# **MARKET**

What has been, and will be, the impact of Covid-19 on the tank container market?

# **OPERATOR**

Suttons plays an essential role in satisfying US beer drinkers

P23

# **TECHNOLOGY**

IMT, the leading telematics provider for the market, launches another innovation

# **REGIONAL**

Widespread pessimism is evident in the German tank container market

**P29** 





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# **Tankcontainer**

# MAGAZINE

# **NEWS**

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# Anti-dumping probe may impact GCC chemical exports

GCC ethylene glycol (EG) exports into India may be severely hurt as a result of an ongoing anti-dumping investigation targeting imports from Saudi Arabia, Kuwait, Oman, UAE and Singapore, according to the Gulf Petrochemicals and Chemicals Association, the regional trade body representing the common interests of the chemical and allied industries in the Arabian Gulf.

Dr. Abdulwahab Al-Sadoun, Secretary General, GPCA

# Front Cover Interview

Tankcontainer Magazine interviews Michael Kramer, President of market leader Stolt Tank Containers, who discusses strategy and performance



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#### **Publisher**

Duvel Media www.tankcontainermedia.com

#### Editor

Leslie McCune leslie@tankcontainermedia.com

#### Advertising

Ed Andrews ed@tankcontainermedia.com

#### **Production Editor**

David Badger david@tankcontainermedia.com

ginko design hellostudio@ginkodesign.co.uk

www.tankcontainermedia.com

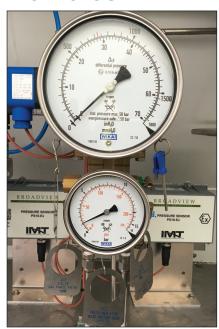
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## **OPERATOR**

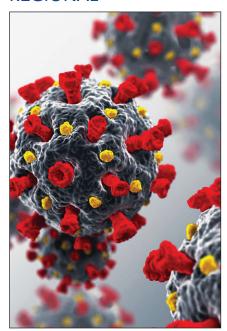
Suttons has more than doubled the number of ISO tank containers devoted to moving Belgian craft beer to thirsty Americans, discovered James Graham

## **TECHNOLOGY**



The Dutch telematics company, has launched the latest in a series of innovative products that underline its market leadership position

## **REGIONAL**



The German tank container shipping sector may face significant decline this year, following the global pandemic

23 24 29



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# Down, but not out

The coronavirus crisis of the past six months has collapsed sales in many sectors, ravaged supply chains and dramatically impacted global economic activity. Even in our tiny sliver of endeavour in the tank container market there has been a human toll and our hearts go out to those in our industry – and there have been many – who have lost family or friends.

While the financial crisis of ten years ago was about balance sheets, the current business crisis is about access to cash. Companies are in cash preservation mode, slashing all but the most essential capital spending. Cash containment, conserving capital, cost-cutting measures and cash burn are all now areas of intense scrutiny by firms in all sectors. Ironically, much sought-after supply chain efficiencies – which save cash and boost margins but leave little slack – have often not proved to be resilient and have turned into a vulnerability for many businesses.

More positively, there are signs that the global economy has passed its trough, with a Nike 'swoosh' rebound seeming most likely. Cheap loans, interest rate cuts, furlough schemes, tax deferrals and bond buying programmes have all been designed to mitigate the extent of the economic damage.

To the surprise on many, deep sea tank container business has so far escaped the catastrophic fall off in activity that has impacted so many sectors. Ocean carriers have increased tank container lead times by reducing capacity through widescale freight blankings and/or lengthening transit times by slow steaming.

Regional tank container activity has been much more badly impacted but, in some niches, tank container activity has jumped dramatically. Hand sanitiser, typically containing ethanol or isopropanol, has been sought after, resulting in a substantial increase in tank container shipments carrying both these products in many parts of the world.

With many product supply chains stressed, tank container demurrage revenues – an important source of profitability for operators – will be boosted while the use of tank containers for temporary storage has grown substantially.

What could be the implications of the pandemic for the tank container market? Tank container shipments have inevitably fallen in the first half of 2020. Longer term, businesses may move supply chains away from China because of US-China trade tensions, changing tank container trade routes but not necessarily shipment volumes. Deglobalisation will lead to more regional markets and more localised supply chains, which may feature 'just-in-case' inventories as well as 'just-in-time' stock, playing to the use of tank containers for longer-term temporary storage.

Businesses will focus on freeing-up working capital locked in the supply chain by reducing finished goods inventory and improving logistics by smarter fleet management. The resilience of supply chains will be pressure-checked and new roles will be added to boardrooms – out will go Chief Marketing Officers, in will come Chief Digital Officers or Chief Technology Officers.

The key to successfully adapting to the huge operational challenges faced by tank container players over the past six months has hinged on a company's degree of connectivity. This, in turn, has reflected the extent to which a company has had the digital capability to remotely manage its operational continuity.

More broadly, digitising the supply chain – and the tank container element of it – will become a corporate priority for all. This will jeopardise the viability of smaller tank container companies, which tend to have more limited expertise, experience and access to the necessary data systems and digital solutions to satisfy heightened customer expectations.

Digitalisation has the power to transform supply chains from invisible networks based on loosely monitored best intentions into interactive, real-time, graphically-mapped commitments. The digital monitoring of supply chains and tank containers offers a so-called Single Source Of Truth. Digital innovators like telematics leader Intermodal Telematics (IMT) – featured in this issue – are transforming the tank container industry and generating real competitive advantage for some by creating fleets of genuinely 'smart' equipment. Elsewhere in this issue, market leader Stolt Tank Containers notes how further digitising its business is a strategic intent.

"The winds and waves are always on the side of the ablest navigators", wrote Edward Gibbon in 1776, and so it will prove to be in 2020 for those in the global tank container industry.

Leslie McCune, Editor



# **CIMC ENRIC**

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# India's anti-dumping probe may impact GCC chemical exports

GCC ethylene glycol (EG) exports into India may be severely hurt as a result of an ongoing antidumping investigation targeting imports from Saudi Arabia, Kuwait, Oman, UAE and Singapore, according to the Gulf Petrochemicals and Chemicals Association, the regional trade body representing the common interests of the chemical and allied industries in the Arabian Gulf.

The inconsistent investigative practices by Indian authorities on anti-dumping regulations raise serious concerns under World Trade Organization (WTO) rules and threaten to severely hurt GCC economies, jeopardizing USD 543 million worth of mono ethylene glycol (MEG) imports, which is equivalent to 20% of total chemical imports from the region into India, according to GPCA analysis.

India is the second largest importer of GCC chemicals and accounts for over a third of total GCC export volume together with China.

On 6 April 2020, Indian authorities terminated the investigation for the sole imports from Saudi Arabia, and continued the investigation into imports from Kuwait, Oman and the United Arab Emirates. This partial termination of the investigation is inconsistent with Indian antidumping rules.

