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Risk to PTFE as **PFAS** come under scrutiny

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Proposed restrictions on so-called 'forever chemicals' could have serious consequences for the dangerous goods logistics industry.

The European Chemicals Agency (ECHA) is considering a REACH proposal to limit risks to the environment and human health that might result from the manufacture and use of perfluoroalkyl and polyfluoroalkyl substances (PFAS).

PFAS are a class of about 4,700 synthetic chemicals that are widely used in everyday products. But of concern to bulk logistics stakeholders is one particular product in this class; polytetrafluoroethylene (PTFE).

PTFE is a thermoplastic polymer used in the manufacture of vital safety components for tank containers and road tankers, for example, in O-rings, seals and gaskets. PTFE has steadily replaced asbestos thanks to its significantly tighter seal and chemical resistance.

The polymer has one of the lowest coefficients of friction of any known solid material, which makes it an excellent choice in applications that require anti-stick properties or those that are sensitive to wear. Teflon coating for cookware is probably its best known application. PTFE also shows a high resistance to temperature, chemicals and even radiance, as well as having a high impact strength.

However, PFAS have earned the moniker 'forever chemicals' because they do not break down, instead accumulating in the environment and in human bodies.

All PFAS are highly persistent in the environment. Consequently, as long as PFAS continue to be released to the environment, humans and other species will be exposed to ever greater concentrations.



Even if all releases of PFAS ceased tomorrow, they would continue to be present in the environment for generations to come.

Their release and mobility in water and air causes contamination to groundwater and drinking water. Certain PFAS are known to accumulate in living things and cause toxic effects. Certain products are toxic for reproduction and can harm the development of foetuses. Several PFAS are believed to be carcinogenic in humans, while some are also suspected of interfering with the human endocrine system.

A group of European countries - Germany, Netherlands, Norway, Sweden, and Denmark – originally proposed a joint REACH restriction to limit the manufacture and use of PFAS, and this is now in its consultation process.

ITCO said a ban on the use of PTFE and other similar materials would have "serious consequences for the safe transport of dangerous goods". The material's superior properties, in terms of seal and chemical resistance, mean that no equivalent alternative currently exists.

Concerned parties are being strongly advised to respond to the ECHA consultation that will close probably in July 2022. Environmentally sound recycling is also to be encouraged



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Peak season could be worse than 2021

his year's summer peak season cargo surge will be even more chaotic for global supply chains than the 2021 peak shipping season, according to forwarders, traders and shippers surveyed by Container xChange.

The container logistics technology outfit said in its latest survey that 51 percent of respondents expect the 2022 peak season to be "worse" than last year. Some 26 percent predicted this year's peak season would be less chaotic than in 2021, while 22 percent expect the level of "chaos" to be the same.

The peak container shipping season traditionally occurs in the third quarter of each year as retailers build up inventories ahead of the fourth quarter holiday and shopping season. Last year, cargo surges resulted in record container shipping freight rates, delivery delays, port congestion, and reliability of container shipping services.

In terms of container sourcing strategy in 2022 when compared to pre-pandemic times. 56 percent said they had been "growing" networks", 38 percent said they had agreed to long-term contracts and 25 percent said they had followed a multi-tender strategy. Nearly 38 percent of respondents said they were ensuring clients received enough inventory by shipping early in 2022, while 25 percent were "using alternative shipment routes" and just under 19 percent were contracting long-term slot agreements with carriers. Surprisingly, 62.5 percent said they were still relying on the spot market or doing nothing specific to ensure shipments reach clients. Meanwhile, Covid lockdowns in China continue to weigh heavily on trade. Fifty-eight percent of respondents reported that Covid lockdowns in China had made it "hard to produce/ship as much product as planned", suggesting that cargo backlogs and unsatisfied demand are building as China's zero-Covid strategy limits exports to Europe and the US.



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Christian Roeloffs, co-founder and CEO, of Container xChange, said one big question is whether China is going to sacrifice its zero Covid-19 policy to get trade and its economy moving again.

"If it does, then there's every sign that we'll see a substantial surge as backlogs of exports are shipped," he commented. "However, there are very few indicators so far that President Xi is willing to compromise health policy to boost trade."

Supporting chemical supply in uncertain times

Tim Doggett, CEO of the Chemical Business Association (CBA), continues a short series of articles explaining how the CBA works on behalf of the sector, representing its interests at the highest levels while delivering expert, practical support to both members and the extended chemical supply chain

The Russia-Ukraine conflict is bringing further disruption to an EU chemical supply chain still buffeted by the impact of Brexit and the pandemic. Combined, these unprecedented events leave the industry facing uncertainty and long-lasting challenges that also affect customers and end-users.

For the chemical, mineral, pharmaceutical, food grade and petrochemical supply chains already facing disruption and changes to regulation, the conflict in Ukraine and international sanctions make the situation even more critical.

Hampered by a lack of HGV drivers, ongoing Covid travel restrictions, recent issues with ferry operators and the need to adapt to changes in regulation, bureaucracy and paperwork, bulk transport between the EU and UK is increasingly challenging.

Indeed, UK REACH and the divergence of UK and EU regulations may pose even more significant problems. If some of the chemicals that British industries rely on become commercially unviable or prohibited, it could potentially take some products out of markets altogether.

Lobbying on the industry's behalf

As the voice of the UK chemical supply chain, the CBA represents a wide range of businesses from distributors and traders to manufacturers and blenders, as well as logistics and service providers. The majority of these are small or medium-sized enterprises.

One of the CBA's chief roles is to lobby on behalf of its members; something it does not just in the UK and EU but around the globe. With the UK government, for example, it has consistently raised concerns about UK REACH's practicality, workability and compliance requirements, while also taking the lead on the HGV driver shortage. As a result, Defra is to consult on extending the UK REACH deadlines and will consider a new, more workable and affordable model, and several short and medium-term remedies have been effectively implemented to help address the HGV driver shortage.

The CBA has long-established relationships with legislators and



regulators in London and Brussels and works closely with various national chemical industry associations across Europe, including playing an active role in the International Chemical Trade Association (ICTA). Aside from lobbying and acting as an advocate for companies, its status within the sector means it is often asked to provide support and guidance to various organisations across the UK, EU and internationally, including to governments and executive bodies, such as the DfT, DIT and the Health and Safety Executive. The CBA also has a long history of collaborating with other organisations and stakeholders. For example, it is a member of the Alliance of Chemical Associations (ACA) and has worked on issues of mutual interest with the BCF (British Coatings Federation) and the CIA (Chemical Industries Association). It also makes regular appearances on national TV channels, like the BBC and ITV, to raise the profile of issues affecting the industry.



