

ENROUTE

The newsletter of EPC Logistics



Welcome to the Spring / Summer edition of Enroute

The recent focus of the EPC Logistics team has been the design and modification of our transport assets to better meet the evolving needs of the EPC Groupe and its customers.

Legislation has affected shipping operators globally during the first half of 2016 with the introduction of the SOLAS regulations concerning container weights. This has impacted on many of our operations and the proactive response of EPC Logistics is covered in this edition.

Finally, I am delighted to welcome two new members to the EPC Logistics team - Robert Addison has been appointed as Commercial Manager (UK) and Brian Steckel has been appointed as Commercial Manager (US).

I very much hope that you enjoy this edition of En-Route. As always, your comments and feedback are very much appreciated.

Darrell Howard Head of Supply Chain - EPC Groupe

Thinking 'inside' of the box

The EPC Groupe always prioritises safety and EPC Logistics is constantly looking for better and safer ways of transporting explosives and other hazardous products. During the second quarter of 2016, EPC Logistics commissioned the first container purchased by the EPC Groupe with a demountable mezzanine floor. The customised modular floor allows pallets to be double stacked inside the container, without the risk of crushing and damaging the bottom layer.

The problem of damage in transit is more acute when dealing with hazardous products. The modular floor allows for either a full or partial load plan to be installed depending on the number of pallets requiring shipment. This has provided EPC Logistics with a unique solution for the transportation of packaged explosives. This solution also addresses problems previously encountered with securing the load for sideways movement. As the top layer actually sits on a floor, there is less swaying and a greatly reduced possibility of damage from product shifting.



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This innovative solution was the result of effective collaboration between EPC Groupe staff in both Logistics and Manufacturing. The first shipment has already been completed under the watchful eye of Mr Mathew Whitmore, Assistant Freight Forwarding Manager (UK). This involved the shipment of 16 tonnes of class 1.1 from the EPC Groupe manufacturing facility at Saint-Martin-

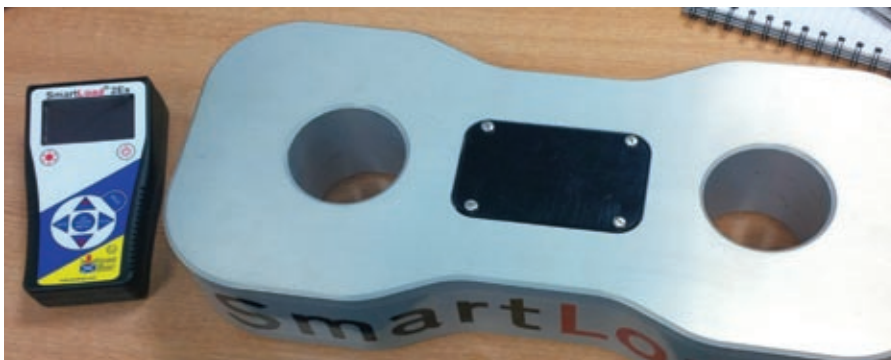


Du-Crau, France. After loading, the container was shipped via the dedicated EPC sailing into Bramble Island and then on to the EPC Groupe facility in Alfreton, UK.

Having proved the solution to be a success, the EPC Groupe will now purchase more mezzanine containers to ensure that all deliveries of packaged explosives are secure and free from damage.

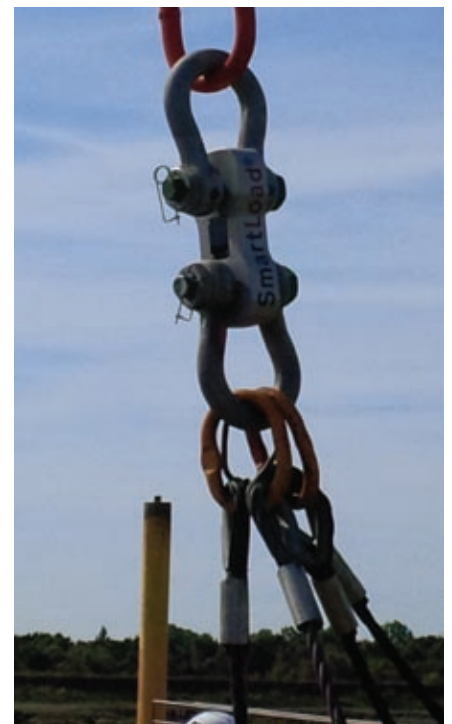
New SOLAS regulations are in effect

The International Maritime Organization (IMO) has amended the Safety of Life at Sea Convention (SOLAS) to require, as a condition for loading a packed container onto a ship for export, that the container has a verified weight declared to the Vessel Operator and Marine Terminal Operator.



As of 1 July 2016, the enforcement of the SOLAS requirements came into effect globally. It is now a violation of the SOLAS regulations to load a packed container onto a vessel if the Vessel Operator and Marine Terminal Operator do not have a verified container weight declaration.