GPCA is therefore urging the fair treatment of GCC MEG producers and calling upon Indian authorities to terminate the partial investigation into MEG imports from the remaining GCC states, in order to restore a level playing field for all producers and allow



Dr. Abdulwahab Al-Sadoun, Secretary General, GPCA

for the continuation of exports of MEG from the GCC to India in the future.

MEG is an essential raw material for the production of various end user products ranging from clothing and other textiles, through packaging to kitchenware, engine coolants and antifreeze. Polyester and fleece fabrics, upholstery, carpets and pillows, as well as light and sturdy PET drink and food containers originate from ethylene glycol.

Dr. Abdulwahab Al-Sadoun, Secretary General, GPCA, commented, "As the regional body for the Arabian Gulf chemical industry, GPCA calls for the immediate termination of the partial anti-dumping investigation into regional MEG imports into India

"This detrimental and ill-advised measure is having a harmful impact not just on GCC economies but also on bilateral trade, threatening to disrupt India's domestic market and damage long-standing friendly relations between the nations."

He added: "This is the latest in a series of trade-restrictive practices introduced by Indian authorities that GCC chemical exports have been confronted with over the years. GPCA is working closely with GCC authorities to advocate for the immediate termination of the investigation in line with India's international obligations and the fair treatment of all WTO member states.

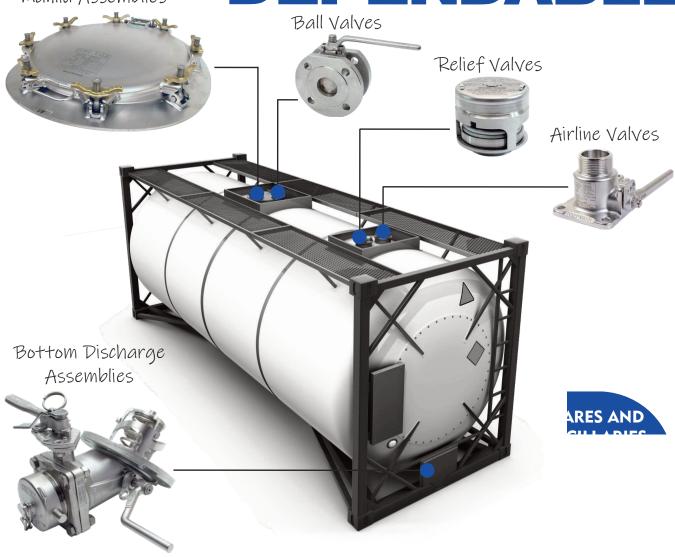
"At a time of pandemic, the uninterrupted supply of chemical raw materials is essential to addressing the global health crisis and we call upon authorities to work together to ensure we maintain the materials needed in factories across the globe today to ensure no shortage of essential raw materials."

Echoing this sentiment, the International Council of Chemical Associations (ICCA), of which GPCA is a member, recently wrote to the G20 leaders as well as trade ministries in various states, to commend their statement on easing supply chain constraints.

ICCA further called upon world leaders to coordinate with the industry for the removal of trade barriers and commit to stopping trade distorting practices, particularly for materials and products, including those made from chemicals and petrochemicals, deemed essential in the fight against the COVID-19 pandemic.

As a member of the G20, India must act now to roll back any applied or future measures that contradict its G20 commitments.

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# HOYER takes measures to avoid the spread of COVID-19

The HOYER Group has announced the actions taken in the company with regard to dealing with the emergency situation caused by the coronavirus in an online statement.

It said: "Since the virus has evolved in so many different ways depending on the country, and as all countries have different approaches to fighting COVID-19, it is not possible to have a single common approach on handling COVID-19 for all 115 country operations of the HOYER Group across the globe."

HOYER said it understands it to be absolutely critical to always follow the guidance of the government/regional authority and the local national health service: "This is a common understanding within the overall HOYER Group In addition HOYER said it has implemented all of the following:

- Created an Emergency Taskforce at Group level to oversee its actions, and coordinate with local Emergency Taskforces set up in each part of its business
- Identified minimum skeleton staff for each part of its operation
- Introduced remote working for as many roles and colleagues as is reasonably possible
- Agreed rotated attendance at work/working remotely from home for employees in similar roles
- Ensured that when any employee at work is identified as being a confirmed or suspected coronavirus case, all work colleagues who have been in close and/or frequent contact with that person will immediately be sent home to self-isolate for 14 days
- Reduced business travel down to the absolute minimum necessary

It said it has also, where applicable, overseen the following:



- Implemented shift system working that avoids overlap of people, with only written handovers
- Increased awareness of general hygiene rules and behaviour, introduced additional hygienic cleaning measures in the workplace, and issued additional PPE where needed
- Raised the awareness to put a distance between two people, avoid bigger groups, and lingering in communal spaces, and refrain from face-to-face meetings

In addition, all locations have set

up their own bespoke plans relevant to their local circumstances. It said: "We aim to keep all our employees safe whilst keeping the business running and continuing service.

Within our logistics services our drivers are key people, undertaking essential work in the most professional and safe way in these very difficult circumstances. Right now drivers need everyone's support, help and confidence. Support and help us achieving this, it would be much appreciated."

# 2019 the 'best result in VTG's history'

VTG has reported group revenues of €1.22bn for 2019, a 14% yearon-year increase, with EBITDA up 47% at €512m.

"We can be very satisfied with the 2019 financial year and are proud of the best result in the company's history," says Dr Heiko Fischer, chairman of the Executive Board of VTG AG. "This comes as clear evidence that we have in the past charted the right course for the future of VTG – not least thanks to the smoothly integrated takeovers of recent years. It is particularly gratifying that all three divisions were able to contribute to the good result by improving their operating business.

"From this strong position, we are determined to face the current crisis and pressing ahead with our consistent course of internationalisation, digitisation and innovation – as far as the present developments around the spread of the coronavirus allow."

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Van den Bosch said it is "strengthening its position in Northern Europe" by taking over the Swedish transport company Willis Larsson Transport AB.

Willis Larsson serves Sweden, Norway, Denmark, Poland, Benelux, Germany, Austria and the United Kingdom.

Van den Bosch said it has a strong position in the intermodal transport of dry bulk goods, with its own modern fleet of trucks and 40FT pressurised containers: "The acquisition will result in a further growth of the dry bulk division, which will grow into more than 1400 modern silo trailers and silo containers."

Rico Daandels, CEO of Van den Bosch, said: "The acquisition of Willis Larsson represents the next step in our international growth strategy. As a logistics coordinator, Van den Bosch wants to become the European top player in bulk logistics.

"With the use of data and the right equipment, we can provide intermodal solutions for our customers – both in the field of dry and liquid bulk transport for the food and chemical industry.

" By taking over Willis
Larsson, we will strengthen our
logistic network in the Nordics
and expand our leading
position in the transport with
pressurised containers."
Sverker Larsson, CEO of

# Willis Larsson Transport AB acquired by Van den Bosch





Willis Larsson Transport, added: "Joining Van den Bosch connects us with the extensive European transport network and gives us access to the knowledge and experience of modern data

systems. Moreover, Van den Bosch will also bring its expertise in the field of liquid bulk transport to the Nordics, which will result in a further extension of our activities."

