatory provision of date of product stabilisation (applying the chemical inhibitor) and shelf-life of chemical inhibitor. Again, this does not apply to cargo being transported in reefer containers.

Mediterranean Shipping Company is also reported to have introduced new restrictions on stabilised cargo; requiring that all stabilised or inhibited dangerous goods are carried in reefers. The move reflects concerns that port congestion

around the world is causing delays that may result in inhibitors becoming ineffective before the goods are delivered to the consignee, and potentially causing an on-board fire.

www.international-tank-container.org

and flexible means of transport.

In doing so, the organisation has a strong focus on enhancing technological and business developments for the sake of quality, health, safety, environment, and Corporate Responsibility in the tank container industry. 150 Member Companies from around 30 Countries
Representing around 90% of the Global Tank Container Capacity
Manufacturing, Operating, Leasing, Service Providers, Inspection, Surveyors

EDUCATION INFORMATION COMMUNICATION REPRESENTATION NETWORKING The carrier also requires mandatory temperature



Tank Containers

BULKDISTRIBUTOR • 5

Chemical Express goes S-WAY

ruck maker lveco has delivered 15 S-Way tractor units to Chemical Express.

The delivery, which took place in Naples at the customer's headquarters, was attended by Vincenzo Romano, director of Chemical Express, Giuseppe Avallone, Chemical Express CEO, Michele Valiante, CEO of Socom Nuova, Carmine Ceglia, specialist Heavy Trucks Socom Nuova, Alessandro Oitana, Iveco Italy market medium & heavy business line manager, and Fabrizio Scirè, Iveco district manager.

The 15 S-Ways, model AS440S48T/P, will be used throughout Europe - in particular France, Germany, Spain and England – to transport chemical and liquid products, including flammable, corrosive and other products. The tractors, equipped with 480 HP Cursor 11 engine and 3650 wheelbase, are fitted with Hi-Tronix 12-speed automated gearbox, active space cab, ideal for long-haul journeys, and ADR preparation for transport of dangerous goods.

Alessandro Oitana, lveco Italy market medium & heavy business line manager, stated: "Our S-Ways are the ideal solution for efficient and safe transport, as in the case of chemical products and industrial waste transport, both domestic and international. We are proud to provide Chemical Express with high-performance vehicles that adapt to every requirement."

Vincenzo Romano, director of Chemical Express, commented: "Our company pays particular attention to the search for innovative transport solutions; with this in mind, we evaluated the new Iveco S-Way as extremely interesting thanks to its greater connectivity. The support of the Socom Nuova dealership, through the work of Carmine Ceglia, was also indispensable in choosing the vehicles most in line with our transport and outfitting needs."

Chemical Express Srl was founded in 1979 by Salvatore Romano and, within a few years, became a point of reference for an increasingly large number of companies operating in the chemical sector in Italy. In 1995 the new generation, represented by the sons, bought the first tank container for intermodal transport. In 2013, to increase the level of specialisation of its services, Chemical Express decided to concentrate transport activity in a specific dedicated company.

The delivery was carried out by Socom Nuova Srl, the lveco dealer in the Campania region, with almost 60 years of experience in sales and after-sales assistance services.

www.chemicalexpress.it www.iveco.com

Stolt keeps shining



The 15 S-Ways will be used by Chemical Express throughout Europe, in particular France, Germany, Spain and England



PRESSURE DROP.

The new Fort Vale **2"BSP low profile IBC Relief valve** has been developed to radically improve flow rates and sealing performance, in the process setting a new benchmark for comparable

S tolt Tank Containers (STC) reported third-quarter revenue of US\$174.4 million, up from \$157.7 million in the second quarter.

Transport revenue increased 6.3 percent driven by a 12.6 percent increase in revenue per shipment, offset by a decrease in shipments of 5.6 percent due to port congestion and operational delays caused by tight ship capacity and a shortage of truck drivers.

Demurrage revenue also increased substantially by 44.8 percent for the same reasons. Utilisation remained steady at 72.1 percent compared with 72.2 percent in the prior quarter.

STC reported a third-quarter operating profit of \$24.7 million, up from \$12.5 million in the second quarter, fuelled by the growth in freight rates which outpaced the rise in move related expenses. Ocean freight expenses increased a further 8.4 percent on top of significant increases earlier in the year, while trucking and rail expenses were marginally down due to fewer shipments.

www.stolttankcontainers.com

models on the market.

The valve is perfectly suited to IBC applications where flow rates and sealing performance are key to the performance of the equipment - especially when used on low pressure, static vessels.

Key Features and benefits:

• Low profile feature increases flexibility of the valve when space is a limiting factor

• High flow rates with regards to pressure and vacuum relief offers increased vessel protection

• Conical guided seating significantly improves valve re-seating after relieving pressure, reducing leaks

FORT VALE. FOLLOW THE LEADER.

Visit us at www.fortvale.com

 Internal labyrinth feature and angled vent ports reduces valve contamination

• Push button feature for vacuum function to allow for manual venting

• Hexagonal shaped body allows for use of standard tooling to fit the valve to the pressure vessel



Equipment Leasing

November/December 2021

Silver medal for Exsif

Exsif Worldwide has been awarded Silver Medal status in the annual Ecovadis assessment for corporate social responsibility.

The Ecovadis Silver 2021 Sustainability Rating rating places Exsif in the top 25 percent of more than 75,000 companies assessed by Ecovadis, a global sustainability ratings provider. Exsif achieved high scores in all the assessed categories, including the environment, labour and human rights, ethics and sustainable procurement.

"As the world's leading tank container lessor, we believe that everyone has a role to play in achieving a sustainable future," a company statement read. "We are committed to setting ambitious targets and implementing various projects in our ongoing journey to reduce our environmental footprint and offer sustainable solutions to our customers."

Three factors guide Exsif's efforts towards good corporate citizenry.

First, business dealings. The firm endeavours to deal fairly with



Good year for Albatross in India

A year since the expansion of Albatross Tank Leasing's presence in India, the company was successfully able to increase its customer base in the country and in addition the Middle East region. Albatross now has a wide range of regional customers from ISO tank operators to chemical producers.

The lessor has made available a fleet of T14 - 26/25 cbm tanks for hazardous chemical transport for domestic and international leasing. The fleet of T14s is quite young and can be used to transport hazardous chemicals in high volume.

The company's focus is on custom-built tanks for chemical producers and is looking forward to receiving requests for such special equipment to serve the special market.

https://albatross-tanks.de



Second, labour practices. Provide a safe and healthy environment, and fair working conditions for employees.

Finally, environment. This aims to recognise the operational environmental footprint and improve the lessor's ecological profile.

