

# BULKDISTRIBUTOR

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## H&P goes back to the future

**C**elebrating 50 years in the business, UK ISO tank haulier and tank wash company H&P Freightways Limited has grown from a single office in Hull to provide national coverage for global customers.

With the latest site being opened in Grimsby offering loaded lifting and steam heating, H&P continues to offer first class logistics services to both chemical and food customers.

The specialist in tank container transport & handling for 50 years, services have expanded to include customs and import/export activities.

In a homage to the founders back in 1975, a Renault 'T' Range (pictured) has been supplied and painted by Thompsons Renault to match the original fleet colours.

The livery is exactly as on the original Renaults, back when the fleet was much smaller. In celebration of the 50th anniversary, this truck serves as a reminder of the company's roots and how far H&P Freightways has come since 1975.

The 'Project 50' truck will become a fully operational vehicle serving customer needs along with the rest of the fleet.

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



This Renault 'T' Range was supplied and painted by Thompsons Renault to match the original H&P Freightways colours.

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Leasing  
IBCs, FIBCs & Drums  
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Road Tankers

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## Carriers weigh risks of returning to Suez

**G**eopolitics looks set once again to cast a shadow over global trade and supply chains.

The ceasefire between Israel and Hamas over the war in Gaza gave rise to hopes that large-scale shipping might return to the Suez Canal instead of routing around the Cape of Good Hope.

Houthi militants in Yemen announced they would suspend attacks on shipping in the Red Sea, saying they will now only target vessels with strong links to Israel.

Ships heading for Israeli ports, even those partially owned by Israeli individuals or entities and managed or operated by them, would be exempt from attacks as of 19 January, according to a statement from the Houthis.

So, a return to Suez is still possible, but shipowners remain cautious about committing to the shorter route.

Thomas Cullen, of logistics consultancy Ti Insights, that some smaller container lines are clearly willing to take the risk of resuming services through the Suez Canal. But larger carriers are generally more cautious, "although some are more cautious than others". However, once container lines of any size resume using the Suez route their competitors will be forced to do likewise or face a competitive disadvantage.

Nevertheless, insurance will be a key issue in these decisions. Reuters reported that many insurance companies are still reluctant to provide cover for ships and cargoes transiting the Red Sea



Should the Suez route become viable again, then the container shipping market would experience a sharp correction

unless the ground level threat comes down to near-zero amid prolonged safety concerns.

Citing a ship chartering executive the report said "many end receivers of cargoes in Europe" are currently not willing to receive their shipments via the Red Sea. So even if the ship owner has the green light from its insurer, the beneficial cargo owner's insurer might still not cover the risk.

Should the Suez route become viable again, then the container shipping market would experience a sharp correction, Cullen went on. "The resultant increase in supply of container carrying capacity of more than 20 percent will inevitably drive-down freight rates. Yet the uncertainty will remain," he said.

An investigation conducted by *The Economist* newspaper analysed satellite-tracking data and vessel ownership records. This found that cargo volumes in the strait have fallen by two-thirds, the ultimate nationality of vessels has shifted, container routes have been redrawn and the costs to the global economy amounted to some US\$200 billion in 2024.

• As *Bulk Distributor* went to press, reports came in of an explosion aboard a container vessel navigating the Red Sea. However, at the time of writing the causes were unknown, with speculation that it could have resulted from the carriage of dangerous goods onboard the vessel. *Bulk Distributor* will endeavour to provide updates on this story via our website.





## Now Open

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Tank Heating  
Maintenance & Repair  
Bagging & De-Bagging  
Tank Off-Hire Service  
Vehicle Workshops





# Cogent expands to maximise space

**I**t is no secret that in Singapore space is at a premium.

Property development usually has to build up rather than out given the cost of each square metre in the island state.

This also applies to logistics facilities. Just as in equally-constrained Hong Kong, container facilities often mean stacking as high as safely possible to maximise each footprint.

Cosco Shipping International subsidiary Cogent Jurong Island has in the past decade built an impressive container logistics centre on Jurong that towers over five floors. An overhead crane moves containers around the facility to position them correctly as and when needed.

Late in 2024, Cogent broke ground on an extension to the site that will comprise a tank container services facility.

First announced in November, Jurong Island Logistics Hub Phase 2 (JILH) aims to meet growing demand for specialised logistics services serving the petrochemical and chemical sectors on Jurong.

The facility will be built at Tembusu Crescent on the island, with the 25,000 sqm plot of land leased for 30 years by JTC Corporation.

JILH Phase 2 will integrate with JILH Phase 1 through shared infrastructure, including a ground-to-roof ramp, creating a mega logistics hub.

The combined expanded facility, spanning approximately 60,000 sqm of warehouse space, will offer handling of dangerous goods (DG) and general cargo services, as well as the repackaging of materials from tank containers into drums or IBCs.

The facility will also have empty container depot services, tank container cleaning and a 24-hour transport service catering for both DG and non-DG cargo.

Meanwhile, JILH Phase 2 will also be equipped with a double-volume warehouse for higher stacking and automation



*In Singapore each square metre counts*

technologies, such as automated guided vehicles (AGVs).

The facility is close to Jurong Island Terminal (JIT) allowing for the deployment of container barges as an alternative to road transport.

"The groundbreaking ceremony reflects Cogent's commitment to innovation and sustainability," said Lan Chun Hai, Cosco executive vice president at the ceremony.

"JILH Phase 2 will set a new benchmark in logistics capabilities and environmental stewardship, supporting our customers' needs while contributing to Singapore's green transformation," he added.



*JILH Phase 2 will integrate with Phase 1 through shared infrastructure, including a ground-to-roof ramp, creating a mega logistics hub*

Christine Wong, assistant CEO of Cluster Group, JTC, commented: "We welcome Cogent's expansion of its Jurong Island Logistics Hub, which will enhance the logistics ecosystem in Jurong Island by encouraging a more sustainable and efficient mode of cargo transport.

"This will support our collective efforts to transform Jurong Island into a sustainable energy and chemicals park," she added.

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

# Suttons sells tanker ops, focuses on tank containers

**U**K-based bulk logistics specialist Suttons clearly sees its future in the growth of ISO tank containers.

At the end of October last year, the firm's owners – the Sutton and Broadhurst families – completed the sale of their interest in Suttons Tankers Holdings Limited and its trading subsidiary, Suttons Tankers Limited, to Netherlands-based Schenk Tanktransport.

Suttons Tankers comprises all UK-based road tanker operations, which will now benefit from Schenk's experience in Northwest Europe. The transaction does not affect the European and global ISO tank operations of Suttons International Limited, which remain fully family-owned. The Sutton family said it retained ownership of Suttons International to maintain "an undivided focus on its continued growth and expansion, under the stewardship of the existing management team led by CEO John Sutton."

The decision to sell the UK tankers domestic business reflects a strategic focus on strengthening the family's global business in ISO tank transport and logistics.

"After nearly a century in the road transport industry, originally founded by our grandfather Alf Sutton, we are immensely proud to see Suttons Tankers positioned to grow further under Schenk's ownership," said John Sutton. "Schenk's values and heritage align closely with ours, making them the right choice to lead the tankers business into its next phase. This sale also allows us to sharpen our focus on the future of Suttons International, a family-owned, globally recognised brand in ISO-tank logistics."

Schenk Tanktransport specialises in the transporting liquid food, chemicals, gas, and biofuels, and operates across several European locations, including the Netherlands, Belgium, Luxembourg, and Germany.

With the acquisition, Schenk will increase its revenues and employees by almost 50 percent, reaching €440 million and 2,600, respectively. It operates a fleet of more than 1,450 tractor units, 1,300 owned trailers and 1,000 tank containers.

In addition, Schenk will extend its reach both geographically and across new product sectors.

"We are excited to welcome Suttons Tankers into the Schenk Group," said Schenk CEO Marcel Claessen. "This acquisition not only strengthens our market position, but also allows both

companies to use each other's strengths and knowledge that will enable us to offer enhanced services to our customers across Europe. We are confident that this partnership will drive growth and innovation."

At the start of 2024, Schenk began shipping liquid chocolate incorporating this food product into its portfolio. Multi-compartment tankers equipped with temperature-controlled systems and heated pumps, designed specifically for chocolate, allows the logistics company to transport different types of chocolate



*The partnership with Suttons has allowed Miraccl to deliver HDI monomers and derivatives reliably to global markets*



*The decision to sell the UK tankers domestic business reflects a strategic focus on strengthening ISO tank logistics*

simultaneously. This configuration ensures more consistent heating and minimises product loss during unloading.

## Miraccl partner

In China, Suttons is the logistics partner for Miraccl Technology, headquartered in Yantai, Shandong.

Suttons' supports Miraccl with the transportation of both standard and temperature-controlled products.

Handling hexamethylene diisocyanate (HDI), a core product of Miraccl's new industrial plant, presented unique challenges. HDI is highly sensitive to both moisture and oxygen, making its transport and storage particularly demanding. These complexities required a logistics provider with extensive experience, technical expertise, and the highest commitment and adherence to safety and quality standards.

Suttons was involved in this project from its inception, collaborating with Miraccl during the early stages of plant design and operational planning. By contributing expertise in logistics and supply chain management, Suttons assisted in designing the loading facilities, ensuring they met the stringent requirements for HDI handling; advised on internal process development to optimise product handling and mitigate risks; and, designed comprehensive logistics solutions that supported both domestic transport and export operations, maintaining the integrity and quality of HDI throughout the supply chain.

This approach enabled Miraccl to avoid potential pitfalls and streamline its logistics processes.

On 4 November 2024, Miraccl successfully launched the world's largest HDI production facility, with an annual capacity of 100,000 tons. The plant represents a significant technological advancement in aliphatic isocyanate production. Following the launch, Suttons was selected as the exclusive bulk logistics provider for HDI, delivering both domestic and export services.

This partnership has allowed Miraccl to deliver HDI monomers and derivatives reliably to global markets, and maintain product quality and integrity throughout transport.

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



# Hitting the road to Houston

*Sheer Logistics provides a highly specialised solution for an Arkansas beverage manufacturer*

**T**he state of Arkansas is home to a surprising number of drinks companies, perhaps running into the low hundreds.

Bordered to the south by the US Gulf states of Texas and Louisiana, Arkansas' beverage industry comprises a range of manufacturers from craft breweries and distilleries to regional branches of multinational suppliers.

One such firm, described as one of the world's leading premium spirits producers, operates a complex global supply chain spanning dozens of countries.

In the US, the company distils a large number of its products in Arkansas which then have to be transported to the Barbours Cut and Bayport Container Terminals at Port of Houston for loading onto vessels and exported to overseas markets.

However, transporting liquor and other alcoholic beverages requires navigating a myriad of state-level rules and regulations, procuring specialised equipment, and access to a pool of drivers that maintain the permits necessary to transport alcohol-based products legally to secure maritime locations.

## Challenges & needs

Because the shipper moves alcoholic liquid in bulk, rather than bottled or canned form, it requires ISO tank containers. Unlike a typical dry box container, tank containers need specialised ISO tank chassis for transport. But these chassis are less common, and at times, undergo significant shortages.



Sheer's customer distils a large number of its products in Arkansas which are then transported to the Barbours Cut and Bayport terminals at Houston

Due to the large volumes and complex logistics needs, the multinational firm found it challenging to maintain an adequate equipment and driver base for its drayage operations. So, it went looking for a highly specialised solution, but this entailed particular requirements.

**Specialised service:** ISO tank transport is inherently a specialised service, which was compounded by the firm's need for drayage services, including power only moves.

**Specialised drivers:** Safely piloting an ISO tank loaded chassis requires additional training, protocols, and skills. Tank containers have a higher centre of gravity than standard dry vans, and the movement of the liquid inside the tanks during transport can affect the handling of the tractor and chassis. Drivers must have experience in properly accelerating and braking the vehicle to prevent liquid 'surge', ie, excessive movement of the liquid within the tank which can cause a driver to lose control or destabilise the vehicle. Drivers

must also obtain and maintain a tanker endorsement which certifies that they have been trained to transport bulk liquids properly.

## Permits and approvals

These restrictions are compounded by an array of specialised permits and approvals needed before the tank and truck can hit the road.