# Den Hartogh helps ECTA publish best practice guidelines

European Chemical Transport Association (ECTA) has announced that it has published its Best Practice Guideline on Transport visibility within Bulk Chemicals.

Den Hartogh, as a founding member of the workgroup, said it

had "enjoyed working together in creating a standard definition framework containing transport milestones and Estimated Time of Arrival updates."

It added: "We have taken an important step towards

standardisation for all actors in the supply chain. The content of this Best Practice Guideline supports us in our internal Supply Chain Visibility (SCV) projects, but more importantly, it supports us in delivering value to our customers."

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# **AnQore adopts SAVVY Telematic Systems solution**

SAVVY Telematics has released a statement to announce that chemical supplier AnQore has adopted its Telematic Systems solution.

It said: "While most truck fleets are already equipped with telematic technology, this has continued to be the exception for rail and ship transports. For this reason, industrial companies often do not know where and in what condition their goods are at a given point in time."

It said AnQore BV, a Dutch manufacturer of specialised chemical products, headquartered near Maastricht, wanted to change this situation. AnQore is one of the first companies in the sector to adopt an integrated telematics system for all of its tank containers and tank wagons. The statement said: "By adopting the Savvy Telematic Systems solution, AnQore has optimised both fleet efficiency and shipment safety."

SAVVY said the chemical company attaches great importance to delivering its products – eg. liquid acrylonitrile – in time, on time, and safely to its customers. This includes being in a position to provide customers with information, for example when customers inquire about the status of their shipment. Information about location and expected arrival at the plant is likewise needed when shipments containers are on their return trip.

Peter Kehrens, Logistics
Purchasing & Implementation
Manager at AnQore, said: "Our
customers have a few days' buffer
to unload the tank containers and
wagons and ship them back. We
were only able to roughly estimate
when the containers arrived at our
plant. That's why it was clear that
in order to plan so that the fleet
could operate at optimum
capacity, we need a better
overview.



"Modern sensory technology opens up a whole new dimension of possibilities. Shipments can be monitored in real-time. Processes can be coordinated with customers and logistics partners more efficiently. So we went out to look for a telematics system. We found Savvy Telematic Systems, a supplier that suits us well."

The chemical specialist supplier has installed an ATEX and IECEx certified SAVVY CargoTracExR telematic device in each of its tank containers and tank wagons. These small boxes, which can be installed in a few easy steps, contain robust and reliable high-tech electronics. In addition to sensors for location purposes and to measure a range of variables, they contain a long-lasting battery

and a module for data communication. The latter sends encrypted data via the mobile network to the SAVVY® Synergy Enterprise platform.

The private cloud platform is connected to AnQore's SAP system via an interface. The corresponding plan data for each new order – departure time, stops along the route etc - are transmitted automatically from the SAP-System to the SAVVY Synergy Portal. Using their account, employees log into SAVVY® Synergy Enterprise. There, they can check the status of all transports in real-time and can have them displayed on a map overview to see where a particular shipment is located at that particular moment.

# Den Hartogh ships IPA for free

In response to the global COVID-19 outbreak, Shell has announced it will donate 2,500,000 litres of Isopropyl Alcohol (IPA) for the manufacture of hand sanitisers. IPA is made by Shell at its Pernis site and is a key ingredient to produce disinfectant hand gels which are so needed in the healthcare sector.

To help, Den Hartogh has told Shell it will transport 25 shipments of IPA from Pernis to the hand gel production sites free of charge. Other hauliers have also offered similar support.

Den Hartogh said: "By this initiative, we help with what we are really good at; logistics of bulk liquid chemicals. We gladly take our social responsibility in the fight against the coronavirus.

"Den Hartogh is committed to continue delivering chemical logistics services during these difficult times, whilst putting the health and safety of all involved in first place."



# POUND GATES

CHARTERED INSURANCE BROKERS



# VTG completes group refinancing

VTG Aktiengesellschaft (WKN: VTG999) has successfully completed the refinancing of VTG Group's capital structure, establishing a solid long-term basis for further investment in the business. The € 2.9 billion refinancing includes committed credit lines to fund the continuing investment plans of VTG.

As part of the refinancing, Standard & Poor's assigned an investment grade BBB (outlook stable) issuer rating to VTG. This underpinned the move to a new Common Terms Debt Platform and resulted in a very positive impact on refinancing parameters, substantially lowering the overall funding costs and extending maturities to up to ten years. VTG has now also gained access to new funding sources in the debt capital markets for this and future debt issuance, further reinforcing the resilience of its long-term capital structure.

"We are very proud to close this landmark financing transaction.

The BBB issuer credit rating from S&P, the extension of funding tenor and the reduction of funding costs in the depths of the Covid 19 crisis are achievements that reflect VTG's position as a leading rail infrastructure business. It is a strong vote of confidence in the strength, stability and reliability of the VTG business model upon which our relationships with our core banks are based. It further yet again demonstrates the professionalism and resilience of the VTG organization in these challenging times" said Dr. Heiko Fischer, CEO of VTG AG. "This marks an important milestone in funding the long-term growth of the VTG Group and, once again, proves our ability to grow and rise to new challenges, even in times of crisis."

The refinancing process was supported by Credit Agricole CIB and Goldman Sachs International as Joint Financial Advisers, Arrangers and Placement Agents.

# **Expansion at US Container Depot**

US Container Depot said in a statement that as a result of a recent expansion, it can now offer tank container cleaning, heating, maintenance, storage and transportation at its Jacksonville, Florida headquarters.

It has also accepted delivery of a fully reconditioned Taylor loaded container lift "to help meet customers' needs" and secured approximately 2½ acres of ground storage space from Southern Tank Services for storing up to 400 tank containers.

Eric Dunn, Vice President of Operations, said: "With a small on-site office and the implementation of handheld gating and inspection systems for faster, easier equipment interchanging, we know our depot will be regarded as the dependable facility by customers and carriers alike."

Southern Tank Services operates from the same site, offering a five-bay wash rack with a variety of cleaning services. Tank repair and maintenance offers preps, surveys and repairs on tank containers, and all services can now be coordinated through US Container Depot as a single point of contact.

# THIELLMAN 'keeping the supply chain going for critical supplies'

THIELMANN said it is "working to the highest possible safety standards to protect our employees and everybody who does business with us. As global citizens, we all have a responsibility to do everything that we can do in order to alleviate this crisis situation."

As a manufacturer of tank container solutions, THIELMANN is collaborating with its customers to keep the supply chain of critical supplies such as, food, pharmaceutical and chemical products running smoothly.

As a result, THIELMANN containers are currently being used in the manufacture of detergents, disinfectants such as hand sanitiser

and cleaning products for personal and public use, "and we are working with large organizations to continue to supply our container solutions to make these essential products."

THIELMANN said its containers are fully aseptic and guarantee the safe and secure processing, storage and distribution of these essential supplies, getting them to where they are needed most.