"Exsif's commitment to be a good corporate citizen makes us favour suppliers that actively manage their environmental footprint, have a policy on ethical standards and code of conduct, and treat their employees fairly," the company continued.

"Engaging key organisations in the supply chain allows us to bring sustainability principles to the forefront of our business practices. We recognise that it is in the best interest of Exsif's stakeholders to ensure that our products and services remain profitable and viable in the long run."

www.exsifww.com



Hoover goes circular

Senvironmental responsibility, Hoover Ferguson has renamed its organisation Hoover CS (Hoover Circular Solutions).

As part of this alignment, the company has streamlined its offering to focus on reusable dry and liquid container products, logistics and service support.

"Right now, reusable industrial containers are used in far fewer applications than they could be employed in," said CEO Kevin Friar.

"As a company, we are holding ourselves accountable for growing this usage, not just for Hoover CS, but for the industry at large. We are making it easy for customers to make a more environmentally sound choice and we are supporting them in articulating what that means in context of their sustainability goals.

"We all have a great deal of work to do in ensuring that we search out environmentally sustainable alternative solutions so that resources are managed responsibly, and the environment is protected for future generations. The industry has our full commitment to this end."

Hoover CS's fully services offer further environmental benefit because of their efficient cleaning and restoration processes, refined over the course of the organisation's 110-year history.

Hoover CS also announced a multi-year agreement with Advanced Refining Technologies LLC (ART), a joint venture between US specialty chemicals and materials



Hoover CS will provide circular catalyst packaging and logistics solutions in the largest catalyst management agreement in Bapco's history

company WR Grace & Co and US energy company Chevron, in partnership with Bahrain Petroleum Company (Bapco).

Under the terms of the agreement, Hoover CS will provide ART with circular catalyst packaging and logistics solutions in support of the largest catalyst management agreement signed in Bapco's history.

"It's very exciting to be part of the single largest catalyst management agreement in Bapco's history," says Arash Hassanian, Hoover CS senior vice president. "We look forward to working closely with ART in providing sustainable packaging solutions and managing key aspects of the logistics across the supply chain."

Jag Reddy, managing director of ART, said: "Hoover CS plays a critical role in helping us align with Bapco's sustainability initiatives. Its industry-leading circular catalyst packaging and logistics solutions

enable us to deliver a convenient, and sustainable solution for our client."

Hoover CS will play a critical role in transporting fresh and spent catalyst to and from the United States, the Kingdom of Bahrain, and South Korea, along with specialised logistics and services, such as handling and repackaging, truck loading, and fleet management through its proprietary FleetAl technology.

In addition, Hoover CS will identify opportunities to improve circularity within ART's supply chain, ensuring sustainability goals and net zero objectives are at the forefront of their strategy.

BUADSTRIBUTOR

www.hooversolutions.com



BULKDISTRIBUTOR HAVE YOU SEEN OUR WEBSITE?

www.mimu-tankleasing.com

www.bulk-distributor.com

Bulk Distributor's website is regularly updated with the latest news, analysis, product reviews, exclusive interviews and industry events. With growing global traffic, the website is becoming a hub for the bulk logistics industry.

Bulk Distributor's monthly email newsletter is one of the most widely read in the industry.

For more information on how to promote your brand online, contact: Anne Williams: anne@bulk-distributor.com

(@bulkdistributor) and Linkedin

Equipment Leasing

BULKDISTRIBUTOR • 7

How to transport milk

Australian container hire firm SCF worked together with logistics operator McColl's Transport to overcome the many challenges of transporting milk. Such obstacles include managing temperature

control over significant periods of time and distance; Australia is, after all, a big country. In seeking a solution to deliver milk

intermodally between locations, SCF designed a food grade ISO tank to ensure the integrity of liquids over long journeys without the need for external refrigeration.

Moving milk in the ISO tanks provides greater flexibility than traditional food grade trailers, as they can be loaded onto road and rail, SCF said.

Three years in the making, the purpose built foodgrade tanks come with a range of operator safety features and superior thermal insulation. They also come with advanced cleaning features which makes them easy to maintain as part of a fleet.



Moving milk in the ISO tanks provides greater flexibility than traditional food grade trailers

New CFO for Peacock

Peacock Group Holdings has appointed Charles-Hadrien Lassalle as its new group chief financial officer. Based in Singapore, Charles-Hadrien is responsible for the finance functions of the group.

"We are very excited by this appointment," said group CEO Jesse Vermeijden. "Charles-Hadrien's extensive financing experience, industry knowledge and international exposure will be very valuable to Peacock, as we enter the next phase

of our ambitious development and focus on delivering sustainable growth and value to all our stakeholders," he continued. Prior to joining Peacock, Lassalle was a director in the Global Transportation & Logistics team of ABN AMRO Bank in Singapore, acting as the intermodal sector lead. He holds a Master's degree from EDHEC Business School in France.

Charles-Hadrien Lassalle, new CFO at Peacock





Raffles new lightweight swap bodies

Raffles Lease has ordered additional large capacity swap body tank containers with the lowest tare weight possible to maximise pay load.

The tanks are constructed with V-shaped baffles (70 percent coverage), cleaning hatches, insulation, heating coils and European manufactured valves. The units are also built with additional safety features including ground level operated airline/vapour return, full coverage walkways and a collapsible handrail.

www.raffleslease.com





GLOBAL GROWTH • LOCAL SUPPORT • CUSTOMER FOCUS

YOUR FLEET LEASING PARTNER

for Ermewa deal

he European Commission has approved, under the European Merger Regulation, the acquisition Ermewa Holding by the Caisse de dépôt et placement du Québec (CDPQ) and DWS Alternatives Global (DWS).

The Commission concluded that the proposed transaction would not raise competition concerns given its limited impact on the structure of the market. The transaction was examined under the simplified merger control procedure.

As Bulk Distributor went to press, a formal announcement of the acquisition was expected.

Ermewa is a major rail wagon leasing group, and also comprises tank container leasing firms Eurotainer and Raffles.

CDPQ is an institutional investor mainly managing the Quebec pension plan and other public pension and insurance plans in Quebec, Canadia, while DWS is an asset management company specialising in infrastructure in Europe. The latter is indirectly controlled by Deutsche Bank.

We're CS Leasing, building the industry's youngest and fastest growing fleet of ISO tank containers and dry freight specials, all built to a high-quality specification. Ranked 5th largest tank container lessor by ITCO with a 20,000+ fleet and strong expansion ahead.

Run by industry experts who know what it takes to finance, design and deliver the best equipment, right around the world. With a global network of offices and local support to give you the best customer service.

Focused on solving your specific supply chain challenges. For all your fleet sourcing needs. For the long term.



