

IBC NEWS

Hessentaler invests for the future

Germany's Hessentaler Container, a manufacturer of all-plastics and composite intermediate bulk containers (IBC) reports that it is to make "a greater investment" in its production facilities. Meanwhile, the company has also expanding its offices with a new annexe and appointed Sascha Flinkner to the company's management team.

Selling to the chemical, pharmaceutical, cosmetics, glue and food industries, all of which handle dangerous goods, the company reports that the market is currently marked by diminished demand from southern Europe as a result of regional economic instability. At the same time, the sector is also being impacted by "fast changing polymer prices".

However, while the market is currently as the "same level as last year", the company remains optimistic for the future. "As the economic situation in Germany and Europe is improving, we expect that the IBC market [will] also improve," it says. Thus, while the coming 12 months may well see the market "slowly decreasing" as a result of reduced demand from southern Europe, the next five years should witness a general improvement taking place.

Focused on the production of multi-trip IBCs, Hessentaler offers its customers five-yearly bottle replacement and frame repair services. As a result, it says, "no completely new IBC needs to be purchased in order to renew [a unit's working life] for another five years", adding that the high quality of its units' valves and component means they "can be reused in most cases".

A highly flexible company, it can provide customers with specialised and bespoke designs noted for their high degree of stability and dexterity for use in particularly demanding environments, such as those associated with the offshore industry. Hessentaler also produces systems for installation within vehicles, such as fire engines. It also readily undertakes small volume production runs and "individual parts for special solutions", including with units wheels, colour-coded bottles and special adapters and valves. "We try to find the best solution for our customers, no matter if they buy one, 10 or more containers," the company says.

www.hessentaler-container.de

Stelfab gets testing

Canadian metal intermediate bulk container manufacturer (IBC) Stelfab Niagara looks set to further expand its product range with the testing of

Output from major composite IBC producers worldwide

		<750 l	750-999 l	1,000-1,999 l	2,000 l+
Argentina	Industrias Termoplasticas			●	
	Argentinas (+54 2323) 497 596				
Australia	Dex Australia (+61 2) 9638 4071	●	●	●	●
	Schütz (+61 8) 9336 2688	●	●	●	●
	Trans-Tainer (+61 8) 8363 9799			●	
	VIP Packaging (+61 2) 9876 4822			●	
Belgium	Linpac Allibert (+32 6) 789 3790	●		●	
Brazil	Mauser do Brasil (+55 11) 2168 0064			●	
	Schütz Vastex (+55 11) 2436 3760			●	
Canada	Hawman Container (+1 705) 424 2196	●	●		
	Promens (+1 705) 324 6701	●	●	●	●
China	Fanshun Mauser (+86 21) 5098 9982			●	
	Schütz (+86 21) 6712 0777			●	
	Mauser Packaging (+86 510) 860 95605			●	
Denmark	Horsens Emballage (+45) 7560 2744	●			
	Promens (+45) 4497 5133	●	●	●	●
Finland	Finncont (+358 3) 485 411	●	●	●	
	Kaucon (+358 1) 373 2332	●	●	●	
France	Greif (+33 2) 3518 2081			●	
	Linpac Allibert (+33 1) 4120 0995	●		●	
	Mauser France (+33 1) 4940 7800			●	
	Promens (+33 3) 8969 2000	●	●	●	●
	Schütz (+33 1) 6980 5000	●	●	●	
	Sotralentz (+33 3) 8801 6800		●	●	
Germany	Werit (+33 3) 885 41020	●	●	●	
	Hessentaler Container (+49 791) 40700	●	●	●	
	Linpac Allibert (+49 6108) 979 116	●		●	
	MaschioPack (+49 2431) 948 480			●	
	Mauser (+49 2232) 781 000			●	
	Promens (+49 6205) 20990	●	●	●	●
	Rikutec (+49 2681) 954 618			●	
	Schütz (+49 2626) 770	●	●	●	
Werit (+49 2681) 80701	●	●	●		
India	Sintex Industries (+91 2) 688 9449			●	
	Time Technoplast (+91 22) 2857 0302			●	
Ireland	Schütz (+353) 963 3044			●	
Italy	Conplax (+39 035) 419 6111			●	
	Fustiplast (+39 035) 499 4611			●	
	Linpac Allibert (+39 011) 397 5759	●		●	
	Maschio (+39 02) 9096 9218			●	
	Mauser Italia (+39 02) 909 3651			●	
	Schütz (+39 030) 977 1611	●	●	●	
Japan	Kodama Plastics (+81 584) 274 141			●	
	Nippon Steel Drum (+81 3) 5627 2311	●	●	●	
	Sanko (+81 58) 327 3596			●	
	Schütz (+81 463) 228 120			●	
Malaysia	ISC (+60 3) 3168 1481			●	●
	Schütz DSL (+60 6) 799 3830	●	●	●	●
Mexico	Envases y Laminados (+52 55) 5888 0899			●	
	Mauser Plastienvases (+52 722) 216 0875			●	
Netherlands	Linpac Allibert (+32 67) 893790	●		●	
	Mauser (+31 162) 483700			●	

