



**GRÖNINGER**  
Cleaning Systems

# NEWS

2016 - 1



**cleaning  
your  
wörld**

Tank container business  
growth in Southeast Asia

3



Al Muhaidib  
Land Transport

4



Shipping company Vroon  
again chooses Gröninger

7







*From left to right Joost Kasbergen, Marijke Gröninger, Berthold Schaap, Frank Gröninger and Henk Klein at the 'Ralph G. Gröninger Court'.*

## OPENING OF NEW PREMISES

# The 'Ralph G. Gröninger Court' unveiled

**On Saturday 9 April 2016 the new premises of Gröninger Cleaning Systems, at the Overschieseweg 111 in Rotterdam, were officially opened.**

However in July 2015 the company had already relocated to the new premises on the Rotterdam Spaanse Polder. More than 450 enthusiastic guests came to the 'Cleaning Your World Event' to enjoy spectacular demonstrations and join in a guided tour of the premises, including a visit to the extensive showroom and workshop.

The opening also marked the unveiling of the 'Ralph G. Gröninger Court'. Frank Gröninger, former director and brother of the late Ralph Gröninger, unveiled a nameplate together with the current management team, Joost Kasbergen, Berthold Schaap and Henk Klein. The Gröninger Team would like to thank suppliers, customers, staff and family for participating in this fantastic day and already look forward to the next 'Cleaning Your World Event'.

The company spent considerable time and effort in the preparation of the new premises prior to the implementation of the relocation. Apart from the refurbishment of the building, the design and layout of the production process and the showroom all required rethinking to cope with the increased capacities that were required to be handled.

With the time that has passed since the smooth transition from the old location, the benefits of the pre-planning that went into the layout of new premises has enabled the staff to settle in very quickly and procedures are being reviewed to further optimise working the Gröninger way. 🚀



ALBLASSERDAM (NL)

## (Re)construction of a leading tank cleaning installation

**Den Ouden in Alblasserdam has been using a tank cleaning installation for its own and third party vehicles for many years. Back in 2003 Gröninger installed a Cleanpack system that fed two wash bays in alternating mode. The installation regularly supports the cleaning of more than 80 tanks per day.**

With an increasing number of cleanings it became necessary to expand the current tank cleaning installation. Initially two extra wash bays and a new waste water treatment unit were built. Besides the additional cleaning capacity, the installation now also provides a drying option. In addition one cleaning bay has been set up especially for the cleaning and drying of bulk containers.

Currently the second phase has been completed. It included, amongst other things, the renovation of the 'old' 2003 Cleanpack, which will now last again for many more years. 📌

VIETNAM (VN)

## Tank container business growth in Southeast Asia

**Since its establishment in 1989 Saigon Newport Corporation (SNC) has developed into the largest container operator in Vietnam. Approximately 50% of all containers entering and leaving Vietnam are handled via SNC. In 2013 SNC opened its first tank container cleaning station fitted with Gröninger equipment in the Cat Lai port area of Ho Chi Minh City. This year a further two cleaning stations have commenced operation by SNC with Gröninger equipment.**

### Cat Lai II

The success and market response to the first Gröninger supplied cleaning station was such that the system capacity was no longer able to cope with cleaning requirements. SNC decided to double the cleaning capacity and add additional services.

The containerised design of the Gröninger system enabled a further 40ft container to be delivered containing a steam generator, buffer tanks, high pressure pumps and chemical metering pumps plus a PLC control. In addition, a 20ft container equipped with a dissolved air flotation (DAF) system and a pH balance unit was supplied to treat the waste water.

### Hải Phòng

Hải Phòng is the second biggest port in Vietnam after Cat Lai. SNC also plays a major role in port operations in Hải Phòng. A decision was made to build a further tank container cleaning station here to avoid the more than 1200 km travel to Cat Lai to the south, the closest tank container cleaning station. The cleaning station in Hải Phòng is designed for a central technology container to feed to two rotor jets with eight container positions being serviced by the pivoting arms. Additionally to meet the local requirements for waste water treatment there is also a 20ft equipment container consisting of a flotation system and pH balance unit.