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Practical support

With almost a century of experience and a wealth of in-house expertise, the CBA can provide practical support to UK businesses on a broad range of areas, including helping members understand EU transport and the ongoing changes to import and export rules, as well as post-Brexit bureaucracy and paperwork.

A vital part of that support comes in the form of in-person and online training, with the organisation now offering an established workshop programme that covers compliance, regulations, security and best practice. Topics can range from emergency response and chemical warehousing to transport and site security, providing value and benefit to members and non-members alike.

Compliance support is a fundamental part of the CBA's role. It provides businesses with key information to maintain compliance within the regulatory and legislative framework, ensuring they are kept fully briefed and helping them to minimise compliance costs. As part of its support, it runs Regulatory Compliance Update meetings within its regular Member Engagement days and which are invaluable to members, ensuring they stay up to date with current legislation and can plan for the future. The CBA is also committed to providing Compliance on Demand, enabling members to nominate topics not already included in the annual workshop programme. Additionally, as companies often have individual training requirements, tailored workshops can be delivered to cater for those needs and at locations to suit.

With qualified dangerous goods safety advisers (DGSAs) as part of its team, the CBA also provides in-house and online training on the roles and responsibilities of the carriage of dangerous goods, including supporting DGSAs taking the exams and organisations recruiting or appointing their own DGSA.

To provide ongoing, day to day support, the association has a dedicated help desk where assistance can be sought on a wide range of topics, including customs formalities and technical matters. The rapidly changing national and global environment has seen demand for this service increase significantly over the last few years.

Commitment to sustainability The CBA is committed to helping the chemical supply chain become more sustainable. It has produced guidance on climate change in partnership with the CIA and the Non-Ferrous Alliance (NFA) and, in association with other organisations, developed new waste packaging supplementary guidance within the scope of the European Waste Framework Directive. This includes a structured approach to developing a climate change risk assessment and action plan for chemical, pharmaceutical and other COMAH businesses.





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For almost 30 years, the CBA has been actively involved with the Responsible Care Programme. Going beyond legislative and regulatory requirements, this global, voluntary initiative provides an ethical framework for the safe use and handling of chemical products and seeks to deliver continual improvements in health, safety, security and environmental performance across the industry. With ongoing disruption and issues around compliance, regulation, sustainability and more, the Chemical Business Association continues to offer members essential support in uncertain times.

www.chemical.org.uk

Tank Containers

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Suttons invests in 100 more tanks

Suttons International is investing in 100 additional 24,000 litre tank containers to bolster its international tank fleet. The tanks are being built by supplier China's NT Tank and will be

delivered into active service for global customers by late summer. The business continues to negotiate for further tank availability as steel prices normalise.

This investment follows Suttons' ambitious growth strategy to strengthen geographic scale and presence in new markets while supporting existing customers and markets.

The addition of 100 new tanks to the fleet profile builds on the recent successful acquisition of VTG Tanktainer's overseas activities. That acquisition saw the logistics provider acquire ISO tank containers, personnel, and customer contracts from VTG earlier this year, which catapulted the business into the top 10 global tank container operators. At 1 January 2022, the Suttons tank container fleet stood 14,115.

John Sutton, Suttons Transport Group CEO, said: "This investment comes hot on the heels of the successful VTG acquisition which completed earlier this year and added 5,000 additional tanks to our fleet.

"Increasing our fleet size once again demonstrates our intention and capacity to grow in the international market to serve our existing customers better, while doubling down on the expansion the business



following completion of the VTG acquisition."

Meanwhile, in Suttons tanker division Nigel Hughes has been appointed head of fuels, based at Ellesmere Port.

The fuels sector has been identified as a significant area of growth for the group and Hughes' appointment will aid the

development in this market.

With over 12 years' experience in the fuels sector, Hughes is strengthening an existing high performing team that has been very successful in growing Suttons' position in the fuels sector.

He has extensive knowledge of the operation and industry, including expertise in creating and implementing growth strategies, as well as the day-to-day running of operations.

Suttons has a strong focus on recruiting and retaining a talented pool of drivers which has given them the capacity to support its contract customers in turbulent times. This same capacity has also been highlighted as an advantage to Suttons' fuel sector customers who have reached out to them for additional support over the last 18 months.

Michael Cundy, managing director of Suttons Tankers, commented: "I am delighted to announce the appointment of Nigel Hughes as



head of fuels for the division. We have an ambitious growth strategy and Nigel's experience within that sector strengthens our position.

"Nigel has a strong focus on providing our customers with the highest levels of service and safety which align to our core values in the business."

Hughes added: "I am looking forward to growing the fuels sector within the tankers division and using my expertise to make strategic decisions to aid the growth of the business."

Chemical

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www.suttonsgroup.com

Peacock secures ESG-linked loan

Tank lessor Peacock Container recently closed an amendment converting its existing senior secured financing facility into a sustainability-linked loan (SLL).

The SLL amendment, including specific sustainability terms advised and arranged by ING Bank's Singapore branch as sustainability coordinator, links Peacock's cost of finance to its environmental, social and governance (ESG) scorecard issued by EcoVadis.

Jesse Vermeijden, Peacock's group CEO, said the SLL is a first for the tank industry, and an important milestone for Peacock.

"Peacock takes a pro-active approach to sustainability, including, for example, spearheading the use of composite tank containers (which are lighter and better insulated and so reduce carbon intensity in use)," Vermeijden said. "We would like to thank our partners, ING Bank as well as our other lenders ABN AMRO Bank, Clifford Capital and TIAA, and shareholder Arcus for their support through this process, with which we reiterate our long-term commitment to sustainability and to promoting best practices in all aspects of our business and operations. This is our first sustainabilitylinked financial arrangement, but probably not the last."

The addition of Clifford Capital to Peacock's banking group is seen as a direct benefit resulting from its acquisition last year by Arcus Infrastructure Partners. This enabled an increase in Peacock's existing credit facility from US\$200 million to \$240 million, providing support to Peacock's growth ambitions and strengthening the group's international banking group.

Anju Abrol, ING's head of wholesale banking APAC, commented: "We are proud to act as sustainability co-ordinator for Peacock Container's first SLL. This is truly a landmark in Peacock's sustainability journey and demonstrates its strong commitment to a greener future. Sustainability is at the heart of what we do, and we continue to press full steam ahead to partner with like-minded companies, and create positive impact for the environment and the communities we are in."