		<750 l	750-999 l	1,000-1,999 l	2,000 l+
	Schütz (+31 168) 334 600	●	●	●	
New Zealand	Schütz DSL (+64 9) 815 9390	●	●	●	●
Norway	Schütz (+47) 6282 2750			●	
Poland	Mauser (+48 513) 347050			●	
	Promens (+48 22) 779 4014	●	●	●	
	Schütz (+48 22) 846 3405	●	●	●	
	Werit (+48 71) 336 2595	●	●	●	
Portugal	Linpac Allibert (+34 93) 574 3529	●		●	
	Teka Containers (+351 234) 329 500			●	
South Africa	Paradigm Packaging (+27 31) 791 0365			●	
	Megapak (+27 31) 701 1581			●	
South Korea	Clover Chemical (+82 8) 735 7575			●	
	DongWoo IBC Korea (+82 31) 671 3353			●	
Spain	Linpac Allibert (+34 93) 574 3529	●		●	
	Mauser Reyde Iberica (+34 93) 478 7600			●	
	Schütz (+34 902) 160 693	●	●	●	
	Werit (+34 938) 402 256	●	●	●	
Sweden	Greif (+46 346) 714 600			●	
Turkey	Deren Ambalaj (+90 212) 241 6023			●	
UK	Francis Ward (+44 1274) 707 030	●	●	●	
	Gem Plastics (+44 191) 501 4800		●	●	
	Linpac Allibert (+44 121) 506 0100	●		●	
	Mailbox Mouldings (+44 161) 330 5577	●	●	●	●
	Matcon (+44 1608) 651 666	●	●	●	●
	Mauser UK (+44 1706) 754 980			●	
	PD Rotomouldings (+44 1691) 659 905	●	●	●	●
	Schütz UK (+44 1909) 478 863	●	●	●	
	Solitec (+44 1453) 828 727	●	●	●	●
	Werit (+44 161) 776 1414	●	●	●	
USA	Granger Plastics (+1 513) 424 1955			●	
	Greif (+1 740) 549 6000			●	
	Hoover MH (+1 800) 844 8683			●	
	IBC North America (+1 248) 625 8700	●	●	●	●
	Mauser (+1 908) 203 9500			●	
	Poly Processing (+1 866) 590 6845		●	●	
	Promens (+1 630) 293 0303		●	●	●
	Schütz (+1 908) 526 6161	●	●	●	
	Snyder Industries (+1 402) 467 5221	●	●	●	●