Find out more www.cslintermodal.com | info@cslintermodal.com

Components

8 • BULKDISTRIBUTOR

Lighter, smaller compressors

The keys to optimising screw compressors in bulk transport include compact size and robust flow rates, writes Christophe Jovani

n the bulk transport industry, less leads to more. In recent years, trucks and their transport containers have become lighter, be it through thinner container materials, smaller containers or less heavy vehicles.

These changes have occurred across the industry as a way for companies to get more out of their operations. If a truck and the container weigh less, they can improve their fuel efficiency and operational costs, while also slightly increasing their payload.

But transport companies are not simply optimising to save on costs either. In the European market, recent regulations, such as Euro 6, have created stricter vehicle standards. These standards began in 1992 (Euro 1) and have evolved to their current iteration, which was established in 2015. The Euro 6 emissions standards are the strictest of the bunch, and address real-world NOx and PM emissions from diesel trucks with changes to the heavy-duty vehicle test procedures, according to the International Council on Clean Transportation.

Another part of this mix is the apparatus that aids the bulk transport industry in European markets – screw compressors. With the latest emissions standards and the trend to go lighter and be more cost and fuel efficient, screw compressors must also adapt to these requirements to ensure successful adoption in future bulk transport operations.

This article provides the essential elements needed for screw compressors to become the preferred equipment choice in the bulk transport industry.

The lighter side

With bulk transport operators making weight (and less of it) a priority, screw compressors will need to be lighter to ensure transport vehicles don't add unnecessarily bulky equipment that will impact their efficiency. Lighter screw compressors, especially for these applications, are possible.

One example is the MX12 Screw Compressor from Mouvex, based in Auxerre, France, a product brand of PSG. The MX12 compressor weighs only 110kg, which allows it to operate on the transport vehicle without impacting its efficiency.

Another important facet for transport vehicles, which put a heavy premium on space, is equipment footprint. Equipment that takes up less space frees it up for additional product storage which equates to a larger payload between transports.

The MX12 also serves as an example of a compressor that has a small footprint. It measures 541mm to 569mm long, 346mm wide and 451mm tall. That footprint allows the MX12 and similar screw compressors to fit on nearly all vehicle chassis without sacrificing space for other equipment or, most important, bulk product.

Another valuable attribute for a screw compressor with a compact footprint and low weight is a design that allows it to fit in nearly any space without compromise. The most optimal design for a screw compressor in these applications is modular. With that kind of design, operators can install the screw compressor easily in a variety of locations. Additionally, a modular design makes it simple for operators to repair, modify or upgrade the screw compressor as needed.

Consistent performance

A compact, lightweight, modular screw compressor checks the proper boxes for space, but all of these attributes are moot without reliable performance. Screw compressors in bulk transport applications need to provide consistent, reliable performance to help offload a variety of bulk products, such as cement, sand, gravel, plastic pellets, flour, calcium and animal food.





The MX12's footprint allows it to fit on nearly all vehicle chassis without sacrificing space

or plastic pellets or finer materials such as sand and flour. Another essential attribute is low inlet speed. The importance of fuel efficiency has already been discussed, and having a low inlet speed provides operators with a screw compressor that will keep fuel costs and consumption low.

Other considerations

There are a variety of other features, beyond the essential ones, that bode well for screw compressors in bulk transport applications. One common problem for this equipment in these operations is overheating during operation. This problem will cause a screw compressor to stall, which will hamper the entire offloading procedure. To remedy this, screw compressors should incorporate an oil radiator into the apparatus. Doing so will regulate the screw compressor's internal temperature so that it won't stall during operation, which means it won't be prone to overheating. Another consideration is selecting a screw compressor with an antivibration design. Compressors of all variations will vibrate as part of their functionality. Vibration is a by-product of compressors, leading



MH6 screw compressor

itself and can wear it down over time.

While clamps or similar components can reduce vibration, finding a screw compressor with an optimised design, especially in bulk transport applications, is ideal to ensure the longevity and reliability of the components, leading to less downtime throughout its lifetime. Additional considerations, depending on the specific application, include:

- For construction materials, such as cement, having an integrated PTO module on the screw compressor will make it compatible with most European truck frames without the need for torque limiters, gimbals or holders.
- For situations where space is confided beyond typical standards, there are screw compressors with even smaller footprints 549 x 348 x 280 mm that weigh as little as 94 kg.
- For dry bulk applications with extremely low atmospheric temperatures (-30degC), a screw compressor composed of cast iron or hardened steel will ensure proper functionality as well as good material compatibility.
- For liquid cargo delivery, screw compressors should have protectants on their body and screws, and have all exterior

Important performance attributes include a fast flow rate, robust pressure and a low inlet speed. A screw compressor that can deliver flow rates up to 1,130 cbm/hr) will substantially reduce the time it takes to offload product. For example, if a bulk load requires an hour to offload using a standard screw compressor, having equipment with a high flow rate can do the same job 10-30 minutes faster. Having a faster offload process allows

operators to finish jobs faster and unload more bulk products every day.

With a fast flow rate achieved, a screw compressor also needs to reach and sustain enough air pressure to ensure the integrity of the bulk product delivery through the process. A screw compressor that can reach and maintain 2 bar of air pressure is capable of handling bulk loads of all sizes and consistencies, be it gravel

many operators to use clamps or

mounting brackets to reduce it to manageable levels. The problem with vibration, though, is it causes stress to the compressor components constructed from stainless steel to ensure better compatibility with a broad range of chemicals. The components also provide additional protection against abrasion and corrosion in this type of application.

Conclusion

The demands for stricter emission requirements and lighter and more compact vehicles likely won't lose momentum in the near or distant future. Space on these vehicles is at a premium for a reason and essential equipment, such as screw compressors, should not be sacrificed for less effective technology. The Mouvex MX12 is an example of a screw compressor that provides the footprint and performance needed to help operators with their bulk transport needs without the need to compromise on efficiency or functionality.

Christophe Jovani is the EMEA – marketing communications manager for Mouvex and PSG. Mouvex is a product brand of PSG, a Dover company, Oakbrook Terrace, IL, USA

www.mouvex.com www.psgdover.com

MH12 Screw compressor

Components

BULKDISTRIBUTOR • 9





Perolo's global distribution drive

There was a time not so long ago that the tank container market was still a small yet already international industry. However, over the years the industry has grown to accommodate the expanding world economy's transport needs. Companies had to adapt and instead of having all activity centralised in one location, it became crucial for rendering an optimal customer service to have satellite offices to offer a world-wide service. This tendency can be observed on every level of the transport industry, even to the suppliers of valves.