Peacock's CFO Charles-Hadrien Lassalle added: "We are very pleased with Clifford Capital joining our facility. Its experience in the intermodal sector, commitment to sustainability and footprint in Asia make it an ideal partner for us. Alongside our other lenders, we are well set to support the expansion of our fleet, servicing our growing client base globally".

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Tank Containers

DH's Nordic expansion

Den Hartogh Logistics has strengthened its footprint in the Nordics with the acquisition of Hedenskogs, based in Gothenburg, Sweden.

Two entities comprise the acquisition: Hedenskogs Akeri, a trucking operator; and Hedenskogs Tankeri, which provides cleaning and storage services. With this takeover Den Hartogh says it is adding a modern facility for tank container cleaning and storage, and a new office building to its assets.

Hedenskogs employs a staff of 13. The storage depot covers 10,000 sqm and accommodates 150-200 tank container units. Steam cleaning is performed on site under strict safety policies. The complete acquisition allows Den Hartogh to improve customer service and strengthen its local network. Fredrik Kimfors, general manager Nordics for Den Hartogh, said: "Den Hartogh Nordics is in an expansion phase and through the acquisition we are now also established in an exciting region with its own home base, with strong growth."

By combining efforts a common culture and matching market approach will be created, the logistics group reckons. The family culture of Hedenskogs with a clear focus on employees and safety is said to fit perfectly in Den Hartogh's way of working.

"The staff is the most important part of a company's success, and we have a fantastic staff. We aim to create good conditions for a future where all employees develop together with the company in a positive spirit," said departing owner Gabriella Hedenskog.

Den Hartogh is confident of increasing customer satisfaction by providing steam cleaning and storage on its own premises.

At the end of 2021, Den Hartogh announced a merger with the Korea-based MUTO group of companies as part of its ambition to grow in the Asia Pacific.

MUTO is one of the largest intra-APAC operators, with a fleet of around 2,500 tanks. The company also has offices in Thailand and Malaysia.

Hedenskogs is an independent family business established in 1934. Before Den Hartogh's acquisition it was run by Thomas & Gabriella Hedenskog.

Smart tank gears up

Den Hartogh recently reached another milestone, having equipped much of its isocyanate fleet is with telematics sensors.

Over the past 10 years the tank operator has installed telematics on its tank containers, turning them into monitored 'smart tanks'. Peter Boodt, technical supervisor of Den Hartogh, explained: "Thanks to our innovative tank telematics solution we are able to monitor continuously our remote tank container fleet. Dedicated datacentres continuously receive, store and process sensor





information including location information of the tanks.

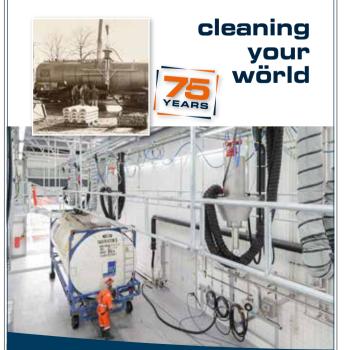
"We are also able to add a broad variety of sensor information where temperature and pressure are best known. Optimal transport planning belongs to today's possibilities, because we are now aware of the temperature inside the tank and other sensor data. The more data we can share, the better informed our customer is." Den Hartogh recognised in an early stage that just gathering data was not enough. Turning data into knowledge and sharing that knowledge with customers is key. Together the logistics provider and customer analyse the data and transform it into valuable insights, put it in the right perspective, add triggers, alarms and monitoring. Raising an alarm before a vital threshold is exceeded protects the fleet and the product, improving the customer's logistical challenges.

"Being one of the first global players in smart tank telematics gives a leading edge. It is great to see that our customers have embraced this innovation and that they relate smart tank telematics directly to Den Hartogh. Innovation drives change as the system processes a large amount of data. This enables Den Hartogh to be pro-active with our customers in case of deviations, which the system can automatically detect," said Nils van der Poel, IT project manager. "We propel our customers forward to management by exception,

as the system behind the telematics now takes care of many tedious tasks. It will improve safety, cargo quality and gives better insight into transport transparency. Not only does it improve customer satisfaction, but also quality of work of our employees." Just-in-time information becomes available at a higher level, which is required in many forms of transport. Continuously knowing the status of the load during its entire journey, including its location improves both quality and efficiency. As a result customers can be more flexible and their control of their supply chain increases.

www.denhartogh.com





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Hoyer defines new sustainability target

As a family company with international operations, Hoyer takes its responsibility for the generations of today and the future very seriously.

Social responsibility, environmental protection and sustainable economic management are solid pillars of the Hoyer Group. All decisions worldwide are aligned to this. Now, the logistics specialist has again raised the benchmark with ambitious targets in the incident avoidance area and in reducing CO2 emissions by 2025.

"Thinking in generations, keeping an eye on our employees' welfare and managing the company sustainably and in the long term are self-evident for the Hoyer Group," said Björn Schniederkötter, group CEO. This is also backed up by appropriate investment planning and personnel strategies.

"We will play a leading, forward-looking role in overcoming the current ecological challenges. Our solid financial situation enables us to continue making long-term strategic decisions and investments that support our sustainable vision and the values and business strategies of Hoyer."

More than 98 percent of the logistics specialist's truck fleet, which is used mainly in Europe, is equipped with engines in the Euro 5 and Euro 6 emissions classes. However, they contribute only a moderate amount to reducing the CO2 footprint. That is why the company is already testing alternative drive systems, and is in constant dialogue with truck manufacturers to examine new developments.

With the strongest possible focus on intermodal transport and an intelligent arrangement of journeys and equipment, Hoyer succeeded in lowering CO2 emissions by 29 percent between 2010 and the end of 2020.

Thus the self-imposed target of a 25 percent reduction was overfulfilled. CO2 emissions are to be reduced by a further 10 percent by 2025. But Mark Binns, group operating board member SHEQ, adds: "We want to be pioneers in our sector. The declared aim is the maximum possible reduction of CO2."

Moreover, in 2020, Hoyer introduced EcoVadis as a sustainability rating to improve the ability to measure and compare all the data. The group is making further developments in the broad offer of

training sessions and further education courses to honour its social



responsibility. A special focus is on regular training courses for drivers. Analyses of traffic situations by what are called forwardfacing safety cameras enable in-depth insights into the risks confronting drivers in their daily work. Through preventive training derived from this, Hoyer is able to give drivers the best possible support in their everyday working life.