The Cleaning station had its official opening on March 25<sup>th</sup> with a celebration party attended by officials from Saigon New Port Corporation, customers and suppliers. 📌





DENDERMONDE (BE)

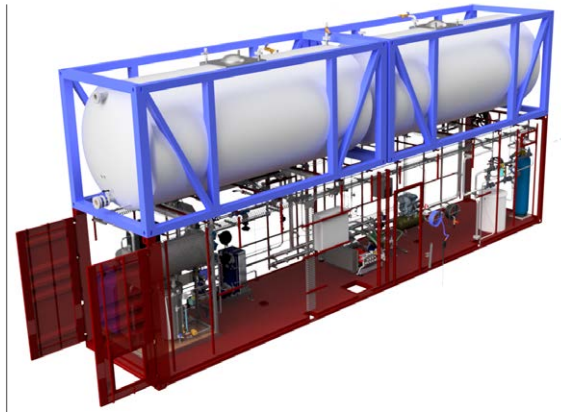
## Replacement and extension

Since its inception in 1899, Dekker Transport & Tankopslag has developed into an all-round logistics service provider. From its offices in The Netherlands, Belgium and Poland it provides services, such as transport, storage, filling, cargo temperature control and cleaning.

The site in the Netherlands and Belgium cleans both tankers and IBCs. The cleaning installation in Dendermonde has recently been extended and fully modernised to meet the latest quality requirements.

These refurbishments were required as a new transport contract had been signed and an immediate capacity issue arose. Therefore the schedule of the extension works was under considerable pressure. Thanks to the direct lines of authority and flexible attitude of all parties involved, it was possible to complete the installation within the required time-frame.

The new installation provides four wash bays that can clean and dry simultaneously. The highest level of food safety had always been a key in the design of the installation and the lay-out of the wash bays subsequently provided a result that permitted all cleanings to comply with the most stringent audit requirements. 🚧



DAMMAM PORT (SA)

## Al Muhaidib Land Transport

It is no news that the cleaning market in Saudi Arabia is experiencing rapid growth. Most investments take place in Jubail. Al Muhaidib Land Transport (MLT) however chose Dammam Port as their cleaning location.

MLT services the transport market in Saudi Arabia with over 200 trucks and has depots in Riyadh, Dammam and Jeddah. Originally these depots were mainly focusing on box containers. However due to the growing use of tank containers and the expected increase in the transport of liquids, MLT decided to also focus on the cleaning of tank containers and associated services. 🚧

4

## 2800 bar at Rasco Clemco

In March 2016 Gröninger supplied a new Dynajet UHP 220 to Rasco Clemco in Schiedam (NL). The UHP 220 is the new flagship of Dynajet, the manufacturer of water jetting systems and partner of Gröninger since 2015. The machine has been progressively developed in the last few years; it now offers an impressive ultra high pressure trailer with a working pressure of 2800 bar and a volume of 27 l/m. This UHP 220 will be used by industrial cleaning companies in particular, for the removal of paint, concrete and very difficult stains. Rasco Clemco will use the machine to remove old paint layers from ships. The Dynajet range, from 350 bar to 2800 bar, offers many possibilities to successfully remove heavy contamination.





## Leak detection and pressure test

**In addition to the developments in the field of quality and cleaning validations, Gröninger has focused strongly on leak detection of cleaned tank containers and IBCs in this past year.**

Considering the significant physical differences between a 20,000 litre tank container and a 1,000 litre IBC this has led to the development of two different systems.

Cleaned tank containers are rapidly filled with clean water after which the container is automatically pressurised with compressed air. Water is used to minimise the use of compressed air given its relatively high cost. Once the container is put under 60 mbar overpressure, potential leaks in the seals and/or the outlet valve of the container can be detected. As such the quality of the container can be fully guaranteed. Recently a similar installation was supplied to Bulkhaul in Fussgönheim (DE).

Amongst other items a fully automated IBC leak test detector has been built for a customer in Belgium. This customer regularly faced problems with leaking IBCs. The unit consists of a stainless steel protection cage covered with wire mesh and a control unit with PLC and touch panel. The IBC is currently pressurised using compressed air only. If on the basis of predefined parameters (P, T) a loss of pressure is detected, it can be assumed that the IBC has a leak and repairs can be carried out. In the worst case the IBC will be rejected. For each IBC the test parameters are stored in the PLC/PC to provide the end user with an additional quality guarantee. 🚩



JUBAIL (SA)

## Extremely modern depot for tankers and tank containers

**Globe Logistics is part of the Globe Group, which was created in 1976. From its head office in Dammam the company provides logistics services to the entire Middle East, using approximately 2,000 of its own trucks. The opening of the tank cleaning installation at the depot in Jubail has meant a further extension of its services.**

5

This new cleaning installation features two wash bays. With a lot of plastics being transported in silo trucks, the wash bays have each been equipped with five washing nozzles. As water is a precious resource, particularly in Saudi Arabia, the water used for tank cleaning is collected and filtered for reuse. If it can't be reused, it is cooled in a waste water cooler. A steam boiler was also included in the supply contract.