Before Thierry Bourguignon's management buyout of Perolo in 2005, the company counted one sales representative covering all countries and a couple of distributors. Bourguignon quickly identified the need to reinforce Perolo's world-wide presence to offer an optimal customer service and experience. Therefore, he developed a two-fold strategy to offer a fully international support infrastructure.

The first action was to develop a network of subsidiaries and agents under the BIP Group umbrella. As such Perolo Distribution BVBA was created in Belgium in 2006 stocking most common ISO and road tanker parts. That way, BIP Perolo could guarantee a quick delivery to nearby depots in the ports of Antwerp and Rotterdam.

When the gravity centre of tank manufacturing moved from Europe to China, Perolo followed suit and opened in 2007 a factory with assembly lines for ISO tank parts in Langfang, China. In 2008 BIP Distribution was created, covering France, Southern Europe and North Africa. Next in 2010 a partnership with Alltec Solutions Ltd in the UK was developed with stock of main ISO and road tanker parts to supply the UK market.

But Perolo did not stop there. In 2013, Pawel Siemko was recruited as agent to supply Eastern Europe. Later on, in 2014, Perolo Singapore was founded in order to supply the ever-growing South East Asian market that evolves around the hub in Singapore. Lastly, in 2015 the decision was made to move the Chinese factory from Langfang to Rudong and to add a foundry. As such BIP Jiangsu Engineering Ltd was created under the solid reins of Jane Shu.

At the same time as developing a global presence of subsidiaries and agents, Perolo created a world-wide network of certified distributors that hold stock of main parts. These distributors go through a tight selection process. First of all they need to be familiar with both the industry and their local market. Next, they are invited to follow in-house training at one of the Perolo factories to be able to offer technical assistance and customer service when needed.

Even after in-house training, Perolo distributors can ask for extra support from the nearest Perolo factory, each one equipped with an engineering team at their disposal. Thanks to this strategy, BIP Perolo can now boast of having a global network of distributors in place with a presence on all major continents.

One of the latest distributors to have joined this select circle is Isotank Central that became an official distributor in 2017. Isotank Central was founded by Adem Arslan who has more than 25 years of work experience in shipping and logistics. Arslan knows the market Eurotainer and GAC. He also sent his colleague Alper Günay to Perolo headquarters in France for a certified Perolo product training. Isotank Central is carefully monitoring customer needs in Turkey and informing them about the most recent technological developments in their sectors. Because the distributor is closely working together with Perolo head office, it can then offer onsite training with Perolo engineers at the production site of the customer.

Thanks to the continuous efforts of the entire Isotank Central team,

Perolo managed to have a firm customer base in Turkey in three main sectors: rail tank car, ISO tanks and road tankers. Also, special components, like lined parts for very corrosive cargoes, are regularly ordered by customers of Isotank Central. Thanks to close collaboration, such as that with Isotank Central, Perolo has managed to establish customer service throughout all major transport hubs.

www.perolo.com



like the back of his hand thanks to his many years of experience at



our new Hastelloy seat that protects against pitting

Quality | Innovation | Customer Service

PEROLO

Alper Günay training at Perolo





BERTLING – YOUR GLOBAL PARTNER FOR BULK LIQUID SHIPMENTS

Bertling has 54 offices and a broad experience in worldwide logistics for a varied client base. Take advantage of our global reach and become part of our network.

Bertling Bulk Liquids offers reliable high-quality bulk liquid transport solutions. Whether you choose to ship in Flexitanks, ISOtanks, bulk IBC's or drums, we offer a personal and tailormade service to deliver end-to-end bulk transport solutions for different types of bulk liquids.



Interested to find out more? Please contact us via phone: +46 729 954918 or email: bulkliquids@bertling.com.



BULKDISTRIBUTOR • 11

Depot Services

November/December 2021

Stolt opens in Grangemouth

Stolt Tank Containers (STC) has expanded its global network with the opening of Tank Wash Scotland Ltd, a new ISO tank depot in Grangemouth, Scotland. Grangemouth is Scotland's largest port, handling nine million tonnes of cargo and over 225,000 shipping containers and is an ideal place for the depot to support customers given its convenient connections to the local rail freight network and close proximity to Scotland's main road arteries.

The depot provides state-of-the-art cleaning, heating, storage and repair facilities for road-tankers, third-party tank container owners and STC's own tanks. It features one segregated drive-through food bay, six fixed food bays, two drive-through chemical bays for road tankers



and ISO tanks, three test bays, three hot work repair bays, 12 steamheating bays and parking for 30 trucks. A wastewater treatment plant offers a sustainable solution for handling waste, limiting water use and reducing transport-related CO2 emissions.

STC president Michael Kramer said: "I am delighted to announce that our latest depot is now up and running. Our long-standing relationships with customers, coupled with the expertise of our highly experienced local team will deliver value and quality to local markets. This is another step in our journey to optimise logistics by investing in facilities close to our customers and the digitalisation of our processes."

STC believes that its investment in modern, efficient facilities at Grangemouth significantly improves the standard of tank cleaning across Scotland. In addition to aligning with STC's sustainability strategy the investment also supports the Scottish Whisky Association's ambitions for a circular economy and transitioning to net zero by 2040. The site is a member of the National Road Tanker Cleaners Association (NRTCA) and the European Federation of Tank Cleaning Organisations (EFTCO). Its high standards are recognised by SQAS certifications for tank cleaning and food handling. When fully operational the Grangemouth site has the capacity to

house 240 tanks and will serve the needs of customers in the local petrochemical industry and food and drink sector, which is by far Scotland's largest export market.

www.stolttankcontainers.com



Milkyway expands

n China, Milkway Chemical Supply Chain Services is acquiring Shanghai Stolt Container Service Co, a tank depot based in Shanghai.

The acquisition will greatly enhance Milky Way's tank container service capabilities in East China, the acquiring firm said. Milkeway currently operates three depots in China - Shanghai, Zhangjiagang, and Yingkou – processing some 2,000 units a month. The group says it will continue to increase investment in new facilities in China's coastal port cities and chemical parks, improve independent technology research and development capabilities. By 2023, it is expected to own and operate 10 depots.

www.mwclg.com

New home for UCD

South Africa's United Container Depots (UCD) has moved from its location in Paarden Eiland to larger premises in Beaconvale, Parow.

The new site boasts a container stacking area of more than 20,000 sqm, warehouse space of 4,000 sqm dedicated controlled atmosphere (CA) gassing area for up to four trucks, three empty container handling machines, 120 reefer plug points as well as dedicated collection and drop-off truck lanes. With a laydown area double the size of the previous depot, the new site is able to accommodate a capacity of more than 3,600 TEU.