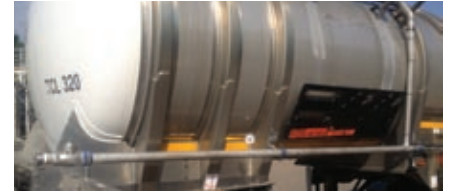
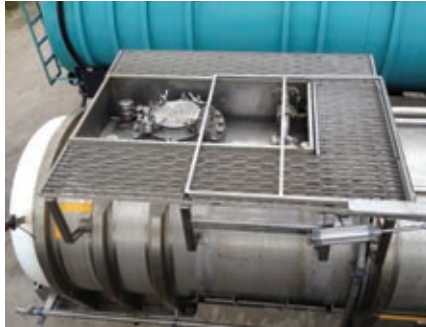
In order to conform with the new SOLAS regulation, EPC Logistics were proactive in sourcing a system to ensure compliance. The SMARTLOAD system provides the capability to measure the weight of a container or pallet when lifted with a crane. Providing a real time recording of the container weight, it ensures that EPC Logistics remains fully compliant when shipping packed containers by providing an accurate verified container weight.



Thinking 'outside' of the tank

At the beginning of 2016, EPC-UK Additives decided to change the concentration of a raw material (sulphuric acid) in order to achieve operating and environmental advantages. This presented a new set of problems for EPC Logistics.

Originally, EPC-UK Additives used Oleum (102% sulphuric acid) in its manufacturing process in the UK. This is an extremely hazardous product which requires specialist road tanks with a closed loop loading/unloading capability. EPC Logistics operates three tanks for the transportation of this product and they are currently the only such tanks operating within the UK.



With the change to the weaker 96% acid this year, it was discovered that despite providing the new supplier with technical drawings of the current tanks, the loading hatches were incompatible with the supplier's loading facility. EPC-UK Additives did not want to continue using Oleum at that time and this meant that EPC Logistics had to devise a solution that enabled the loading of 96% Sulphuric from the new supplier, whilst at the same time, retaining the capability to collect Oleum should EPC-UK Additives decide to revert in the future.

One possibility was to build new loading hatches for the 96% sulphuric and to change them each time EPC-UK Additives switched between the raw materials. However, aside from the significant cost and lead time implications, EPC Logistics would also have to obtain government approval on every change, which is not practicable.

The eventual solution was a multi-dimensional hatch tower, which is a hatch, on top of a larger hatch, on top of the man-lid. This solution allows the tanks to be used for both products as the top hatch is for loading Oleum, the second hatch for loading 96% Sulphuric and the man-lid allows entry to the tank.

This is a one of a kind engineering solution which puts safety first.

Eurosatory 2016

Eurosatory provides EPC Logistics with an excellent opportunity to meet and network with existing and potential customers which helps the company to showcase its global service offering.



Every two years, the Eurosatory exhibition is held at Parc Des Exposition which is in Villepinte near to Paris. This exhibition may be considered 'unusual' for the EPC Groupe as it focuses mainly on defence manufactures and their products. However, for EPC Logistics this exhibition provides an ideal showcase for the logistics facilities and resources of the EPC Groupe. Especially as they are able to provide cost savings and synergies to all manufacturers of class 1 and other hazardous products.

The focus this year was on the global presence of EPC Logistics and the display showed clearly the many EPC Groupe facilities available throughout Europe and the rest of the world. The exhibition was open from Monday through Friday and was very well attended with over 57,000 visitors. Of equal importance to the EPC Logistics team is the ability to meet and network with existing customers, many of whom were also exhibiting at the event. The 2016 Eurosatory exhibition was undoubtedly the best yet for EPC Logistics, with many visitors to the impressive stand which was ideally located between the US and UK pavilions.

Global Freight Award finalists

EPC Logistics have been listed as finalists in 3 categories in the upcoming Global Freight Awards.



The categories are; Specialist freight solutions provider of the year - EPC Logistics are leaders in global transportation of Class 1 materials. Our unique position in the UK offers secure and compliant transport solutions throughout the entire supply chain. Sea freight solutions provider of the year - based on the specialist and dedicated Class 1 sailings from Europe to our own licensed dock. The Environment award - development and commissioning of three new tankers with an increase in capacity and reducing the total number of journeys required. This alongside the redistribution of the 2 EH storage tanks from Teesport to London Docks, have significantly reduced the annual mileage and carbon footprint.

North American office continues to push forward

EPC Logistics (USA) continues to expand its capability in North America. Having recently received its Customs local and National Permits, EPC Logistics (USA) can now clear imported cargo from any Continental United States Port.

In August, EPC Logistics was recognised as an independent carrier and is now in the process of becoming a fully IATA certified agent which will then enable them to access the IATA CASS system for direct billing with airlines.

The addition of these key competencies to the North American Office is crucial to being able to offer the complete one stop solution for all our customer's needs.



Rob Addison
Commercial Manager - Logistics

New starter profile

Rob Addison has recently joined EPC Logistics as the new Commercial Manager - Logistics. Rob joins us having served nine years as a Commissioned Officer in the Royal Logistic Corps where he qualified as an Ammunition Technical Officer (ATO), the British Army's subject matter experts on all aspects of ammunition, from storage and transporting, to dealing with WW2 bombs

and Improvised Explosive Devices.

Rob is looking forward to settling in and facing the new challenges, using his knowledge and experience from his time in the Military, to be a success within the role of Commercial Manager - Logistics.

In his spare time Rob is kept busy by his two young children. To relax he enjoys cooking and walking his two dogs.