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## Euro freight shifting from rail to road, warns Hupac

Shifting freight from road to rail is under serious threat, according to transalpine rail operator Hupac.

A number of factors lie behind the current situation, but a declining base load for rail traffic, unfavourable cost trends and “chronic instability” are of prime concern.

Speaking at Hupac’s annual media conference in Zurich, Switzerland, Hans-Jörg Bertschi, president of the combined transport operator, explained that high energy costs have put energy-intensive industries like steel, chemicals and paper are particularly under pressure, leading to a decline in the base load of combined transport.

In addition, since January 2023, price increases for rail transport in Europe have been significantly higher than those for road. At the same time, as the industrial economy stagnates or even declines, significant capacity is again available in road transport, leading to a meaningful shift from rail to road, rather than stated European policy of driving freight in the opposite direction.

In Hupac’s transport network, this can be quantified as a fallback of 10-15 percent for the period January to April 2023 compared with the same period last year.

“The sum of negative factors such as the decline in traffic due to the economic situation, high rail costs, falling road freight rates and the chronic instability of the rail network represent a real risk to modal shift,” said Bertschi.

### Quality concerns

Although the volume of combined transport in Europe fell significantly in the first quarter, the quality and reliability of international rail infrastructure has hardly improved, he added, with too many trains still being cancelled or delayed for days.

“If the reliability of the rail infrastructure and the quality of combined transport do not improve, we can expect a further shift back to the roads in the coming months,” he stated.

In 2022, Hupac carried 1,104,000 road consignments in combined road/rail and seaport hinterland transport, corresponding to a slight decrease of 1.8 percent or 20,000 road consignments. Capacity bottlenecks in Germany in particular had a negative impact. After a



The sum of negative factors represent a real risk to modal shift, according to Hupac

strong first quarter with monthly growth rates in the high single digits, traffic slumped in April and June and again in the autumn due to intensive construction activity on the Rhine-Alpine corridor. At peak times, up to 20 percent of the ordered trains could not run for operational reasons. In the last quarter, an economic slowdown set in due to unfavourable energy prices.

Overall, traffic on the high-volume north-south corridor fell by 2.9 percent to 767,000 road consignments. Transalpine traffic through Switzerland declined by 2.1 percent to 585,000 shipments. In contrast, transit traffic through Austria developed positively with an increase of 9.7 percent to 44,000 shipments. The south-east and south-west corridors were also up with growth rates of 2.9 percent and 40.3 percent, respectively.

Seaport hinterland traffic also continues to be subject to strong external influences. The main factors cited are global supply chain disruptions caused by Covid-19 pandemic with shutdowns in Asia and uncertainties caused by the war in Ukraine. Hupac subsidiary ERS Railways’ maritime traffic from the North Sea ports declined by 3 percent to 184,000 consignments.

Hupac Group turnover declined by 2.1 percent to CHF668.5 million. With a net profit of CHF7.6 million, Hupac nevertheless

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achieved a satisfactory annual result, Bertschi said. Investments reached a high level (CHF84.3 million) as various projects could be resumed after the pandemic eased.

### Stable network

Hupac said it is keeping its transport network stable despite a decline in demand. Where necessary, operations are being optimised and overcapacities reduced. Strict cost management in co-operation with partners is also helping to overcome the crisis with lean structures and flexible production planning.

However, whether combined transport will be able to maintain its market position in the current situation and, if possible, expand it, depends above all on the transport policy framework.

Bertschi listed a number of measures that would strengthen the marketability of combined transport.

First, quality management for shuttle trains in international Alpine transit. Hupac wants to a consistently effective operational management for international Alpine transit trains along the Rhine-Alpine corridor under the management of the corridor’s railway infrastructure owners - a measure that is particularly urgent in view of the forthcoming corridor renovations and construction work on the Rhine Valley Railway.

Because of its importance for transport policy in this corridor, Switzerland would have a leading role in providing impetus. This would be done with the support of Italy, which urgently needs a functioning transalpine transport system to safeguard its economy and foreign trade.

Temporarily suspending the annual reduction of subsidies for combined transport until the economic crisis is over, would support its competitiveness. By adjusting the subsidy to the reduced transport volume in the first quarter of 2023, the loss of competitiveness of combined transport would be partially compensated, Bertschi pointed out.

Hupac also wants a continuation of the ‘rolling highway’ until 2028. The rolling highway is currently well used due to the increase in road traffic. The continuation of the service until 2028 would be an appropriate measure to counteract the shift back to pure road transport.

Improving performance through digital transformation is also important. A transparent flow of data along the entire combined transport service chain helps to ensure that capacity is better used and that individual partners can plan better. Existing open systems such as DX Intermodal’s Data Hub “must become the standard” for all combined transport in Europe, Hupac believes.

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Talke's business performance over the past year was positive overseas, but faced challenges in the domestic market



Talke is building a new chemical logistics centre in Port Klang, the largest port in Malaysia

# Crafting responsible logistics

## Last year was one of strategic decision-making at Talke.

The Hurth-based logistics firm intensified its focus on sustainability, having critically reviewed and updated its mission statement. In addition to the key areas 'customer centricity' and 'problem-solving expertise', the company defined 'responsibility' as a key pillar of its strategy and assigned dedicated management resources to it.

Talke's sustainability framework is called 'Crafting Responsible Logistics' and covers four areas of action, which the company is progressively fleshing out and implementing. The company has also forged ahead with its digitisation initiatives, for example, by introducing real-time tracking in the transport area and automated processes through various SAP extensions.

As for Talke's business performance over the past year, the group says it saw very positive growth overseas, but has faced challenges in the domestic market as a consequence of the energy crisis and its impact on industry. The company says it is now addressing these with a performance programme.

In Germany, growth was lower than expected. Like many other companies, especially in the chemical industry, Talke found itself in a challenging economic environment in the domestic market. While some locations and business segments showed resilience, others were impacted by, in some cases, significant declines in volume. Businesses involved in basic chemicals and the automotive sector in particular were unable to buck the overall industry trend. In contrast, growth was experienced in parts of the specialty chemicals and consumer chemicals sectors. For example, Talke won important new customers in the battery chemicals sector and expanded its on-site logistics division.

Overall, the German operations still failed to meet expectations, however. To address the current situation, a new performance programme includes increasing process efficiency, expanding sales activities, and better integrating individual solutions for greater customer focus. Talke is also exploring new approaches to structuring the transport division. Among other things, this includes increasing intermodal transport operations.

Elsewhere in Europe activities in Spain expanded and key logistics projects were finalised. Talke has expanded its presence in Spain through the joint venture Global-Talke. The company opened the first phase of a new logistics centre on a 40,000 sqm site in Tarragona. In addition to this, Global-Talke has taken over another tank cleaning facility in Zaragoza. These investments increase the regional capacity for tank cleaning services and improve service quality.

The company sees great market potential worldwide for its services in the planning, engineering, procurement, and construction of logistics facilities. For this reason, the company plans to expand its activities and expertise in this area with the new global organisational unit 'Engineering Solutions & Projects'. The team brings together international expertise that is then applied locally and tailored to the specific needs of each customer.



"We are addressing challenges with our performance programme, which will help us to expand our business on a sound footing" – Alfred Talke

In addition to many engineering and consulting contracts in Asia and Europe, Talke has also completed the construction of a logistics facility for polypropylene pellets in Poland. The project encompassed the construction of 60 silos and integrated packaging systems, which form the core of the logistics facility designed by Talke.

In the Middle East, the company completed its chemical hub in Dubai with a fully automated filling facility directly connected to the hazardous materials warehouse. In addition, it was decided to build a second 'multi-user logistic centre' on a 300,000 sqm site at the Jubail Commercial Port in Saudi Arabia. The new distribution centre will be used by the surrounding industry and offers a comprehensive, integrated range of services. The company has received multiple awards for its high safety standards, such as commendations for achieving 20 million working hours without any lost-time incidents in the SA Talke joint venture and 6.5 million working hours without any lost-time incidents in Qatar.

Growth in the USA exceeded expectations. Talke has had a subsidiary in the USA since 2016. In 2022, it opened a new business and transport centre in Mont Belvieu, near Houston. The branch serves as the base of operations for a transport fleet of over 100 trucks including equipment and as the new administrative headquarters of the company. Talke employs around 400 team members in the USA.

In Asia-Pacific, expansion into Malaysia is taking shape. Talke is

building a new chemical logistics centre in Port Klang, the largest port in Malaysia, in accordance with the latest sustainability standards. The construction meets the Silver level of the LEED (Leadership in Energy and Environmental Design) certification process developed by the US Green Building Council.

With an advantageous geographic location as a hub for the Asia-Pacific region, Talke sees potential for the development of an integrated facility for polymers and chemicals. The hazardous materials warehouse is scheduled to begin operation in the summer of this year.