Andrew Sturrock, a member of Grindrod Freight Services executive, said: "This is the first new site for UCD since we opened the depot in Paarden Eiland in the early 1990s. Over the years we have adjusted our business model from operating as a general purpose depot to now focusing on 60-70 percent reefer-oriented work. Having doubled our current capacity, we can now offer our customers a more streamlined system of container movement through the yard."

Marcus Twine, CEO of SGM Technical added: "The Paarden Eiland depot served us well but we are excited about being able to offer our clients a more seamless, smooth processing of inbound and outgoing trucks. We have cameras recording all in and out-bound traffic with secure electrified fencing around the premises. There is also a larger workshop area now for container repairs and we will look at increasing our technical staff complement to service our growing depot." UCD is accredited warranty service agent for Star Cool, Daikin, Carrier and Thermo King reefer equipment manufacturers as well as agent for third party CA suppliers Liventus and Purfresh in Cape Town and Johannesburg. All technicians are well trained and compliant in order to service the units on behalf of the manufacturers and customers.

Bahlmann continued: "UCD is proud to have a well-established footprint in added reefer services such as callouts, reefer monitoring, vessel spares deliveries and replenishment kits and reefer part sales, to name a few. Our reefer service in Cape Town is available 24/7/365 and our shift system allows our customers the peace of mind in knowing that someone is always available to attend to their afterhours reefer queries."

UCD currently has depots in Johannesburg, Gqeberha and Durban. UCD is also looking at acquiring another site in Durban in the near future. Using the Beaconvale model as a guideline for the new branch, we will adjust the site layout accordingly if required.

UCD is owned by Sturrock Grindrod Maritime (SGM) and, along with its sister companies Hesper Engineering, NovaMarine and SwiftNova Engineering make up the SGM Technical Division within Grindrod Limited. SGM Technical offers solutions ranging from marine safety equipment and servicing to steel/pipe fabrication, mechanical repairs as well as blasting and coating services to all types of vessels.





 The new container

 stacking area of 20 000

 sqm is significantly larger

 in Partice Eiland and

 can now accommodate

 over 3,600TEU

www.ucd.co.za



Tankcleaning manufacturer:

Silo / bulk cleaning Chemicals cleaning Food cleaning Railway carriage cleaning Container cleaning Container heating IBC cleaning CIP / latex cleaning



The reference in new tankcleaning projects and renovations!

CTW Cleaning Systems Everdongenlaan 9/19 2300 Turnhout Belgium

T. +32 (0) 14 27 00 80 info@ctwcleaning.com www.ctwcleaning.com

Depot Services

November/December 2021

Gröninger keeps busy

n its long history the Zimmermann group has developed into an international processor of a variety of waste flows.

With over 450 employees spread over eight locations, Zimmermann offers a wide range of solutions. The construction of a tank cleaning and IBC cleaning facility has enabled Zimmerman to add new services.

At the site in Bitterfeld, Germany, nonflammable liquid waste materials are handled in a physical-chemical treatment facility. These substances are delivered by road tankers, and cleaning these heavily polluted tanks is not easy. This resulted in the plan for a modern tank cleaning system for handling self-owned and third party vehicles.

The existing wash hall for exterior cleaning was converted by Gröninger into a tank cleaning bay. All cleaning technology is situated in three technical containers. Tanks can be cleaned with 50 to 150 bar, hot water up to 95degC and with a choice of three different cleaning chemicals.

Besides the high pressure equipment the scope of delivery included an air purification system with gas scrubber and active carbon filters. A separate stainless steel booth was built for cleaning IBCs. The IBCs are turned upside down by using a smart lifting mechanism and are easily cleaned and drained using this technique.

In Bulgaria, Gröninger has also kitted out what is said to be the first professional tank cleaning station in the country's capital city, Sofia.

Designed to meet the latest requirements in the market, the Uventrans depot is now officially open and fully functional. The site has two cleaning bays working in alternate mode, steam options and offers many other cleaning related



services.

The shiny building and the smoothly run cleaning operations hide the story of setbacks and perseverance. But, after a process of more than four years all permit issues have been overcome, and Uven Tank Cleaning station has now been SQAS assessed, is allowed to provide ECDs and is Kosher certified, setting a new tank cleaning standard in Bulgaria.

Back in 2004 Van Moer Logistics started cleaning tank containers and bulk trailers in

Melsele. In 2008, when the head office in Zwijndrecht opened, Van Moer expanded the services for bulk and tank logistics.

Finally, Van Moer, in Zwijndrecht, Belgium, invested in an upgrade of its system, bring in state-of-the-art technology to 'future proof' operations.

Since the start of 2021 Van Moer's existing cleaning system has been running at capacity, and the decision was taken not only to renovate the cleaning plant, but also to expand it with more





capacity on five bays for chemicals, one for food and two for bulkers.

Gröninger participated in the project by supplying new pump sets and a complete new PLC control system including data logging.

To kick-off the process, Van Moer took delivery from Gröninger of a circulation unit for cleaning (synthetic) resins and latex.

www.groninger.eu





LPW's Manchester move

new foodgrade cleaning station has

9001\2015 certified washes.

25 YEARS OF DEPOT SOFTWARE

A BIG THANK YOU TO OUR CUSTOMERS, PARTNERS AND SUPPLIERS FOR THE GREAT GIFTS, FLOWERS, MESSAGES AND BEST WISHES FOR OUR ANNIVERSARY. LETS MAKE AN OTHER 25 YEAR OF NEXT MOVES BY WORKING CLOSELY TOGETHER!

Depot Software

+31 78 68 11 508 info@depotsoftware.com www.depotsoftware.com alku

Abeen opened by LPW Group in central Manchester, UK.

Situated next to major motorway links, the LPW Tankwash site introduces a new and accessible facility for the city and surrounding networks. Equipped with the latest technology and equipment, the site provides a specialist cleaning and sanitisation service for road tankers, tank containers, and all other intermodal equipment. The complete pressurised tank washes can clean a range of food substances including: edible oils; sugars; chocolate; flour; juices, and dairy products. As a dedicated food grade tankwash, no chemical cleaning takes place on the site, meaning the possibility of cross-contamination is significantly reduced.

Seals necessary to comply with stringent food safety regulations are provided by the on-site team. Services include: foodgrade tank washing, IBC cleaning, steam heating, sanitisation, air-filtered blow drying, hose and flex cleaning, and ISO

This site adds to LPW's existing network of national site locations, including Purfleet and Avonmouth.

Gary Moon, managing director of LPW Tankwash, said: "We are delighted to open our brand new Manchester tank cleaning facility. From initial planning to building developments, we have committed these last few months to create a stateof-the-art site to suit our customers' requirements in Central Manchester and the surrounding areas.

