

# EPT introduces Wine-Pac at LIWF

Environmental Packaging Technologies, Ltd (EPT) will unveil its new Wine-Pac flexitank system at the London International Wine Fair 2010 (LIWF).

EPT has invested a great deal of time and money to re-engineer and test its products in order to bring flexitank packaging into the 21st century. The EPT Wine-Pac incorporates the latest technology and performance features available in the bulk wine packaging industry and meets the Container Owners Association (COA) Code of Practice for Flexitanks requirements.

The Wine-Pac's construction features an outer woven layer of polypropylene specially woven with 'strength bands' running the length of the bag. These bands help stiffen the flexitank which decreases liquid dynamics and improves the stability of bulk wine cargo. EPT's Wine-Pac incorporates a third inner liner of EVOH film that provides an impressive 0.027cc/100sqin/dayMax oxygen permeation rate.

The Wine-Pac is designed for maximum discharge. "We modified our compression fitted flange with a new anti-suction design and combined that with a true 3ins valve," stated Roger Goose, VP operations at EPT. "Our customers commented that other flexitanks didn't fully discharge and we responded with new innovations to minimise their concerns."

In addition to the EVOH barrier built into the flexitanks, each EPT Wine-Pac comes with an extremely durable, 5-layer Barrier Wear Sleeve that protects the bottom and sides of the flexitank and offers an oxygen transmission rate of zero. The proprietary woven and foil layers provide superior protection against chemical, odor and vapor migration, such as: oxygen, naphthalene, hexane, xylene, etc. An integrated snout encloses the valve after filling to also protect it from odour or vapour migration. The snout design



The Wine-Pac's construction features an outer woven layer of polypropylene specially woven with 'strength bands' running the length of the bag

captures any potential residue from disconnecting the hose and is sealable, providing added tamper protection.

The Wine-Pac comes as part of an integrated flexitank system that includes EPT's patented Swept-bar Bulkhead. The Swept-bar Bulkhead's unique design helps absorb shock from liquid motion, totally eliminates pressure on the container doors, minimises side-wall deflection and preserves the integrity of sensitive bulk wine cargo whether shipping by road, rail or sea. EPT's flexitank is authorised by several North American railroads and domestic shipments of wine will begin at the start of third quarter. Currently EPT is shipping wine globally from Argentina, Chile, South Africa, Australia and the US.

"We're excited to launch our new Wine-Pac at this year's London International Wine Fair," stated Goose. EPT's booth is I-32.

## Strategic partnerships

In an effort to better serve its customers around the world, EPT has also announced the formation of strategic alliances with four well-established transportation and logistics companies.

TIBA International is a global operator of logistics services headquartered in Spain. "With over 25 years of experience, TIBA brings to EPT's customers a wealth of industry knowledge, geographical expertise and logistics solutions," observed Peter van Schaik, managing director of Europe/Middle East/South Africa operations for EPT. "We are rapidly growing our business which requires logistics partners with strong global capabilities yet agile enough to quickly provide solutions such as TIBA."

EPT has also partnered with Worldwide Logistics Co. Ltd, headquartered in Shanghai, China. Worldwide has successfully built a network covering all of China and major economic centres of the world, has a solid customer base and a well-respected brand. Worldwide Logistics compliments the offices EPT already maintains in China, Singapore and South Korea and will help service the growing logistics needs in this region.

Secure A Load out of New Zealand will serve as the Australasian Distributors for BIG Red Flexitanks and BIG Red Dry Liners. Secure A Load is a supplier of transport and material handling equipment. "As a provider of safety and security products for the material handling industry, Secure A Load understands the importance of proper training and fitting of our flexitanks," stated Nancy Wendrock, president of EPT. "We're very pleased to have them representing our products and providing the expertise our customers expect."

Another addition to the EPT growing global network is Megafreight Services. Megafreight is an international freight forwarder ranking among the top 10 leading forwarders in South Africa. The company specialises in air and ocean freight, customs clearing, project shipments, warehousing and complementary ground based logistics. Megafreight will help EPT offer seamless solutions for the bulk wine export business, as well as expanding bulk liquid packaging solutions to other industries.

At the same time John Duckett has been appointed global business development manager. John Duckett has been involved in the manufacture

and operation of flexitanks for over 25 years. His company, Magnum Worldwide, manufactured flexitanks in the UK, Malaysia and Bulgaria and operated them throughout the world with depots on five continents until it closed and its worldwide operations were dispersed in 2004. The company was especially strong in shipments of wine, latex and oils. Before becoming involved with flexitanks he was the managing director of two industrial chemical companies with international operations. The first, Revertex, manufactures natural latex and synthetic resin emulsions and the other, Doverstrand (now Synthomer) manufactures synthetic latex. Both companies operate globally and are now large users of flexitanks.

## Approved by Russian Railways

In further development, EPT says it has successfully passed the requirements necessary to become the first flexitank ever to receive approval from Russian Railways (OAO 'RZD').