The company is convinced that the region and its facilities will be of strategic importance to customers in the chemical and petrochemical industries in the future. Moreover, Talke sees its commitment in Malaysia as the launch pad for further developments in Asia-Pacific.

"2022 was a turbulent year, in which the global uncertainties impacted different regions to varying extents," said Alfred Talke, managing partner. "With our business activities around the world, we have shown that we are well prepared for the future. We continue to see challenges for our business in the domestic market, but also many opportunities due to the changes in the market. We are addressing these challenges with our performance programme, which will help us to expand our business on a sound footing."

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



Jonathan Mackie

## Suttons new commercial director

**Suttons International has appointed Jonathan Mackie to the role of commercial director, as part of the firm's growth strategy.**

Mackie will be responsible for the development and implementation of commercial strategy to enable growth with new and existing customers across all regions that Suttons operates in.

The company said Suttons brings with him a wealth of knowledge developed over a long commercially focused career, with a proven record of implementing successful commercial strategies, including sales and marketing plans, which will deliver sustainable growth for

the business.

CEO John Sutton commented: "I am delighted to welcome Jonathan to the business. With previous experience in logistics management in the UK, Europe, and the Middle East, and a wealth of experience in other sectors, he is perfectly poised to capitalise on our recent commercial success and large-scale fleet investments to bring our high levels of reliability and safety to customers around the world."

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



# Hüni+Co, Van Moer in strategic partnership

**F**or many years, Hüni+Co's tank container coatings have been highly valued by tank owners.

A specialist in corrosion protection, anti-stick and anti-friction coatings, Hüni+Co's roots go back as far as 1859 as a leather factory and tannery. In the 1960s, the company completely reoriented itself and specialised in surface technology.

And now for some 20 years, the company has been the first port of call when it comes to highly functional corrosion protection coatings for tank containers.

Although based in Friedrichshafen, near Lake Constance and the Swiss border, tank owners have for years been willing to transport their equipment far from many of the major bulk liquid hubs in order to have Hüni apply its renowned protective coatings.

Nevertheless, CEO Alexa Hüni concedes that Friedrichshafen is "not exactly the centre of gravity". So, at transport logistic in Munich, the company made a major announcement that should make adopting the company's products logistically easier for an even wider customer base.

Hüni unveiled a partnership with Van Moer Logistics with the latter expanding its services to include coating tank containers in port of Antwerp.

Van Moer already offers minor repairs to tank coatings in its Hüni+Co-certified depot in Antwerp. Starting this summer, the two companies will also offer more comprehensive services, including complete interior coatings, as part of an exclusive partnership.

"Until now, this was only possible at our location in the far south of Germany," explains Alexa Hüni. "With this co-operation, we are taking a big step forward. In future, our customers will also be able to have their tank containers serviced, repaired or recoated in the Van Moer workshops in Antwerp.

"Chemical logistics is becoming deeper, wider and more complex. So, it is now more important to bring our coatings range closer to deepsea operations," she adds.

The key to Van Moer's participation in the partnership is its acquisition last year of Group Van Loon, COO Iwan De Block told *Bulk Distributor*. A long-established cleaning and repair operator in Antwerp. Van Loon already had two depots on either bank of the river Scheldt offering Van Moer significant infrastructure from which to expand its range of services.

Crucially, Antwerp is Europe's leading petrochemical hub with large numbers of tank containers moving in, out of, and around the port area.

Both partners say the major advantages for customers will be shorter distances and faster turnaround times, with consequent benefits of reduced time and costs, and greater environmental protection.

"We have been working successfully with Hüni+Co for years," says Jo Van Moer, founder and CEO of the logistics service provider. "We are very pleased to be able to offer our customers more comprehensive services with this new co-operation."

The specialist coatings need to be applied manually, so ahead of the new service being offered in Antwerp, Van Moer personnel have been undergoing training in co-operation with Hüni+Co technicians.

For every enquiry and every order, Hüni+Co will still handle the qualified preliminary tests, ie, comparing the specific customer requirements and the technical prerequisites of the tanks and coatings. The specialists from southern Germany will also continue to prepare the quotations and take over the warranty.

Initially, Van Moer's teams, which are continuously qualified by Hüni+Co, will initially only process ChemLINE 784 in its workshops, a function-specific corrosion protection that has been used for many years to protect tank container structures against a wide range of hazardous materials.

In a later phase, the service portfolio will be expanded to include other coatings from the Hüni+Co range.

[www.hueni.de](http://www.hueni.de)  
[www.vanmoer.com](http://www.vanmoer.com)



Have now officially sealed their new, extended cooperation agreement at this year's transport logistic in Munich: Iwan De Block (COO) and Jo Van Moer (founder and CEO) of Van Moer Logistics with Alexa Hüni (CEO), senior boss Peter Hüni and Kai Leibold (authorised signatory and COO) of HÜNI+CO (from left). (Photo: Oliver Soulas)

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# Kube & Kubenz ramps up storage capacity

**Producers and traders in Germany's Rhineland chemical region have more storage capacity available for filled tank containers.**

Hamburg-based Kube & Kubenz, which operates throughout Europe, recently expanded the storage area of its branch in Bergheim to cater to this business. Safety infrastructure at the location east of Cologne, which has existed since 2015, was also upgraded. As part of the investment, the company created 120 new storage spaces for tanks filled with hazardous material in categories 3, 8 and 9.

Twenty-five Kube & Kubenz employees are on site to organise multimodal transport and storage for more resilient supply chains in the chemical industry.

Designed to meet the most stringent safety standards and located near a federal motorway, the site serves as a transshipment hub. It helps industry in one of the largest chemical regions in the European Single Market. Existing storage capacity for unclassified goods will be available to Kube & Kubenz's customers in Bergheim as usual. The site's portfolio also includes 250 storage spaces for empty tanks and 40 tractor units.

"Expanding this location makes us even more attractive to our

customers in the chemicals industry because our secure tank containers, monitored 24/7, shorten logistics chains and make more efficient," said Olaf Fügemann, manager of the Bergheim branch. "At the same time, these investments ensure jobs at this location in the long term."

The company also has storage space in the city of Worms, further south along the River Rhine.

"(This makes us) even better equipped to meet the needs of our clients from the chemical industry," explained Konstantin Kubenz, managing partner. "The expansion and modernisation of our Bergheim site will allow us to meet the requirements of hazardous materials logistics while at the same time reaching our own growth targets in the coming years."

Kube & Kubenz specialises in transport and logistics for liquid, gaseous and free-flowing hazardous goods in tankers and containers. Today, the company has subsidiaries in five EU countries (Germany, the Netherlands, Belgium, France and Italy) and employs more than 350 people.

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



Existing storage capacity for unclassified goods will be available to Kube & Kubenz's customers in Bergheim



## Boasso snaps up Linden

**Boasso Global has added yet another asset to its growing portfolio of tank container services.**

In April, Boasso bought Linden Bulk Transportation from Odyssey Logistics & Technology Corporation. The terms of the deal are not disclosed.

Odyssey specialises in markets with complex logistics needs, particularly chemical logistics. The divestiture of Linden is said to align with Odyssey's strategy of providing neutral-to-transport solutions, ie, allowing the company to use a full range of carriers and without the need to have an in-house transport operator. Odyssey said will continue to expand its multimodal service that optimise logistics operations across industries.

"Boasso Global is an excellent home for Linden's employees and customers," said Glenn Riggs, chief strategy officer at Odyssey. "Moving forward, Odyssey will continue to focus on growing our adaptive multimodal logistics offerings on a global scale through customer-centric relationships, an expansive multimodal freight network and specialised modern technology."

Boasso was advised by Vinson & Elkins LLP as legal counsel and Stifel as financial advisor. Odyssey was advised by Kirkland & Ellis LLP as legal counsel.

[www.odysseylogistics.com](http://www.odysseylogistics.com)  
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# Peacock adds 20,000th tank

**T**ank leasing company Peacock has reached the significant milestone of a fleet size of 20,000 ISO tanks.

The 20,000th tank, built by Tankwell, is a composite container that is 40 percent lighter and 40 percent better insulated than traditional steel tanks, the company said. It improves Peacock's ability to provide customers with efficient and sustainable transport solutions for bulk liquids and gases. Peacock has been investing in these tanks since 2017, which it cites as an example of its dedication to reducing the carbon footprint of bulk liquid transport.

"We are thrilled to add this new tank to our fleet, as it represents a significant step forward in our commitment to sustainability," said Jesse Vermeijden, CEO of Peacock. "We are constantly seeking innovative solutions to improve our fleet and provide our customers with the most efficient and sustainable transport options."