**Hazardous Materials (HazMat) Endorsement:** Drivers with liquid transport experience and hazmat certification are limited in supply and can be like finding a needle in a haystack.

**Transportation Worker Identification Credential:** Commonly known as a 'TWIC card', this credential is required by the Maritime Transportation Security Act for workers that need access to secure areas of maritime facilities and vessels. TSA conducts a security threat assessment (background check) to determine a person's eligibility and issues the credential. Without a TWIC card, drivers cannot access ports for pickups or deliveries.

**Vessel Approval:** The underlying carrier's SCAC code needs to be approved by the vessel in order for drivers to pick up from, or deliver to, a vessel. This can get complicated as the drinks company might have as many as 20 vessels in use at any given time, and the driver needs to be approved by each one.

**Custodian Bond:** Custodian Bonds, also known as Activity Code 2 Custodian of Bonded Merchandise Bonds, are required for operations which carry or hold merchandise not yet entered into the commerce of the US, for export or entry at a later time or place. Third party logistics providers (3PLs) serving the firm's needs are required to hold this bond, which essentially makes the 3PL liable for taxes associated with the transported goods.

## Sheer solution

To help navigate this complex supply chain maze, Sheer Logistics, headquartered in Chesterfield,

Missouri, created a dedicated drayage programme specifically tailored to the multinational firm's highly specialised needs.

To build capacity, Sheer leased ISO tank chassis, ultimately creating a dedicated pool of more than 50 chassis, while the Sheer team also sourced a third-party yard to store the chassis when not in use.

Sheer required a yard with a crane capable of lifting tanks off the chassis, and having sourced such a yard began partnering with it to design a solution that also provides inspection and maintenance of the chassis, including tyres, brakes, brake lights, etc.


Leveraging its extensive carrier base in the region Sheer also identified carriers whose drivers maintained the necessary skills and credentials, including ISO tank hauling experience, HazMat endorsements and TWIC cards. The logistics operator then advised the carrier base on how to secure vessel approvals to allow for access to the ports and obtained the required Custodian Bond.

Sheer provides dedicated, on-demand service to the drinks company, handling drayage and power-only moves to and from Arkansas to Barbours Cut and Bayport as well covering as intra-Houston moves when needed. This service is exceptionally time critical; when the shipper charters a vessel, it can cost as much as US\$75,000 per day.


So, Sheer provides expedited and team service to meet these tight deadlines, having delivered as many as 100 loads in less than a week – earning the Sheer team 'mission critical' status from its customer.

Describing Sheer as "100 percent mission critical to us", the beverage firm's director of logistics, commented: "The communication that Sheer does is something I wish my other brokers did. The level of customer service has spoken volumes."

<https://sheerlogistics.com>




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Without a TWIC card, drivers cannot access ports for pickups or deliveries.





Bird's-eye-view of the trimodal Bertschi terminal at Antwerp Zomerweg

# New Bertschi Antwerp terminal up and running

**Operations have started at Bertschi's newly completed Antwerp Zomerweg Terminal (AZT).**

Located in Europe's largest integrated chemical cluster, the terminal will focus on the storage of dangerous goods (DG) and non-DG products in tank containers and trimodal services by rail, barge and truck.

The terminal is sited just across from Bertschi's Antwerp subsidiary and next to its established plastics hub, the group says it will strengthen its services in one of the world's most critical logistics hubs.

Built over 60,000 sqm, AZT is designed for high-capacity chemical logistics, with dedicated space for the product storage of more than 2,500TEU, including 1,290TEU specifically allocated for DG products in tank containers.

The terminal is equipped with advanced safety features like fire-resistant zones, redundant fire pumps, and a remotely operated gantry crane. Together with Bertschi's facility in Rotterdam and its hubs in Jurong Island, Singapore and Zhangjiagang, China, the group says it is ideally equipped to manage the increasing global import/export trade of chemical products.

Moreover, the state-of-the-art facility marks an important milestone in Bertschi's strategy to support sustainable and secure global chemical supply chains. With four rail sidings of 650m, AZT is designed to accommodate full trains, improving intermodal options for customers and ensuring a flow of goods from overseas origins to end destinations between storage, barge, rail and truck.

A barge service from the deepsea port is provided by a neighbouring operator.

"We're thrilled to expand our logistics capabilities here in Antwerp," said Jan Arnet, Bertschi Group CEO. "This terminal brings us closer to our customers, with specialised solutions for storage, import, export, and intermodal distribution of liquid DG chemicals backed by cutting-edge safety and technology. We look forward to further growth at AZT and continuing our commitment to innovation in the industry."

AZT has permits for storing products in ADR classes: 3, 4.1, 5.1, 5.2, 6.1, and 8, 9. Bonded storage services are also offered, and products may be heated at the terminal with 60 heating slots and a high level of process automation.

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



A Bertschi employee remote operating the gantry crane from a nearby office

# NewPort using EcoTransIT World

**NewPort Tank Containers claims it has taken a significant step towards sustainability by integrating EcoTransIT World into its operations.**

The tool carries out complete calculation of energy consumption, greenhouse gases, air pollutants, and external costs across all transport modes, including transshipment and warehousing.

Using real tracking data and a scientific methodology developed by reputable institutes, NewPort says it can now accurately measure and reduce its carbon emissions.

The EcoTransIT World Initiative (EWI) is a project supported by a number of logistics operators aimed at developing and harmonising emission calculation methodology. The ETW tool is supposed to be established as the globally recognised calculation tool.

Internal work groups labour on dedicated issues, such as methodology. Their aim is to discuss and co-ordinate the upcoming methodology adjustments in co-operation with respective scientific institutes.

EWI operates on an annual budget generated from license fees. This budget is used to fund continuous costs such as the ETW website, GIS data, OAG flight data as well as all methodological extensions and marketing events.

The consulting team for EcoTransIT World is led by Hanover, Germany based consultancy IVE – Ingenieurgesellschaft für Verkehrs- und Eisenbahnwesen mbH.

<https://newporttank.com>



NewPort says it can now accurately measure and reduce its carbon emissions

**Annual production**

**250 000 TEU**

**CIMC DALIAN**

## Products list:

- ISO dry cargo standard container
- Grain container
- Fertilizer container
- Aluminum oxide container
- Steel coil container
- Chemical powder tank container
- 35ft Railway open top container
- Hard open top container
- 40ft half height container
- Offshore container & tank
- Car rack
- IBC & portable tank
- Energy storage container



## DaLian CIMC Special Logistics Equipment Co.,Ltd.

### 大连中集特种物流装备有限公司

Dalian CIMC Special Logistics Equipment Co., Ltd. (abbreviation: CIMC Dalian) is the first R&D base which was acquired by CIMC headquarter in 1993, which is a wholly-owned subsidiary of CIMC Container Holdings Co., Ltd.

CIMC Dalian focuses on providing the customers with the customized containerized logistics equipment, integrated equipment, standardized and customized services. We have more than 30 years of product design experience, the company has a provincial enterprise technology center, industrial design center, engineering research center with a professional research and development team of more than 100 people. Up to now, our company successfully developed more than 20 series and more than 2,000 kinds of customized products. Our customer network has been spread all over the world.



20ft 35ft grain container with 3 hatches and lift-up door (for multimodal transportation)



20ft 35ft ventilated dry bulk container with 3 hatches and lift-up door (for multimodal transportation)



20ft 35ft fertilizer container with 3 hatches and lift-up door (for multimodal transportation)



3.5m³ offshore cutting box &amp; mud skip



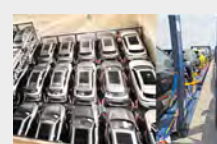
Horizontal offshore tank



10ft Half height open top offshore container



20ft open top steel coil container (for multimodal transportation)



Foldable transport rack for passenger cars 12192\*2438\*270mm (foldable size) 15240\*2438\*2438mm (extendable size)



40ft half height container for steel bar &amp; coil and other dry cargoes (Total height of 3x40HH = Total height of 2x40GP)



Mobile power equipment container

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# THE PERFECT FLOW

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



INEOS is one of the largest employers in Belgian chemistry. From Zwijndrecht, where the company started its first activities in 1998, INEOS built its position in Belgium and as a global player. In Belgium today it has 12 production and R&D sites and over 3,000 employees.

We're talking with Tom Roelandt, Supply Chain Planning Lead at INEOS Oxide. The global player in chemicals recognized early on that logistics was not their core competency, so they turned to Van Moer Logistics to streamline their logistics operations. This partnership has not only helped them optimize their processes but has also contributed to reducing costs and carbon emissions. Today, Van Moer Logistics remains a trusted partner in helping INEOS focus on its core business while continuing to meet high standards of safety, quality, and sustainability.

#### CHALLENGE

Tom: "INEOS and Van Moer Logistics have been working together for many years. Since 2006 to be exact. Jo Van Moer then anchored his company in Zwijndrecht on the grounds of INEOS. We then asked Van Moer Logistics to expand their logistics activities to the chemical industry. Since then we have built a very strong relationship and together we have made a nice growth trajectory.

INEOS is a chemical company. The logistics part of our activities is not our core business. That is why we have always appealed to Van Moer Logistics, a real logistics specialist.

But our filling activities to drums and IBCs also put a great strain on our operations in recent years. Moreover, when capacity problems arose, we had to use external warehouses. This involved extra travel and therefore extra truck kilometers. So we also looked to our neighbors for those very specific filling activities."

#### SOLUTION

Tom: "The state-of-the-art filling installation that Van Moer Logistics has realized in one central ADR (full) warehouse on one central SEVESO certified site relieves INEOS of its logistical needs.

Van Moer Logistics can also handle a lot of capacity. The company has well-trained ADR drivers and it also invests continuously in its truck fleet. That is why they always drive the newest and most environmentally friendly trucks. Meanwhile, they are also looking at alternatives in the form of trucks running on hydrogen and/or electricity. This innovative reflex is ingrained in Van Moer Logistics. They share that sustainable culture with INEOS."

#### RESULTS

Tom: "I think "The Perfect Flow" is a unique concept in Europe. Storage, heating, cleaning, repair and now also filling are all done at one site. All inspections of the tank containers, pressure tests, etc. are also part of their one-stop shop principle.

By taking maximum advantage of that short chain, INEOS saves costs and it significantly reduces our CO<sub>2</sub> emissions. Moreover, the new state-of-the-art filling hub has enabled us to switch to more sustainable packaging materials. So the effect on our carbon footprint is not minus.

In short, we can put our focus purely on chemistry and concentrate on further anchoring INEOS in the port of Antwerp."

#### CONCLUSION

Tom: "Right from the start, we outsourced our logistics to an experienced specialist who does it better and more efficiently than we do ourselves. INEOS sets very high demands on its suppliers in terms of safety, quality and sustainability. Van Moer Logistics proves every day again that they are worthy of our trust by always raising the bar for themselves.

The cooperation between Van Moer Logistics and INEOS was already very strong. Today it has come full circle.

**"The Perfect Flow" is also a "Perfect Match" for us."**

# DISCOVER THE PERFECT FLOW





# ECTA publishes security guideline

A new Best Practice Guideline was published at the start of this year by ECTA in co-operation with Cefic and EFTCO.

The guidelines cover transport security with the primary objective of providing comprehensive guidance on mitigating and managing the risks associated with transport security within the chemical supply chain.

They include; conducting comprehensive risk assessments to identify potential security threats; implementing safe work systems based on risk assessment, risk management, and appropriate procedures; ensuring compliance with relevant regulations and adherence to industry standards; and, promoting a culture of security awareness and responsibility among all stakeholders transporting chemicals.

A table lists the potential negative outcomes from a security incident, thus highlighting the importance of transport security management.

The transport of chemicals, particularly dangerous goods, poses significant security risks that must be managed effectively to ensure the safety of people, property, and the environment, the publication states.

The guidelines are designed to address these risks and offer a framework for mitigating and managing them within the chemical supply chain. It is important to understand and implement these guidelines to prevent potential risks.

In addition, the ECTA-Cefic-EFTCO guidelines for cleaning of dry bulk polymer transport tanks have been updated.

For polymer materials supplied via bulk silo tank trailers, one major concern is the potential cross-contamination from previous products. The tank may contain residues from the previous cargo and requires cleaning before its next loading. To ensure the tank is clean, dry, and odour-free, the cleaning programme must address all of the likely and known contamination risk points.