"From speaking and listening to our existing customers across the UK, it became apparent that an accessible location in Manchester was needed. The latest LPW Tankwash site is in answer to this need, and will provide an accessible, convenient, and professional service for drivers."

LPW Tankwash forms a part of the wider LPW Group, which specialises in commercial vehicle and building cleaning.

www.lpweurope.com

Asset Management

BULKDISTRIBUTOR • 13

Den Hartogh rolls out more Savvy sensors

Den Hartogh Logistics is equipping 750 tank containers with telematics devices developed by Savvy Telematic Systems. Schaffhausen, Switzerland-based Savvy had already fitted 300 Den Hartogh tank containers with its FleetTrac devices. By the end of 2022, Den Hartogh will have installed these devices, with their innovative sensor technology, on 750 containers. This represents a further step in the company's fleet digitalisation process. In addition, it is providing customers, especially in the area of temperature-controlled logistics, an even more effective means to monitor product quality.

Each year, Den Hartogh ships more than 5,000 different types of chemical goods, many of which require a defined temperature range, to destinations in Europe and around the world. Thanks to FleetTrac, the logistics provider is now in an even better position to monitor temperatures during transport and to ensure a consistently high product quality level.

High-performance sensors continuously measure the temperature inside each container. This data is sent by the telematic units to the Savvy Synergy software portal where Den Hartogh dispatchers can access them. If, for example, the temperature of a container is not set correctly and deviates from the target range, an employee will automatically receive an alarm message. The employee is able to intervene directly at a distance by simply correcting the target value in the portal. This is transmitted to the container's heating and cooling system, which regulates the temperature accordingly. Thanks to this feature, Den Hartogh can always keep an eye on product temperatures and intervene if there are any deviations - no matter where the container is located at that point in time.

"The solution does not only provide us with efficient tracking & tracing for our shipments," says Peter Boodt, technical supervisor at Den Hartogh, "we can also monitor temperatures more comprehensively. This new quality control feature gives us an important competitive advantage. The robustness and reliability of FleetTrac devices also won us over completely. Last but not least, Savvy

provided excellent support from the very beginning. We look forward to initiating the next phase and are planning to collaborate to implement other telematics innovations."

Bernhard Weiland, customer project manager at Savvy, adds: "We are helping Den Hartogh ensure the required quality standards along the entire logistics process chain. Automatically generated sensor data reports also provide simple and seamless documentation. This enables Den Hartogh to be able to inform customers at any point in time."

The telematics provider refines its solutions continuously. The new FleetTrac generation combines, for example, a Bluetooth-Low-Energy interface (BLE) to integrate corresponding sensors with the IEEE 802.15.4 standard, a transmission protocol for wireless personal area networks (WPAN). In addition the devices support the interoperable wireless standard of the ITSS (Industrieplattform Telematik und Sensorik im Schienengüterverkehr), thereby enabling data to be exchanged regardless of the manufacturer.

www.savvy-telematics.com www.denhartogh.com



Data is sent by the telematic units to the Savvy Synergy software portal where Den Hartogh dispatchers can access them



Big data for Innofreight

Austrian rail logistics company Innofreight is deploying Nexxiot solutions as of this year.

The alpine rail operator is gradually equipping 1,000 rail freight cars with Nexxiot Globehoppers devices. Nexxiot says increased service quality will result from the higher interoperability with other partners as well as better data for the maintenance of freight cars.

Innofreight has established itself in the European market as a developer of wagons, containers and unloading systems and now operates in 18 countries on the three European track gauges and are used across all industries.

Originally based in the timber industry, Innofreight's rail logistics products now serve a wide range of sectors.

The two companies want to make substantial progress in Big Data analytics. Isabella Legat, CEO of Innofreight IT Solutions, explained: "Using the predictive intelligence provided by data sets, we are able to optimise supply chain management for our customers."

With Nexxiot's Big Data analytics value is extracted from millions of data points, providing further visibility into fleet efficiency and the service to Innofreight's customers.

By systematically applying proven sensor technology, the movement of goods across the Alps is monitored. The information generated increases transparency and ultimately process automation.

www.innofreight.com

DACRO CONTAINERS LINERS Your Solution in Container Packaging













WE'LL PROTECT IT FROM HERE



Sydneystraat 11, 3047 BP Rotterdam, The Netherlands. Tel: +31 10-2383880. E-mail: dacro@dacro.nl. Web: dacro.nl and signode.com.

Bulk Liners & Flexitanks

November/December 2021

Tank operators show more interest in PBLA

he Premier Bulk Liquids Alliance (PBLA) is continuing its expansion, and now counts members from 56 countries. President and co-founder Jason Wright highlighted that: "despite the challenging market conditions over the past 18 months the tank

container market has been very dynamic in both deepsea and shortsea terms, and independent reports show continued growth over the next 10 years of 5-10 percent. The flexitank logistics market will likely grow even more, having shown high resilience over the past 18 months."

Despite this rapid growth, PBLA maintains its focus creating value for its global membership of flexitank operators and, increasingly, independent tank container operators.

Recent acquisitions in the logistics industry have resulted in further consolidation among multinational logistics companies leaving fewer choices of specialised logistics providers to serve the market. PBLA members have been able to take advantage of this market trend and maintain even expand their market position.

Wright says PBLA has also noticed an increased number of enquiries from independent flexitank and ISO tank operators seeing the need to be better connected in this specialist field.

More and more products are being moved in flexitanks and ISO tanks, whether due to the increasing bulk specialty chemical market or because drums are becoming less and less acceptable in more countries, with tanks and flexitanks taking their place for door-to-door deliveries.

This has led to continued strong demand for tank containers and flexitanks by shippers, with specialist operators working hard to provide reliable logistics services.

"For this reason, small and medium independent tank operators that wish to compete with the multinationals are seeking haven in the PBLA to increase their connectivity with like-minded bulk liquid logistics operators looking to improve their global presence," Wright says.

The global partnership of specialists remains engaged through regular meetings, both physical and, over the past 18 months, virtual.

PBLA has just announced dates and venue for its next in-person event which will be in Madrid, Spain on 5-7 April 2022. The Spanish capital was chosen as the location as it offers maximum safety protocols to safeguard participants from possible Covid-19 infections. Spain is currently in the top five countries in terms of fully vaccinated populations.

www.pblalliance.com





WBWE is returning as a face-to-face event

WBWE prepares for in-person show

he World Bulk Wine Exhibition (WBWE) will be the first face-to-face wine fair taking place in the West this year.