It said: "Now and as always, the entire THIELMANN team is committed to being as useful to society as possible and has adapted quickly in order to swiftly meet the universal call to action in these unprecedented times."

# New website for Stolt Tank Containers

Stolt Tank Containers has announced in an online statement t on April 20, 2020, that it has launched a new website.

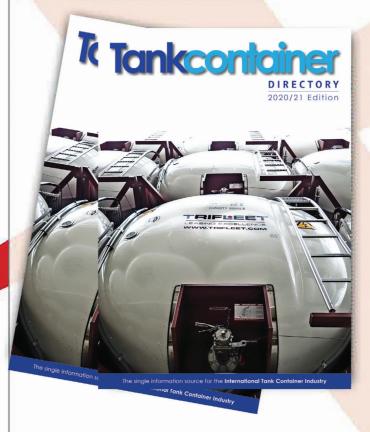
The new site offers a clear, easy-to-navigate format and contains dedicated sections for Services, Expert Talks, Global Network, Digital Solutions, and News.

The online launch, which was shared through Stolt's social media platforms, said simply: "Say hello to our new website! Stay up to date with Stolt Tank Containers."

Tankcontainer

# Tankcontainer Directory 2020/21 Edition

Full of updated and fresh information with addresses and contact details, it is the must-have annual for the tank container market



OUT NOW

# The four editorial sections are:

- Tank Container Operators
- Tank Container Lessors
- Tank Container Manufacturers
- Equipment & Service Providers

Each section has a geographic listing at the front followed by a comprehensive alphabetical listing.

# Sirka Hintze new CFO in the Leschaco Group



With effect from April 1, 2020 Sirka Hintze is appointed as new Chief Financial Officer (CFO) of the Leschaco Group. She joined the Group as Incoming CFO on September 1, 2019.

Since October 2014, Rainer Barthel has held the position of CFO. He will retire at the end of this year and until then will work on projects and support Sirka Hintze in her new function. The Management Board of the Leschaco Group thanks Rainer Barthel for his many years of competent and successful work in the group, which he joined in 1996.

"With Sirka Hintze we have gained an experienced financial expert, who has already made important contributions in her role as

Incoming CFO in the past months. I am convinced that Sirka Hintze will contribute to the successful development of the group of companies as CFO", says Jörg Conrad, owner and CEO of the Leschaco Group.

Sirka Hintze was born in 1976 in Stralsund, Germany. She is a financial expert with over 20 years of professional experience. After studying business administration, Sirka Hintze worked at HSH Nordbank AG for 10 years. She then moved to Reply S.p.A. Xuccess GmbH and later to VTG AG, as Head of the Financing and Treasury department. Prior to joining Leschaco, Sirka Hintze worked as Head of Finance North America at Marquard & Bahls AG in Houston, USA.

# Fredrik Niermann new Marketing & Sales Manager at ALBATROSS Tank-Leasing

To further expand our European activities we are pleased to welcome Fredrik Niermann in our team as new Marketing & Sales Manager.

With his longstanding experience in the chemical logistic industry, extensive technical and operational knowledge, Frederik is a competent service partner for our customer base.

His main area of responsibility will be the STRATEGIC MOVE fleet management system which



offers, apart from the tank container leasing, a digital platform for round trip supervision including the technical support and control of the dedicated tank.

It is available for any inquiries and information as from now on. In 2020 ALBATROSS Tank-Leasing will also continue to increase the diversified Tank Container fleet whereby the rental of tanks can be combined with a customer specific service package.

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- Flexible Service
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# The pandemic has disrupted everything: we are all different now

Tankcontainer Magazine interviews Michael Kramer, President of market leader Stolt Tank Containers, who discusses strategy and performance

TCM: What are the global assets of Stolt Tank Containers (STC)?

MK: STC has over \$320 million in assets and a fleet of more than 40,300 tank containers. We also operate a network of 22 full-service depots.

TCM: What are STC's broad business dimensions?
MK: In 2019, STC had operating revenue of \$529 million, an operating profit of \$56 million and handled approximately 130,000 loaded international tank container moves. We also made a significant number of domestic moves in various locations such as China, North America, India and Australia.

TCM: What is STC's strategy?
MK: STC will continue to focus on delivering superior customer service at the lowest cost through our global network, while increasing our focus on sustainability. We aim to strengthen STC's competitive advantage by further digitising the business and providing valueadded services in all markets,



while continuing to expand geographically.

**TCM:** Why is owning a depot network important?

MK: This network – unique in the industry – gives us direct control over the handling, cleaning and maintenance of our tank containers. This ensures that our global tank containers and cargohandling operations consistently meet our stringent operating standards for quality, reliability

and safety for people and the environment. We constantly work on supporting our business through the depot network in a very sustainable manner.

**TCM:** To what extent does STC move food-grade products in tank containers?

**MK:** We have the largest foodgrade fleet in the world, which operates in all major markets carrying food grade products, alcohols, potable spirits along with fats, oils and food-grade chemicals. We cover all major markets and are looking to continually expand our operating footprint and service.

**TCM:** What are STC's fleet size plans?

MK: We plan to grow our fleet to meet customer demand and also focus on getting the most out of our assets by working with customers and vendors to reduce depot time and improve overall utilisation.

**TCM:** How does STC differentiate itself from competitors? **MK:** STC strives to deliver the easiest, fastest, most flexible customer experience in the industry, and to drive sustainable profitable growth at world-class safety standards. We do this with the best people in the industry.

**TCM:** To what degree are shipments seasonal?

**MK:** Every market has an element of seasonality. The critical aspect is to know when that seasonality occurs and to effectively plan and handle it for the benefit of our customers.

**TCM:** How did STC perform in 2019?

**MK:** STC performed well in 2019, but below our expectations and aspirations.

While maintaining our position in more mature markets, we saw growth in emerging markets such as India, South America and the Middle East. European growth rebounded after a slower export period, but Asia, China and North American markets were impacted by ongoing trade disputes, leading to some rerouting of supply chains.

**TCM:** Are more tank containers being used for storage? **MK:** Absolutely. Tank containers offer a more flexible, agile and

CV: Michael Kramer



Houston-based Michael
Kramer has been President of
STC for over 20 years, having
been Managing Director and,
previously, General Manager
of North and South America.
He joined STC in 1982,
becoming Business
Development Manager for
Asia including China, and
Budgeting Director (UK).
He worked previously with
BDP International Inc. and is a
graduate of Pennsylvania
State University.

lower cost of capital option for customers to store products. I expect this aspect of our industry to continue growing, and we are investing, where possible, in loaded storage capacity, along with all the required safety equipment. Tank container supply chains are very cost-efficient, and this is an added element that we offer to our customers, along with larger options with our Stolthaven Terminals.

**TCM:** What has been the impact of coronavirus on the tank container market?

MK: Coronavirus will significantly impact our industry. We will see an increase in demand as customers continue moving product but, at some point, demand will fall given that a global recession is inevitable.