Over the years, polymer suppliers and hauliers have developed their own specific cleaning requirements which vary slightly between organisations. This variation can create confusion for the haulier, the cleaning station and the shipper, ECTA states.

The purpose of the revised document is to provide best practice guidelines for the cleaning of dry bulk polymer transport. This cleaning programme is now referred to as the 'Polymer Industry Cleaning Specification'.

<https://ecta.com>



# New depot for Duisburg

ANTECO has opened a new container depot in Duisburg, Germany.

Since November 2024, the company has been offering a wide range of services and top-tier solutions in container logistics.

The depot provides: storage capacity for up to 800 TEU, hazardous goods storage for classes 3, 8, and 9, SQAS certification, and all for different container types - tank, bulk, and box containers in 20ft, 30ft, 40ft sizes, as well as swapbodies.

In addition to depot services, the depot can provide heating and reefer stations for temperature-controlled containers, transport over regional and long-distance connections, cleaning, maintenance, and repair, and, customs and tax warehouses to simplify international transport processes.

"The opening of our new depot in Duisburg marks an exciting start for our company. Our aim is to offer our customers first-class logistics solutions right from the start and to convince them with our flexibility and reliability," commented Nane Anhalt, managing director of ANTECO.

The container depot is located in the important logistics region of Duisburg, which is a major transport hub for rail, road and waterway.

[www.anteco.de](http://www.anteco.de)

# Trifleet's V baffles increase safety

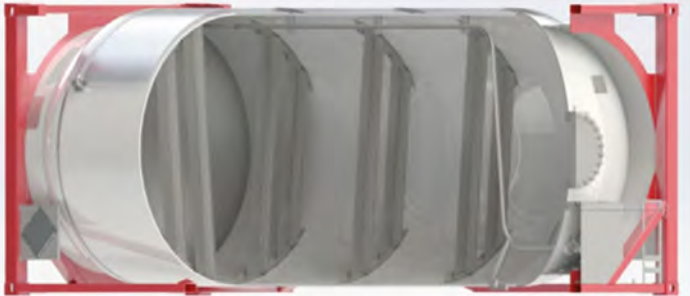
One of the critical safety concerns with tank containers is the risk associated with entering the tank for inspection, maintenance, or cleaning.

Confined spaces within the containers pose hazards such as oxygen deficiency, exposure to harmful substances, and the risk of explosion. Regulatory bodies have responded by mandating stricter procedures for confined space entry.

With this in mind, tank lessor Trifleet linked up with tank builder CIMC to develop an improved design.

Late last year, Trifleet took delivery of the first batch of these newbuild T50 gas tanks where the baffles are mounted in a vertical V-shape. By doing so, Trifleet says it can substantially reduce the safety risks involved. With these types of baffle, one can more easily enter the container for inspections and maintenance works. And, in the event of a safety incident, assistance to or recovery of the person involved is much easier.

Also, this design has an improved surface coverage of 60-65



With vertical baffles, recovery time and effort will be drastically reduced, Trifleet maintains


percent compared with a 50 percent coverage in current designs.

The schematic pictures give an impression of the set-up of the vertical baffles. Baffle plates are installed inside tanks to stabilise the product and prevent sloshing - the movement of product inside the tank that can be caused by sudden driving incidents such as braking and cornering.

When horizontal baffle plates are fitted, it is very difficult to recover an unconscious person in case of an accident. With vertical baffles, recovery time and effort will be drastically reduced, Trifleet maintains.

<https://trifleet.com>

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


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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Ammonia Tank


  
Lined Tank


  
Reefer Tank


  
Super Insulated Tank


  
Gas Tank


  
AHF tank


  
Offshore Tank


  
Swap Tank


  
SBC tank

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

 3888 Jintong Highway, Xingren, Tongzhou, Nantong, Jiangsu, China



# New assembly hall for Fort Vale

**Fort Vale Engineering has seen the completion of a new assembly hall and despatch area at the company's headquarters in Simonstone, UK.**

Built on the site of a former factory, the £3.7 million project



Fort Vale's latest investment features 30,000 sq ft of warehouse space

required all the old building foundations to be taken out, before work could be started on the new facility.

Fort Vale's latest investment features 30,000 sq ft of warehouse space, a canteen for 30 staff, including a seating area, kitchen and vending machines, two meeting rooms, office space, a locker room with showers, air conditioning, a state-of-the-art full glass platform lift, a server room, plus an accessible toilet and shower room.

The project contractor installed a building management system (BMS) that involved completing a survey of Fort Vale's existing buildings, with the BMS now linking together all facilities.

The BMS monitors the energy usage throughout the building. Solar panels and energy efficient lighting add the energy efficiency as does an air lock system that saves on heat loss when goods are being transferred through from the warehouse into the facility.

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



## Loading arm microsite

**OPW Engineered Systems has created a new Loading Arm Central microsite, is designed to provide information on how to install, operate and maintain the company's loading arms.**

Access to the microsite is available through a yellow QR-code sticker located on every loading-arm shipping crate. When the QR code is scanned via a smartphone or other mobile device, a browser window opens and takes the installer to a video that describes step-by-step how to uncrate and install a loading arm, as well as providing access to a product category menu that contains direct links to product and service information for the various components.

When on the microsite, installers also have the option to download a copy of the current OPW Loading Arm Installation Manual in either English or Spanish.

"At OPW our goal is to help ensure a safe and efficient loading-arm uncrating and installation process," said Dave Jacobson, global product manager for OPW. "The videos that are housed in the Loading Arm Central microsite have been designed to give the installer access to all of the information needed to uncrate, install and maintain an OPW loading-arm system, which can help ensure years of reliable performance."

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

## Flowserve seals ADNOC deal

**Flow control products company Flowserve has been awarded a contract to supply dry gas seals and dry gas seal systems to support a groundbreaking initiative for Abu Dhabi National Oil Company (ADNOC).**

The initiative will be accomplished through Flowserve's collaboration with Celeros Flow Technology, another flow control company.

In 2023, ADNOC announced the development of one of the largest carbon capture projects in the Middle East and North Africa region that will enable the capture and storage of 1.5 million tons of CO<sub>2</sub> annually. The project is a part of ADNOC's wider decarbonisation strategy and involves the installation of two high-pressure injection packages in in the state-owned oil company's Habshan gas plant.

Flowserve will provide dry gas seals and dry gas seal systems that will be integrated into the high-pressure injection packages supplied by Celeros. This will pioneer the first-ever continuous supercritical CO<sub>2</sub> (sCO<sub>2</sub>) pump injection services for enhanced oil recovery in the market.

Once the initiative is fully operational, the injection packages, which feature Celeros' high-pressure BB5 pump technology, will handle the captured sCO<sub>2</sub> and transport it from ADNOC's Habshan facility to its Bab Far North Field Development CO<sub>2</sub> storage hub via a dedicated pipeline. By 2030, ADNOC aims to increase its carbon capture capacity to 5 million tons annually.

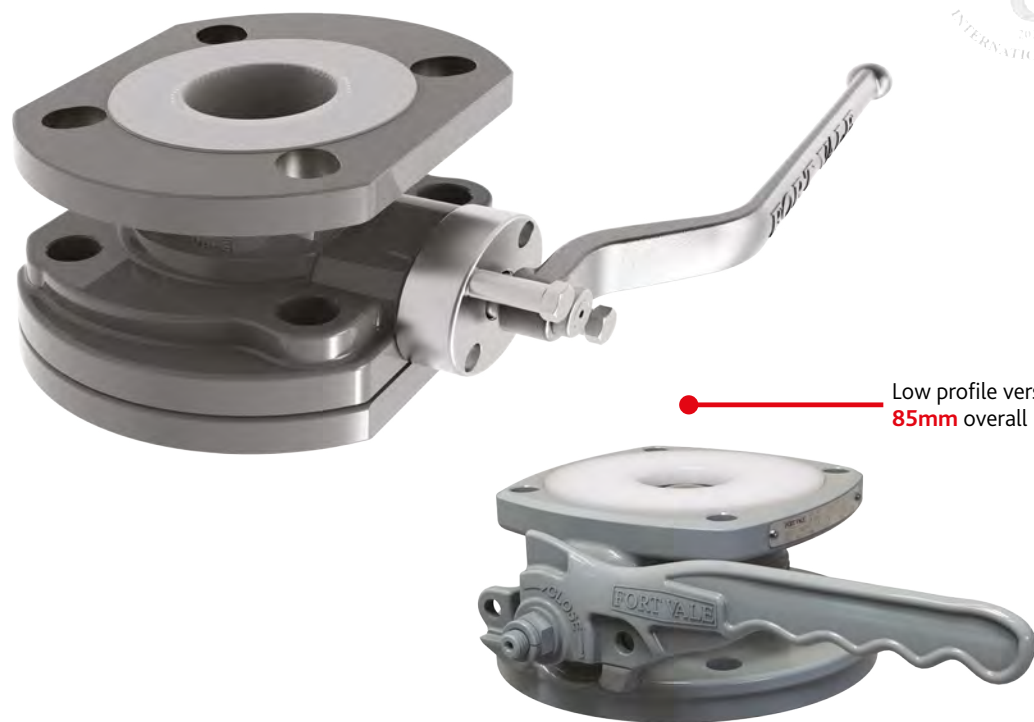
With the innovative application of pumps for sCO<sub>2</sub> applications, the use of Flowserve's sealing solutions in this capacity is claimed to mark a significant technological achievement in carbon capture and storage (CCS).

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



Flowserve will supply dry gas seals and dry gas seal systems to support ADNOC's carbon capture project

Standard ball valve is **120mm** overall height



Low profile version is **85mm** overall height

## DOES THE SAME JOB. IN MUCH LESS SPACE.

35mm might not seem like much, but in a tank container with space at a premium, it's rather a lot - ask any engineer. Fort Vale's new low-profile PFA lined DN40 and DN50 ball valves have been designed with the space constraints of tank containers in mind - valve corrosion is a major problem for fuel and chemical transfer systems and PFA lined equipment is an essential step in counteracting its effects.

Our starting point is to always use the best products - designed, cast and manufactured in our purpose-built facility. We use 316 Stainless steel base material as standard and add PFA lined internals to give excellent corrosion resistance against aggressive products.

We can also offer chemical-resistant painted external parts (to give increased corrosion resistance against product splash or vapour), left or right handed manual operation or the option of GOVR remote operation, as well as multiple options on main ball material, to give flexibility on products and operating conditions.

So when size is an issue, and you need complete safety and reliability in the most demanding environments, stay safe, and accept no substitutes - and join us at the head of the pack.

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# Connect and orchestrate – the Ovinto solution

**The rail and intermodal freight industry lies at the heart of global trade, connecting producers, suppliers, and consumers across the world.**

This essential sector faces mounting challenges as supply chains become increasingly complex. Every stakeholder must now address inefficiencies, reduce costs, and maintain compliance.

Ovinto, a Belgium-based SaaS company offers solutions to streamline operations and optimise performance.

Logistics professionals face a multitude of interconnected challenges every day.

For example, legacy systems. Many organisations rely on legacy software that simply cannot keep up with modern logistics demands. These outdated systems lack flexibility and often require lots of manual work for data entry or extraction.

Then there is operational fragmentation. The reliance on diverse systems and tools creates silos, which makes it impossible to have a holistic view of operations. This lack of centralised visibility leads to delays, miscommunication, and inefficiencies.

Next is rising costs. From underused assets to penalties for delays, the need for optimised operations and precise tracking is more important than ever. Without an effective management system in place, costs and liabilities can quickly spiral out of control.

Finally, regulatory pressure. Adhering to international standards and meeting stringent inspection requirements is time-consuming, but essential. Any failure to comply with these demands can result in hefty fines or even operational shutdowns.

There is an urgent need for an innovative approach that delivers efficiency, transparency, and flexibility across the entire supply chain.

Ovinto says it addresses these common challenges with its state-of-the-art SaaS Command Center. The platform seamlessly connects all different software applications and data sources in a digitised, industrial environment into one single environment and adds a smart orchestration layer, to allow smarter, faster, and more co-ordinated logistics operations.