The wine market is rapidly changing. The climate has jeopardised the stock in some very significant producing areas, therefore creating an imbalance in the global wine market. Wineries have to adapt to these new circumstances and try to benefit from the potential advantages. WBWE is advertised as the fair for new opportunities, changes and new market approaches.

More than ever, the fair will be focused on a maximum productivity model in the shortest period of time and with maximum guarantees for visitors and exhibitors.

Both buyers and brokers will find the best wines from diverse origins (from Argentina to Australia, Italy, Spain, France, South Africa) and all sorts of grape varieties and prices, but always under the premise of quality.

Packaging at destination has turned into a new business opportunity adjusted to new times and to new possibilities. The environmental impact of transport is minimised thanks to the commercialisation bulk wine and bottling at destination; thus helping to reduce greenhouse gases and lowering costs.

Design, alternative packages and bulk wine all go hand in hand, providing creative possibilities. Canned wines and bag-in-box wine will have a key role at this year's fair.

The wine industry has to face many challenges over a short time span. WBWE 2021 will play a crucial role for the winegrowing industry, since this is a key year to define and set trends, prices and future changes.

EXITA

www.worldbulkwine.com



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

P (

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

Rishi can design, produce and support for:

Sugar | Fertilizers **P**rocessed Foods Coffee Animal Feed Polymers | Wet Hides Carbon Black | Seeds



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

34

Rishi can supply:

- **Flexitanks with top and** bottom valves fitted.
- Flexitanks made out of 7 layer EVOH film for wine transportation.
- **S**tand-alone Flexitanks, not requiring bulk-head to be fitted.
- **C**ustomised tanks ranging from



Asia's Largest 7 layer Blown Film Plant

16000 to 24000 litres.



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

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

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

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



Survey No.: 174/1 & 174/2, Sindhuvallipura Village, Kasaba Hobli, Nanjangud, Mysuru, Karnataka - 571 118, INDIA

Tel.: +91-8221 229 400 Email: mail@rishifibc.com | url: www.rishifibc.com

Certified Systems: AIB | BRC | ISO 9001:2015 | ISO 14001:2015 | ISO 22000:2005 | KOSHER | HALAL | SMETA | COA CERTIFIED | TTCI RAIL TEST CERTIFIED

Bulk Liners & Flexitanks

BULKDISTRIBUTOR • 15

Heineken goes bulk and green



Heineken is delivering bulk beer to cafes in Amsterdam with what it claims is the world's first electrically powered mini tank beer truck

Advertisers Index		
CS Leasing	7	
CTW Cleaning	11	
FH Bertling International	10	
Fort Vale Engineering	5	
GPCA Annual Forum	16	
ІТСО	4	
Depot Software	12	
MIMU Tank Leasing	5	
Perolo	9	
Rishi FIBC Solutions	14	
Scully Signal	1	
Signode Netherlands	13	
Stolt Nielsen	2	

Events

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

6

ECTA Annual Meeting 18 November 2021 Düsseldorf, Germany www.ecta.com

World Bulk Wine Exhibition 22-23 November 2021 Amsterdam, Netherlands www.worldbulkwine.com

GPCA Annual Forum 7–9 December 2021 Dubai, UAE www.gpca.org.ae

Logichem Europe 29-31 March 2022 Rotterdam, Netherlands https://logichem.wbresearch.com

StocExpo 2022 8-10 March 2022 Rotterdam, Netherlands www.stocexpo.com

Intermodal Asia 12-14 July 2022 Shanghai, China www.intermodal-asia.com

Intermodal Europe 8-10 November 2022 Amsterdam, Netherlands As one of the world's largest brewing conglomerates the Heineken logo is recognised across the globe. And in its home city of Amsterdam, that same marque is ubiquitous.

Now, the company is delivering bulk beer to cafes in the historic heart of Amsterdam with what it claims is the world's first electrically powered mini tank beer truck.

"Heineken has strong green ambitions. We look at the entire value chain, and of course, this also applies to clean transport. I am pleased that we can now sustainably transport large volumes such as tanked beer," said general manager Hans Böhm.

It is not just about reducing emissions and soot particles, noise pollution is also significantly reduced because the new electric truck is extremely quiet.

"This new mode of transport improves the quality of life for everyone who lives, works or visits the city centre. An additional advantage is that thanks to this leap forward you can enjoy a beer even better on, for example, a terrace. I'd rather hear smiling people and beautiful music than a roaring engine that also stinks and suffocates," Böhm added.

What makes Heineken's move even more interesting in that it is driven – metaphorically and literally – by an innovative logistics solution. The truck was developed in collaboration between Heineken Netherlands, Abrex Logistics and Duotank, a producer of tank-beer systems used in the hospitality industry, stadiums, concert halls, and public events.

Duotank uses a 'Bag-In-Tank' liner system as an environmentally-friendly solution for draft beer. The beer is kept under pressure in the tank with compressed air instead of CO2, and because it is in an airtight bag, the compressed air cannot reach the beer.

The system works with a fully recyclable bag, so that the tank does not have to be cleaned before each filling with chemical cleaning agents. In so doing, Duotank claims this saves 0.5kg CO2 per hectolitre of beer that is tapped compared with an equivalent amount of traditional keg beer. Moreover, the quality of the beer is also preserved for longer, Duotank maintains.

As part of the sustainability programme Duotank has developed a recycling channel for the liners. This helps breweries not only become more sustainable it could help them avoid potential extra taxes on plastic waste.

Currently liners are collected as part of common plastic waste. This waste is not recycled, as many believe, but incinerated because the different types of plastic in this waste cannot be separated.

To be able to recycle plastic users need to know exactly what composition the plastic has and what kind of contamination it can cause. Duotank solved this issue by forming an alliance with a group of recycling companies and setting up an affordable collection system.

The liners are collected at the brewery. A press forms the plastic waste into blocks with an economic size and weight. These blocks can then be collected regionally, which makes transport affordable. Based on purchase volumes of different liner types Duotank determines the plastic and residual waste composition and forwards this to the recycler.

Dependent on the composition the recycling company combines different batches of liners (from other industries, as well) and forwards these to a number of selected recycling factories in Europe. Then, knowing the exact composition of the supplied plastics the recycling factory can then turn the waste into usable plastic granulate, the base material to produce new plastic products.

The recycling company issues a certificate stating that the batch of delivered liners has been converted into reusable plastic granulates. In this way Duotank and its partners say they have made it possible to recycle liners completely and affordably.

Heineken's tank beer truck is smaller than a previous iteration and is therefore much more manoeuvrable. In 2020 it was announced that all Heineken beer for the Dutch market would aim for 'green' status, and logistics is an integral part of that ambition.