Peacock's diverse fleet of tanks includes containers for bulk liquids, liquefied gases, cryogenic gases, and bitumen. This range enables the company to offer comprehensive transport solutions across a variety of industries, including chemicals, food, pharmaceuticals, and energy.

In April last year, Peacock converted its existing senior secured financing facility into a sustainability-linked loan (SLL, increasing this amount from US\$200 million to \$240 million through the addition of Clifford Capital to its banking group.

The SLL amendment links Peacock's cost of finance to its ESG scorecard issued by EcoVadis.

Then in December 2022, the facility was increased by some \$90 million after welcoming Keybank and Crédit Industriel et Commercial, Singapore Branch to its group of lenders

<https://peacockcontainer.com>



## Cassilon bought by Manuport

**S**pecialized tank operator Cassilon has been bought by freight forwarder Manuport Logistics (MPL).

This acquisition represents a strategic investment for MPL, as it expands its services in transporting hazardous and non-hazardous bulk liquids. The move also enhances MPL's end-to-end logistics services, providing a range of solutions for industries that rely on efficient movement of bulk liquids.

"We are thrilled to welcome Cassilon to the MPL family," said Guy Pasmans, CEO at MPL. "With its expertise and own fleet of tanks, Cassilon is a valuable addition to our team, allowing us to expand our capabilities and deliver even more value to our customers."

"The acquisition of Cassilon is in line with MPL's strategy to grow its business by expanding its expertise and geographic reach," added Ken Joris,

CCO at MPL. "MPL is committed to providing the highest-quality logistics services to our customers, and this acquisition is another step in that direction."

From now on, Cassilon will trade as 'Cassilon Empowered by Manuport Liquids', but its legal entity name, tax number and other legal documentation will remain the same.

"We are excited to join forces with Manuport Logistics and become part of a larger, more diversified logistics company," commented Sue Cassels, managing director at Cassilon. "By combining our expertise in the transport of bulk liquids with MPL's end-to-end logistics services, we will be able to provide our customers with even more comprehensive solutions and better serve their needs."








[www.manuport-logistics.com](http://www.manuport-logistics.com)



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Schmidt Silo truck with Spitzer safety assistance system



Schmidt bulk logistics centre

# Schmidt marks 75 years with new silo truck

## Schmidt is celebrating 75 years of successful business.

Founded in 1948 by Karl Schmidt in Schwäbisch Hall, Germany, the company specialises in dry bulk logistics with a sizeable workforce counting almost 3,000, operating in more than 49 countries worldwide.

Schmidt relocated to Heilbronn in the mid-1950s, where it pioneered the transport of bulk goods with specialized trucks. The drive for innovation and a clear focus on providing the best possible solutions for transporting dry bulk while constantly expanding was crucial in making the venture successful.

With a growing number of subsidiaries, the number of trucks required to operate them also grew. The firm's timeless blue and white coloured design remains unchanged and iconic.

Today, Schmidt stands for reliability and a sense of tradition. The company is still family-owned and has positioned itself for the future through innovative technologies developed in close collaboration with their key suppliers.

Following its 75th anniversary, Spitzer Silo-Fahrzeugwerke handed over the next generation of intelligent silo vehicles, developed jointly with Schmidt. Equipped with a remote control and Spitzer safety assistance system, the state of the art trailer contains an ultrasound wind detector blocking the tilting in case of too strong winds.

Spitzer managing director Heiko Jung described the new trailer as 'silo vehicle 4.0'. Schmidt will be testing the vehicle in practice and expressed gratitude to Spitzer for their continued long-term partnership.

Schmidt's history is a testament to the company's commitment to innovation and expansion while remaining true to its values of reliability and tradition. As Schmidt looks towards the future, it continues to strive for excellence in bulk logistics and maintains its position in the industry based on the commitment to offer "Best solutions in bulk logistics".

[www.schmidt-heilbronn.de](http://www.schmidt-heilbronn.de)

## VdB wins World-class Workplace award

Van den Bosch has once again received the 'World-class Workplace' quality label in the Global category.

The independent quality label is awarded annually by research bureau Effectory for good employership. At the beginning of this year, Effectory conducted a survey among the employees of all the Van den Bosch branches. The logistics service provider scored above average compared with other internationally active organisations surveyed.

Holding the quality label in the Global category reflects well on the international course that Van den Bosch is following, said Michiel van Kessel, director staff services.

"In 2021, we succeeded in obtaining this quality label, based on the assessment by our own employees," van Kessel explained. "We are proud to have obtained the recognition again. Moreover, it's a confirmation that the course we are set on is contributing to good employment practices and employee engagement."

Van den Bosch says learning and development are of paramount importance to the company. With its own academy and programmes in the context of personal development, Van den Bosch says it never stands still. With more than 600 employees, 12 branches and activities around the world, Van den Bosch is committed every day to providing a challenging and inspiring working environment.

Van Kessel added: "In recent years, we have worked on important matters such as the onboarding of new employees, leadership development, communication and performance management. We are now getting appreciation back from our employees."

World-class Workplace, formerly known in the Netherlands as 'Best Employers', was introduced by Effectory 15 years ago. It has since grown into the Netherlands' biggest independent quality label for good employment practices. The quality label is free and cannot be bought: organisations can only earn it through a positive assessment by their own employees.

<https://worldclassworkplace.com>  
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# How to become an employer of choice

*In this thought piece Suttons International outlines the challenges of a changing labour market post Covid-19 and how the logistics operator has adapted to the new environment*

**O**ver the past two years we have seen fundamental changes to the labour market.

Industry standard ways of working became obsolete with the onset of the Covid-19 pandemic. Recruitment and staff retention during this time presented a number of challenges and opportunities to the entire industry, including Suttons International.

At Suttons we are committed to adapt alongside the labour market to be the employer of choice in our industry. To do this the business had to understand and adapt to the fundamental changes that had occurred.

## How Covid changed recruitment

Virtual recruitment over video calls became the new normal. This posed a challenge as hiring managers rely on hidden cues from candidates to truly gauge new potential. Not being in the same room with an interviewee means that the unspoken signals that people give off, such as body language, can be lost, alongside the personal touch that is so important for businesses.

A knock-on effect of the move to virtual recruitment has seen a drastic increase in the rate of interview no-shows. These cost businesses time, energy, and a great deal of frustration. Recruiters have also seen an increase in last minute offer rejections due to financial incentives being offered by existing employers.

During the pandemic the wage market became drastically inflated. Wage demand soared across the industry, often outstripping supply and the internal resources needed to support.

The final and largest change that occurred was the dynamic between jobseekers and business's looking to hire. Companies have to impress potential candidates if they want to have a strong and successful team and it was noted that this period of time was a looked upon as an 'employees market'.

## Becoming an employer of choice

Suttons International is committed to becoming the employer of choice in the industry. We address the above-mentioned changes to strengthen our offering to prospective candidates, while improving the working environment for our current employees. To achieve this, the business laid out short-, medium- and long-term targets.

In the short-term, Suttons supported colleagues with industry beating salaries to outpace the inflated wage rates. This was the first natural step to keeping existing staff retained and engaged while appealing to potential new employees.

We took advantage of the mass adoption of virtual recruitment and video calls and combined it with the face-to-face meetings we had historically used to create a hybrid approach. This gave potential candidates flexibility, while ensuring that our business made the correct hiring choices for our existing team and culture.

Our medium-term strategy to become the employer of choice focuses on internal management, internal engagement and colleague development and enhancement. Our goal is to develop our culture and have all employees connected to the Suttons Core Values.

We believe our Core Values create the bedrock for a brilliant culture and successful team. A new culture team has been established to nurture and encourage the Core Values in our staff, and to set examples for a positive working environment.

We have implemented hybrid working, offering staff remote working at least two days a week. This has become the new normal post-Covid and we fully support it as it provides employee well-being opportunities and an enriching work life balance.

We have doubled down on internal development. Investing in our people and providing structured development plans helps each member of staff reach their full potential. There has been significant investment in our IT systems and infrastructure, which again gives staff the best tools available to excel in their roles.

The business has also made a significant investment in a brand new, bespoke workspace for UK International. This open plan office encourages communication and understanding between teams.

We have a renewed focus on team building and social events which fosters a productive work culture by building rapport between team members.

Employee wellbeing is a priority to Suttons International. From simple regular check-ins with staff, to building personal wellbeing awareness and knowledge across the team, we are nurturing a robust and resilient culture of openness and support for colleagues.

Finally, our long-term aims are to future proof the business by building on the work already done and to solidify a winning culture in the team.

Our expectations demand we have a team that always operates with transparency and trust. All staff are extremely valued and are



The goal is to develop Suttons' culture and have all employees connected to the Suttons Core Values

continually reminded of the importance of their roles within our business.