Ovinto's 'Connect' capability consolidates all operational tools, data, and systems into a single environment. By breaking down silos and ensuring smooth data flow across platforms, the system delivers 100 percent real-time visibility. With straightforward connections to either modern systems or legacy software, Ovinto ensures full transparency, and offers businesses a consolidated and comprehensive overview of their operations.

But 'Connect' is often only a first step. Ovinto's 'Orchestrate' feature lets logistics professionals automate repetitive tasks and create tailored workflows. Users can configure and modify workflows in a no-code environment without requiring extensive technical expertise. This approach not only drastically reduces manual labour; it allows businesses to adapt instantly to changes in market conditions and customer needs.

The benefits of the 'connect and orchestrate' approach are many.

- **Enhanced operational visibility.** There is no more need to work across multiple systems by consolidating all critical data into a single platform. Real-time insights let businesses monitor their operations more effectively, making sure problems are identified and resolved quickly.
- **Improved efficiency.** By automating manual processes and streamlining workflows, Ovinto reduces labour costs and minimises human errors. These efficiency gains free up time and resources, allowing teams to focus on high-value tasks.
- **Customer-centric services.** Ovinto transforms traditionally reactive processes into proactive, customer-focused services. By providing accurate, timely insights, companies can build stronger relationships with their stakeholders and deliver premium experiences.
- **Scalability and flexibility.** As logistics operations grow and evolve, Ovinto's platform adapts to new requirements. Whether integrating additional systems or scaling up operations, the platform's flexibility guarantees it can meet future demands.
- **Regulatory compliance made simple.** The platform simplifies compliance with complex regulatory requirements by automating all data collection and real time reporting. Logistics providers can prove adherence to standards at all times, without the stress of manual record-keeping or last-minute data collation.
- **Cost reductions.** The ability to identify inefficiencies and take corrective action in real time further enhances profitability. Optimised processes and improved asset utilisation translate into significant cost savings.

Ovinto's solutions are not just about solving today's problems — they are about preparing the logistics sector for the future. As supply chains become increasingly digitised and customer expectations rise, companies need tools that adapt to quickly shifting demands. Ovinto says it provides the agility and intelligence needed to thrive in this environment.

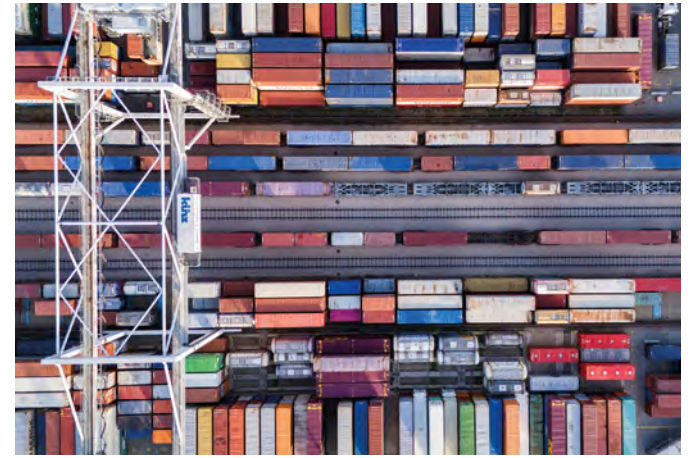
What sets Ovinto apart is its dedication to simplifying complexity. By making it easier to integrate systems, analyse data, and manage workflows, Ovinto empowers logistics providers to stay competitive in a rapidly changing world. The platform's user-friendly interface and highly customisable features make it a powerful, but accessible solution for businesses of all sizes.

## Create own use case

The 'connect and orchestrate' approach allows users of the platform to choose which applications they want to bring into one single environment and how they want to orchestrate them resulting in an incredibly versatile tool.

Imagine handling asset and fleet management, maintenance, compliancy, demurrage reduction, invoice control, yard management and proactive customer information in one single environment.

Each user is able to create their own dedicated environment and configure their own automations or workflows to minimise repetitive manual work.



As supply chains become increasingly digitised and customer expectations rise, companies need tools that adapt to quickly shifting demands

But the platform does not have to be used for operational issues only. Knowing that more than 50 percent of all AI-initiatives fail because of not being able to connect to the correct and relevant data, the Ovinto platform can also be used to solve this issue and to prepare an initiative for AI.

The platform will enable users to connect to the relevant data sources internally and externally to clean, validate and enrich the data in an automated way before integrating it into the data lake of their choice.

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

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[www.savvy-telematics.com](http://www.savvy-telematics.com)

## AREAS OF USE

- Performance logging for freight wagons
- Shock and flat wheel detection
- Temperature-controlled transports (ATEX-) Sensor monitoring
- Container and freight wagon round trip optimisation
- Fleet management optimisation
- Scheduled order monitoring and reporting.



# Savvy solution for AnQore

**I**n the chemical industry, transporting hazardous materials involves managing substantial risks.

AnQore has become a leader in safety innovation, in part due to its partnership with Savvy Telematic Systems and TODO, a maker of coupling systems. This collaboration has led to the development of groundbreaking sensor technology for AnQore's rail tank wagons.

For AnQore, safety is not just a regulatory requirement but a foundational principle that underpins every aspect of its operations. The company's dedication to safety is reflected in its extensive fleet of novel rail tank, designed to ensure the secure delivery of acrylonitrile to customers and off-site storage facilities. AnQore's goal has always been to surpass EU legal requirements and drive the entire industry toward higher safety standards.

The partnership with Savvy and TODO has been quite instrumental in AnQore's pursuit of this goal. Together, these companies have created a sensor system that represents a significant advancement in rail tank safety. The sensor's primary function is to verify the correct installation of the pressure cap — a vital safety component on the acrylonitrile wagons. Incorrectly fitted pressure caps have the potential to create hazardous situations, which AnQore, with SAVVY's and TODO's expertise, is now able to mitigate.



Working in tandem, the Savvy CargoTrac-Solar device and the TODO pressure cap sensor continuously monitor the securement of pressure caps

This comprehensive approach to safety encompasses not just the physical components, but also the human element. The company has a long-standing practice of regular audits, safety training, and education for both its employees and partners, reinforcing a culture where safety is an integral part of the work ethic. By combining these practices with advanced technology, AnQore is demonstrating that safety is a continuous journey of improvement and innovation.

Developed in collaboration with Savvy and TODO, this sensor technology significantly enhances safety and security in cargo management, particularly for transporting sensitive materials.

The TODO pressure cap sensor, a critical component of the Savvy



CargoTrac-Solar device, continuously monitors the securement of pressure caps. If a cap is not properly secured, the device immediately alerts personnel with a bright red flashing light, preventing potential accidents, and environmental hazards.

This proactive visual cue is crucial for preventing incidents, ensuring that rail tanks are not cleared for transport without all legal safety barriers in place.

Moreover, the technology seamlessly integrates with AnQore's Savvy Synergy Enterprise portal, providing real-time monitoring of pressure cap status, historical data, and customisable alerts accessible remotely. This comprehensive solution empowers businesses in the chemical and hazardous material transport sectors to manage risk proactively, optimise operational efficiency, and maintain the highest safety standards.

The partnership has been pivotal in achieving these safety milestones. TODO's expertise in coupling systems and engineering solutions, combined with Savvy's expertise in telematics and sensor integration, has complemented AnQore's industry knowledge, resulting in a product that sets a new benchmark for rail tank safety. This collaboration serves as a testament to how strategic partnerships can lead to significant advancements in industry standards and practices.

[www.savvy-telematics.com](http://www.savvy-telematics.com)

## Tired of using too many software applications?

Ovinto is a command center that connects and orchestrates software applications, data and tools into **one single environment**.



**Ovinto connects all your software applications = 100% operational visibility**



**no code  
no developers**



**immediate return  
large cost reductions**



**real-time visibility  
100% cross-data flow**

**The Connect Advantage** offers you a consolidated and comprehensive overview of all your operations.  
**The Orchestrate feature** lets you automate repetitive tasks and create tailored workflows.

**Trusted by our clients since 2010**



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

## MRI acquires iInterchange

**M**RI Software has acquired India-based iInterchange Systems, a container shipping and logistics software company.

Founded in 2004, Chennai-headquartered iInterchange complements the existing functionality of MRI Intermodal with specialised solutions for container leasing and trading, depot management, electronic data interchange (EDI), and container maintenance and repair (M&R).

"We're excited to welcome iInterchange to the MRI family," said Ian Rawlins, general manager of intermodal at MRI Software. "The combined expertise of iInterchange and MRI strengthens our capabilities in the intermodal software sector, enabling us to accelerate future innovation and global scale. Clients will gain a modernised user experience and revitalised technology stack to further enhance operational efficiency and drive competitive advantage for their container leasing and trading business."

Specialised technology is essential to operate an agile container leasing business that is responsive to customer needs and unforeseen challenges, MRI stated. The volume of international seaborne trade carried by container ships increased 267 percent from 2000 to 2023, and maritime transit accounts for 90 percent of international trade. Potential disruptions, such as container scarcities, pandemics, and geopolitical uncertainty, can result in supply chain issues impacting the global economy.

The intermodal market requires specialist software to drive operational efficiency, optimise performance, reduce costs and increase profits. Purpose-built technology solutions for the industry are more cost effective than in-house systems, which are expensive to develop and maintain, MRI reckons. Manual or spreadsheet-based options have a high rate of error, creating business risk for such companies.

"For 20 years, iInterchange has been at the forefront of innovation for the intermodal software industry," said Bijoy Paulose, managing director of iInterchange. "Joining forces with MRI will benefit our team, our clients, and the industry as a whole, as we continue to leverage our collective domain knowledge and expertise to drive better business outcomes. As part of MRI, our clients will be able to take advantage of the extensive resources available through a larger global organisation."

"iInterchange will continue to provide highly responsive support to its clients aligned with their evolving business needs," commented Venkat Narayanan, CEO of iInterchange.

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



# Zim rolls out solar container trackers

**Israeli carrier group Zim Integrated Shipping Services is accelerating the global deployment of smart containers, which it says improve visibility and transparency, through the integration of Hoopo's hoopoSense Solar trackers.**

As customer demand for accurate, real-time visibility throughout the supply chain continues to rise, reckons Zim.

So, the group is providing its customers with higher levels of data accuracy and reliability using its smart container solution. This enables end-to-end tracking, including the inland leg, giving customers full transparency into their shipments and a more accurate ETA, even after the containers exit terminals or depots en route to their final destinations.

The hoopoSense Solar tracker has advanced power efficiency, boasting a battery life of more than 12 years, sufficient to last most container's entire lifecycles. This eliminates the need for costly replacements. Each tracker delivers precise location data and features what is claimed to be an industry-first built-in door-opening detection system with 99 percent accuracy, enhancing cargo security by monitoring unauthorised access throughout the container's journey. Additionally, the tracker meets ATEX-1 standards for secure products, making it suitable for LNG vessels and diverse marine environments.

Unlike traditional trackers that require additional door sensors,

draining battery power and increasing device and installation costs, Hoopo's all-in-one tracker enables rapid rollout and reduces the risk of future malfunctions linked to add-on devices.

Eli Glickman, Zim president and CEO, explained: "Zim's global rollout of Hoopo's technology is revolutionising container visibility. Our smart container services give our customers critical real-time data, enabling better decision-making across their supply chains and risk mitigation while the cargo is in transit."

"With Hoopo's integrated door sensors, Zim offers unmatched tracking visibility in the industry. This accelerated deployment reinforces Zim's position as an industry leader in technology and innovation, delivering cutting-edge solutions for our customers," Glickman said.

"Our advanced door-opening detection system represents a significant breakthrough," said Ittay Hayut, CEO and co-founder of Hoopo. "This proprietary solution integrates multiple sensors with sophisticated algorithms to achieve unmatched accuracy and reliability. Coupled with a unique solar panel and tracking technology, our devices offer a battery life of more than 12 years — a game-changer for large-scale rollouts across shipping line fleets. This technology gives our customers a distinct competitive edge, providing secure, transparent, and dependable service while optimizing logistics



ZIM says its smart container solution provides customers with higher levels of data accuracy and reliability

operations."

As more shipping lines recognise the operational and financial benefits of smart containers, Zim says it is setting the industry standard by integrating advanced telematics into its fleet, even "ushering in a new era of smart, connected containers".