But, while electric vehicles are quite common in passenger transport, sufficient pulling power in goods transport remains challenging. Significant load weights often have to be divided between several vehicles and journeys for the time being. That also applies to Heineken; from the company's brewery in Den Bosch, a large truck transports 200 hectolitres of fresh beer to the outskirts of Amsterdam. There, 30 hectolitres are transhipped to the smaller, electric truck, enough to supply approximately five cafes with beer. Once empty, the truck refuels on the edge of the city with both electricity and beer to continue on its way to the historic heart of the Dutch capital.

The new trucks are considerably lighter than their predecessors and meet the standard of up to 7.5 tons to protect quays and bridges. In this first phase, two electric tank beer trucks are operating in Amsterdam and Heineken intends to make its vehicle fleet for urban distribution even cleaner and quieter in the coming years.

Supplying tank beer in this way is part of Heineken's 'Brew a Better World' approach in which growth and sustainability go hand in hand.

In September, the brewer began shipping beer using a barge propelled by emissions-free energy containers (see Bulk Distributor, July/August 2021, p19). The Alphenaar shuttles between Heineken's brewery in Zoeterwoude and Port of Rotterdam.

www.heinekennederland.nl www.duotank.com

For information on advertising contact us on: +44 (0)1565 653283

Published 6 times a year. Reproduction in whole or in part without written permission is strictly prohibited. ISSN 1462-0731

BULKDISTRIBUTOR

Managing Editor: Neil Madden, neil@bulk-distributor.com, Tel: +33 (0)3 88 60 30 68 Advertising Director: Anne Williams, anne@bulk-distributor.com, Tel: +44 (0)20 854 13130 Circulation: Rhian Burge, subscriptions@andpublishing.co.uk, Tel: +44 (0)1565 653283 © Ashley & Dumville Ltd Bulk Distributor is published by A&D Publishing Caledonian House, Tatton Street, Knutsford, Cheshire WA16 6AG, United Kingdom

Tel: +44 (0)1565 653283

www.bulk-distributor.com

www.intermodal-events.com



With the 'Bag-In-Tank' liner, draft beer is kept under pressure in the tank with compressed air instead of CO2

Industrial Packaging

Plastic pallets help keep pets well-fed

arlier this year, Goplasticpallets.com delivered 24,750 plastic pallet boxes to GA Pet Food Partners for use in its £80 million Ingredients Kitchen - a new, fully automated dark store warehouse operated solely by robots.

The Ingredients Kitchen sees the culmination of science, automation, expertise and testing, as well as storing and blending, come together to deliver fine dry pet food ingredients. The investment ensures that the provenance and traceability of all recipes produced at the facility is guaranteed.

GA Pet Food Partners first approached Goplasticpallets.com four years ago looking for a large container suitable for automated handling and storing bulk dry pet food ingredients. After consulting with GA discussing exactly how the containers would be used, Goplasticpallets.com recommended its largest plastic pallet box - the GoPalletBox 1311S 3R measuring 1,300mm x 1,150mm x 1,250mm and offering 1,400 litre storage capacity.

After sampling the plastic pallet box, GA ordered 19,750 units in three different colours with lids red, green and blue each for handling different processes – and have not looked back since. In fact, GA was so pleased with the performance of the boxes it ordered a further 5,000 units for an additional new warehouse.

Jim Whittingham, operations director for GA Pet Food Partners, said: "This investment has seen us work with several highly skilled organisations from



Goplasticpallets.com has supplied 24,750 plastic pallet boxes to GA Pe

around the world, Goplasticpallets.com being one of them. From our initial enquiry, right through to our final delivery, the whole Go Plastic team has been extremely helpful and attentive - keeping us updated on the status of all deliveries. Now the boxes are operational, we couldn't be happier with their performance."

The dry bulk ingredients – including rice, wheat and barley – first enters the Ingredients Kitchen at bulk intake where automated sampling takes place. All of the ingredients are fully traceable from source; none enter the kitchen without 48 hours of testing in GA's on-site labs.

In the pantry, storage is managed in a controlled environment. Efficient stock planning and rotation ensures that all ingredients maintain optimum freshness



The finished containers being taken to the larder for storag

GA has deployed two types of automated guided vehicle (AGVs), nicknamed Henry and Arthur, to move ingredients on site. Weighing in at 1.5 tonnes, Henry transports containers to and from the pantry to the pick and mix area travelling at 2m/s. Arthur, at 2.5 tonnes, covers 1.8 m/s transferring containers between the cellar and the station in preparation for extrusion.

After passing through extrusion the finished products are taken back to the Ingredients Kitchen on an AGV mule. Once the mule docks, the finished containers are taken to the larder for storage with each containing 650-800kg of pet food ready for packing. It is a highly responsive and controlled environment that can handle around 78 box movements per hour.

www.goplasticpallets.com

Mauser packs 'em in

Mauser Packaging Solutions has introduced an IBC solution that features a new composite pallet designed to maximise the volume of IBCs in 20ft shipping containers.

The newly designed pallet, modelled after the Mauser composite pallet, features a lower stacking height, improving the loading process and increasing the total number of IBCs shipped per 20ft container by 11 percent - from 18 to 20 units, so saving one container for every 200 IBCs shipped

Traditionally, door height restrictions block the use of two potential IBC spaces near the container opening and require that IBCs are loaded individually and double-stacked once inside the container. The new pallet design accommodates deeper nesting, allowing the shipper to load IBCs stacked two high, improving loading efficiency more than 50 percent, and eliminating the two unused spaces near the container opening.

www.mauserpackaging.com



SAVE THE DATE: 7-9 DECEMBER 2021



7 - 9 December 2021 Madinat Jumeirah, Dubai, UAE



The 15th Annual GPCA Forum will take place from 7-9 December 2021 at Madinat Jumeirah, Dubai, UAE, and will address the theme, "Redefine. Reshape. Reinvent. The chemical industry in a post-pandemic reality". This edition will propagate key messages to redefine the challenges, reinvent strategies to capitalize on market opportunities and reshape a renewed future for the chemical industry, one fuelled with a sense of purpose. Bringing together stalwarts and industry experts from across the globe, this edition will stir strategic conversations, build strong synergies to thrive in a new reality, thus, laying the foundation for a collaborative, sustainable, and successful recovery.



Vice Chairman and CEO. SABIC and Chairman GPCA

CEO and President of the Executive Commi Solvay

Thomas Gangl CEO Borealis Pre

Chairman ident and CEO Air Products

CEO

Tasnee

President and CEO EQUATE

Al Jahdhami CEO Downstream

CEO Arab Petroleum Investments Corporation (APICORP)

Managing Director & Head of EMEA ESG

J.P. Morgan

Dr. Abdulwahab Al-Sadoun Secretary General GPCA