The accident rate decreased by more than 40 percent over a 10year period as a result of a comprehensive range of measures and the expertise of the workforce at the wheel. The rate fell by around 60 percent in the so-called non-transport area, ie, in operational processes and transport acquisition. Hoyer intends to improve the rates further by 2025: by at least 10 percent in the transport area and by at least 30 percent in the non-transport area.

Hoyer is also making strides in the area of equal rights. Although the logistics sector continues to be seen as a male domain, more than 25 percent of Hoyer's management positions are occupied by women. According to Mandy Kranich, director human resources: "Equality and co-existence are regulated for the entire Hoyer Group in our Code of Conduct. Assessment of all our employees and job applicants is measured exclusively based on their abilities, their performance and their ethical behaviour. The strategy we apply is 'the right person for the right job'."

Good result

In 2021 the family company reached a turnover of €1.293 billion, a

proportion of which was affected by sea freight rates.

Despite the challenges, Hoyer raised its equity ratio to 45.3 percent, and achieved earnings before taxes of €46.2 million by efficient transport and fleet management combined with a high capacity utilisation rate of its tank container equipment.

According to CFO Dr Torben Reher: "Global economic performance recovered dynamically in 2021. Whereas the pandemic had a negative impact on commerce in 2020, this new dynamic confronted us with equally new challenges."

Transport capacities became a bottleneck within global logistics, in particular freight space on container ships was scarce, and freight costs rose significantly. Reher said: "Hoyer maintained logistics services for our customers despite multiple disruptions in the global value-added chain."

Hoyer's own workshops, cleaning sites and depots support the company's efforts with short turnaround times and quick provision of equipment for their use. In addition to overseas tank container logistics, services relating to IBCs with smaller volume capacities up to 1,100 litres also recorded high demand. There was continuing high call for consultancy services in Europe due to the effects of Brexit, but also in China and the USA. The demand for stainless steel containers as a more sustainable alternative to plastic IBCs increased, and Hoyer was able to satisfy it.

www.hoyer-group.com



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Tank Containers

May/June 2022

Gold and silver scores for Van Moer

wo operational divisions of Van Moer Logistics renewed their Ecovadis scores at the beginning of this year.

The bulk and tank container division obtained a golden score (73/100) and the transport division obtained a silver score (64/100). Last year, the firm's intermodal division also received a golden score (66/100).

Ecovadis is an independent platform, spread across 150 sectors and 110 countries, that assesses organisations on their initiatives to work sustainably. Based on this analysis, Ecovadis gives the company a 'sustainability score'.

Last year, Van Moer's bulk and tank container division in Zwijndrecht invested over \in 2.8 million in the renovation of its cleaning tracks. It made use of the most recent technologies that improved both



performance and consumption.

In addition, the transport department introduced the first dual-fuel hydrogen truck at the end of last year. Today, 10 percent of the fleet runs on natural gas and the remaining trucks run on the most recent and economical euro 6 engines. Transport continuously invests in its planning system in order to avoid as many empty kilometres as possible, and drivers also receive personal coaching in order to drive economically and safely.

www.vanmoer.com

IMT equips Grillo-Werke fleet

Aspecialist in zinc metallurgy and sulphur chemistry, Duisburg-based Grillo-Werke has had its entire fleet of sulphur dioxide tank containers equipped with telematics from Intermodal Telematics (IMT).

Product manager Dirk Sehlhoff said the main reason for the decision to choose IMT's solution, was that location queries of Grillo-Werke's fleet are possible worldwide, without gaps and in real time.

"This allows us to identify bottlenecks at an early stage and, if necessary, provide replacement tank containers at short notice," he said. "Thanks to the IMT geo-fencing function, loading times and inefficient idle times can also be displayed, monitored and reduced in real time."

Grillo-Werke chose the CLT20-Ex from IMT, a communication and location terminal that monitors geo-position, and physical movement (shock and motion). The CLT20-Ex is also the central data hub for all IMT sensors mounted on a tank container, sending all collected measurement data to the IMT platform every five minutes in motion, for example.

The CLT20-Ex has a unique four-way modem that addresses all current and future cellular networks worldwide (2G, 3G, 4G, 5G, LTE-M), so measurement and location data can be sent across countries without data loss. The ATEX-certified CLT20-Ex is powered by solar energy, eliminating the need for battery replacement.

"What was also important to us when choosing the telematics provider was the intuitive handling of the devices," said Sehlhoff. "With the very easy-to-use IMT Pairing App, it was possible for us to connect independently the IMT technology to our loading unit via our mobile devices in just a few steps and immediately make it visible on the platform.

"Thanks to the IMT technology we can provide our customers with important data within the logistics chain," explained Sehlhoff.

https://grillo.de

Van den Bosch talent programme

Van den Bosch has kicked-off a new talent development programme.

The programme's focus lies on personal leadership, collaboration, and the business of the logistics service provider, whereby various employees are coached in their development. The programme's duration is 10 months and consists of multiple modules.

Michiel van Kessel, director of staff services, has been involved in the programme since the start. "With this programme we answer our employees' growing demand for personal development and we underline its importance," he said.

One of the modules focuses on self-insight, thinking in possibilities, increasing mental resilience and the discipline in taking responsibility. Professional workshops increase participants' organisational awareness and broaden their horizons.

The competency management module focuses on gaining insight into one-another's competencies and development potential. A variety of modules bring focus to team dynamics, dealing with dilemmas, and the influencing of and impact of communication. Throughout the entire programme, participants collaborate on a complex business case at a strategic level, to be submitted in January 2023.

Pirke van den Elsen, managing director at Bulkio, takes on the role as client for this.

A diligent trajectory is completed prior to the programme. After the primary selection, more than 30 employees shared their ambitions, learning goals, and development needs. Van Kessel continued: "In the definitive selection of the final 12 employees, we focused on the realisation of ambitions and meeting development needs. If we found that training on the job or a different study was more suitable, we chose that option. We discussed this individually with the employee."

www.vandenbosch.com





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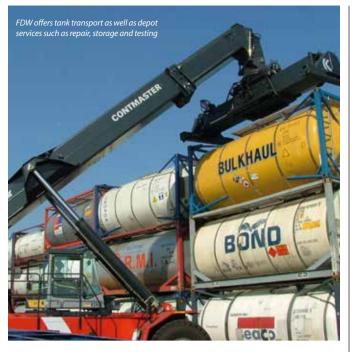
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Tank Containers



Boasso snaps up Frans de Wit

Boasso Global is continuing to expand its European footprint with the acquisition of Frans de Wit (FDW) from shareholders Lars de Wit and Remco Verhaegen.