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

[www.hoopo.tech](http://www.hoopo.tech)



Orbcomm's solution adds sensor-based monitoring inside the container

## Orbcomm helps detect unauthorised container access

**Orbcomm's latest generation of its dry container IoT solution is designed to increase container security, protect cargo integrity and improve asset visibility.**

Shipping lines can use the new technology to investigate the possibility of fire, detect unauthorised container access, receive alerts to possible container damage and provide higher levels of asset visibility to customers, the IoT tech firm says.

"Container fires, contraband and container damage are growing problems and pose significant threats to shipping lines, shippers and beneficial cargo owners (BCOs)," said Christian Allred, Orbcomm's general manager and senior vice president of maritime IoT.

"That's why in 2024, we shipped more than 1 million dry container devices. Our solution makes dry containers smarter through advanced cargo protection, added container security and improved visibility so that customers can reduce cargo risk, lower operational costs, increase asset longevity and protect against claims."

The solution — powered by Orbcomm's new CT 1010 monitoring device — adds sensor-based monitoring inside the container. Sensors for light and 'time of flight' — a method for measuring the distance between a sensor and an object — determine door openings and closings. Ambient temperature and infrared sensors detect heat changes inside and outside the container. Motion, shock and tamper sensors detect asset movement, impacts and removal of the device. Improved solar power harvesting and power management maximises the amount and frequency of reporting possible. Data and alerts are provided through Orbcomm's cloud-based platforms to crew via onboard vessel networks and onshore through APIs to customers' and third-party platforms.

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

## Bilbao accelerates process automation with AllRead

**Machine vision technology is playing a vital role at Port of Bilbao, Spain.**

Port Authority of Bilbao is expanding its collaboration with technology firm AllRead, deploying its technology to automate most of the port's road and rail access, achieving more efficient access control and real-time traceability of goods, vehicles and railway wagons.

The port says this collaboration reinforces its commitment to technological innovation and operational sustainability.

Bilbao is the main multimodal centre in the north of Spain and the fourth most important in the country, handling an annual cargo traffic of 32 million tons. Its ability to adopt innovative technologies and continuously improve its freight management has positioned it as a benchmark in the port sector, the port authority says.

Shortly after the fifth anniversary of Bilbao PortLab — an innovation and research hub promoted by the port authority — the collaboration with AllRead is a testament to the port's commitment to innovation.

With growing traffic in vehicles and goods, Bilbao, like many ports in Spain, is facing the need to modernise its access control and dangerous goods detection systems. AllRead is responding to this challenge by implementing its Agile Recognition Software (ARS) solution, a system that captures key data such as container codes (BIC), vehicle license plates, dangerous goods plates (MMPP) and wagon codes (UIC), all with a minimum of infrastructure, maximising the benefits of artificial intelligence.

Since 2020, AllRead's OCR software has transformed the port approaches, starting with two initial lanes and expanding to 10 fully



With growing traffic in vehicles and goods, Bilbao is facing the need to modernise its access control and dangerous goods detection systems

automated lanes. This solution has not only drastically reduced wait times and eliminated manual processes, it has also accelerated operations and improved reading accuracy in challenging conditions, such as damaged codes or adverse weather.

According to Iñigo Imaz, head of telecommunications and cybersecurity at Port of Bilbao: "The reduction of queues at road accesses to the port has reduced waiting times, which in turn has reduced costs and emissions. In addition, the automatic detection of dangerous goods optimises security and compliance with protocols."

Joao Oliveira, operations manager at AllRead, added: "The project with Port of Bilbao is a benchmark for us. We have been able to leverage the benefits of AI for the scalability of the solution, facing a variety of particularities in each road or rail access."

AllRead's system also stands out for its integration with the port's management platforms, such as Zutabeport, facilitating the automatic opening of barriers and seamless interaction with security systems. This level of automation not only optimises port operations but also brings direct benefits to container terminals that can anticipate the arrival of cargo and organise resources more efficiently.

[www.allread.ai](http://www.allread.ai)

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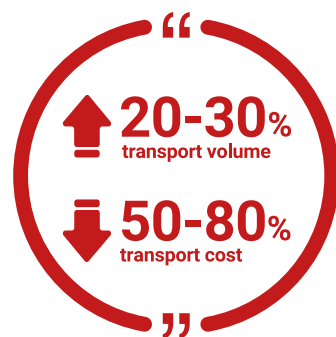


Paper

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## Why are more companies choosing flexi-tanks for wine transportation?

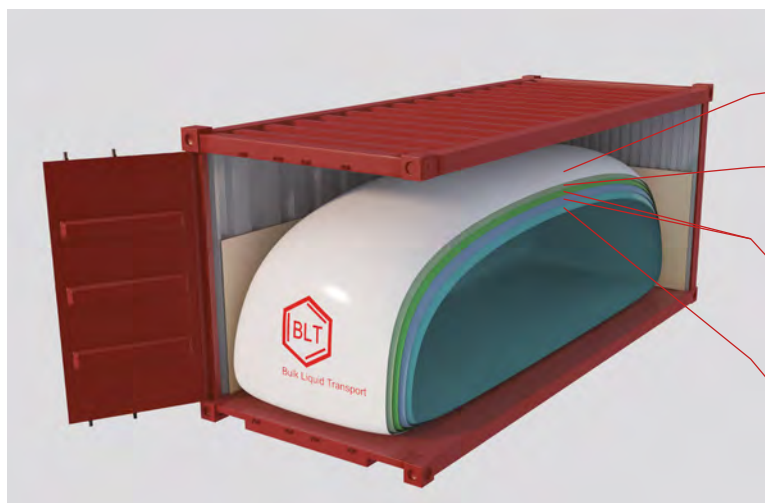
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## BLT Wine Flexitank

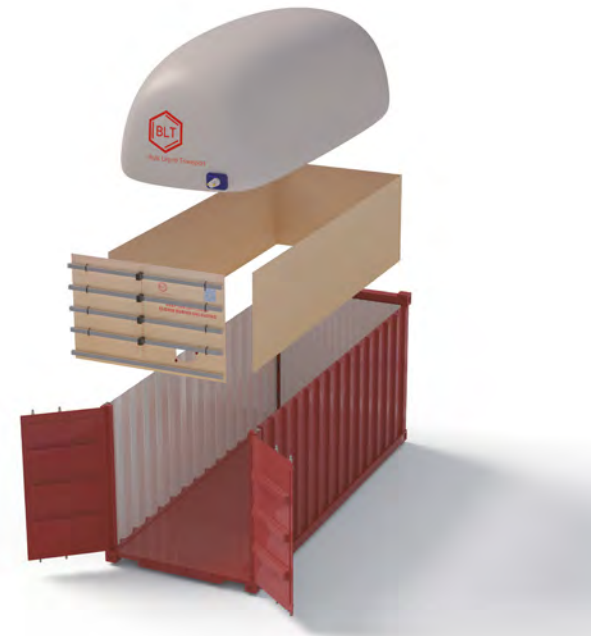
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# WBWE marks turning point

**In a global environment marked by major challenges for the wine and spirits industry, the 16th World Bulk Wine Exhibition (WBWE) attracted 245 exhibitors from 25 producer countries and 1,988 visitors to Amsterdam in November 2024.**

Last year saw a decline in crop volumes in key regions such as France, Italy and Argentina, due to extreme weather conditions. According to initial estimates issued by the International Organisation of Vine and Wine (OIV) at the WBWE opening ceremony, volumes were likely to show a sharp decline, heightening pressure in the market.

Bulk, which accounts for 30 percent of production volumes, has proven its ability to offer a response by offsetting the pressure and catering to the needs of the beverage alcohol industry.

At the exhibition, strong representation by French wine regions, many of them gathered on the Inter Rhône and Coop de France pavilions, but also by Spanish and Italian companies.

There was also noteworthy participation from New World producers with Australia and New Zealand, South Africa, Argentina and Chile exhibiting.

The business matching service provided by the organiser Vinexposium, which enabled over 500 business meetings to be scheduled between buyers and producers, promoted attendance by quality players, despite the challenging economic climate.

"The two days of the exhibition provided the opportunity to strengthen our ties with our existing customers and engage in more detailed discussions to develop our partnerships. At the same time, we identified new needs and offered bespoke solutions as part of a rewarding approach on all sides," commented Kai Barge, CEO of MTE International.

## Academy programme

The business meetings are one of the driving forces of the WBWE, but the conference and masterclass programme rolled out by the Academy also showcased practical ideas for responding to current challenges through 10 sessions attended by more than 300 participants.

Sessions like the Bulk Wine Supply Chain, hosted by leading logistics and transport provider Kuehne + Nagel, Sustainable Cheers: Navigating the Future of Low and No Alcohol Wines, by BevZero, or Navigating the Path Towards Sustainability: How Bulk Wine Can Drive Both Efficiency and Profitability, by The Vine Strategy Group, witnessed record attendance.

The Silent Tasting Room, designed to meet Vinexposium's standards of excellence, was a hub at the exhibition, offering a high quality free-pour tasting area for over 350 bulk wine labels from across the spectrum.

Concurrent with this, the exhibition honed its focus on spirits and 'no/low' segments, mirroring changes in consumer preferences and opportunities for producers to diversify.

"We've observed a growing interest in ready-to-drink formulations like margaritas and espresso martinis. Buyers are now more informed about bulk spirits, with wine buyers increasingly diversifying into this category. Events focused on bulk sales provide the perfect platform for these explorations," said Carrie Meslar, marketing director of Endless West (US exhibitor).

## Bellwether competition

The WBWE also offered a stage for the International Bulk Wine Competition (IBWC), where a panel of 25 experts tasted and rated over 150 bulk wine and spirits entries from around the world:



A free-pour tasting area for over 350 bulk wine labels was a hub at the event



Kuehne + Nagel hosted a session on the Bulk Wine Supply Chain

Argentina, New Zealand, Chile, France, Italy and Spain, to name a few.

Six recipients were awarded the highest accolades in the competition – Grand Gold Medals – for the excellence of their products: Cave La Romaine, Côtes du Rhône (France); Tiki Group, Premium North Canterbury Sauvignon Blanc 2024 (New Zealand); Gigondas La Cave, Côtes Du Rhône Villages 2023 (France); Enoagrimm, Primitivo (Italy); Caves et Vignobles du Gers, Full Chardonnay (France); Juiar, Bonarda (Argentina).

## Industry transition

Vinexposium is committed to nurturing new ambitions for the WBWE, as evidenced by the new resources and operating methods that will be introduced starting in 2025. Synergies with other brands and international events within the group will ensure that the event is revitalised and its leading position consolidated.

"2024 was a year of transition for the WBWE which is now fully incorporated into the Vinexposium Group. We aim to be a part of the future of bulk wines and spirits, applying our clear vision and proven resources, while at the same time remaining committed to our role as a strategic industry partner at a time when the challenges remain manifold," concludes Rodolphe Lameyse, CEO of Vinexposium.

<https://worldbulkwine.com>

# BT-Pack goes above and beyond

**BT-Pack France has extended its recycling services for flexitanks in France.**

Since 2017, the company has offered flexitank removal and recycling services, eventually opening up to all flexitank brands arriving in France.

And for the past couple of years BT-Pack has gone beyond basic 'recycling' as it is now capable of reusing the bags without crushing the material.

This consists of reusing the material for a different application and by doing so avoiding the usual process of crushing and shredding. This has a number of advantages, like improving the carbon footprint as well as reducing material loss and/or increasing fabric lifetime.

As for residue in the bag, BT-Pack is also capable of treating it through a dedicated process.

This service is currently available in all French ports and inland facilities, but the company is also able to offer a fully integrated service onsite, including removal, assistance, recycling and cleaning.

This includes collecting and storing bulkhead material and returning them back to customers for reuse. If needed, BT-Pack can supply a certificate for this service. Currently, the company is removing and handling approximately 1,000 bags a year and expects a 150-plus percent increase in this service in 2025/2026.