Initially, the dynamic shift from Covid and the subsequent lockdowns presented the business with a number of challenges. At Suttons we embraced these challenges and took them as an opportunity to modernise our workplace in many ways.

We are very proud of the work that we have done in attracting

new talent and equally as proud of our existing staff maximising their potential every day.

By achieving our goals as an employer of choice, we have set the business on the path to a bright future, driven by high performing individuals in roles across the business.

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

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 E-mail: [tanks@cimc.com](mailto:tanks@cimc.com)

**Europe Sales Contact:**  
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**CMC SAFEWAY TANK SERVICE (Lianyungang) CO., LTD.**  
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## TECHNOLOGY

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**Sensor**

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Pressure

Liquid Level ...

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# Biggest ever Tank Village



Reg Lee (right) opening the Perolo reception. Pictured left: Perolo president Thierry Bourignon

Over four days in Munich, the transport logistic exhibition attracted 2,320 exhibitors from 67 countries and more than 75,000 visitors from over 120 countries.

With more than 72 members exhibiting, the ITCO Tank Container Village was again sold out and was the biggest Tank Container Village that ITCO has organised.

In addition, the many networking opportunities that the Village afforded, two evening receptions were hosted on the site. On Tuesday 9 May, CIMC Safeway sponsored the Tank Container Village Welcome Reception, while on Wednesday 10 May, Perolo organised its ‘traditional’ wine-tasting evening from its exhibition stand.

Opening the Perolo reception, ITCO president Reg Lee announced he is to step at the end of this year.

Lee told guests that ITCO was started in 1998 with Lee as one of the founder members. Jeremy Bergbaum was its first president, and when he stood down in 2003, Lee was elected as president, upon his retirement from Stolt.

In 2009, he resigned from his role at ITCO, going on to start the Asia Tank Container Organisation (@TCO), to help develop and expand the rapidly expanding Asia tank container market. In 2016, Lee was invited back as president of ITCO.

“Today, ITCO remains the only the organisation representing the worldwide tank container industry with almost 200 members and continuing to grow fast,” he said.

“I am proud of what we have achieved in my time at ITCO. But now is the time to pass the baton on to a new president, who will take the organisation to the next stage in its development.”

He also paid tribute to the secretariat team Patrick Hicks and Kate Marszalek for their support during his tenure.


“Patrick and Kate are the real champions of the success of ITCO and will remain so, for many years to come,” he said.

An election for the position of president will be held at the end of 2023, for the next two-year period.

In addition, each of the four ITCO divisions (operator, lessors, manufacturers, service providers) will be holding elections for their new vice-chairman to represent them on the board at the year-end. The four current divisional vice-chairmen take over as head of their divisions from 1 January 2024. The dates of the elections will be announced in September.

During the Covid-19 pandemic, the bi-annual terms of office of board members were extended. Normal procedures will be reinstated from the beginning of next year.

Annual Production  
12000 TK

  
南通四方罐箱

01

Product

- Standard tank
- Lined tank
- Gas tank
- Food grade tank
- Electrical tank
- Reefer tank
- Baffle tank
- AHF tank
- Hydrogen peroxide tank
- Metallic Sodium tanks
- IBC/SBC tank
- T20/T22 tank

02


Service


- Global service network


03


R&D


- ASME U&U2, C3, LR, BV, CCS, RMRS, DNV certifications
- 300+ patents
- 350+ engineers


  
ISO tank


  
Ammonia Tank


  
Lined Tank


  
Reefer Tank


  
Super Insulated Tank

  
Gas Tank

  
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SBC tank

Nantong Tank Container Co., Ltd

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Lamilux Composites showcased its X-treme tank cladding





### Exhibitor reaction

Dinges Logistics was exhibiting for the first time at transport logistic and drew a very positive conclusion.

"We had a great and successful time at transport logistic 2023," said Michael Klopp, COO at Dinges. "For us, the trade fair was characterised by exciting impressions, many interesting discussions, numerous visitors and a pleasant atmosphere."

"The trade fair not only enabled us to meet existing business partners and customers and have some insightful discussions with them, but also to make valuable new contacts."

Lamilux Composites showcased its Lamilux X-treme tank cladding on its stand. Sales manager Oliver Liebsch said of the trade fair: "We truly value personal contact with our customers. Exchanging ideas on an international level about innovations, new fields of application and challenges on the market takes us forward and gives us as a strong partner the opportunity to provide our customers with a comprehensive consultation right from the outset."

"Some manufacturers, operators and leasing companies already decided to acquire the new Lamilux X-treme tank cladding during the trade fair and ordered new containers with this cladding. The event was a great success for us."

[www.international-tank-container.org](http://www.international-tank-container.org)



Dinges made valuable new connections

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**FORT VALE**



# Hymas on the road to safety with Cam-aligner

One of North Yorkshire's (UK) largest and best-known bulk hauliers, Alfred Hymas, is using a wheel alignment system to reduce tyre wear and cut workshop time.

Established near Harrogate in the early part of the 1900s, Alfred Hymas operates a mixed fleet of 76 vehicles, predominantly serving the aggregates and agricultural industries.

"Our vehicles carry heavy loads and often on uneven road surfaces," says workshop manager David Porritt, "so it's important to keep close tabs on every axle, chassis and wheel to make sure everything remains perfectly aligned. Otherwise, tyre wear and other problems quickly take their toll, causing expense, potential hazards, and vehicle downtime."

To guard against this, Hymas switched from its previous system to the Josam Cam-aligner from AES UK, primarily because Porritt and the tech team needed greater accuracy, more speed and a less complicated system to operate.

"In addition to our own vehicles, we also provide maintenance services for external fleets and often see cases where lack of regular wheel alignment has caused damage which has gone unnoticed," Porritt adds. "Therefore, early detection and corrective action is essential to head off safety and cost issues, to say nothing about potential disruption and downtime."

As further explained by Hymas, incorrect wheel alignment increases rolling resistance and adds to fuel consumption with even a slight misalignment resulting in premature and rapid tyre wear. If left undetected, the problem can cause blow-outs and



Hymas technicians can quickly and accurately check wheel angles

high levels of particulate matter (PM) into the atmosphere.

Avoiding this, during each MOT or ideally each time a new tyre is fitted, Hymas technicians can quickly and accurately check wheel angles such as camber, toe, axle offset and steering box middle. Readings are automatically measured by the Cam-aligner, using the chassis centre line as a point of reference and on completion the computer produces a concise report.

"All quick and easy," says Porritt. "The cost benefits were apparent from the start and in the first year, the system is well on the way to paying for itself. We are making big savings in-house and also providing a more cost-efficient and improved service to our customers".

In this regard, he explains, the lightweight

mobility of the system means Hymas can go straight to the vehicle to carry out all requisite checks and corrections, which reduces downtime and saves the customer having to send the vehicle in to the workshop.

Porritt also points to the comprehensive training and ongoing support from AES: "We started with an onsite group training session and then the AES team stayed close, returning the next month to make sure things were going smoothly. The Cam-aligner is not difficult to use, but it was reassuring to have the initial support and good to know AES are always at the end of a phone if needed."

The Alfred Hymas fleet is predominantly Volvo and Renault and works out of operating centres in Great North Road, Sinderby, Thirsk (head office), Ripon, Keighley and Masham. Servicing both long- and short-term contracts, the company transports more than 6,500 tonnes a day.

Established in 2005, AES UK (Automotive Equipment Solutions) is the sole UK distributor of Josam products and provides commercial vehicle alignment and CV workshop equipment, along with on-site training, servicing and equipment calibration to operators throughout the UK.

<https://a-e-s-uk.co.uk>



Readings are automatically measured by the Cam-aligner



OPW's Stop-Lok coupler

## New Stop-Lok coupler

OPW Engineered Systems has announced the launch and availability of its new Stop-Lok multi-application coupler for use in connecting piping and hoses that are used in higher heat and pressure fluid-handling applications.

This evolution of traditional union features a compact structure with increased functionality, with no tools required to complete the connection process.

"Union fittings have been used for decades as a quick, easy-to-assemble connection point between a pipe and hose, but our new Stop-Lok coupler offers advanced features that enable it to deliver even better efficiency," said David Jacobson, global product manager for OPW.

"The Stop-Lok's dual protected seals help ensure the highest level of leak protection while preventing damage from occurring to the hose or pipe during connection."

The Stop-Lok is suitable for loading and unloading fluids in chemical, water, steam, hydrocarbon and heating-and-cooling applications with pressures up to 400 psi. Ease of use is found in the Stop-Lok's scalloped connection sleeve that allows for a hand-tight, tool-free connection that cannot be over-tightened, which lets the user know that 'When It Stops, It's Locked'.