Based in Moerdijk, The Netherlands, Frans de Wit comprises a small group of companies, namely, FDW Holdings, Moerdijk Tankcontainer Repair, Red Dot Services and Moerdijk Tankcontainer Trading.

FDW offers ISO tank container transport as well as depot services such as repair, storage and testing.

"We are very excited about the acquisition of Frans de Wit, which adds another strong operating business for Boasso in the critically important European port areas of Antwerp and Rotterdam," said Joe Troy, Boasso's chairman & CEO.

"We are equally pleased that Lars and Remco will both be staying on with Boasso not only to ensure a smooth transition, but also add strength to our talented operating team in Europe. They both have successful track records in operating and growing a complex depot and trucking business in the tank container industry and we look forward to learning from their deep experience."

Aside from tank haulage and depot services, FDW also expands Boasso's service offering given its particular specialism in the pressurised gas sector of the ISO tank industry.

"Joining the Boasso Global family provides significant growth opportunities for our business and employees," said Lars de Wit. "We look forward to taking the next step forward with Boasso Global to enhance our service offerings to customers."

Boasso was advised by Houthoff as legal counsel and Grant Thornton as financial advisor. Financial and other terms of the transaction were not disclosed.

www.boassoglobal.com



Amfico reports strong show interest

ndia's Amfico Agencies participated at the ChemLogistics 2022 India event, saying it received a "monumental response" at its booth.

"We had our international and Indian principals sit along with us in our booth which gave them an opportunity to interact with many prospective clients too," the company said in statement.

The highlights included India's first 20ft training ISO tank conceptualised and curated by the firm's team of engineers. The tank was showcased for various training programmes within India at client depots as well as others that hold independent training for their staff.

The booth also demonstrated an automatic cleaning system from Groninger, which represented in India by Amfico.

India's liquid logistics industry has been steadily maturing and in the past few years, stakeholders, such as cleaning and repair depots, equipment suppliers, chemical suppliers, surveyors, ancillary service providers, and trucking companies, now support the industry with a consistent supply of high-quality equipment, products and services.

Mumbai-headquartered Amfico has created a niche for itself by catering to these needs, all under one roof. It is an All-India Representative of selected international companies with a focus on liquid logistics, for whom it provides an array of services, products, and business solutions giving them a smooth entry into the lucrative Indian market.



A hiahliaht of Amfico's booth included India's first 20ft training ISO tank

https://amfilogistics.in

01

Product

Food grade tar

T20/T22 tan

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350+ engineers



Nantong Tank Container Co., Ltd

Established in May, 2007, NANTONG TANK CONTAINER CO., LTD (NTtank) is a professional ISO tank container manufacturer located in Nantong, Jiangsu, China, close to Shanghai.

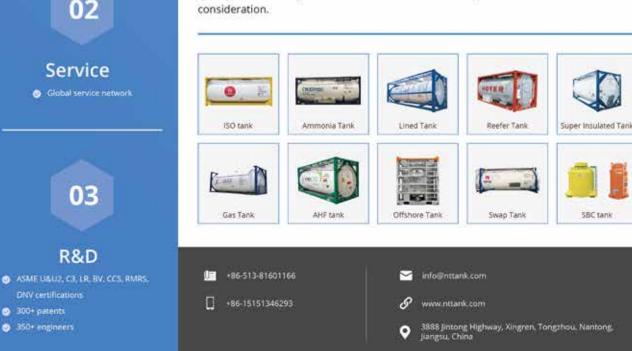
NTtank supplies both standard ISO UN Portable tanks and customized special tanks, with annual capacity of 8,000 standard ISO tanks and 4,000 multi-type special tanks, like SWAP Tanks, Reefer Tanks, Electrical Heated tanks, Different lining tanks (rubber, PE, Teflon, Chemline, Saekaphen, etc.), AHF acid tanks, Hydrogen peroxide tanks, Metallic Sodium tanks, High purity ammonia tanks, T20/T22 tanks, T50 gas tanks (ASME U and U2 stamp), offshore tanks and other small pressurized / none pressurized IBC for liquid products transportation.

The faith of NTtank is to provide its customers with tanks and services of the highest quality and reliability consistent with sound commercial practices and economic consideration.

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Components



Next-generation digital tank monitoring systems provide fleet managers and their drivers with improved visibility into their loading/unloading operations, writes Mark Dudley

Managers of fuel-transport fleets and vehicle drivers are among the more significant lynchpins within the global economy.

They unfailingly perform their jobs 24/7, crisscrossing the globe to deliver motor fuels to retail- and commercial-fuelling locations so that the world's drivers can keep their vehicles fuelled and operational.

Imagine how well those fleet drivers would be able to do their jobs if they had the most up-to-date digital tank monitoring technology at their disposal.

Fuel-transport drivers, while extremely conscientious about performing their jobs well, are also human and at potential risk of unintentionally committing errors during a fuel drop. For decades, they have been at the mercy of a rather simplistic set of routines that present a risk the right fuel may not get into the right storage tank every time.

For instance, many fuel-delivery companies have adopted a 'diesel first' approach to unloading a fuel trailer, meaning that the driver is expected to fill the diesel tank first. An 'advancement' in this area occurred with the invention of manually adjustable product-grade indicators (PGIs) that listed diesel, regular gasoline, E85, etc, for the

different compartments on the transport, with the driver tasked with resetting the PGI, if necessary, after each new load of fuel was acquired or dropped.

The overriding shortcoming of these outdated manual and analogue-based methods is easy to identify: a rushed driver forgets to unload diesel first or reset the truck's PGIs, which can lead to a whole host of time- and cost-intensive complications down the road. However, recent advancements in the utilisation of digital smart tank monitoring technologies can give fuel-delivery drivers and fleet managers the ability to take advantage of next-generation user interface and wireless communication technology. This digitally engineered tank ecosystem integrates all fuel delivery functions, controls, security, diagnostics and usage history, while significantly mitigating the risk for human error to occur during a delivery.

Know your opponents

Studies of the fuel-transport business have discovered that there are six common loading or unloading risks that can occur at the fuelling site or loading rack. Let's take a closer look at the causes and effects of each:

- Wrong product loaded into the wrong storage tank: This occurs most often when a usually conscientious, but oftentimes rushed, driver unloads the wrong trailer compartment into the wrong storage tank, especially if the product-grade markings are unclear. The result is site shutdown while the contaminated fuel is removed and replaced, which is cost-prohibitive for both the site operator and delivery company.
- Wrong product loaded into wrong trailer compartment: This is the inverse of the first error, but can have the same deleterious consequences for both the site operator and delivery company: site



shutdown and expensive cleanup, maintenance and disposal costs. A delivery company that develops a reputation for regularly being the victim of fuel mis-drops is one that probably won't be in business for very long.