[www.bt-pack.com](http://www.bt-pack.com)



Since 2017, BT-Pack has offered flexitank removal and recycling services





# Cost savings for latex shipper

**Recently, Aeler released a case study showing how its containers, designed especially for carrying flexitanks, saved €350,000 by optimising latex shipping.**

When a leader in materials solutions, specialising in plastics and latex binders, faced the complex challenge of transporting temperature-sensitive latex from Germany to Turkey, it saw an opportunity to improve its logistics.

With rising pressures to cut costs, reduce CO<sub>2</sub> emissions, and protect the integrity of the product, the company set out to find a smarter, more sustainable solution to optimise their supply chain.

Transporting latex comes with inherent challenges. Temperature control is critical to preserving the quality of the product, which must remain within specific thresholds throughout the journey. Latex has mid-risk temperature limits of 4degC to 32degC and high-risk thresholds between 0degC and 43degC. Deviating from these ranges could compromise the cargo's useability, causing significant financial losses.

The materials provider partnered with Swiss container manufacturer Aeler to use its 'smart' containers equipped with flexitanks, capable of handling more than usual liquid cargo like latex. Aeler's solution addressed the need for precise temperature



Aeler's solution addressed the need for precise temperature control, insulation, and cost efficiency

control, insulation, and cost efficiency. Beyond offering containers, Aeler also aimed to demonstrate the environmental benefits the solution could bring to the company's operations.

One of the primary objectives was to reduce logistics costs for the materials provider, without compromising quality or efficiency. Through the use of Aeler's smart containers, the company would

achieve an estimated €350,000 in savings by using Unit One for 1,150 shipments, translating to a 12 percent reduction in cost per ton.

These savings were largely due to the higher payload capacity of Aeler's containers, which allowed for fewer shipments. This, in turn, drove a 40 percent reduction in leftover materials — wasted cargo that remains in the flexitank after unloading, a common occurrence in liquid transport, and typically amounting to 50kg per shipment. Additionally, the company saw a 28 percent reduction in fitting material costs for the flexitanks that were no longer needed.

## CO<sub>2</sub>e reduction

Sustainability was another core focus. With increasing pressures to reduce carbon footprints, Aeler's smart container solution helped the client make measurable progress towards its environmental goals. By integrating Aeler's CO<sub>2</sub> calculator, which is aligned with the GLEC framework, the client was able to quantify accurately the emissions saved over the course of the project.

Based on the same 1,150 shipments, the solution would lead to a reduction of 217 tons of CO<sub>2</sub>e (carbon dioxide equivalent) annually, representing a 6 percent decrease in transport-related emissions. The savings came from reducing the number of shipments required, eliminating waste, and optimising fitting materials, which resulted in fewer flexitanks being used.

Perhaps most importantly, the internal temperature of the containers remained stable and well within the safe range throughout the journey, averaging between 10degC and 25degC. This not only ensured the quality of the latex was preserved but also demonstrated Aeler's capacity to handle sensitive cargo reliably over long distances.

The stability in temperature throughout the logistics chain — despite the variability of external conditions — illustrates how the smart containers provide enhanced protection compared with traditional methods, says Aeler. This helped the materials provider avoid costly product damage or deterioration, offering peace of mind throughout the supply chain.

The project's success underscores the value of investing in innovative logistics solutions that address modern challenges in transport, particularly when it comes to high-value, temperature-sensitive goods.

With cost savings of €350,000, a 217 ton reduction in CO<sub>2</sub> emissions, and a reliable system for temperature control, Aeler's smart container technology proved to be a vital tool for this company's future logistics needs.

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



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## All Points for service

**US logistics company All Points Transport Cleveland provides businesses and industrial clients with transport solutions tailored to meet their needs.**

The company moves clients' freights across the United States, the port of Cleveland, and between Cleveland ramps. Through its affiliation with Evans Network of Companies, All Points Transport Cleveland also facilitates international shipping.

Located near the Port of Cleveland, the company reduces transit time and ensures timely delivery of goods. This also minimises logistical challenges often faced by clients moving products, and more importantly, the location helps the company keep all services competitively priced.

Additionally, the company has a Transportation Worker Identification Credential (TWIC), allowing for easy port access and reducing delays.

All Points has invested in advanced and specialised equipment that allows it to serve all types of clients, even those transporting overweight freight. Companies transporting liquids in bulk, such as oil, chemicals, and wines, can also rely on the Cleveland-based service provider for certified flexitank installations.

In addition, the company has an experienced team that handles its private chassis, triaxle chassis, and hazmat equipment. Apart from ensuring it is self-sufficient and do not outsource help from third-party providers, the team maintains its chassis to higher standards. This helps in reducing the risks of breakdowns and delays.

Furthermore, All Points only works with certified tank-endorsed drivers to transport a wide range of cargo safely and efficiently. Other members of the team who are directly involved in fulfilling clients' orders include a general manager, terminal manager, warehouse manager, billing specialist, and dispatch coordinator.

Its goods yard is secured 24/7 by trained personnel, ensuring compliance with industry standards and preventing unauthorised access, theft, or tampering.

<https://allpointstransportcleveland.com>



# The Flexitank Company – experience and expertise

**B**ased in Rotterdam, The Flexitank Company is an independent service provider of flexitanks and linerbags with almost 25 years of experience.

The Flexitank Company is well known for its service level and the one-stop-shop model it can deliver.

The company was founded by Ad van Hoff, an authority in the container business in The Netherlands, with some 50 years of experience within the Rotterdam container world.

The team of The Flexitank Company guarantees customers a 100 percent professional collaboration in ISO tanks, flexitanks and linerbags. In particular, the company's team is

known for its expertise in cross pumping and heating.

With the latest in IT systems, that enable operatives to work fully automated, the company's communication is fast, professional and efficient. All employees are committed to offering the best tailor-made solutions, liquid transport, repairs, modifications, inspections, surveys, cleaning, customer clearance and much more.

The Flexitank Company supports all customers with excellent and prompt services, which include many things: fitting of flexitanks and liner bag sets, cross pumping services, supply of fitting materials, container inspections and surveys, upgrading containers to make them suitable for

flexitanks, manufacturing of new bulkheads, collection and repair of bulkheads, supply and installation of heater pads, multimodal transport (truck, barge, train, waterway), experienced ADR drivers, and so on.

The Flexitank Company is located at Welplaatkade 21-23, 3197 KR Rotterdam Botlek, haven (portnumber) 4133.

It is an active member of the Container Owners Association (COA), which promotes quality and safety in flexitanks. The company also has all the relevant certificates, such as VIHB, OVAM, VCA-VOL.

<https://theflexitankcompany.com>

## USITC looks into alleged IBC patent violations

**T**he US International Trade Commission (USITC) is investigating the importation of certain composite IBCs, all from Chinese manufacturers.

The move follows a complaint lodged with USITC on 5 December 2024 by Schütz's North America office and Switzerland-based Protechna, one of Schütz's largest contract manufacturers.

It is understood to concern alleged violations of US patent law under Section 337, of the Tariff Act of 1930. Section 337 permits the US authorities to investigate whether imported goods infringe intellectual property rights and potentially to exclude them from entry into the US.

USITC's notice of investigation states that the complainant (ie, Schütz and Protechna) "requests that the Commission institute an investigation and, after the investigation, issue a general exclusion order, in the alternative a limited exclusion order, and cease and desist orders".

Four Chinese companies are cited in the filing: Shandong Jinshan Jieyuan Container Co., Ltd; Zibo Jieli Plastic Pipe Manufacture Co. Ltd; Shanghai Sakura Plastic Products Co., Ltd; and, Hebei Shijiheng Plastics, Co., Ltd.

USITC's Chief Administrative Law Judge will assign the case to one of the Commission's administrative law judges (ALJ), who will schedule and hold an evidentiary hearing. The ALJ will make an initial determination as to whether there is a violation of section 337; that initial determination is subject to review by the Commission.

[www.usitc.gov](http://www.usitc.gov)

## Saudi agreement for Schütz

**S**chütz has signed a licence agreement with the National Plastic Factory Company (NPF), of Saudi Arabia.

NPF will produce Ecobulk IBCs with a filling volume of 1,000 litres for the Saudi Arabian market and the entire Gulf Cooperation Council (GCC) region. A state-of-the-art factory will be built in the east of the country near the port city of Dammam.

Established in Riyadh in 1976, NPF is one of the leading manufacturers of plastic packaging in Saudi Arabia, including drums and jerrycans. From its two modern production plants in the capital, the ISO 9001-certified company supplies a wide range of industries at home and abroad.

One of the major export ports on the Arabian Gulf, Dammam is a central hub for the Saudi Arabian oil industry. The construction of the new production facility nearby ensures future regional

supply of Schütz Ecobulk IBCs. Future customers will benefit from shorter delivery times and the highest product quality.

The IBCs are produced on original Schütz machines and equipment. Schütz will supply NPF with the steel and plastic components required for further processing, such as tubes for the IBC cage, screw caps and outlet valves.

"With this partnership, Schütz is expanding its global IBC production network into the Middle East and the Arabian Peninsula, tapping into a very dynamic market. NPF is the ideal partner to produce our high-quality Ecobulk IBCs in Saudi Arabia," said Schütz CEO Roland Strassburger.

Shaker Tawfiq Al-Taher, chairman of NPF, who travelled to Selters for the signing of the contract, added: "The co-operation with Schütz enables us to add one of the world's leading sustainable transport packaging systems to the product



L-r: Veit Enders, board member at Schütz; Shaker al-Taher, chairman of NPF; and Roland Strassburger, CEO of Schütz

portfolio we offer our customers. With the latest technology and comprehensive support from Schütz, we are setting new standards for industrial packaging in the GCC region."

The first IBCs are scheduled for delivery from Saudi Arabia to the domestic market and neighbouring countries in the Gulf region in 2026.

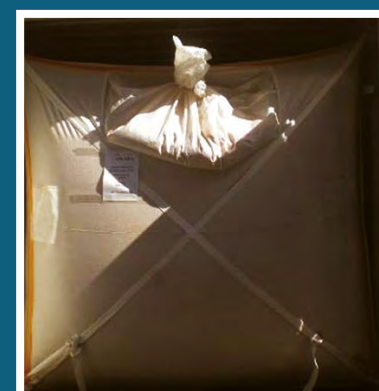
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# EPCA highlights sluggish industry background

The mood among delegates and presenters at the 58th EPCA Annual Meeting, held in Berlin on 7-10 October, was a little downbeat.

After a year which has seen sluggish economic performance in Europe, supply chains disrupted by Houthi attacks in the Red Sea, and an uncertain (to say the least) geopolitical backdrop, it was not surprising that Europe's chemical industry chieftains were not cracking open the champagne.

In a newsletter to members, ITCO president Paul Gooch noted that there were several underlying themes at the conference: namely, diversity, equity and inclusion (DEI), sustainability, decarbonisation, Europe's lack of competitiveness in energy and feedstocks, and 'the China factor'.

Unfortunately, there was not much discussion about economic green shoots, the general feeling was that economic recovery was unlikely before 2026.

One exception was a comment from ICIS that chloralkali could see growth in 2025, driven by caustic soda in aluminium for solar, electric vehicles (EVs), and batteries.

One of the "unfortunate" consequences of the recent hurricanes in the US is that chlorine could also benefit from the clean-up and reconstruction.

ITCO participated in the Dow/Essers sponsored Women in Logistics workshop which demonstrated a high degree of enthusiasm and commitment to change.

## Supply chain

Valerio Dilda, senior partner at McKinsey, a consultancy, discussed how Europe might transition from 'Player to Leader' in the global supply chain.

Beginning with the state of the industry, he noted that chemicals has outperformed the world growth index in the long run, yet over the past three or so years it has underperformed.

The European chemical industry has been hit harder than most, losing significant share in the global market.

However, European chemicals bounced back to regain its export position in 2023 and notably had a leadership position in terms of carbon contents. Production in Europe has an emission advantage over China and the Middle East & Africa (MEA) of up to 30. The largest export and import categories have been specialty chemicals followed by petrochemicals and polymers.



But the industry is now facing a 'polycrisis' and inflection point. Standing still is not an option, Dilda said.

There has been a 10-25 percent demand contraction across the value chain driven by a contraction in key chemicals-using sectors. Increased CO2 costs is triggering a need for new collaborative ecosystem plays with biogenic feedstock and renewable energies, while the regionalisation of supply chains has seen China becoming self-sufficient in most value chains, thereby reducing technology gaps.