Output from major plastics IBC producers worldwide

		<750 l	750-999 l	1,000-1,999 l	2,000 l+
Australia	Matcon Pacific (+71 2) 9892 4822	●	●	●	●
Belgium	Linpac Allibert (+32 6) 789 3790	●	●	●	
Canada	Promens (+1 705) 324 6701	●	●	●	
Denmark	Promens (+45) 4497 5133	●	●	●	
Finland	Finncont (+358 3) 485 411	●	●	●	
France	Linpac Allibert (+33 1) 4120 0995	●	●	●	
	Matcon France (+33 3) 8989 7502	●	●	●	●
	Promens (+33 3) 8969 2000	●	●	●	
Germany	Hessentaler Container (+49 791) 40700	●	●	●	
	Linpac Allibert (+49 6108) 979 116	●	●	●	
	Matcon (+49 7621) 970 610	●	●	●	●
	Promens (+49 6205) 20990	●	●	●	
	Rikutec (+49 2681) 954 618			●	

a new IBC design to UN 11A/X with a capacity of up to 2.5 m³. Serving the needs of the petrochemical, petroleum refining, fine chemicals, agricultural, pharmaceutical, metal catalysis and food industries among others, the company also offers customers a complete recertification programme for the repair and retesting of IBCs at its facility in Niagara Falls, Ontario.

“Growth in the industry is tied directly to the economy,” says company president Nick Morganelli. “With lower energy costs coming to North America, we see modest growth in the coming 10 years. Of course, we also are starting to see the replacement and refurbishment of IBCs from the steady build we enjoyed in the mid-90s.”

“Market growth will be spurred by our customer’s investment in manufacturing and the distribution of their products within North America,” he says. “Over the next five years, we believe our customers will look to expand their fleets to serve their customers. IBCs represent a ‘green solution’ while single-trip packaging still results in additional industrial waste. Our customers are looking to reduce their generation of industrial waste and returnable/reusable packaging systems fill a unique niche. The consolidation within the single-trip packaging market has driven unit costs higher, notwithstanding material costs, making IBCs more competitive.”

Priding itself on its “nimble organisation” and quality control, Stelfab produces both highly specialised designs as well as “numerous platforms” that form the ‘industry standard’. These can then be readily customised to meet the particular needs of individual customers. For example, Morganelli reports, some of the company’s clients are now “incorporating novel designs/logistics systems to minimise their exposure to higher freight rates”.

www.stelfab.com

Bison teams up with Marchisio

Bison IBC has entered into a new partnership with Italy’s Fratelli Marchisio that will enable it to offer the latter firm’s Incon range of intermediate bulk containers (IBCs) and minitanks in the UK. The deal will enable Bison to further bolster its extensive portfolio of UN-approved metal, all-plastics and composite IBCs. Meanwhile, the company has also developed what it describes as “the first all-plastics pressure IBC”, which, “when testing is complete, will lead the way for recyclable multi-trip IBCs”. At the other end of the spectrum, Bison has also launched a new 15-litre jerrycan designed to

address regulatory changes concerning maximum unit weight lifting.

Bison reports that “the size of the IBC market is fairly static at present, although the users are changing”. While “the current financial situation is the largest negative factor” impacting the market, coupled with “the reluctance of companies to spend their cash on infrastructure investment”, IBCs continue to win custom thanks to their intrinsically high levels of safety, convenience and versatility. “The IBC market will remain fairly static for the next 12 months but the next five years should see new types of IBC reaching the market,” Bison reports.

“Bison is the generic name for IBCs and is used today by numerous companies to describe their units. It stands for quality and service, for which we are well known,” the company says. “We are a major player in the refurbishing, reconditioning and re-testing of metal IBC’s with an unparalleled stock of parts.”

www.bisonibc.com

Hoover constructs new IBC plant

Hoover Container Solutions is currently constructing a new intermediate bulk container (IBC) and tank manufacturing plant in Scott, Louisiana. According to *3KATC*, the facility is expected to start production this coming November and will be five times larger than Hoover’s current operations in Broussard, roughly 20 km away. In addition to 300 m² of office space, it will also boast 1,900 m² of warehousing plus more than 1.2 ha of outside storage. “Our plan is to develop the preeminent tank and container facility in the US,” says Hoover chairman and CEO Donald Young. “We believe the combination of products and services that we will provide at our Louisiana Service Center will benefit our customers considerably.”