The Stop-Lok's smooth-bore coupler is constructed of 316 stainless steel and is available in 3/4ins, 1ins, 1-1/2ins, 2ins and 3ins sizes, all of which have no variation in pipe diameter, which enables it to generate consistent non-restrictive flow rates.

The introduction of the Stop-Lok adds to OPW's family of quick disconnects, which are built for use in difficult and demanding fluid-handling applications. OPW also offers a complete line of fluid-handling equipment, including loading arms, swivel joints, couplers, electronics and accessories.

[www.opw-es.com](http://www.opw-es.com)

## FV's remote closure

Fort Vale has announced a new remote closure system. Building on its reputation for the highest safety standards, the system removes the need for tank operators to be on top of the tank while opening valves, radically reducing the chances of a mishap should they slip.

Among other benefits are the system's compact design and stainless steel construction; its 180

degree operation and low-friction cable that make it easier to operation; lockable for added security; ambidextrous design to give increased flexibility during fitting; and operating housing suitable for a range of valve sizes, rather than separate housings for different valve sizes; a bearing-guided operating cable rod for stable operation, protected by a housing to minimise damage; and clear 'open/closed' indication.



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# Pricing tender contracts

*Data-driven intelligence provider ClearD3 explains how real option pricing can recapture margin give-up*

**The practice of granting 12 or more months of price guarantee during tenders results in a significant value transfer from carriers to shippers.**

The size of the potential margin given away by the carriers has increased from under 10 percent in the pre-Covid era to an average of nearly 15 percent recently.

However, carriers can use option pricing approaches to recapture some of that value, increasing margins by an average 6 percentage points without a risk of alienating shippers.

A tender contract can be treated as a real option, or a right to use the service, but not an obligation. The carriers guarantee a price, and, for the most part, comply with the agreements. Although shippers undertake to provide certain shipment volumes, there are no strict penalty clauses and shippers often renegotiate the terms or re-launch tenders if the terms turn out to be unfavourable for them.

A (real) option is an economically valuable right to make or abandon a choice that is available to the management. In this case, shippers have the choice to ship based on the tender contract or with someone else in the spot market (or re-tender if the tender price turns out to be too high).

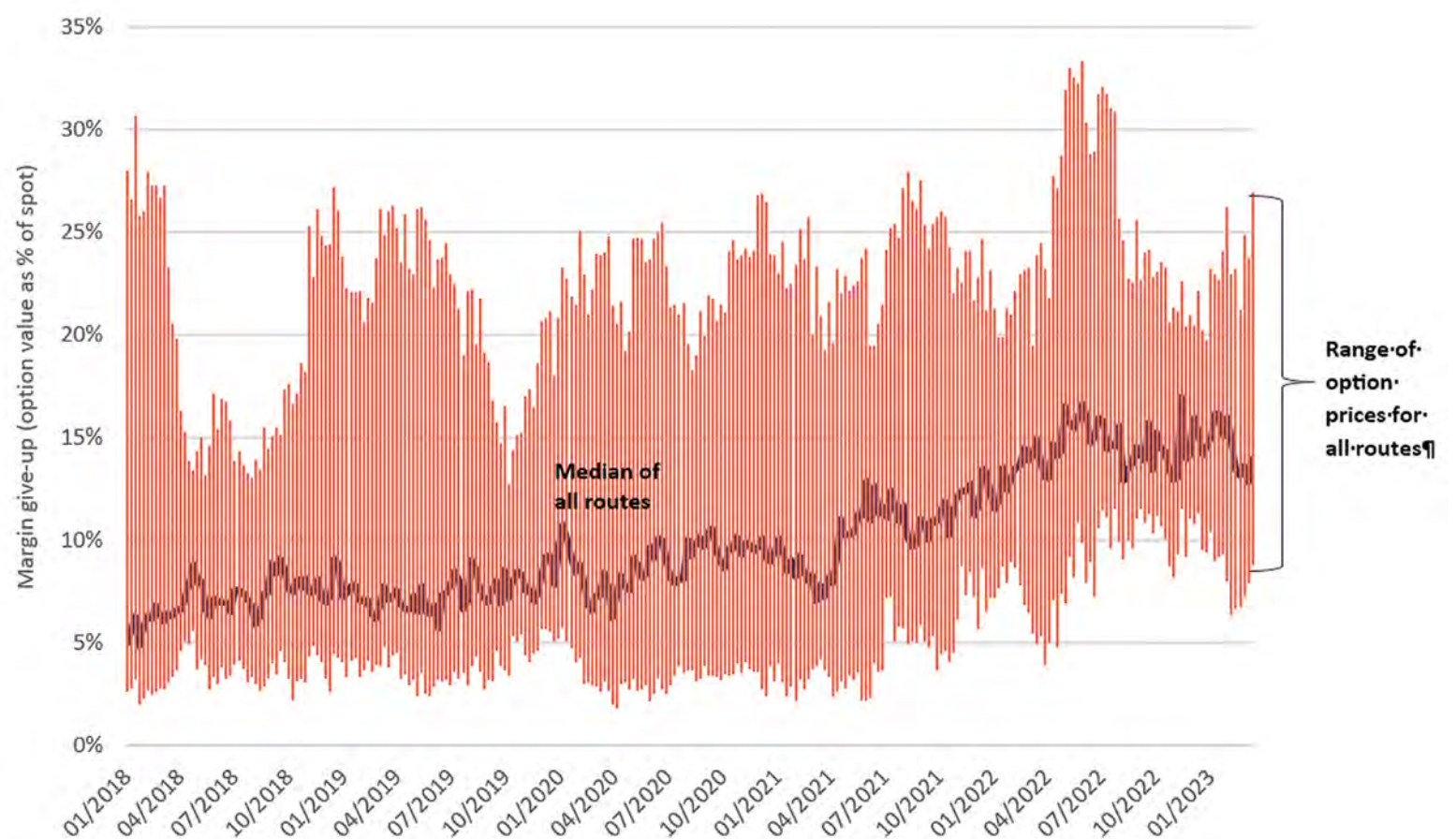
An important feature of option pricing is that the cash value of the option depends on the volatility of the price. To understand the concept of option pricing, consider a tender for 100 routes at €1,000 tender price each, with each route's spot price historically varying from €900 and €1,100. During the year, the spot prices of some of these routes will be closer to €1,100 and the shipper would have to 'subsidise' this promise by charging the tender price that's €100 lower than the spot price at the time. If 30 percent of the routes end up in this category, the carrier will under-earn €3,000, or 3 percent of the total value of the contract. If the prices varied historically between €500 and €1,500, the potential under-earned margin could be €15,000 or 15 percent.

## Option pricing

Option pricing approaches have been widely used in the financial markets since the 1980s. Using as an input the degree of variability (volatility) of the price and the current spot and tender prices, option pricing can estimate the most likely outcome – the percentage of 'loss-making' routes and the expected loss.

According to the calculations of ClearD3 based on spot and tender pricing data from Upply, there is a wide range of average option price (margin give-up) for European routes. As of March 2023, the margin given away by carriers to shippers is in the range of 9 percent to 27 percent depending on the route.

As expected, the median option value has increased from under 10 percent in the pre-Covid period to nearly 15 percent, currently. More importantly, there has always been a wide range of margin give-up depending on the route – a fact that can be used by carriers to optimise tender pricing. (Fig 1)



**Figure 1:** For the most part the median margin give-up (dark line in Fig 1) across all routes has been between 5% and 10% until 2021. Since then, the median has settled at around 15% due to the higher volatility of prices, which increases the risk for the carrier. On the other hand, the range of routes with high and low option pricing has always been high (light vertical lines). This means it is possible for the carrier to discriminate between routes that are potential loss-makers and profitable routes in the tender market.

## Limiting margin drift

Given such a wide range of pricing differences, it is fair to assume that by establishing a maximum margin give-up, a carrier can limit margin drift while carefully managing the risk of losing tenders. Since the carrier will always have to quote all routes to remain an attractive partner for shippers, the key is to set a contract price limit in terms of the margin give-up (option value). This way, the routes that are bound to be less profitable will not be priced competitively and will be ignored by the shipper.