The entire equipment installation consists of five technical containers and seven tank containers for the storage of dirty and clean water. The containers were built and tested in Rotterdam and subsequently shipped to Jubail. This allowed the installation to be operational in a very short timeframe. 🚩

KONYA (TR)


## Fully automated cleaning and sterilization

The Döhler Groep produces and supplies natural ingredients, ingredient systems and integrated solutions for the food and beverage industry, which includes juice concentrates, fruit preparations and raw materials for beverages, blends and compounds.

With Darmstadt (DE) as its home base, the company operates from several production locations and sales offices around the world.

Döhler's production location in Konya focuses in particular on the production of concentrates of apples, pomegranates, strawberries and oranges. These concentrates are transported to clients in 800 litre stainless steel food containers. After use, these containers are returned dirty.

Outside the factory the used containers are positioned on an automatic conveyor into the factory. Once the cover is released both container and cover are cleaned, both inside and outside, in a fully automatic cleaning booth based on the requirements of quality and food safety. After cleaning the cover is placed back on the container and each container is sterilised. Once sterilised the containers are ready to be refilled with products.

The entire system is assembled in Rotterdam, and following a Factory Acceptance Test (FAT) it is sent in component form to Turkey where it is reassembled and put into service. Currently, the Döhler Groep has already purchased three cleaning and sterilisation installations from Gröninger that were sent to their factories in Turkey, Brazil and Russia. 




VUGHT (NL)

## Wijnimport van der Steen

Wijnimport van der Steen is an independent supplier of wines, liqueurs, spirits, different types of vinegar, vegetable oils, honey, etc. to the food industry.

These different products are transported in a variety of packaging solutions, including IBC containers. In recent years van der Steen has experienced a considerable increase in the use of IBCs, making their existing IBC cleaning installation inadequate. A modern, fast and industrial cleaning unit was urgently required.

Throughout the development process Gröninger and Wijnimport van der Steen cooperated closely and evaluated each step to ensure the development of a highly efficient cleaning system. This custom installation features an industrial gas-fired boiler, including a large high pressure pump, with a capacity of 60 l/m at 90 bar which is built into a so-called Cleanpack.

Part of the scope of supply was a separate installation allowing the IBC's to be rapidly dried after cleaning. The wash programmes and different equipment this system uses ensures the IBCs are cleaned professionally to a validated standard. The system is designed in such a way that the operator only needs to select the product type, for example oil, vinegar or red wine, after which the appropriate cleaning program is selected. The cleaning installation will simultaneously clean three IBCs while also drying three IBCs at the same time. 





ROTTERDAM (NL)

## Filter cleaning booth Wilmar Edible Oils

**Wilmar International Ltd. was founded in 1991 and has its headquarters in Singapore. Their business activities consist of the cultivation of palm tree plantations, the production and refining of vegetable oils, the production and refining of sugar, the production of special quality vegetable fats, oleo-chemical products and biodiesel. Wilmar owns more than 450 production locations.**

In Rotterdam Wilmar has a large refinery for vegetable oils. The refining process uses industrial filter plates, also called 'leaf filters'. These filter plates become highly contaminated with bleaching earth among other things, which has a negative effect on the capacity and the quality of the entire refining process.

To clean these plates professionally and effectively, Wilmar commissioned Gröninger to build a stainless steel cleaning booth to ensure fully automatic cleaning of the filter plates. In the past these plates were 'boiled' in hot water and steam, but the new booth now ensures a much faster cleaning process.