The questions we need to answer are: How deep will the recession be and how long will it last? Can our industry ride it out like in the past as this event is really a bottom-up event as opposed to a top-down event in 2008? All levels of the economy are affected, not just the top tier, and this will truly be disruptive.

Many in our industry will come under pressure. Some new market entrants may decide to exit, while those with liquidity constraints may struggle. Some may not survive, but one thing is certain, everyone and every company has been changed.

Shipment patterns will change. Long term, globalisation will not go away, but I think our customers will look at networks, cargo flows etc. Many will re-examine plant locations, future supply points and safety stocks. All supply chains will be scrutinised and flows will change, thereby impacting our industry.

I also see additional requirements being placed on logistics suppliers to be more resilient and responsive, and I think we will see customers shift from mostly price buying to one that is a balance between price, value, reliability and stability.

The pandemic has disrupted everything and everyone. We are all different now.

TCM: What will be the permanent changes for tank containers? MK: Contingency plans, which were once considered a corporate governance issue by some - or not considered at all - are now a high priority. Ours worked extremely well. Everyone will take a much different market view on how their businesses are managed and how interactions with customers and vendors are conducted. We must all deal with the market realities, but we must also have the ability and depth to operate effectively and quickly

# Cover Interview

during major events. Consistency and reliability, along with high levels of customer centricity, are required.

TCM: What and where are STC's activities in the Middle East?
MK: STC has significant activity in the Middle East with offices in the UAE (Dubai) and Saudi Arabia (Dammam and Jeddah). We also have partners who have helped us manage and develop a network of depots in Jebel Ali, Dammam, Jubail, Jeddah and Sohar. We also have a new state-of-the-art storage, drumming and warehouse operating in Chemlog, in Jebel Ali Free Trade Zone in the UAE.

**TCM:** How has STC updated its digital platform?

MK: STC has been digital in nature, and at its core, since 1982 but has significantly increased investment over the last 5-10 years to increase the pace of digitisation across the network.

As part of our digitisation strategy, we recently delivered the first phase of our improved website (stolttankcontainers.com) and made significant progress furthering electronic communications with both customers and vendors to increase the velocity and transparency of information.

We continue to deploy artificial intelligence, web-based applications and other technologies to improve the overall efficiency of the business, lower costs and increase our competitive advantage by improving the information we supply to our customers.

TCM: What are the key trends in the tank container market?
MK: Safety, sustainability, reliability and flexibility. You must be easy to use.

TCM: And the outlook? MK: Despite geopolitical and



macroeconomic challenges, the outlook for long-term growth and expansion remains strong in all major markets. However, we expect continued pricing and margin pressure due to the overcapacity of tank containers, and an increasingly competitive market.

We see good potential growth coming from mode conversion, particularly from cargo moving back into tank containers from flexibags as customers seek a safer, more sustainable environmental solutions to moving their products globally. We expect customers to take a serious look at why they are using these "single-use" bags.

**TCM:** How does STC measure sustainability?

**MK:** STC works along with the Stolt-Nielsen organisation to support selected UN sustainability development goals, while working

with auditing platforms such as Ecovadis, CDI-MPC, SQAS and ISO to report and track sustainability progress. STC is also regularly audited by third parties and customers for compliance.

**TCM:** In your 20 years as President of STC, what have been the biggest changes in the tank container market?

MK: Growth! In 2000, China was a fledgling market, the Middle East was a mirage on the horizon and India, Latin America and even parts of Asia were just starting to embrace tank containers. While more mature in Europe and North America, tank containers were still a new concept and today all these markets – and others like Africa – are using tank containers.

Vendors, networks, processes and safety have also all changed and improved. Every day brings more change and I am convinced this exciting ride will continue.

# Don't spill the beer

Suttons has more than doubled the number of ISO tank containers devoted to moving Belgian craft beer to thirsty Americans, discovered James Graham

In carpentry, there is an old adage: measure twice, cut once. Interestingly, in an intermodal tank container twist, there is a great deal of relevance to this saying.

According to Jessica Russell, marketing manager of UK-based Suttons Tankers: "As with any temperature controlled product it's imperative that every detail is checked, double checked and then checked again, so attention to detail is incredibly important on this contract, as it is on all of the other products that we carry.

"The wrong temperature setting, an error in paperwork or a wrong action can affect the whole consignment, so choosing the right people and partners is essential.

"Suttons strongly invests in the training of its employees and we are confident that we have the right people in the right positions. Early in the relationship we had to redefine one or two processes but these changes have allowed the operation to run smoothly and efficiently."

She was talking to Tankcontainer Magazine on the news that
Suttons International has agreed a new deal with Duvel USA, the
American subsidiary of Duvel
Moortgat, owner of Brewery
Ommegang, Boulevard and
Firestone Walker, in addition to a portfolio of European brands.

The American division of global supply chain specialist Suttons has been working with Brewery Ommegang since 2017, importing Ommegang Pale Sour and Rosetta



from their sister brewery Liefmans in Belgium to Cooperstown, New York in the US.

Pale Sour is a 6.9% ABV mixed fermentation sour beer developed in Oudenaarde, Belgium. Rosetta is a moderate 5.6% ABV and its tart/sweet flavour pairs perfectly with light fare such as salad, chicken liver pâté or a pork terrine, soft cheeses such as Brie or Camembert, or a smooth chocolate mousse.

Established in 1997, Ommegang Brewing is the fifth largest craft brewing company in the United States and brews 55,000 barrels a year. Liefmans is a Belgian brewery which produces oud bruin and other Belgian beers.

It was founded in 1679. The company went bankrupt in 2008 and was acquired by Duvel Moortgat

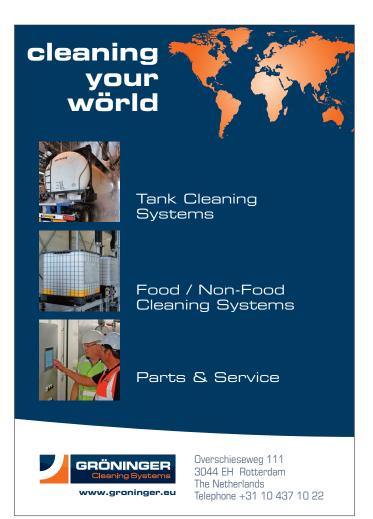
Transporting beer over long

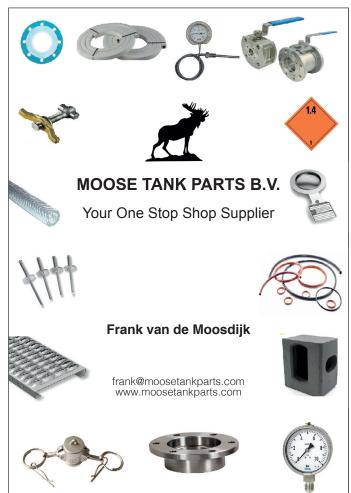
distances, not to mention heat and cold, poses huge challenges for beer shippers. This latest contract extension sees an expansion of the fleet of new Duvel USA branded tank containers.

