



Tapping in

News about Bulk Liquids Industry Association Inc

Spring Edition

Presidential Address

Welcome to the Spring edition of Tapping In. I hope that these newsletters are meeting your expectations of what an industry wide newsletter should contain. Remember; as always, any pertinent comments or news articles that you feel relevant should be forwarded to Michael at →

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Since we last met in June, the Executive Committee has been focused on two [2] very important matters;

Firstly: to the extension of leases at Coode Island, Port of Melbourne! It has been widely reported that DP World has secured a 50 year lease extension with the Port of Melbourne to 2065. This is good news because it indicates the Port and the Victorian Government are “open for business”. The Executive committee has been liaising with senior management at the Port to arrange a “users” meeting to begin the process of securing tenure beyond 2022. More to follow!

Secondly: as promised at the June AGM in Melbourne the Executive Committee has been reviewing an increase in membership fees. The objective is to identify what benefits would flow to members based on the concept that greater funding would create more opportunities. The scope of the task was to consider all members as one not as sectors.

This is in light of feedback at the AGM where some members felt that the BLIA had become two distinct groups – Service Providers and Customers/Brand Owners. It is understandable that sometimes there appears to be diverse views on matters that impact us all. The breadth of our organisation gives us a greater insight into these matters so collectively we are well placed to assess and respond. And in this regard, we encourage you to raise concerns/promote



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ideas to either myself, Michael Halley or other members of the executive committee so we can all work towards finding workable solutions/creating a more active organisation.

The BLIA was born of a need that equally benefited Charterers and Service Providers and generally speaking it has served us all very well since 1979. I believe the BLIA can continue to provide value to all members on an ongoing basis but it cannot be done without everyone's contribution. As a starting point and taking into account feedback from the recent meetings and survey, the Executive Committee would like to propose the following:-

1. We need to make our meetings more interesting. This will hopefully encourage more members to attend. And to start we will aim to have a guest speaker at each GM/AGM.
2. We need to hold an annual BLIA function. It will of course cost money but the aim is to fund from reserves and increased membership fees. Any and all suggestions are welcome. How about we organise a Sydney Harbour Cruise?
3. We need to update our website. Additionally, we will purchase a laptop and move our data to a cloud based platform. The cost is not significant but the gain in flexibility means the executive committee can operate as one, real time.
4. We need to have greater involvement from members in how we run the organisation. We will create two sub-committees

Operations – to oversee all port operations/logistics interfacing matters – reporting to the Executive and presenting relevant updates at each

Industry Liaison – to include but not limited to the following – to oversee and make recommendations to the Executive Committee on adding new members and creating new industry aligned alliances; meeting industry and government



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officials to raise the profile of the BLIA; and arrange guest speakers for meetings/functions

The new membership fee is recommended to be \$1,100 per member. If we understand the comments at the Sydney GM and the Melbourne AGM, the cost increase is not overly expensive however there needs to be benefits in return. The Executive committee believes that the above proposal will meet these. As always comments are most welcome. Unless there is an overwhelming response against the recommended increase we will proceed with new fees payable from January 1st, 2016.

Far away but looking ahead



On a recent visit to the Kimberley *Tapping In* obtained advice from Tony Chafer CEO of Cambridge Gulf Limited about the company's activities at the Port of Wyndham

Cambridge Gulf Limited (CGL) is a local East Kimberley public unlisted company and, amongst other things, leases the Port of Wyndham from the WA Government. The arrangement started in 1999 and the final term expires in 2019 – CGL will be looking to extend this.

CGL purchased the Mobil terminal in 2004 after it became apparent that the majors would exit the port when the Ord hydro was commissioned. Concern was that the closure of all terminals in Wyndham would result in significantly higher fuel prices for the community; however CGL believed that it was viable commercial opportunity.



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The terminal was a diesel only terminal with two tanks and a combined storage of 17M litres. The company imports 10ppm diesel from SE Asia and the annual throughput has ranged between 44M litres and 70M litres but is likely to drop under 40M litres this financial year as a result of the closure of the KMG Ridges Iron Ore Project and the completion of the Argyle Diamond mine transition from an open cut to underground mining operation.