- Compartment loaded with contaminated fuel at terminal: This error takes place when a malfunction occurs in the terminal's loading system or if there is an incomplete cleanout of the loading system's hoses, elbows and adaptors. If this fouled fuel makes it to the retail site, a revenue-robbing shutdown is likely to occur, along with the potential for contaminated fuel reaching a customer's fuel tank, which brings with it a whole new set of headaches for the retailer.
- Product retain results in mixed product: A series of factors can lead to this error occurring, including unplanned loss of air pressure on the trailer; an uneven parking surface that can cause fuel to be left in the compartment; the driver forgets to unload a compartment; and the driver halts the unloading process too soon. Occurrences like these are harder to detect with analogue tank monitoring systems, or by the performance of a manual 'bucket test' at the conclusion of the unloading process.
- Fuel retain results in disputed delivery amount: Everyone wants to get what they pay for, but if the delivery process is dogged by fuel-retain errors, then the retailer can rightly question if the listed amount of fuel on the bill of lading has actually found itself into the storage tanks. Again, if disputed deliveries happen too often especially with the same customer the success of the delivery business can be put in peril.
- Fuel retain results in overfill condition: Product overfills can be dangerous and costly, so they must be avoided at all costs. Once again, fuel retain is most often the culprit here, with fuel-compartment retain probes able to mitigate the problem, but studies showing that they are installed on only 20 percent of fuel transports in the United States.

While the truth is that many of these errors only happen in extremely rare cases, the fact remains that the next error may be lurking at the next fuel drop. Transport drivers have done tremendous work in preventing these errors from occurring, but they remain at the mercy of loading and unloading conditions that are often out of their control – at least to the point where they need

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to rely on less-reliable manual and analogue tank monitoring systems.



Fleet companies and their drivers are an integral part of the motor-fuel supply chain

Components

use of outdated manual or

To the rescue comes new

technology - such as the

Civacon CivaCommand

technology and highly

monitoring systems to

put important delivery

information at the fingertips

of the driver. This results in

a safer, more efficient and

benefits fleet managers, retail

fuellers and, ultimately, the

engineered digital

Smart Tank System -

that uses wireless

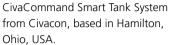
communication

analogue technologies.

tank monitoring

To the rescue

Knowing the stress that fueltransport fleets and their drivers can be put under to meet strict delivery schedules, while also ensuring that the right fuel and amount goes into the right tank 100 percent of the time, the developers and manufacturers of tank monitoring equipment and systems have looked for ways to incorporate cutting edge digital technologies into their products. One recent notable example where this is the case is the new



Ohio, USA. The fulcrum of these systems is easy-to-use digital tank monitoring technology that features an easy-to-read graphic touchscreen display that communicates wirelessly with the trailer's fuel-delivery and operation-monitoring components. The touchscreen display, which is securely activated by the driver – even while wearing gloves

- via a unique user ID and PIN, consolidates access to the many different control systems on a fuel trailer, including fuel retain, overfill control, on-board monitoring, pneumatic (air pressure) control, product-crossover prevention, system troubleshooting and usage history.

The digital technology enables the system to predict or prevent non-permissive readings, which lets the driver know that the loading process will proceed uninterrupted. The system also provides automatic digital overfill prevention through built-in fault logs that automatically control the valves during all loading and unloading activities

The system enters delivery mode only after a proper connection between the trailer and storage tank is achieved. Loading only begins if the driver has full permit status, meaning that all vapour connections, overfill components and grounding devices are safely connected and ready for operation. Wireless RFID technology lets the driver undeniably know which product is being loaded into each compartment, with the system halting any delivery operation in which the wrong fuel is being dropped into the wrong tank.

If an incorrect truck-to-tank connection is attempted, the trailer's valves will not open and the delivery will be unable to commence. This eliminates the chance that costly cross-drops and ensuing fuel contamination will occur. Then, the delivery process concludes only when the compartment is completely empty, removing fuel retain from the equation. When the tank compartment is completely empty, the touchscreen notifies the driver that all hoses, elbows and adaptors can be safely disconnected.

The system has been designed to store all of the driver and trailer's historical usage data and information in one location that is accessible on the touchscreen interface. Among the useful stored data includes Fault Logs that, for instance, will indicate how many times potential retain conditions were thwarted, and Equipment Device Status Logs for all elbows, probes, sockets and grounding equipment that are used during a fuel drop. The system's Asset Manager will store and organise performance data, such as total trailer flow time average, non-flow time average and total delivery time average, along with site and driver efficiency reports, which can help fleet managers build a more streamlined delivery process for their drivers.

Conclusion

Fleet companies and their drivers are an integral part of the motorfuel supply chain – and they all want to perform their jobs to the best of their abilities. In the past, drivers have at times been hamstrung in the pursuit of delivery optimisation by conditions at the fuelling site or loading rack that may affect accurate or reliable



Civacon CivaCommand uses wireless communication and digital monitoring to put important delivery information at the fingertips of the driver

> millions of drivers who rely on motor fuels to keep their vehicles running every day.

www.civacon.com

Mark Dudley works for Civacon, based in Hamilton, OH, and has 15 years' experience in the fuel transport industry

Fort Vale's new valve

ort Vale's new DN100 ball valve is for use on tank **C** containers, road tankers and rail cars.

The 4ins ball is manufactured in 316-grade stainless steel, uses a contained seal carrier design for improved sealing and operational performance and has an MAWP of 16 bar, with an operating temperature range from -40degC to +200degC

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Little details matter, because even getting the simple things right requires careful design, the right materials and engineering excellence - that's why we ensure precision throughout, so that you can rely on the performance of our valves and your tanks.



The system's Asset Manager can help fleet managers build a more streamlined delivery process for their drivers

The DN100 PN16 ball valve, has a 4" bore, is manufactured in 316 stainless steel (anything less increases the likelihood of corrosion), and uses a contained seal carrier design to improve sealing and operational performance. It is ideal for use on various applications, including tank containers, road tankers and rail cars - and complies with BS EN 14432:2014.

The DN100 PN16 ball valve will contribute to optimum and efficient loading and discharge times. Not only that, but like all of our valves it's easy to maintain and service, with spare parts available globally through the Fort Vale offices and distribution network.

Not every company can do this. Not every company is Fort Vale.