In other news, Arash Hassanian has now been promoted to vice-president of international sales. In his previous role as director of international business development, a position held since 2008, Hassanian, the company says, saw “Hoover’s international sales and operations grow from one facility in Melbourne, Australia to six locations in Australia, Brazil, Malaysia, Norway and the UAE”. He will now be responsible for the company’s international sales, marketing and business development.

www.hooversolutions.com

		<750 l	750-999 l	1,000-1,999 l	2,000 l+
Italy	Linpac Allibert (+39 011) 397 5759	●	●	●	
Netherlands	Linpac Allibert (+32 67) 893 790	●	●	●	
	Matcon (+31 23) 510 1080	●	●	●	●
	Promens (+31 570) 660 706	●	●	●	
Portugal	Linpac Allibert (+34 93) 574 3529	●	●	●	
Spain	Linpac Allibert (+34 93) 574 3529	●	●	●	
UK	Bison IBC (+44 1623) 798 271	●	●	●	●
	Francis Ward (+44 1274) 707 030			●	
	Linpac Allibert (+44 121) 506 0100	●	●	●	
	Matcon (+44 1608) 651 666	●	●	●	●
	PD Rotomouldings (+44 1691) 659 905	●	●	●	
	Tycon Container (+44 161) 223 5252	●	●	●	●
					●
USA	Custom Metalcraft (+1 417) 862 0707			●	
	Edlon (+1 800) 753 3566	●	●	●	
	Enpac (+1 440) 975 0070	●	●	●	
	Hoover MH (+1 800) 844 8683			●	
	Nat’l Packaging (+1 800) 526 3786	●	●	●	●
	Poly Processing (+1 866) 590 6845		●	●	
	Promens (+1 630) 293 0303		●	●	
	Remcon Plastics (+1 800) 874 7793	●	●	●	
	Snyder Industries (+1 402) 467 5221	●	●	●	●

Output from major metal IBC producers worldwide

		<750 l	750-999 l	1,000-1,999 l	2,000 l+
Australia	Buschutz Engineering (+61 8) 8581 1073	●	●	●	●
	Trans-Tainer (+61 8) 8363 9799	●	●	●	●
Canada	Hawman Container (+1 705) 424 2196		●	●	
	Stelfab Niagara (+1 905) 356 8683	●	●	●	●
China	CCPM (+86 512) 5268 8171	●	●	●	●
Denmark	Horsens Emballage (+45) 7560 2744	●			
Finland	Finncont (+358 3) 485 411	●	●	●	●
	Kaucon (+358 1) 373 2332	●	●	●	
France	BSI (+33 2) 47 774 703	●	●	●	●
	Greif (+33 2) 3518 2081			●	
Germany	Contek (+49 36332) 2890	●	●	●	●
	UCON (+49 2771) 3950	●	●	●	
	Werit (+49 2681) 80701	●	●	●	
Japan	Kodama Plastics (+81 584) 274 141			●	
	Nippon Steel Drum (+81 3) 5627 2311			●	●
Malaysia	ISC (+60 3) 3168 1481			●	●
Spain	Reyde (+34 93) 478 7600	●			
UK	Bison IBC (+44 1623) 798 271	●	●	●	
	Matcon (+44 1608) 651 666	●	●	●	●
	Pensteel (+44 1277) 810 211	●	●	●	●
	Solitec (+44 1453) 828 727	●	●	●	●
	UCON (+44 1257) 460 095	●	●	●	
					●
USA	Custom Metalcraft (+1 417) 862 0707	●	●	●	●
	Greif (+1 740) 549 6000			●	
	Hoover MH (+1 800) 844 8683			●	
	Matcon (+1 856) 256 1330	●	●	●	●
	Servolift (+1 973) 442 7878	●	●	●	●
	Snyder Industries (+1 402) 467 5221	●	●	●	●
	Titan IBC (+1 866) 294 4514	●	●	●	●
	Tote Systems (+1 888) 535 8683	●	●	●	●
					●