The cleaning system cleans a leaf filter using hot water at 80°C, a dose of an alkaline chemical and a working pressure of 200 bar. Depending on the level of contamination the cleaning only takes between 15 and 30 minutes. In short, the advantages of this system are obvious:

1. Reduced cleaning times
2. Lower energy costs
3. Consistent cleaning quality (compared to the manual hand gun cleaning). 🚀



BRESKENS (NL)

## Shipping company Vroon again chooses Gröninger

**Livestock Express B.V., part of Vroon, has its livestock carriers built in China for the worldwide transportation of live animals, such as cows, sheep, goats and pigs.**

Through their Chinese partner, Grand Ranking, Live Stock Express ordered another three high pressure units to be used on a livestock carrier. This makes a total of 24 units in the last few years. These high pressure units are used during the journey and after offloading the animals at the port of destination to clean the decks and stables with large volumes of high-pressure water. The systems are made of 100% stainless steel and equipped with special components, allowing the use of seawater. 🚀

7

Shop



**B2B Webshop as  
an answer to increasing  
customer needs**

Gröninger's B2B webshop for direct purchases becomes increasingly important. **Webshop.Groninger.nl** is packed with Nilfisk, Karcher, Viper and Dynajet cleaning machines.

Our webshop is also an excellent platform to obtain information on potential purchases, whether about machines, components, accessories or cleaning agents for Gröninger (tank) cleaning installations.

## NEWS BRIEF

### Development of our service department remains top priority at Gröninger

The service department is one of the most important, if not the most important mainstay of Gröninger's after sales activities. The continuing development of the service department has Gröninger's full attention to ensure its future growth and to facilitate the professionalism of its after sales activities. The first steps have been taken with the addition of extra field service personnel and the establishment of a control room in the new building. The remote monitoring of installations from this control room can be supported more efficiently by the ICT engineers, enabling them to address any issue remotely.



A lot is happening with regard to systems. Gröninger's Relyon service system will soon offer further possibilities, such as reporting, checklists in multiple languages and a portal for customers with information on each system (drawings, manuals, etc.), the last orders, spare parts, service calls, etc. The operating software of Gröninger installations is becoming increasingly savvy allowing fault messages via the systems and status monitoring of the installations through sensors. With a growing international client base it is essential for the company to be well-equipped to provide international service. In addition to these previously mentioned initiatives, soft skills like language knowledge are becoming of equal importance. There will also be more focus on preventative maintenance programmes, the optimisation of spare part packages and the training of the customer's operators to maximise equipment performance. Arjan Lauren the Gröninger Service Manager and his team provide immediate responses to service related issues be they for advice, spare parts or an on-site service presence.

### Successful participation by Gröninger at Chemspec India in Mumbai (IN)

Since 2013 Gröninger Cleaning Systems has worked closely with Amfico Agencies Pvt. Ltd in Mumbai. In early April 2016, both companies had a combined presence at Chemspec India in Mumbai, a leading trade Exhibition for the chemical sector. Given the long travel times and distances in India, trade fairs are a well established way on the sub-continent to forge contacts between suppliers and potential clients. At this international trade fair both were represented in large numbers. The high number of visitors, requests and exchanges on a multitude of cleaning challenges showed that Gröninger still has a world to win. The Indian market is developing rapidly but there is a clear need for the further professionalism of automated cleanings and to replace the heavily labour intensive current cleaning practices.



## Ongoing projects

**Global Depot Solutions**  
– Jubail (SA)

**RSA Talke** – Dubai (AE)

**Tristar** – Dubai (AE)

**TCE III** – Europoort (NL)

**MTR** – Mannheim (DE)

**Lanfer / Hela** – Hamm (DE)

**Cleaning Twente**  
– Enschede (NL)

**GP Groot** – Heiloo (NL)

**Saalemühle** – Alsleben (DE)

**BTR** – Bernburg (DE)



Gröninger Cleaning Systems B.V.  
Overschieeseweg 111, 3044 EH Rotterdam  
The Netherlands  
Tel.: +31 (0)10 437 10 22  
Fax: +31 (0)10 462 24 32  
info@Groninger.nl  
www.Groninger.eu  
webshop.Groninger.nl



Gröninger Asia Pte. Ltd.  
Block 809 French Road  
#07-150, Kitchener Complex  
Singapore 200809  
Telephone +65 6264 3644  
Warehouse +65 9296 3426  
info@Groningerasia.com  
www.Groningerasia.com

Amfico Agencies Pvt. Ltd.  
301, 3rd floor, Konark Shram  
Tardeo Rd, Tardeo  
Mumbai 400 034 India  
Telephone +912240287521-35  
marketing@amfilogistics.com  
www.amfilogistics.in

#### Art direction and lay-out

Studio Bosgra, Baarn

Photography Pieter van Leeuwen, et al

Printing Drukkerij Bout & Zn.