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10 • BULKDISTRIBUTOR

Asset Management

AD aims for ER status using TruTac, Microlise

A Fuels, an independent road haulage provider for the renewable fuels and waste cycling industries, is working to secure the highly regarded Earned Recognition (ER) status and improve its fleet efficiency.

The company's ER goal is being supported with the help of compliance control and fleet management software systems from both TruTac and Microlise.

According to AD Fuels managing director Jon Mayes, the transport team now has everything on one platform making complete fleet control easier, thanks to single sign on (SSO) between the two systems. All data is remotely captured, securely transferred and instantly accessible, saving time, increasing accuracy and virtually eliminating the risk of either duplication or human error.

"The integrated compliance portal from TruTac is easy to use and looks after everything from driver's hours and vehicle checks to licence details and workshop schedules. The Microlise system focuses on improving driver behaviour and delivers value-add benefits such as fuel reduction."

From its Worthing base in the South of England, AD Fuels collects from gas suppliers and delivers to end users throughout the UK, supporting a range of industries and businesses including LNG and CNG suppliers, anaerobic digestion operators and local authorities.

Fuel transport, explains Jon Mayes, requires maximum safety and compliance, plus every aspect of the fleet operation must run like



clockwork and be open to scrutiny and checks. In this regard, he says the data captured and digitally stored by the TruTac and Microlise systems spans a wide range of driver and vehicle activity which can be accessed and retrieved from any portal for auditing and compliance checks at any time.

"Plus of course, forward planning and preventative maintenance keeps the fleet running efficiently and smoothly," he adds, "and that's where TruTac's TruFleet maintenance and workshop planning system comes in."

By using TruFleet on a tablet or any terminal, the workshop team can instantly view planned maintenance, inspections, MOTs and repairs,



As a long standing solutions provider to the liquid and gas logistics industry, our clients rely on our software to run their tank operating and leasing businesses



while adding calendar reminders for tax, insurance and service intervals. Furthermore, inspection sheets can be instantly uploaded and if needed, the system can also manage multiple garages, schedules and bookings.

Meanwhile, complying with Working Time Directive regulations is made simple by using TruTac's time and attendance clocking system, TruTime. Using digital tachograph driver cards, TruTime supports duty of care and H&S obligations, plus HR records for holidays, absences and shift activity.

Also, by integrating with TruTac's TruAnalysis module, TruTime monitors and controls each driver's working hours and calculates leadin and lead-out times, by comparing clocked time with tachograph start and/or end times.

"In essence," says Mayes, "our drivers have far greater control over their own performance. For example, via the TruTac App, every driver can receive instant information regarding their infringements, and debriefings can also be done via the App – digitally signed, sealed and stored on the system."

And to ensure all AD Fuels' drivers and traffic office personnel remain fully briefed as to how to use the software, TruTac provides a range of both on-site and online training.

"They are always in touch, whenever we need assistance, they are there for us," adds Mayes. "Ultimately, TruTac and Microlise have improved various aspects of our compliance control and fleet efficiency. Plus, aided by their software, and the peace of mind it gives us, we are applying for ER status."

AD Fuels recently expanded its fleet with the addition of four ADRspecified Volvo FH LNG 6x2 tractor units and in keeping with the spirit of the company's environmental programme – 'Fuelling our future with LNG' - all four trucks were christened by pupils from a local school with the names: Sir Gas'Elot, Greenzilla, Eco Eddie and Leafy Luna - each of which is incorporated into the company's distinctive truck livery.

www.trutac.co.uk

New funds for Packwise

Dresden-based industrial tech start-up Packwise has closed a Series-A financing round for a seven-figure euro amount.

Investors include Technologiegründerfonds Sachsen (TGFS) and the family offices Hüttenes hoch drei and Golzern Holding. Founded in 2017, the start-up has already received numerous awards and is currently working with 45 industrial customers. With the help of the Packwise solution, consisting of a highprecision sensor, the Packwise Smart Cap, and the associated platform Packwise Flow, companies can optimise and automate processes via the availability of data on containers and the products they contain. The solution is also used by companies to reduce administrative work and costs related to supplying their own customers.

"With the help of Packwise, production planning is optimised and the quality of products is ensured from filling to removal by the customer. Logistics are made more sustainable and automated reorders are triggered. In addition, our solution makes it possible to offer new services, such as vendor-managed inventory models or consignment warehouses, which represent a significant competitive advantage for customers," said Packwise CEO Gesche Weger. The combination of hardware allows easy attachment to liquid containers of various types and sizes, including IBCs and drums. The Packwise Flow platform and its analytics capabilities have been greatly enhanced over the past year. The platform is specifically designed for process industry operations and managing a high number of mobile containers.

With the newly acquired capital, Packwise aims to expand in Europe, strengthen development and sales partnerships, and work on new international markets where business relationships are already underway.



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In this respect, Packwise is aiming to get its hardware approved for North America and other international markets. In late 2022, Packwise plans to launch the ATEX/IECEx variant of the Packwise Smart Cap, which will enable the solution to be used in explosionproof areas.

www.packwise.io



The Packwise Flow platform and its analytics capabilities have been greatly enhanced over the past year

Asset Management

Nexxiot gives Atir greater visibility

rance-based Atir Rail specialises in the rental and management of freight railcars.

The fleet of 4,500 wagons is made up of several types, including specialist ones for gas, chemicals, petroleum, slurry, powder and hoppers. Founded in 2003 and headquartered in Paris, Atir is largely focused on the medium and long term railcar rentals business. Recently the company decided to deploy Nexxiot's TradeTech to increase the visibility of the fleet and improve the efficiency of operations.

It will use Nexxiot range of sensor hardware, software, advanced algorithms and analytics for fleet visibility and efficiency. The primary drivers include better fleet utilisation, maintenance scheduling, repairs, operational improvements, and process automation.

The Nexxiot Globehopper 3.0 hardware roll-out began in May and Atir Rail clients will be introduced to the new data-driven services over the coming year. Nexxiot hardware is certified safe for use in hazardous environments (ATEX/HAZLOC) and the data is sent to the Nexxiot Connect Intelligent Cloud in real-time to monitor and control actual mileage, railcar and cargo conditions and asset health.

The technology also means it is possible to monitor the quality of the cargo and various parameters that are important for improving operational performance, service quality, and sustainability.

Nexxiot's objective is to reduce carbon emissions in the supply chain by 5 percent by reducing empty moves, optimising inefficient routes and eliminating handling errors. The company also has a policy of recycling and managing the end-of-life of the sensor hardware itself.