According to Russell, Suttons signed a long-term seven-year deal with Duvel USA. There are options to extend beyond the initial term which gives the company a good platform to build on.

"Many of the contracts that Suttons sign are long term which demonstrates the trust our customers have in us, reinforcing our reputable brand," she says.

"Brewery Ommegang approached Suttons after being introduced by one of our other craft brewery customers. The relationship was built from there and Suttons could meet their







demands and provide an efficient solution."

The tank containers that carry beer are fitted with refrigeration units to keep the product at an optimum temperature during transit. Securing reefer space on vessels can be challenging, especially during seasonal peak periods, as reefer slots are one of the most profitable sources of revenue for the steamship carriers.

Russell notes that Suttons work hard to build sustainable relationships with its chosen partners, and it is only through these relationships that they manage to develop robust Service Level Agreements that guarantee the supply and service they need.

#### **Opportunities**

Steve Lonsdale, Suttons's regional director, The Americas said: "This is a growing market for Suttons and this latest expansion of the Duvel USA fleet proves we are delivering a quality service to our customers.

"It also shows the flexibility of our fleet and our ability to safely move a wide range of products around the world. We recognise the opportunities in this sector and have a specialised beer tank fleet in the US available for customers."

The containers are shipped to Cooperstown, New York, best known as the home of the National Baseball Hall of Fame and Museum, as a US beach-head.

Russell says: "This is the brewery, kegging and bottling plant where the craft beer is being delivered to. We have other locations that these units travel between, however Cooperstown was the first brewery we delivered to."

Beer is one of the world's most popular drinks. Brewers and beer distributors require very specific and specialised food grade tank containers to keep the perishable product safe along the supply chain. The market is differentiated into two main types of beer products: premium artisan or craft beers, produced in relatively small volumes at lower cost; and commodity mass-produced beers, often carrying very well-known brand names.

The containers are branded Duvel USA, a move that may have impact on their movements for Suttons. Russell explains this need not be a problem for traffic managers.

She says: "Some of Duvel's craft beers are simply transported on a one way basis with beer transported from Europe to the US and then the tanks are shipped back empty for re-filling.

"Additionally we also see some synergies where the assets can be utilised in both directions were tanks are loaded with one European brand, shipped to the US, emptied and refilled with a local US brand which is then sent back to Europe. Where possible, we prefer to opt for the latter as it improves efficiency and reduces waste

"As a business, we are conscious of our impact on the environment and aspire to work as sustainably as possible."

Doug Campbell, president and general manager of Brewery
Ommegang said: "Suttons has been a great partner to us. Their flexibility, reliability, and customer service have been critically important enablers to our bringing some of our most important product to market."

## Long-standing

According to Russell: "Suttons has long-standing relationships with a number of tank manufacturers throughout China, South Africa and Europe each of them being specialists and leaders in their own markets. We have utilised several of these partners to build food grade tanks for us over the years"

The original tank containers used in the contract were built new in 2017. Suttons is committed to continuously investing in its fleet and has a strategic fleet refurbishment and replacement programme in place.

The contract extension more than doubles the tank container fleet required so what is behind this increase?

She said: "Whilst total beer volume sales continue to decline year-on-year, craft brewery sales are the opposite, growing at a rate of 4 per cent in 2019.

"Consumers are clearly extending their palates with a thirst to enjoy new and tastier beers. This trend is benefitting the craft brewers and it is that growth that trickles down to the increases we have experienced here."

#### Mine's a pint

The world's taste for alcohol is often slated with the use of ISO intermodal tank containers. Wine and spirits are commonly used between wineries and distillers and bottling plants, often an ocean away. Each liquid cargo comes with operational issues.

Wine is a perishable product, likely to spoil if not handled properly. Spirits have explosive qualities which have to be contained.

Is Suttons likely to move into these trades? Russell is teasing. "Not yet, but watch this space!" she says.

In the last year, there has been enough demand for Suttons' services around the world for it to refurbish more than 120 tank containers in its existing international tank container fleet.

Suttons International operates a growing fleet, transporting more than 9,000 tank containers around the globe with key business centres in New Jersey, Houston, Widnes, Antwerp, Ludwigshafen, Kuantan, Singapore, Shanghai, Tokyo and Khobar.

# IMT drives telematics innovation

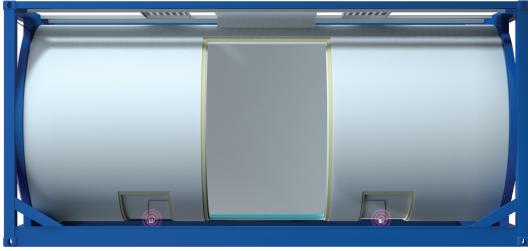
IMT, the Breda, Netherlands-based telematics company, has launched the latest in a series of innovative telematic products that underline its market leadership position, reports Tankcontainer Magazine

Founded by
Managing Director
Dethmer Drenth in
2013, Intermodal
Telematics B.V. (IMT)
has become the
leading independent
provider of
telematics for the
tank container
market.

Telematics is a rapidly growing service that describes the use of communications and information technology to transmit, store and receive information from telecommunications devices on remote assets, such as tank containers and rail tank cars, over a network that mobile phone users would know as 2G, 3G, 4G or 5G. Put simply, telematics make tank containers 'smart' and, like Sat Navs in cars, customers will soon come to expect this capability on the tank containers they use.

Drenth says, "In practical terms, a variety of IMT sensors can be easily and quickly attached to tank containers.

"These sensors give owners, shippers or freight companies the ability to remotely monitor and/or



adjust a number of physical parameters while in storage or during transit".

45,000 sensors fitted so far

IMT have attached more than 45,000 sensors on the global tank container fleet with the range including a full/empty sensor, a cargo temperature sensor, a pressure sensor, a heating and cooling terminal and a residue sensor.

The sensors relay and receive information via a Communication and Location Terminal (CLT) that is fixed onto the tank container. The CLT is fundamentally the central hub for all the IMT sensors installed on a tank container or

IMT's RD18-Ex Residue Sensor

tank wagon. It collects data from the sensors that are attached to the asset and then sends the data via a mobile network to IMT's central in-house 'brain' where customers can access their data remotely and securely in dashboard format via IMT's web application.

A CLT is essential for telemetry but, even without it, the sensors can still be read locally (although information cannot be automatically transferred or remotely accessed).

The sensors are always nonintrusive (i.e. fitted on the outside of tank containers) so there is no



need for additional certification after installation.

# Innovation responds to unmet needs

Drenth says, "IMT recently launched its latest product as it continues to innovate in response to previously unmet customer needs in the rapidly evolving tank container telematics sector. The solar-powered Communication and Location Terminal (CLT20-Ex) monitors a tank container's geographical location, its motion (both normal movement and any shocks experienced by the tank container) and the device's temperature."

The new terminal, weighing only 2.97kg, is ATEX/IECEx certified and can therefore be used in hazardous environments.