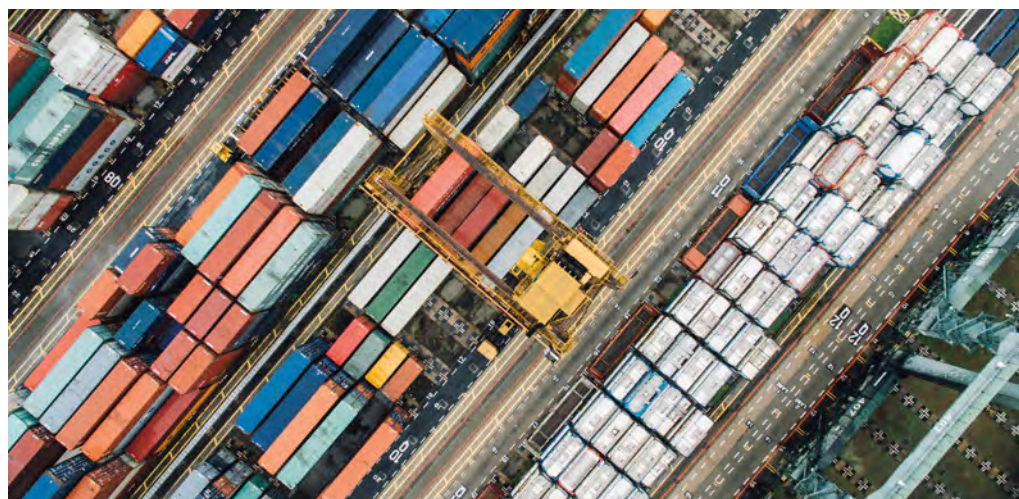
A typical tender is priced based on the current spot prices, but the volatility of the spot price is the most important input. The carrier can set a maximum margin give-up for tender contracts. The option value for each of the hundreds of routes can be calculated and the tender price of the route can be set based on the option value. This enables the carrier to cut the risk of loss-making routes in the future without any knowledge of future prices.

At the same time, this cuts the 'imperfect certainty' of capacity utilisation. There is a trade-off between setting the maximum acceptable margin give-up and the volume of tender business. For example, a very low margin give-up limit of 3 percent provides an overall margin improvement of 7 percent for the carrier. But it also cuts the tender volume almost to zero. As the give-up limit is increased, the margin improvement shrinks to 2 percent for a 16 percent give-up. This suggests that removing only the biggest loss-making routes in tender pricing – for example, France to Belgium, or France to Germany – is likely to add 2 percent to the carrier's margin with very limited impact on capacity.

Ultimately, the carrier must strike a balance between the margin and tendered capacity. By setting an average give-up somewhat below the median – say 10 percent, carriers are likely to add an extra 6 percentage points to the margin with a limited impact on the relationship with customers.

Based in Wateringen, The Netherlands, ClearD3 provides data-driven intelligent pricing as a service to transport and industrial companies

info@cleard3.com  
https://cleard3.com



The carrier can set a maximum margin give-up for tender contracts



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Data  
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Decisions



# Nexxiot helps drive Ermewa digitalisation

**Railcar leasing company Ermewa has selected Nexxiot for the next phase of its digitalisation process.**

With a fleet of more than 45,000 railcars (120 types), Ermewa also provides maintenance, repairs, and operations through its European network of certified workshops and partners. The company offers solutions to decarbonise its customer's supply chain and thus speed up modal shift.

Nexxiot's asset monitoring technology maximises railcar availability, service flexibility, cargo quality, and safety, through real-time data and predictive analytics.

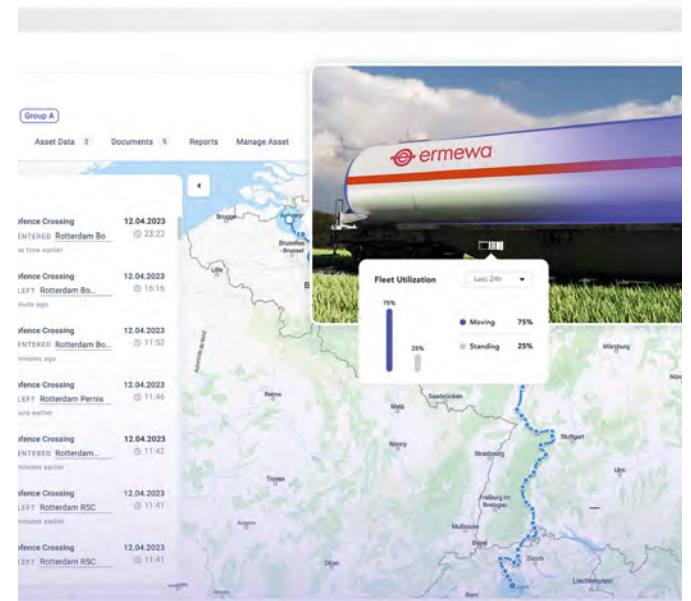
Ermewa will integrate Nexxiot's asset intelligence technology to its existing telematics portfolio. The company will now be able to use Nexxiot's cloud for advanced real-time asset intelligence and detailed performance metrics around location, utilisation, mileage, shocks, and other significant events that affect maintenance, transport quality and safety. Nexxiot's existing partnership with brake manufacturer Knorr-Bremse was a big factor in the decision.

Nexxiot, as IoT technology partner to Knorr-Bremse including its North American rail freight subsidiary New York Air Brake, is a driving force behind the digitalisation of train sub-systems to optimise maintenance and ensure fleet uptime is maximised.

"Our customers are requesting increased access to railcars as part of their strategic plans to move cargo from road to rail," said Peter Reinshagen, managing director of Ermewa. "We commit to making sure their needs are met with efficient maintenance processes, driven by the best digital monitoring capabilities available."

"Partnering with Nexxiot enables Ermewa to offer an additional level of maintenance control that ultimately benefits clients in terms of fleet availability and transport quality," he added.

Dr. Nicolas Lange, chairman of the management board of Knorr-Bremse Rail Vehicle Systems commented: "When we established the partnership with Nexxiot we were looking forward to supporting our clients to improve productivity, reliability, and safety, while enabling the shift to rail to accelerate decarbonisation. With high quality, live



Ermewa will integrate Nexxiot's asset intelligence technology to its existing telematics portfolio

data on the condition of a range of subsystems, we will be able to manage maintenance scheduling and procedures far better, ensuring railcars spend minimal time in maintenance workshops."

Nexxiot's technology chosen by Ermewa consists of an interoperable system of ATEX-certified Globehopper gateways, and an intelligent cloud that provides access to real-time data insights. The solution has open architecture for data fusion from multiple sources, for a complete asset and fleet overview.

"We support Ermewa's move to continue Europe's acceleration of the 'digital freight train' of the future," said Stefan Kalmund, CEO of Nexxiot. "This is an important step for the global rail industry, as it raises the bar on quality and ensures that rail transport is responsible and optimised for maximum availability and safety, for cargo owners and supply chain stakeholders alike."

## Gloor joins

Former Bertschi operations specialist Roger Gloor is joining Nexxiot as the new head of technical department.

Gloor was responsible for Bertschi's operations and for facilitating innovation for strategically important customers. In his most recent position as deputy head of technical department, Gloor was in charge of 42,000 tank and dry-bulk containers. Among other things, he designed and developed three types of ISO tanks and supervised the sourcing and production of 22,000 units in co-operation with Welfit Oddy, CIMC, JJAP, SPIC, and NTtank.

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

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

## IMT brings AI to tanks

**T**he transition to artificial intelligence (AI) and big data is gathering.

Partly thanks to the global launch of ChatGPT, an advanced language generation model developed by OpenAI, a huge acceleration has taken place recently. The potential of AI, big data and machine learning, as well as the long- and short-term benefits for the railcar and tank container market, is no longer a distant future but is happening right now.

Together with its customers, Intermodal Telematics (IMT) is now working on appropriate AI business models. For clients, IMT develops algorithms and uses machine learning tools to generate meaningful insights and derivatives, generating a solid foundation of information.

Looking at the tank container and rail car industry just 10 years ago, there were myriad labour-intensive day-to-day tasks. Tasks that used to be manual for operators, which consumed a huge amount of time and effort to do correctly, and thus to manage as well, can now be supported by AI. The transition towards smart sensor technology has greatly alleviated pressure on operators, because measurements are taken and relayed automatically and continuously.

A telling example in the AI telematics field is the full/empty status of an asset. Sending the full or empty status directly to the transport management system (TMS) avoids manual input, increases the speed of information and gives an operator the ability to deploy the fleet even more efficiently, through early signalling of available tank containers or rail wagons. With the AI tool IMT can help tank container operators to increase the utilisation rate of their fleets.

"We turn raw data into useful information, without any effort required from the customer," the company states. "With this we can generate more useful alert notifications, provide reliable and fast status changes, and increase overall visibility and efficiency."

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

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# interpack welcomes global packaging industry

**May witnessed the triennial interpack trade show in Düsseldorf, Germany.**

As ever, industrial packaging firms used the event to showcase their latest innovations along with stalwart products, as the week-long shindig attracted some 143,000 visitors from around the world.

All facets of sustainability were top themes.



Exhibitors presented high-end technologies and holistic concepts that consider efficiency and sustainability along their entire production line.

"Many companies in the consumer goods industry have set their own sustainability targets," said Richard Clemens, managing director of the Food Processing and Packaging Machinery Association

within VDMA at interpack.