On 14 April, EPT's Russia office (OOO 'EKOPAKTEKH'), located in Moscow, completed the last requirement of Russian Railways with a long-distance trial shipment. 'EKOPAKTEKH' began the process in November of 2009 by conducting a series of required crash tests. Two separate 20 ft containers were used; one outfitted with a BIG Red Flexitank using a straight-bar bulkhead, the other equipped with a BIG Red Flexitank and swept-bar bulkhead. Both containers underwent a series of 'crash' rail tests at speeds from 4.8 km/h (3 mph) to 9.1 km/h (5.7 mph) and each successfully completed the test.

Russian Railways then required an additional series of 12 high-speed impact tests. Again, two standard 20 ft containers were used and equipped

with BIG Red Flexitanks – one with a straight-bar bulkhead and the other with a swept-bar bulkhead. EPT has strengthened the standard industry straight-bar bulkhead with design features incorporated into the 'skirt' of the bulkhead. EPT's patented swept-bar bulkhead is specifically designed for use on rail. It is engineered to absorb shocks incurred during transport by rail while maintaining the bottom valve safely away from the doors.

Both flexitanks were loaded with 22 tons of a non-hazardous chemical, lignosulphonate, for the impact and shipment trials. During the impact tests both containers had their right doors open to allow for observation. This is not typical protocol, however, and can substantially increase the potential for failure.

The flexitanks successfully passed the impact tests at speeds of 4 km/h (2.3 mph) up to 9 km/h (5.6 mph). The same containers were then shipped 1,500 km (932 miles) from the Nizovka (Northern Railways) rail station to the Chernikovka (Kuibishevskaya Railways) station where the product was fully discharged. Containers for the trial shipment were provided by OAO 'TransContainer', the largest container terminal owner and container provider in Russia. A representative of 'TransContainer' conducted an inspection of both the containers following the final shipments for any deformation and reported that no deformation had occurred.

As a result, EPT says it has received official approval from the 'RZD' sanctioning the use of BIG Red Flexitanks for the packaging and transportation of bulk liquid, non-hazardous products in universal, heavy payload containers within the entire 'RZD' network.

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



John Duckett, EPT's new global business development manager



The Russian Railways impact test

# VTG hits revenue forecast

VTG group for 2009 revenue decreased compared to the previous year by 4.5 percent to €581.5 million. Operating profit (EBITDA) fell against the adjusted figure for the previous year, by 3.8 percent to €149.4 million. With these results, the company says it achieved its forecast made in February 2009 for the year as a whole.

"Despite the economic crisis, we used 2009 for further development," commented Dr Heiko Fischer, CEO of VTG Aktiengesellschaft. "We were able to further diversify our wagon fleet, invest in our plant and workshops, expand Rail Logistics and directed Tank Container Logistics well through the crisis." For 2009, VTG maintained cash flow and profitability in a difficult economic environment, focused on strengthening the core market of Europe, and slowed down the rate of expansion into other global markets. "Even though 2010 will again be a difficult year, I am in no doubt that we

will benefit from the strengthening of our business model, since the long-term trend of growth in global rail freight traffic has not been interrupted, even by the economic crisis," added Fischer.

In the past financial year, group revenue showed a moderate drop of €27.2 million, to €581.5 million. EBITDA fell only slightly against the adjusted figure for the previous year, by €5.7 million to €149.4 million. Group profit decreased by 5.4 million to €22.5 million. As of 31 December 2009, the Group had 963 employees: of these, 678 were in Germany and 285 abroad.

In the Wagon Hire Division, the company has pushed on with its strategy of wagon fleet diversification, expanding the fleet with the addition of wagons for transporting coal, sand, steel coils, iron ore, and limestone. Additionally, VTG strengthened the plant and workshops and accompanying services. Waggonbau

Graaff, which VTG bought in 2008, was integrated successfully into the Group and was already back at a production level of more than 250 wagons per annum and had produced its first wagon enhancements. Within the European network of repair workshops, the spare parts management process was optimized



and VTG's own workshops were modernized with investments into the infrastructure, new machinery and equipment.

Wagon Hire showed a moderate decrease in revenue; a decrease that slowed again in the second half of the year. The Rail Logistics Division has pushed ahead with its strategy of

international expansion. Accordingly, the division opened a sales office in Rotterdam in August 2009 to raise its market profile in the Benelux countries. In Hungary, operations were expanded with the transport of biofuels. In Turkey, new sales opportunities are being opened up through a partnership entered into in 2009 with a rail forwarder. The newly acquired southeastern Europe transports, the positive development of block train and liquefied gas transports, coupled with the expansion of the range of services and the acquisition of new customers and routes more than compensated for the downturn in chemical transports. Acquisitions made at the turn of the year – LOG-O-Rail customer contracts and the takeover of the company Brauener Eisenbahnverkehr – will further improve business in 2010.

Rail Logistics successfully increased its revenue, despite growing competitive pressure, by 1 percent compared with the previous year, to €179.4 million.