Diesel is delivered mainly to mines and agriculture enterprises as far south as Halls Creek. [Around 375 km one way]

In 2013 CGL reached agreement with Buru Energy to store and export crude oil from their Ungani Oilfield (a joint venture between Buru and Mitsubishi) located 100 km south of Broome. The crude is carted 1,000 km by road and stored in the smaller of the diesel tanks which was converted for this purpose. A small tanker [ship] exports roughly 5M litres of crude per month to Singapore. This arrangement is likely to continue until such time as Buru's production increases to a point where the construction of an export facility at the Broome port becomes viable.

CGL also participated in the Rio Tinto Global fuel tender and was awarded the contract to supply their operation in Gove. CGL imports diesel from Asia direct to Rio's Gove terminal and usage is anticipated to be in the order of 50M litres a year.

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Three by three equals ten [3x3=10]



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Western Australia has special arrangements for road transport due to the distances and volumes needing to be moved at least cost.

Many of the road trains moving fuel have trucks with tri-axles at the drive point of the prime mover.

This allows the truck to carry an additional 10,000 litres of fuel.

Iron ore and other minerals are moved in a combination of two trailers on dollies with a B-double as the final two units. Other combinations also!

Associate organisations

We have three associate organisations that have similar goals to BLIA. This issue features the National Bulk Tanker Association.

Formed over 20 years ago, the National Bulk Tanker Association Inc. comprises member companies and organisations involved in the manufacture, storage and distribution of liquid bulk products. Our members have a strong involvement in the dangerous and hazardous good sector.

The NBTA meets on a quarterly basis to discuss issues of common interest with a particular focus on safety, environmental and professional matters as well as land transport reforms and business issues.

Bulk Tanker Day launched - 30th September at Sandown

Each year the NBTA along with AFAC and other partners put on a practical day to do with bulk road tankers. Demonstrations covering new technologies to improve safety and productivity, maintenance standards, regulatory issues as well as emergency response training are features of the day. There is a lot to see and do and plenty to learn with a diverse audience of tanker operators, suppliers, enforcement personnel, regulators as well as emergency responders. To book your tickets either go direct to the "on-line ticketing page" or you can print and return [Bulk Tanker Day enrolment form](#)



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Is it a B-double or AB-Double?

Reported in the December 2014 issue of *Trailer Magazine* and the July 2015 issue of *Food and Drink Business* is the story about an innovative development in bulk liquid road tankers.

Byford Equipment has supplied milk companies Fonterra and Murray Goulburn with 26 metre long B-double tankers with a GCM of 74.5 tonne equating to around 50,000 litres. [On the average the specific gravity of milk at 15 ° C/15 ° C is 1.032 (1.028-1.035).]

A newer unit is operating in Tasmania and has approval in Victoria but open access is not yet available. Called the AB-Double it can carry about 20% more milk and is up to 47 per cent more efficient than a standard B-double.

<http://www.byfordequipment.com.au/road-tankers.html>

Phone 03-5482 0666 Chris Nisbett Byford Equipment Compliance

Road Safety



In an attempt to make the roads safer for drivers, Samsung has unveiled a new 'transparent' truck.

The prototype truck uses a front-facing camera that is live streamed onto its back doors, so drivers following the over-size vehicle can see what is ahead. "This allows drivers to have a better view when deciding whether it is safe to overtake," [Samsung wrote in a blog post](#).



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“Another advantage of the Safety Truck is that it may reduce the risk of accidents caused by sudden braking or animals crossing the road.” Even more impressive is the camera includes night vision capabilities, meaning the technology works both day and night. Argentina was selected for the testing of the technology due to its two lane roads being responsible for a high number of traffic accidents. The prototype has since been pulled from the roads, but Samsung has said it will continue to develop the technology with the assistance of non-profits and government regulators.

Intermodal Solution

Providing solutions for transporting some of the most highly corrosive liquid chemicals is an everyday occurrence for **WEW Westerwalder Eisenwerk GmbH**. A newly launched product, the 8,350-liter (2,205-gallon) bromine tank, is another example of this capability.

The tank which is designed to be transported throughout the supply chain, whether by road, rail, or sea, is based on a 20-ft ISO container footprint and is manufactured from pressure vessel quality steel, SA 516 GR 70N, and is lined with lead which is resistant to the corrosive properties of bromine.

Bromine is used widely as a flame retardant, as a fuel additive (though this is declining), in oil exploration, and in a variety of chemical compounds used across industry.