"Over the past few years, packaging machinery manufacturers have succeeded in implementing sustainable packaging concepts by means of corresponding technical adaptations and newly developed machinery solutions. interpack is the showcase for innovations and, at the same time, the

point of departure for developing further towards a sustainable circular economy," says Clemens summing up.

The next interpack will be held in Düsseldorf from 7 to 13 May 2026.

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

# Schütz innovations on show

**Schütz used its platform to present numerous innovations and world premieres from the IBC, plastic and steel drum sectors. These includes a new Green Layer series of packaging. For the middle layer of the IBC inner bottles, drum bodies and jerrycans of this product line, Schütz uses 30 percent high-quality, natural-coloured recycled material, which is recovered as part of its worldwide collection programme for emptied packaging.**

Further products on display help to minimise the CO2 footprint of packaging through the use of recycled material. These include a newly developed, eco-friendly full plastic frame pallet, specially designed for the safe and smooth transport of IBCs in modern automated warehouses. Its special geometry makes the pallet suitable for in-house transport on conveyor systems. The full plastic frame pallet is highly durable and is made entirely with recyclate which Schütz collects during the reconditioning of used IBCs in the company's own recycling centre.

A 3-skid steel pallet with embossed metal skids is a prototype of another Schütz innovation in the pallet sector. Compared to standard steel skid pallets, it has an additional middle skid, which greatly enlarges the contact area. The solution developed by Schütz offers optimised weight distribution, it is "highly robust" and has improved handling properties on conveyor systems. Due to the high stability and minimised sagging even under full loads, the pallet is optimised for use in high-rack warehouses and automatic transport systems.

Components were also on show, for example, the new CC/FC Breather. This is a new standard that was specially developed for the Cleancert (CC) and Foodcert (FC) product lines. The system is used to ventilate containers quickly and safely during

product discharge.

With the Breather, IBCs can be emptied without having to open the screw cap or remove the bung plug. The new component allows users to minimise contamination risks and increase food safety, especially at the beginning of the value chain. Another example for the protection of filling goods is the Automatic Lock bung closure. This solution, already established in the drum sector, will in future also be supplied to all IBC customers who use a screw cap with a bung as standard. The Automatic Lock is a closure system with a tamper-evident seal for heightened hygiene and safety.

Schütz chose interpack for a world premiere: a new Laser Drum, setting a new standard in the field of steel drums. Schütz uses hot-dip galvanised sheet steel directly from the coil to manufacture the steel drums. The raw material is dipped into a molten zinc bath before the coil is wound and galvanised to obtain a high-quality, evenly distributed zinc coating on all sides. The drum body is manufactured in a special laser welding process by butt-welding the sheet metal together. After lid and base assembly, the Laser Drum is comprehensively protected against corrosion inside and outside.

Schütz sees the drum as a high-performance alternative, especially for demanding and sensitive filling products, for which in the past conventionally galvanised or internally coated drums have been used. Another innovation is the Schütz Drumfix load securing system which allows steel drums to be safely secured during transport. With the Drumfix system, four drums can be securely fixed on a pallet. The system, made of reinforced and recycled plastic, was specially designed to create fast, environmentally friendly and stable load units.

[www.schuetz.net](http://www.schuetz.net)



The CC/FC Breather allows IBCs to be emptied without opening the screw cap. Photo: Schütz



The Automatic Lock bung closure system, already available for Schütz drums, will in future also be supplied to IBC customers who use a screw cap with a bung as standard. The solution with a tamper-evident seal helps to protect the contents and the personnel handling the container. Photos: Schütz



The new plastic frame pallet from Schütz was specially developed for safe and smooth IBC transport in modern, automated warehouses and is made entirely of recycled material.

Photos: Schütz

**neoflex**



## Products

Neoflex B

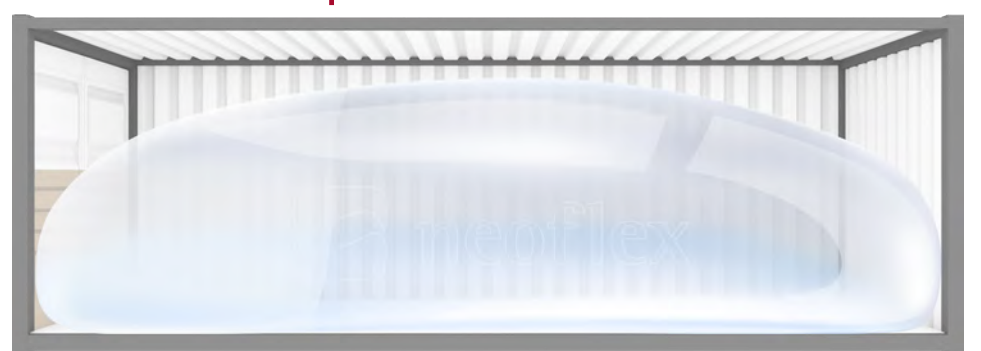
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**Bulk Liquid Handle with Neoflex**



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# Greif launches updated carbon calculator

**G**reif launched a significant update to its proprietary interactive carbon emissions reduction calculator at interpack.

The tool is designed to help customers achieve their sustainability goals by understanding the carbon footprint of their packaging.

A version of the company's Green Tool, which evaluates the environmental impact of industrial packaging solutions produced by Greif using independent lifecycle data, Green Tool Lite will provide customers with carbon footprint metrics for its most popular IBCs, plastic and steel drum products, quickly and efficiently through an easy to use interface.

Green Tool Lite gives customers easy access to environmental impact data by allowing them to analyse and compare specific industrial packaging products by entering key information



*Greif's updated carbon emissions reduction calculator is designed to help customers achieve their sustainability goals by understanding the carbon footprint of their packaging*

into a calculator.

Results are provided through a simple chart that shows the CO2 emissions created through the manufacture and transport of one or more product types, such as a new IBC versus a

reconditioned one. Also provided is the CO2 emissions equivalence, for example the number of trees that would need to be planted to sequester the same amount of emissions.

"We are excited by the opportunity Green Tool Lite provides in supporting and enabling more customers in their sustainability journey, and we are delighted to be able to showcase it at interpack," said Aysu Katun, VP of sustainability at Greif.

"It will allow us to assist more customers in making informed decisions about their industrial packaging to help reach their sustainability targets. It also supports our own commitment to advancing a circular economy and reducing greenhouse gas emissions. Each of us has a responsibility to protect the environment and reduce our environmental impact and the



*Greif welcomed numerous visitors to its stand*

opportunity for positive change is greatest through collaboration."

Touch screens with motion sensors were available on Greif's stand for visitors interested in trying out the new sustainability software, which will be available to all customers on Greif's website in the coming months.

## GCube

Among the other solutions featured on Greif's stand was the GCube IBC. This container is made from post-consumer resin (PCR) which offers hazardous material fillers a sustainable solution in which each component is made of at least 30 percent or more recycled plastic.

The GCube with PCR affords users an ideal way to reduce plastic consumption, reduce CO2 emission and create a virtuous circle with their IBCs, Greif says. Greif generates its own PCR through Life Cycle Services by Greif, its newly rebranded reconditioning programme. Non-washable IBC bottles are shredded, cleaned, extruded and granulated to form PCR, diverting plastics from landfills and offering alternative usages.

"Much of our innovation and investment strategy is driven by the need to develop more sustainable solutions for our customers while at the same time ensuring product integrity and safety. And with new and planned recycled content regulations for plastic packaging, we expect demand for PCR and PIR to grow," explained Robert Stabrey, global product manager IBC at Greif.

"The key to increasing the manufacturing of PCR and PIR products is greater investment and better education around collection and recycling technologies. Better packaging logistics and smart packaging solutions, such as track and trace play an important role. Visitors to the show (were) able to learn more about our developments in this area including GCube Connect - an IBC that gives customers real time tracking information about its IBCs and can assist in providing co-ordinates for end of use collection."

Also on display was the GCube Shield technology for IBCs which combines the advantages of a relatively low carbon footprint with good permeation barrier properties and other fill good demands. The high diffusion density of the three-layer inner container allows the transport of contents that are too permeable for normal two-layer extruded high density polyethylene (HDPE) IBCs. Also, solvents with flash points below 61degC and light sensitive fill goods can be transported. Moreover, the inner receptacle can be recycled at the end of its life cycle.

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



*Greif's GCube with PCR affords users an ideal way to reduce plastic consumption and reduce CO2 emission*

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# Biofuels for Ireland

**UK biofuel supplier Green Biofuels has launched Ireland's first renewable biofuel terminal in a built facility in Cork Harbour.**

The facility took its first cargo delivery earlier this year. Through its Irish business Green D Project Limited, the new terminal is a major commitment by GBF to Ireland's cleaner energy infrastructure for transport and generator power.