"Quality is a central pillar of our culture," said Stefan Kalmund, Nexxiot CEO. "As drivers of the emerging TradeTech sector and

Events

Multimodal 2022 14-16 June 2022 Birmingham, UK www.multimodal.org.uk

Fecc Annual Congress 5-7 September 2022 www.fecc.org

PBLA Global Alliance Meeting 20–22 September Madrid, Spain https://pbla.pcaevent.com

EPCA annual meeting 4-6 October 2022 Berlin Germany **https://epca.eu**

Intermodal Europe

8-10 November 2022 Amsterdam, Netherlands www.intermodal-events.com

World Bulk Wine 21-22 November 2022 Amsterdam, Netherlands www.worldbulkwine.com

Annual GPCA Forum 13-15 December 2022 Riyadh, Saudi Arabia www.gpca.org.ae leaders in the digitalisation of the global supply chain, we take our responsibilities very seriously. We know how important safety, security and sustainability are to our clients. We make sure we support their strategic goals for the long-term as well as their commercial goals for the immediate future as well," he added.

New sensor

Nexxiot has also launched a new sensor device - Cargo Monitor. The telematics firm claims the device delivers "unbeatable" connectivity and data performance in a compact, easy-to-use design. As such it should provide significantly better real-time visibility of the location, status, and condition of shipments anywhere in the world.

"There are approximately 40 million standard intermodal shipping containers in use around the world today, most of which are not tracked in any way," said Matilda Bouchet, head of cargo at Nexxiot. "Until now, shippers and cargo stakeholders have had little to no visibility to their goods in transit. The Cargo Monitor device seeks to shift the paradigm by providing end-to-end visibility and critical data in a rugged, cost-effective, and easy-to-deploy package."

Cargo Monitor can be used to monitor the transport of high-value and sensitive products, including perishables, pharmaceuticals, textiles, conditions-sensitive industrial products, electronics and more. The device is simply attached to the cargo within the shipping container. Nexxiot's proprietary, purpose-built software provides a seamless user

experience to identify cargodamaging shocks, excessive humidity, condensation, temperature, cargo provenance, and security issues. Among the benefits include complete visibility taken from prime data, direct from the cargo itself. Cargo owners receive information on location, conditions, handling events and get safety related assurances, while shippers can prove the location, status, cargo quality and can demonstrate process accountability and transparency on delivery times to the receiver. Carriers can also improve safety performance and reduce issues resulting from misdeclaration of cargo. Data is used to accelerate essential processes including



The Nexxiot Globehopper hardware roll-out began in May

freight declarations, customs checks and stowage planning to reduce journey times.

www.atir-rail.com www.nexxiot.com



BULKDISTRIBUTOR • 11



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Logistics

May/June 2022

Lhoist extends Abbey lime contract

Lof companies, one of the largest producers of lime and limestone products in the world.

The group's UK business operates from its works in Buxton and Kirkby Stephen where it produces lime for a variety of applications including cleaning emissions from energy from waste plants, and other large combustion plants. The lime is also used in a



wide range of both traditional and emerging applications across the industrial, construction and agricultural sectors.

Abbey Logistics began working with Lhoist in 2013 and provides road tanker transport services through a dedicated fleet of drivers, vehicles, and bulk silo road tankers together with an operational planning team based at its site in Buxton.

Gwyn Watkins, sales and logistics director,

Lhoist said: "We have built a very strong working relationship with Abbey since we began working together in 2013. Our customers require high levels of flexibility and dependability which Abbey has been able to deliver, working with us to create a logistics function tailored to the unique nature of our business, ultimately benefitting the wide variety of diverse sectors we support."

Now, Lhoist has extended the lime transport contract with Abbey. Commercial manager Mike Ellis said continued success of the partnership with Lhoist is thanks to its team of talented and professional drivers, together with regular dialogue between the two companies' teams and a working relationship that has allowed Abbey to identify pinch points and take action.

"Despite being the largest bulk powder tanker company in the UK, it is not just our scale that supports our customers, but our willingness and ability to understand the unique challenges each customer faces and then building a solution tailored specifically for them," said Ellis.

"We look forward to continuing our partnership with Lhoist for many years to come."

www.abbeylogisticsgroup.com

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Multimodal 2022 celebrates 15 years of placing shippers, retailers, wholesalers, importers and exporters in front of exhibitors who offer the latest logistics and supply chain solutions.



CPD hours

DP World drinks reception



DP to open new Romania hub

Dubai-headquartered logistics group DP World has announced plans to open an inland terminal and logistics hub in Decea, near the city of Aiud, North-East Romania The state-of-the-art 82,000 sqm Aiud intermodal terminal will boast a static storage capacity of 3,000 TEU and generate approximately 30 direct job opportunities for the local workforce over the next five years.

Through its on-site connection to the electrified rail infrastructure, it will also help reduce transport costs and CO2 emissions through the shift from road to rail as well as through the reduced transit time for cargoes from factories at the industrial park to their final destination. Decea, located in Alba county, is close to Cluj, Sibiu, Mures and Hunedoara, which have become vital industrial and trade hubs for the country. The region has had an historic issue with a lack of robust infrastructure linking the mountainous regions in the northeast with the rest of the country.

Businesses in this area will now have a fast direct connection within Europe to the Black Sea, North and Adriatic seas, while also having rail links to major hubs in Central Asia and China, enabling Romania to become a commercial hub for European trade eastward. Cosmin Carstea, CEO of DP World Romania, said: "The benefits offered to the import and export supply chains will have a significant and positive impact across the country with the terminal offering efficient, robust and reliable trade routes across borders. The vast number of businesses in the area will now have a logistics hub within easy reach that will then enable the flow of trade across the globe."

The facility sits within Romania's industrial heartland, where 50 percent of the country's industrial GDP is sourced. It will provide exporters and importers in the wider area with direct access to major transport hubs through the A10 motorway and its own rail infrastructure on Romania's electrified rail network, which directly connects to major hubs across Europe.

Cosmin continued: "This new terminal is a big step in helping DP World become an end-to-end logistics provider in Romania by merging intermodal terminal operations with marine terminal operations, while also providing: warehouse logistics, rail & truck loading/unloading, stripping/stuffing, ambient & temperaturecontrolled warehouses, office spaces and truck yard parking." DP World has owned and operated its Constanta terminal in the southeast of the country for 18 years and recently renewed its concession agreement with the Maritime Port Authority of Constanta for a further 30 years, running through until 2049. It is located on the edge of the Black Sea and offers barge connections to the River Danube.

www.dpworld.com

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