Finally, energy costs some 2-3 times those of competitor regions are impacting the structural competitiveness of European assets in the short term.

But all is not lost, and Dilda pointed to four bold moves in the

supply chain for a European chemical company to thrive in this new, volatile, uncertain, and complex world.

First, a supply chain strategic reset. What is needed is a structural rethink of supply chain architectures (with collaborative ecosystem playbooks), reinforcing segmentation, related service levels and production/distribution footprints, while increasing automation and technology enablement.

Second, planning and delivery performance enhancement enabled by technology to improve anticipation of demand/supply shocks, speed of reaction, end to end synchronisation across functions and dynamic optimisation of decision making.

Third, cultivating a diverse and inclusive workforce – developing and retaining top talent across demographics as a driver of performance differentiation, making the supply chain the 'brains' of end-to-end margin optimisation.

Finally, decarbonisation should be a lever of differentiation rather than compliance, in line with commitments taken over time, supported by ecosystem plays and a consistent economic/environmental agenda at a European level.

All of this is taking place in a context of other broader bold business moves related to boosting innovation and scaling business to create European champions.

The 59th EPCA Annual Meeting will take place on 22-25 September 2025 in Berlin, Germany.

<https://epca.eu>



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Bulk Distributor is also on X (@bulkdistributor) and LinkedIn





# Chemical distribution facing multiple challenges

**Chemical distribution faces a challenging context compared with the past few years; namely, a shift from supply to demand constraints.**

That was a key takeaway from a session at the Fecc Annual Congress held from 11-13 September 2024 in the picturesque seaside town of Sitges, near Barcelona, Spain.

The event welcomed a record-breaking attendance of more than 200 participants from 29 nations across four different continents. Some 21 speakers shared their expertise with the audience.

The headline theme of the Congress – ‘Quo Vadis Europe?’ – aimed to provide takeaway facts and figures shaping the future of the chemical distribution industry.

## Long-term perspectives

In the opening session of the congress Bernd Elser, senior managing director and global lead for natural resources at Accenture Frankfurt, raised the following main points:

- Companies saw a sequential improvement in 2Q 2024 with a positive outlook for the year.
- The long-term perspectives are, on the other hand, that the EU is lagging in GDP growth and has actually lost share in global GDP. Nevertheless, there are opportunities. In terms of consumer trends, surveys show an increasing willingness to pay more for sustainable products, which represent a massive growth opportunity for the chemical industry, both for existing and new products.

But there are challenges ahead, Elser pointed out. For example, EU chemicals manufacturers will have to reduce their current total energy demand by multiple times to meet 2050 net-zero targets.

In addition, prioritising decarbonisation measures may not be economically attractive before 2030, hindering their strong adoption. Net-zero chemicals are likely to be more expensive, so an average green price premium will be needed over the next 5-10 years.

“We still need some 20 years to deliver net-zero products or services at, or close to, ‘price parity’ with high-carbon alternatives,” Elser said.

More than €1 trillion investments are required to achieve net zero in the EU chemical industry.

In total, this means an investment of €6.7 trillion for major energy-intensive industries, but in the current economic environment further investment in decarbonisation looks unlikely.

What can companies do? The race is on to occupy ‘sweet spots’ in future value chains, Elser said. So, each company needs to identify its ‘sweet spot’.

As labour productivity has been stagnant over the past 15 years, on account of the workforce being busy with transactional tasks, firms should set up a labour productivity programme and close the gap.

Meanwhile, technology is advancing exponentially, so now is the time to deploy technology to leapfrog the competition.

Sharon McGuinness, executive director of the European Chemicals Agency (ECHA), explained that the ‘5 Ds’ (digitalisation, democracy, decarbonisation, demographics, deglobalisation) are all relevant to the future of the chemicals industry, especially digitalisation, as ECHA itself is going through a digital transformation.

Another big issue could be the lack of resources and skills, and also the increasing diffusion of disinformation. Asked about the agency’s ‘big lines 2024-2028’, she explained that nothing new can be expected, apart from moving from chemical substances to products.

The core of ECHA’s work would be science, thus helping decision-makers in the EU. ECHA does not make bans, but provides knowledge, managing one of the world’s biggest databases.

The recommendations of the Draghi Report were also briefly discussed, as well as the importance of SMEs in the supply chain. In this context, it was stated that it could make sense for IT tools to be made more accessible to SMEs and their voice better heard in consultations, both at European and national levels.

In the ensuing Q&A, the lack of coherence due to multiple and confusing EU regulations was highlighted; however, as McGuinness saw it, the problem is more implementation and the challenge of ensuring a level playing field regarding enforcement (including customs harmonisation).

With the new Commission, simplification might be possible. Still, the ECHA executive director emphasised again that ECHA would stick to science and only provide advice to regulators and EU policymakers who would make final decisions.

Then, Stefan Koch, head of chemical and advanced materials at the World Economic Forum, presented on ‘Resilience and Transformation: Shaping the Future of Europe’s Industry’.

Koch outlined that geopolitics and geoeconomics would likely impact global supply chains.

But there are opportunities for individual stakeholders alongside strategic industry priorities.

He outlined the following recommendations: secure positions in specialities and optimise regional value chains; gain competitive advantage in circularity; build a solid net zero 2049 agenda; radically innovate and use AI; and, make the value clear of the industry in transforming other industries.

Koch stressed the importance of collaboration and trust as well as the needed change in mindset in the sense of adjusting the approach to risk approach identifying a strategy of opportunity.

## Challenges

Georg Winkler, senior partner at McKinsey, presented the challenges and strategies for success in the industry.

These include declining sales, uncompetitive fossil-based chemicals, reduced utilisation rates, and a significant drop in total shareholder return (TSR), leading to more than 250 chemical site closures since 2012.

To succeed in this uncertain environment, Winkler emphasised the following strategies for chemical companies: focus on leadership in select segments with growth potential; push functional excellence and leverage AI tools for efficiency; reallocate capital strategically across organic growth, innovation, and mergers & acquisitions; view sustainable chemicals as an opportunity with local advantages and regulatory support; and simplify operations to reduce costs and improve capital allocation.

For chemical distributors, McKinsey identified three critical areas of focus.

Sustainability: decarbonising products with minimal cost and compliance with the Science-Based Targets Initiative (SBT).

GenAI: using AI and advanced analytics to optimise the value chain, including product formulation.

Scale: emphasising innovation and scale to thrive in a fragmented landscape.

The key takeaways from the session were that European competitiveness in the chemical industry is declining, with suppliers



facing increasing pressure to maintain cost discipline and secure strong market positions.

Distributors have a significant opportunity to support both suppliers and customers by unlocking efficiencies and driving profitable growth. To succeed in this environment, innovation and scale are crucial, particularly in the areas of sustainability and the application of GenAI and advanced analytics.

Ultimately, chemical distributors must adapt by focusing on growth opportunities, improving capital allocation, and leveraging new technologies to remain competitive.

## Next-level

A session on day 1 entitled ‘Next-level distribution – Implications for the sector’, saw Madjar Navah, managing director and partner at Boston Consulting Group, set the scene by starting from five core beliefs (market, outsourcing, diversification, performance, value-added). However, Navah stated that while in 2023 the chemical distribution industry had faced supply difficulties, going forward demand issues would likely be to the fore.

He saw a role for artificial intelligence (AI) in the industry, ie, chemical distributors should become ‘AI-empowered value-added partners’. Trade routes would continue to be redrawn, thus offering distributors opportunities on which to seize.

In his analysis, Navah distinguished three main characteristics for the sector’s future:

Performance. Here digital capabilities and investments pay off prompting a race to catch up.

Portfolio. The mergers and acquisitions (M&A) market is heating up, so strategic partnerships between operators and customers will gain increasing importance.

Process. Distributors can lead the pace of AI adoption in chemicals as efficiency is a top priority.

In conclusion, Navah highlighted three elements that chemical distributors need to be ready to exploit.

First, they must translate investments into performance. Second, they need to future-proof their portfolio, suppliers and capabilities. Finally, drive efficiency in core processes by deploying generative AI.

This year’s Fecc Annual Congress takes place in Hamburg, Germany, on 10-12 September, at the Grand Elysée Hotel. Registration will open in April.

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

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Since Brexit, imports from the EU have continued without the need for a GB safety and security declaration but this came to an end on 31 January



# Safety and Security Declarations – are you ready?

**From 31 January, businesses moving goods from the European Union (EU) to Great Britain (GB) need to comply with new UK safety and security declaration requirements.**

Some businesses are already prepared – around three million safety and security declarations for EU imports are made voluntarily each year – but many others need to get ready.

Alex Pienaar, of customs policy & strategy, at HM Revenue and Customs' (HMRC), explains what it means for businesses and how they can prepare.

## What's coming and why?

Since the UK's exit from the EU, imports from the EU have continued without the need for a GB safety and security declaration but this came to an end on 31 January. Now, safety and security declaration requirements for EU imports are in place.

Safety and security declarations provide pre-arrival information for all goods entering GB, and they are submitted into an IT system called Safety and Security Great Britain (S&S GB).

Mandatory collection of pre-arrival data for EU imports will enable more intelligent risking of goods, so legitimate goods are less likely to be held up at the border which means less disruption to business

while preventing illegal and dangerous goods hitting the streets.

The process has been designed with a reduced data requirement than that currently required for Rest of the World import declarations so it's straightforward for businesses new to making import declarations (also known as an Entry Summary Declaration) and more streamlined for those already doing it.

Data required on EU imports will be aligned to that from imports outside of the EU. Those who are already submitting safety and security declarations, including those voluntarily making declarations on imports from the EU, can continue using their systems without any change, but have the option to use the reduced dataset.

It's vital that declarations are completed accurately and submitted by the legal deadline (before goods arrive at the GB border) otherwise a business's goods risk being held up for unnecessary checks or even a penalty so it's worth preparing now.

## Who is affected by the new regulations?

All businesses that import from the EU to GB need to be aware of the new regulations and how they might impact them. Hauliers and carriers are legally responsible for making the declaration, although third parties such as agents and intermediaries can also submit the

declaration on behalf of the carrier with their consent.

- By Rail – the rail freight operator is responsible for ensuring the declarations are submitted
- By Air or Sea – it's the shipping company or the airline
- Roll On, Roll Off – it's the haulage company for accompanied goods or the ferry operator for unaccompanied goods

Businesses who have only ever imported goods from the EU are most affected by the changes and may be required to provide more information to their carriers than they currently do for the carrier to complete the declaration. Businesses that import from the 'Rest of the World' and those that already make voluntary declarations from EU will already be familiar with the process.

More information about who is responsible for making the declaration and the time limits for submitting your declaration can be found on [www.gov.uk](http://www.gov.uk)

## How are S&S declarations submitted?

Businesses will need to make S&S declarations via the S&S GB IT platform.

Businesses that are already set up to submit declarations from 'Rest of the World' don't have to make any changes to their systems and can continue to fill in the full dataset if they prefer.

## How to get started?

There are steps businesses can take now to get ready to use the S&S GB service.

- Talk to your supply chain  
Agree who is responsible for submitting S&S declarations from 31 January, what information they will need to complete the declaration, and how to make sure it will be made available to them
- Make sure you have the right software  
The S&S GB service doesn't have a user interface, so specialist software is needed to lodge declarations. There are a number of ways this can be done:
- You can develop software in-house by using the HMRC developer hub:
- Purchase compatible software. [www.gov.uk](http://www.gov.uk) has a list of software developers:
- Employ the service of a Community System provider:
- Register and enrol- for S&S GB

To register you'll need a Government Gateway Account and password. You'll also need information about your business, a full list of what you'll need to register can be found [here](#)

- Test your software

Once you have the software, it should be tested to ensure it is set up correctly. If you already use software to make import declarations, check it's compatible with the reduced data set requirement.

The software can be tested in the testing environment in the HMRC hub.

## Making declarations

Before a business starts making a declaration it must make sure it has the details needed about their goods to meet the mandatory data requirement to avoid any delay.

If any information changes, the declaration can be amended at any time up until the time the goods reach the GB border.