The terminal will act as both an import facility to service the growing demand for HVO renewable fuel in Ireland, and a blending/export facility to enable the collection and use of renewable fuels overseas.

The terminal investment is the next stage in the GBF's rapid growth and increased distribution of its flagship product, Gd+ HVO. GBF has supplied in excess of 200 million litres of Gd+ HVO to the UK over the past year covering different sectors, including construction, logistics and marine industries.

Ireland's Climate Action Plan follows the Climate Act 2021 and commits Ireland to a legally binding target of net-zero greenhouse gas emissions no later than 2050, with a reduction of 51 percent by 2030.

The brownfield site identified for investment by GBF repurposes a previous development that has sat idle for more than 10 years and serves as a springboard for Ireland's ambitions to decarbonise, cut emissions and create a cleaner economy. This investment also provides the Cork Harbour economic area with a boost to job opportunities and trade activities.

"We are really excited about this project and constructing the first low-carbon fuel terminal in



The jetty formerly sits west of Haulbowline Island and serves the bulk liquid storage facility for Cork

Ireland in support of its Climate Action plan," said Magnus Hammick, COO of GBF. "We are committed to making a difference in every possible situation, and the low-carbon fuel terminal will allow us to expand our supply and grant our customers the ability to make a positive change by significantly reducing their carbon emissions and improving local air quality by using our drop-in replacement fuels."

GBF will initially use 38 million litres of the overall terminal capacity for Gd+ HVO fuel, which equates

to a potential lifecycle CO<sub>2</sub>e emissions saving of over 100,000 tons on each tank refill cycle compared with conventional diesel fuel. GBF aims to grow the capacity of the facility to hold a total of 53 million litres.

In 2021 Ireland imported just over 8 million litres in total of the advanced biofuel. Effectively, GBF is substantially increasing the security of supply of Gd+ HVO in the UK and Atlantic basin markets in line with growth in global production expected in the next five years.

The renovation of the facility will be done in three phases, intended to allow the terminal to be

commissioned and started up as quickly and efficiently as possible. GBF took ownership of the facility in the second half of 2022, with a third-party operator to be announced in due course for running and maintaining the terminal.

Port of Cork has the world's second-largest natural harbour and is a key international gateway for trade. The jetty formerly owned by a large chemical firm, which sits west of Haulbowline Island and serves the bulk liquid storage facility, has a 259m-long single berth. The terminal can receive a broad range of vessels and provides numerous options for bulk liquid movements.

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## Events

<b>Intermodal Asia</b> 19-21 July 2023 Shanghai, China <a href="http://www.intermodal-asia.com">www.intermodal-asia.com</a>
<b>FECC Annual Congress</b> 11-13 September 2023 Sitges, Spain <a href="http://www.fecc-congress.com">www.fecc-congress.com</a>
<b>EPCA Annual Meeting</b> 25-28 September 2023 Vienna, Austria <a href="http://epca.eu">http://epca.eu</a>
<b>Powtech</b> 26-28 September 2023 Nuremberg, Germany <a href="http://www.powtech.de">www.powtech.de</a>
<b>Intermodal Europe</b> 10-12 October 2023 Amsterdam, Netherlands <a href="http://www.intermodal-events.com">www.intermodal-events.com</a>
<b>ECTA Annual Meeting</b> 16 November 2023 Duesseldorf, Germany <a href="http://ecta.com">https://ecta.com</a>
<b>World Bulk Wine</b> 20-21 November 2023 Amsterdam, Netherlands <a href="http://www.worldbulkwine.com">www.worldbulkwine.com</a>

## TSA appoints new president and vice-president

**Wilma Kelly, HSE director at Certas Energy, has been elected as the new president of the Tank Storage Association, the trade association representing all aspects of the UK's bulk storage and energy infrastructure industry.**

She succeeds Adrian Jackson, chief executive of the Oil and Pipelines Agency.

Arun Sriskanda, managing director at Oikos Storage, has been elected to the position of vice-president, and will also join the board of directors of the TSA.

The presidency and vice-presidency transferred at the TSA's Annual General Meeting, which was held virtually.

Kelly said: "I am honoured to take on the role of president of the TSA and I would like to thank Adrian Jackson for all his hard work, dedication and support over the past two years. I look forward to building on his success and taking the

association forward. The TSA plays a leading role in several industry, regulatory and Government forums and works to ensure that members' interests are at the top of the agenda.

"My priorities will be to continue to boost our connections while championing the value and benefits of this vital industry. I will be focusing on supporting the energy transition and ensuring the skills and resources for the future, particularly at a time of transformational progress for our sector."

Arun Sriskanda commented: "I am delighted to be taking on the role of vice-president at this important time for our sector. I look forward to working together with the association's membership on the issues that matter most to us and helping to deliver the exciting new initiatives we are setting out for the months and years ahead."

<https://tankstorage.org.uk>



Wilma Kelly



Arun Sriskanda

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# DPW believes in ‘vast potential’ of CEPA

**The Comprehensive Economic Partnership Agreement (CEPA) between the United Arab Emirates (UAE) and Turkey could unlock the massive economic potential of Turkey as a global trade hub, according to DP World.**

The UAE logistics port group has welcomed the recent announcement and is confident the agreement can deliver on its aim to increase trade between Turkey and the UAE to the level of US\$40 billion in the next five years.

Over the past two decades, DP World has been a key driver of UAE-Turkey trade. The firm's Jebel Ali Port accounted for 93.25 percent of the total \$8.9 billion in 2020 trade between Turkey and the UAE, with the business working to bridge the trade gap between the two countries through significant investments at DP World's intermodal facility in Yarmca.

Turkey's location at the crossroads of Asia and Europe makes it a critical component of DP World's ongoing global objective, to make trade flow better.

"When the negotiations which underpinned the signing of the CEPA began, following an agreement to establish a joint economic committee to enhance bilateral trade and investment in 2019, Turkey was the UAE's 10th largest trading partner, with bilateral trade valued at close to \$9 billion," Kris Adams, CEO DP World Yarmca.

"Bilateral trade between Turkey and the UAE reached \$18.9 billion



Yarmca terminal is one of the largest in Turkey

in 2022, and the country is now the UAE's sixth largest trading partner for non-oil trade. Our container terminal in Yarmca is one of the most technologically advanced facilities in Europe and is an integral part of the trade corridor linking Asia, Europe, and Africa.

DP World has been investing in digital solutions and technologies to help transform the way goods move across the globe. This transformation is needed now more than ever, particularly as DP World research has highlighted the lasting impact of COVID-19 on

supply chains, as well as the increasingly uncertain geopolitical environment for companies.

The Yarmca container terminal in the Izmit Gulf is one of the largest in the country with a capacity of 1.15 million TEU and is one of the few facilities capable of berthing the world's largest container ships. The port, located at the heart of Turkey's largest industrial zone, aims to provide the best service available in the end-to-end supply chain to exporters and importers. The business also offers end-to-end logistics and supply chain solutions to customers through a new entity, DP World Logistics, which was established in Turkey in 2022.

"The CEPA between the UAE and Turkey provides the framework for businesses to explore new opportunities and build stronger partnerships, to expand operations, reduce costs, and tap into new markets," said Rashid Abdulla, CEO of DP World Europe

"By leveraging technology and innovation, we can create more efficient and streamlined supply chains that reduce costs and drive growth. This will not only benefit businesses in the UAE and Turkey, but also create a ripple effect across Europe. I look forward to continuing our collaboration with our partners in Turkey to help unlock its vast potential."

Ratification of the CEPA is expected in the second quarter of 2023 with a full programme of implementation to follow, with the aim of the agreement being to increase trade between the country and the UAE to the level of \$40 billion in the next five years, according to projections from UAE officials.

It is expected that the CEPA will cover industries such as aggrotech, food security, and clean energy, as well as facilitating ongoing collaboration on construction and real estate projects.

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## Big Giraffe in Tilbury

**The UK's Port of Tilbury has welcomed a new Liebherr zero emission material handler. The new Liebherr LH 150 M HR is the first of its kind to operate in the UK and joins the port's fleet of material handlers, including Sennebogen 870 and 875 machines.**

The new handler, known as 'Big Giraffe' following a naming competition with local schools, is the most advanced model with strong sustainability and net zero credentials which support's the port drive to greener operations.

The machine will work across the port, including bulks and general cargo, and uses the latest Tier V engine capable of running on HVO100 fuel which ensures zero CO2 emissions. An energy recovery cylinder (ERC) is fitted to the main boom which will deliver up to 30 percent of fuel saving. The model also has low energy LED Lighting throughout and will contribute to the port's ongoing commitment to ISO 14001 and ISO 50001 accreditation.

[www.tilbury2.co.uk](http://www.tilbury2.co.uk)