Customers can configure the unit according to their preferences - it switches on at selected intervals, collecting the data registered by the sensors. Four important parameters can be selected: static sending interval, moving sending interval, static geolocation acquisition and moving geolocation acquisition.

The typical interval for static parameters is 8 hours and 5 minutes for moving parameters. A message is sent every 8 hours while the tank container is idle and every 5 minutes when moving. Customers can also configure the external sensors' acquisition interval, with the data being stored (or 'buffered') between the intervals. The data is then sent at every interval or when the mobile network signal is next available in the case of a lost network connection. The background firmware of the CLT20-Ex is programmable over-the-air.

# Solar power opens up telemetry market

The CLT20-Ex is powered by batteries that are recharged by solar radiation and is intended for use on tank containers, wagons and other assets that do not have their own power source.

The special battery technology maintains the terminal's performance for, typically, 10 years and has enough storage capacity to maintain the motion sensor, which sends data every five Cryogene Telematics Solution

minutes, for several months, even in the absence of solar radiation.

Once solar radiation is present, the batteries can be charged in a few days due to the highly optimised energy harvesting circuitry of the device and its specialist solar panel. The battery is tested to ATEX/IECEX DS 2019/001, which takes into account upcoming changes to ATEX regulations, providing a degree of future-proofing. Many devices currently being produced only comply with current ATEX regulations.

According to Drenth, solar powered devices open up a much larger market for telemetry - it takes a substantial amount of power to send data so, in conventionally powered devices, battery life falls more rapidly when large amounts of data are sent. To avoid this battery drain, customers tend to limit data collection by setting intervals with longer time periods but this can result in higher operational costs.

A container operator may, for



instance, have negotiated a 2-hour window to load/unload time at a port, after which the time spent at the location becomes chargeable. In chemical supply chains, these additional charges can be a very significant cost but can be minimised by knowing the precise timing of the entry and departure from a location, together with the loading/ unloading times. Shorter intervals between each sensor reading and data transmission will give a more accurate timing of the movement than a sensor with longer intervals, resulting in both a more accurate customer charge and a verifiable and traceable time log.

Although there is a very low additional data cost, solar powered terminals can effectively send unlimited amounts of data as the rechargeable power source means there are no issues of shortened battery life due to the large amounts of data that may be being sent, says Drenth.

The ability of an environmentally respectful solar powered terminal to send more data more often also has a direct impact on safety. Tank container cargo temperatures can be tracked in real time by onboard sensors rather than registered every four hours by a data-constrained system, allowing corrective action to be

implemented immediately. Operational safety can also be increased by using sensors to detect open valves or manlids.

# **Highest ATEX rating**

In terms of ATEX rating, ATEXIIB is generally considered to be the maximum required ('II' is the Equipment and Gas Group relating to 'above ground industries', as distinct from underground mines, and 'B' relates to the Gas Sub Group 'easily ignited gases').

Some chemical shippers, such as BASF, can require the highest 'most easily ignited' C rating, which includes hydrogen and acetylene. This highest rating, which requires more data to be sent from the unit as more product parameters are being measured, is met by IMT's new CLT20-Ex terminal. Alerts are sent when preselected levels are breached.

## 2G, 3G, 4G, 5G?

For assets that move globally, the issue of which communications protocol to use for their attached telemetry devices is critical. Many current devices are based on second-generation cellular network (2G) or third-generation cellular network (3G) protocols but these will be phased out in certain areas in as little as three years, making the devices unsupported

Many countries where tank containers are used already no longer use 2G or 3G, which has been superseded by newer technologies such as and via LTE-M or NB-IoT. 2G networks are still used in most parts of Europe, Africa and South America but carriers have announced that 2G technology in the US, Japan, Australia and other countries have been shut down so that carriers can re-purpose the radio bands for newer technologies such as -M and NB-IoT.

AT&T's shutdown of its 2G service in the US in January 2017 had a notable impact on the electronic security sector as many 2G GSM radios were used for property alarms linked to central control and dispatch centres. 2G GSM radios had therefore to be replaced by newer generation radios to avoid service outages.

The fundamental problem for the industry is that devices reliant on 2G and 3G mobile networks cannot communicate with 4G and 5G networks. IMT's design innovators have overcome this problem, guaranteeing worldwide connectivity by installing two modems in the CLT20-Ex - a Pentaband 2G/3G modem and a 4G/5G (LTE-M, CAT M1 and NB-IoT) modem. No other telematics provider offers this multi-modem capability. As Drenth says, "This bullet-proofs the technology for at least the next 10 years".

#### **IMT** residue sensors

IMT have also developed residue sensors to overcome the problem

of tank container cleaning depots often refusing to clean tank containers because of the amount of residual cargo at the bottom of the tank. The equipment is returned to the shipper, at the shipper's cost.

For some products, the maximum liquid level allowed at the bottom of the tank container can be as little as 1cm before cleaning is permitted. Non-intrusive, external residue sensors can be applied to ensure the unit has a sufficiently small enough quantity of product to allow cleaning.

## **IMT** gas sensors

40' T75 cryogenic tank containers have a capacity of around 46,000 litres and can provide up to 18 weeks of holding time for Liquefied Natural Gas (LNG). The inner vessel of a T75 cryogenic tank container is made from 304 stainless steel and has a maximum allowable working pressure of 7-10 bar.

LNG as a product is reduced to a liquid state by cooling it to -162°C, which is accompanied by a volume reduction of approximately 600 to 1 (if the gas is initially around 15°C). LNG can be maintained in this liquid state by highly efficient insulation but a small amount inevitably vapourises, or 'boils off', during transit. This results in the pressure in a T75 cryogenic tank container increasing during transport but, if the pressure in the tank container becomes too high, venting occurs and, when on board a ship, the vessel may ultimately be obliged to detour to the nearest port for safety reasons.

This can lead to the additional costs associated with the redirection of the vessel (port disbursements, etc.) being billed to the tank container operator, which could then be left with the further costs of a stranded T75 asset at the port.

When LNG is unloaded, the low

temperature of the inner tank is maintained by leaving a heel of LNG in the container. To ensure the pressure does not increase above safety settings, monitoring the pressure is important. This provides the market opportunity for IMT to develop a special sensor that measures the top and differential pressure in the tank container.

Based on these pressures, a preset alert can be incorporated in the sensor, giving time for the operator or shipper to take appropriate action.

The fundamental problem for the industry is that devices reliant on 2G and 3G mobile networks cannot communicate with 4G and 5G networks. IMT's design innovators have overcome this problem

Rotterdam-based tank container lease company Cryogenic Container Solutions, a subsidiary of Broadview Energy Solutions, deploys IMT's cryogenic sensors to help - in an effective and timely manner - inform their customers.

More generally, T75 cryogenic tank containers are used to carry ethane, ethylene, fluoroform (HFC-23), some air gases such as oxygen (LOX), and liquid carbon dioxide, which can be moved in equipment that can carry carbon dioxide and some air gases in the same tank.