Once the declaration has been accepted you will be issued with a Movement Reference Number which can also be included if your goods are to be sent to ports using the Goods Vehicle Movement Service.

Lastly, the declaration will be risk assessed by Border Force and, if no further intervention is needed, your goods can continue on their journey.

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# Tanco adds to Indiana storage

**Tanco Terminals is expanding its storage capacity to support growth in shipments to and from Lake Michigan, USA.**

The family-owned business is undertaking a US\$8.2 million expansion of its liquid tank farm at Ports of Indiana-Burns Harbor. The port is located on the southern shore of Lake Michigan about 75km from Chicago.

Tanco has operated at the port since 1977, storing a range of liquid cargoes, from petroleum to food-grade oils.

As part of the expansion, Tanco is adding a sixth rail loading track, a new truck scale, three storage tanks – two with 36,000-barrel capacity and a third at 42,000 barrels – along with multimodal transload equipment for handling products by ship, barge, rail, and truck. The project also includes a new office and maintenance hub, steam boilers, a thermal fluid heater, multiple electric motors for mixers, high viscosity-capable pumps for multimodal transfers, and improved safety and emergency response measures.

“This investment will allow us to meet the needs of our new and current customers while also providing for future expansion,” said Kip Middendorf, vice president and managing director of Tanco. “We see opportunities for major growth in various sectors, including agriculture, petroleum, and petrochemicals, plus industries that support steel manufacturing. Tanco is also well positioned to provide product transfer services for ISO tank containers when Ports of Indiana opens its new international container terminal at Burns Harbor in the near future.”

Tanco was founded at the port in 1977 by Elwood Long, his son Woody Long, and his son-in-law Garland Middendorf. Today, the business is



At Tanco Burns Harbor, the contrast between a completed steel tank without insulating wrap (right) and wrapping nearly complete (left)

managed by the third generations, Kip Middendorf and Ken Long, vice president and managing director of special projects. The company is one of the port's longest-standing tenants, and Tanco has also managed a second facility at Ports of Indiana-Jeffersonville since 2000.

“Tanco has been shipping liquid cargoes and providing critical tank farm services at our port for 47 years, and we're thrilled to see its plans for future growth,” said Ports of Indiana CEO Jody Peacock. “This expansion creates new opportunities and better efficiencies as Tanco continues to grow, and we're happy to continue our partnership with such a great company.”

Tanco's operation at Burns Harbor encompasses

8 acres and 11 tanks with more than 375,000 barrels of liquid cargo capacity. The company handles 20-25 million gallons of products for customers in various industries, from construction to maritime fuel and roofing. The expansion will create economic, environmental, and social benefits by expanding Tanco's ability to transload

liquid cargo between ocean vessels, river barges, and rail.

“We greatly appreciate Tanco's investments and vision for future growth at this port,” said Ports of Indiana-Burns Harbor port director Ryan McCoy.

“This project allows Tanco to increase its multimodal capabilities and economic activity at the port while also implementing multiple projects that support improved safety, reduced emissions, and better use of the most environmentally friendly modes of transport.”

## Ireland MoU

Last year, Ports of Indiana signed a memorandum of understanding between with Ireland's Port of Cork. The MOU formalises a commitment by the ports to collaborate on economic, environmental, and technology initiatives and to explore the feasibility of an Ireland-to-Indiana express container shipping service.

Ireland ranks as Indiana's top importer with \$20.9 billion (€19.3 billion) in 2023 shipments, more than the combined total of second-placed Canada and third-placed China. The top shipments between Ireland and Indiana are pharmaceuticals and organic chemicals, which are Ireland's top exports and Indiana's top imports.

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

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## Events

### 20th StocExpo

11-12 March 2025  
Rotterdam, Netherlands  
[www.stocexpo.com](http://www.stocexpo.com)

### Logichem 2025

18-20 March 2025  
Rotterdam, Netherlands  
<https://logichem.wbresearch.com/>

### Intermodal Asia

19-21 March 2025  
Shanghai, China  
[www.intermodal-asia.com](http://www.intermodal-asia.com)

### transport logistic

2-5 June 2025  
Munich, Germany  
<https://transportlogistic.de>

### Multimodal

17-19 June 2025  
Birmingham, UK  
[www.multimodal.org.uk](http://www.multimodal.org.uk)



# StocExpo marks 20th anniversary

**This year, StocExpo celebrates its 20th anniversary as a leading trade show for the bulk liquid storage sector.**

StocExpo is unveiling an impressive lineup of speakers, including some of the most prominent voices in the tank storage and energy industries. This year's event will provide a unique blend of technical expertise, forward-thinking insights, and personal inspiration.

Among panellists from Saudi Aramco, Vopak and Dow Chemical, Siegfried Knecht, chairman of aireg and VP of R&T Affairs at Airbus, will share insights on sustainable aviation fuel, highlighting its role in the global energy transition and its potential to reshape the tank storage industry over the next 20 years.

Eugenia Belloni Pocorob, lead for hydrogen and CC(U)S in the Netherlands at BP, will delve into the future of hydrogen as a transformative energy source and its potential role in the global energy transition.

Also, Peter Kerkhof, director of EEMUA and technical consultant at Shell, will focus on emissions control, offering a unique perspective on the technical and operational challenges the industry has overcome over the past two decades.

Brand new this year is a Clean Ammonia Storage

Conference: a partnership with NH3 Event to provide a dedicated platform to discuss ammonia's role in the global energy transition. This new conference will ensure logistics service providers from all over the globe can meet new ammonia partners and stay up to date with the latest future fuel regulations.

“StocExpo 2025 is a celebration of two decades of progress, innovation, and collaboration within the tank storage industry. This year's lineup of speakers represents the very best of the sector, offering fresh perspectives on the challenges and opportunities that lie ahead,” said Margaret Dunn, StocExpo's portfolio director. “From emissions control to the potential of hydrogen as a future fuel, we're excited to facilitate conversations that will shape the future of energy storage.”

The 20th edition of the event marks two decades of connecting the tank storage industry, from technological innovations to global sustainability efforts. This year's conference programme will reflect on the industry's past achievements while addressing the challenges of the future, with topics including future fuels, emissions control, and digitalisation.

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

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# DPW UK hubs trial carbon reduction initiative

**D**P World is trialling a carbon reduction programme at its UK logistics hubs, London Gateway and Southampton, aimed at helping cargo importers cut their emissions.

In the initial six-month trial, which started on 1 January 2025, the Carbon Inset Programme will reward importers with 50kg CO<sub>2</sub>e of carbon credits for every loaded import container they move through the global operator's UK terminals. These independently certified credits, issued quarterly, will showcase participating companies' efforts to reduce the indirect emissions in their supply chains.

Unlike traditional carbon offset credits, which compensate for emissions through external projects like tree planting, inset credits reflect a tangible reduction in emissions achieved directly in a company's own supply chain.

DP World's inset credits are generated through its subsidiary, Unifeeder, which deploys incrementally lower-carbon fuels across its Northern European shipping network. These credits are verified and pooled, allowing registered importers to access independently certified carbon credits.

For businesses, this represents a transparent and measurable way to cut Scope-3 emissions – indirectly produced along the supply chain, while demonstrating sustainability commitments to customers.

The inset initiative builds on DP World's award-winning Modal Shift Programme, which reduced emissions for its partners by more than 17,000 tonnes in its first year. These efforts earned DP World the 'Transport and Mobility Project of the Year' accolade at a Net Zero awards in 2024.

"At DP World we are constantly exploring ways to reduce carbon emissions across our customers' supply chains," said John Trenchard, vice president – commercial & supply chain, at DP World UK. "Insetting carbon emissions is a transparent, direct and pragmatic approach with immediate measurable impact for our



DPW's London Gateway terminal

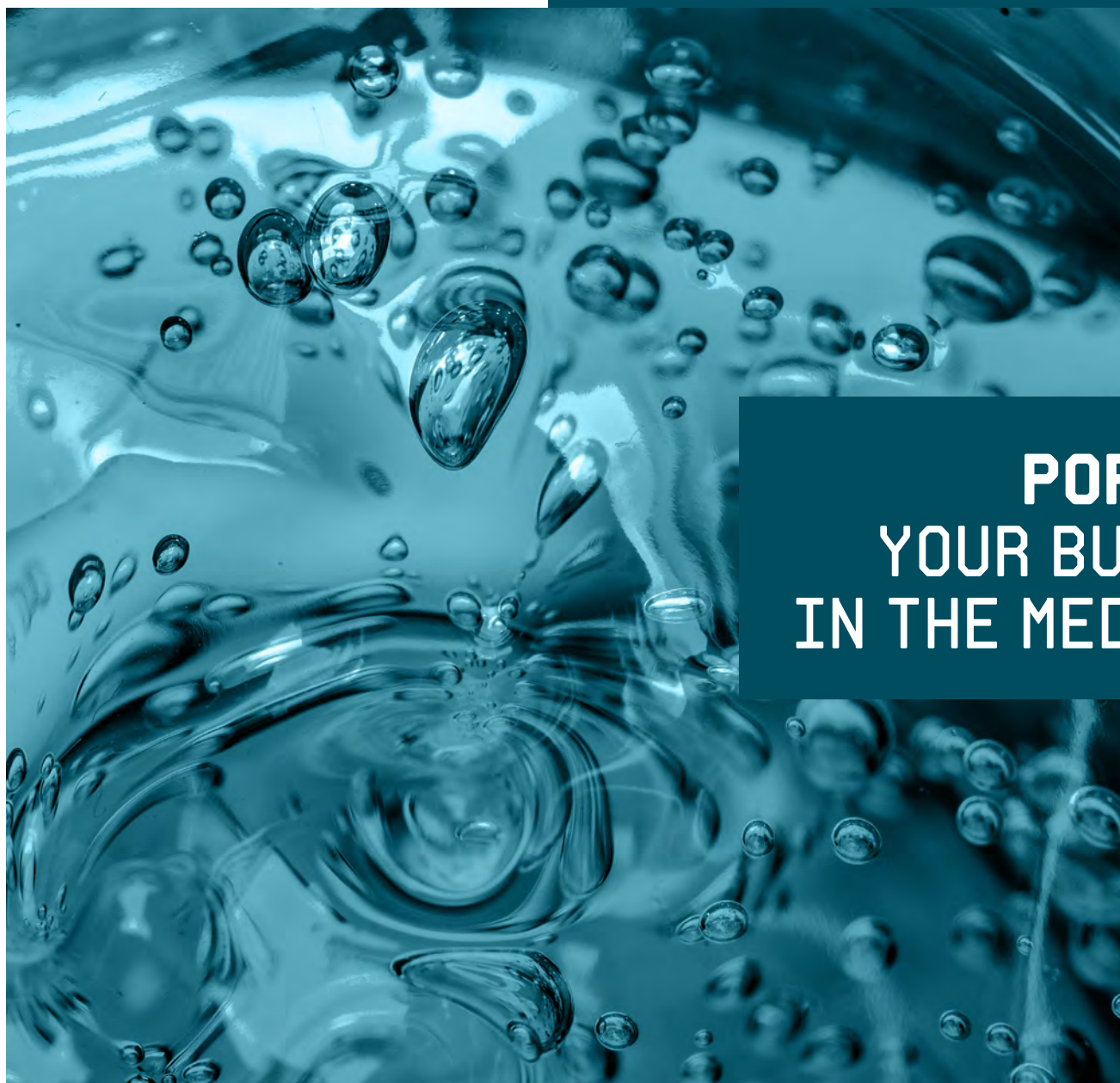
customers. By providing easy access to an independently certified inset programme, we aim to create better awareness and encourage the adoption of more sustainable practices. By participating in the trial, a world first, import cargo owners can actively contribute to global decarbonisation efforts while aligning with their own sustainability goals."

If 50 percent of import volume participates in the trial at DP World's UK container terminals, this could replace over 11,000 tonnes of traditional fossil fuel with lower carbon marine fuels,

equivalent to the reduction of 10,000 tonnes of carbon dioxide.

Christian Hoepfner, director group decarbonisation at Unifeeder Group, added: "At Unifeeder, we are committed to using alternative fuels to decarbonise our logistics solutions. We are supporting DP World in the UK in its Carbon Inset Programme by contributing verified GHG reductions generated on our vessels operating in Europe."

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



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