#### Telemetry benefits

"Telemetry increases tank container safety by providing independent and verifiable information on the location of assets, how they are being physically managed and the state of the cargoes they are transporting. Over-the-air adjustments can be made to physical parameters such as

temperature. Customers can be given the all-important peace-of-mind that any customer craves, and significant operational efficiencies can be gained - these can have significant cash management benefits for operator and customer alike," says Drenth.

Hoyer, the world's second largest tank container operator and the operator leading the industry in its fleet-wide adoption of IMT telematics, continues to roll out and leverage its conversion to 'smart' tank containers.

Some tank container operators use more basic systems, which offer far less functionality and may only give irregular notifications of a tank container's location (not unlike those received prior to a DHL delivery).

#### No capital investment needed

What is clear is that IMT are selling what, for many customers, will become an essential service rather than just a product.

Its monthly subscription model for hardware and software has the financial benefit, for many customers, of moving any expenditure on IMT telematics services from a balance sheet capital item to a recurring operating expense captured in the P&L account, which has an obvious tax benefit and may involve a quicker approval process

#### Summary

Intermodal Telematics genuinely seems to set the standard in smart sensor technology and is by far the biggest supplier of telematics technology for the tank container sector. It is the world's leading independent telematics solution partner for the tank container market, offering smart sensor technology and a software platform with which operators, container manufacturers, lessors and shippers can obtain the insights they need to improve their delivery performance, operational efficiency and safety.



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- Produce the guarterly 'Middle East Tank Container Market Review'

Leslie McCune, Chemical Management Resources Limited Im@chemicalmanagement.co.uk +44 7783042664 www.chemicalmanagement.co.uk



# Operators need to adapt

The German tank container shipping sector may face significant decline this year, following the global pandemic

The ongoing spread of the COVID-19 pandemic, associated with the economic recession in Germany, will have a negative effect on the country's tank container market and may result in a significant decline this year, according to recent statements made by German representatives of some global tank container operators and some independent tank container shipping analysts.

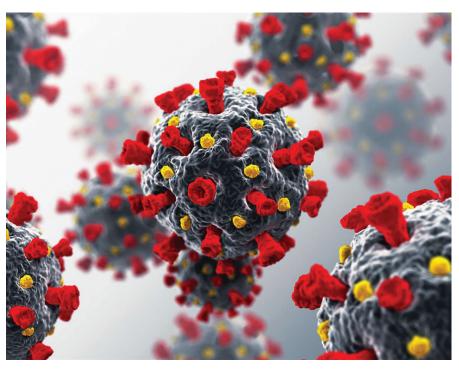
The COVID-19 pandemic, and the associated quarantine measures that were in place in Germany over the last two months, resulted in a significant drop in demand for chemical products in the country, leading to a drop in demand for transport in tank containers within Germany.

This put pressure on local operators, particularly those of small and medium size. A significant drop in demand is also seen in the oil, gas and petroleum products segments.

The ongoing industrial stagnation - the major user of tank containers - is confirmed by representatives of some of Germany's leading industry associations.

For example, Christian Kullmann, President of the VCI, the German chemicals association, said in an interview with Reuters that the association expects a significant decline of production and revenues in the German chemicals sector this year.

According to Kullmann, this will be mainly due to the declining orders and supply chains disrupted by the coronavirus pandemic.



Kullmann added that companies would feel the impact of the pandemic strongly in the coming months, while in Q1 the revenue of the sector dropped by 1% on year-on-year basis. In the meantime, most of interviewed German tank container operators said they were also faced with a drop of the demand for their services in Germany.

According to them, this has already led to the decline of tank container shipping volumes in the country, with the main reason being the ongoing stagnation of some major consuming industries.

Michael W. Kramer, President of Stolt Tank Containers (STC) said the COVID-19 pandemic had a negative impact on the German tank container transportation sector but its real effect will become obvious later this year.

Michael W. Kramer commented, ilt is difficult to estimate what the decline will be, but it is safe to say that no market will go untouched by the COVID-19 crisis and demand from Germany will be impacted to some degree. Our view is that volume will decline in the short term but the German chemical industry is very resilient and will rebound as global markets reopen and when industrial and consumer demand begin to rise.

"In the meantime, German customers are looking for stability, reliability, flexibility and high levels of service for their end customers, even during the times of the global economic uncertainty".

In the meantime, almost the same position is shared by

# Regional Focus

representatives of VTG Tanktainer, which said the pandemic and associated economic recession in Germany, puts significant pressure on local tank container operators.

Jan Röbken, Managing Director of VTG Tanktainer, commented, "The shutdown of some industries in Germany, and the decreasing demand for certain products, obviously has an impact on the market.

"It could really be felt from early Q2 onward and naturally leads to a reduction in volume for all operators and hence additional rate pressure. The longer term impact is difficult to forecast and is subject to many factors which can play a role."

Other German players also found it hard to estimate the exact decline of tank container transportation in Germany in the first half of the current year.

Stephanie Burtscher, a
Communications Manager from
Hoyer, said that due to the
pandemic, they are currently
unable to provide any accurate
forecasts regarding with the
further development of situation in
the German market.

The majority of analysts and operators still expect the drop of tank container shipping volumes in the country this year to be in the range of 5-7%, compared with 2019

According to analysts, these figures will be significantly better than in the majority of other EU states this year.

Other related sectors have also posted a significant drop of their revenue this year.

Alexa B. Hűni, CEO of HÜNI + CO, one of Germany's leading producers of coatings for tank containers, commented, "What I can see at the moment is that the market has slowed down a bit - presumably caused by the current climate of uncertainty.

"I think the question will be if the chemical industry has to cope



with a COVID-19 related drawback or decline. Hopefully, it will regain its confidence in the second half of 2020".

According to Hüni, much will depend on the volume of investments that will be allocated for the development of German chemical manufacturing facilities this year and the overall demand for LNG and other energy resources in the German market in the second half of the current year.

This demand may affect the dynamics of the transportation market in tank containers in the second half of the year.

Most of analysts, however, remain cautiously optimistic, due to the relatively good rate of the recovery of German economy from the crisis.

Germany became one of the first western EU states to begin a gradual lifting of quarantine measures due to the generally low mortality rate in the country, providing an impetus for the recovery of business activities in the country.

Most German analysts in the field of logistics and tank container shipping see the current crisis resulting in a change in the market balance. According to

them, the market may face consolidation and massive bankruptcies among small companies. In addition, analysts expect a tightening of competition between alternative ways of transportation due to the desire of customers to make additional cost savings amid the times of economic stagnation in Germany.

According to experts in the UK research group, Technavio, operators should pay particular attention to a more active introduction of innovations into their business processes. This should increase their competitiveness in the German tank container transportation market.

These innovations could involve a more active shift to the automation of tank container shipping processes and equipment.

As Technavio's experts note, much will depend on the ability of market players to adapt to the current conditions of doing business in the German market which, in the worst case, could decline by 17% this year.

If this proves to be the reality, the decline would be far worse than the recession of 2008/9.





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