

**BULK HANDLING SOLUTIONS WORLDWIDE**



**NECTAR  
GROUP**

TERMINALS AND LOGISTICS

# A WORLD-CLASS TERMINAL OPERATOR, CARGO HANDLING SPECIALIST AND PORT SERVICES PROVIDER



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# THE NECTAR GROUP

Today, the Nectar Group operates and manages a number of Bulk Terminals around the globe as well as continuing to offer a range of value-added solutions for handling bulk cargoes. The Group handles over 10 million tonnes of cargo each year and employs over 400 people around the world.

The Nectar Group has operated in 156 different locations in 75 countries and its fleet now consists of more than 70 bagging plants (managed and owned) along with Grabs, Hoppers and Ancillary Equipment. The Group also owns pneumatic dischargers and mechanical trimming equipment as well as managing mobile harbour cranes, ship to shore gantry cranes, mobile stacking / discharging conveyors and bulk hoppers.

Within Nectar Group, the activities cover:

- ✦ Terminals
- ✦ Bulk Handling Services
- ✦ Logistics & Warehousing
- ✦ Equipment Maintenance
- ✦ Equipment Sales
- ✦ Consultancy



## TERMINALS

- BULK TERMINAL OPERATION
- BULK TERMINAL OWNERSHIP AND CONCESSION
- BULK TERMINAL OPERATION AND MANAGEMENT
- TERMINAL MAINTENANCE



## BULK HANDLING SERVICES

- BULK DISCHARGE SERVICES
- BAGGING SERVICES
- SHIP TO SHIP TRANSFERS

## LOGISTICS & WAREHOUSING

- INLAND LOGISTICS AND HAULAGE
- WAREHOUSE AND COLLATERAL MANAGEMENT SERVICES
- WAREHOUSE OPERATIONS

## EQUIPMENT MAINTENANCE

- LONG TERM MAINTENANCE CONTRACTS
- TRAINING AND OPERATIONAL MANAGEMENT
- REFURBISHMENT
- PROCUREMENT MANAGEMENT



## EQUIPMENT SALES

- SPECIALIST BULK HANDLING AND BAGGING EQUIPMENT
- SPARE PARTS AND SALES
- TRAINING AND SUPPORT

## CONSULTANCY

- TERMINAL FACILITIES AND DESIGN
- TERMINAL OPTIMISATION
- CAPACITY IMPROVEMENT
- EQUIPMENT PROCUREMENT AND MANAGEMENT
- TENDER MANAGEMENT
- TURNKEY PROJECTS
- MONETIZATION SOLUTIONS





## HISTORY

Since we were established in 1972, Nectar Group has earned a worldwide reputation for safe handling of bulk cargoes. MOPACK™, the first generation of Nectar mobile bagging equipment specifically designed to work alongside a vessel on a quayside, transformed how cargoes were handled in developing countries.

It helped open up whole new markets by enabling cost efficient bulk shipments. Since then Nectar has continued to develop innovative bagging equipment, including the COMPAC™ and IMPAC™ products and today offers a wide range of value-added solutions for handling bulk cargoes.

Nectar started its journey providing innovative solutions to extraordinary cargo projects in the early 1970's before it revolutionised the bulk handling industry with its first mobile bagging systems.

Over its 44 year history of delivering high class professional bulk handling services and solutions to clients Nectar has developed important strategic relationships and specialist knowledge of port infrastructure across the world, enabling the Group to gain early insights into projects and capitalise on a diverse range of opportunities as and when they arise.

*East Africa: An early generation 'Mopack' Bagging machine handling aid cargo in one of the first operations of its kind.*



# OPERATIONS IN MORE THAN 75 COUNTRIES GLOBALLY



# TERMINALS

Nectar Group provides customised Bulk Terminal Management services which are founded on our extensive experience of managing thousands of bulk operations over the past four decades. This experience includes not only a vast range of commodities that are difficult to handle, but also working in challenging locations where local knowledge has ensured a smooth operation.

Nectar has a proven track record of making projects work in difficult locations by combining our technical and operational expertise with local know how in a port or a region. We maintain strict safety standards and observe good environmental practice for the benefit of all stakeholders.

Whether it is a multi-faceted high volume terminal or a single specialised berth, the professionalism and dedication of the award winning Nectar Operations and Management team remains the same. The goal is always set high to ensure that Nectar provides the very best service possible whilst providing performance guarantees as standard.

Throughout every project the Group works closely with the client to ensure that the parameters are clearly identified, met and continuously reviewed and updated if necessary. Nectar structure the terminal management services to meet specific requirements. These can include all or some of the following areas:

- ✔ Operation of entire facility from taking delivery of the commodity, loading on board or discharging from vessels
- ✔ Pro-active management of the facility including continuous monitoring of processes involved and implementing improvements and optimisation of existing facilities
- ✔ Maintenance of all terminal equipment in accordance with standard practices
- ✔ Terminal equipment management and procurement activities to support optimum running of the facility
- ✔ Managing, monitoring and guaranteeing agreed KPI's across the facility
- ✔ Equity participation of facilities in conjunction with long term management contracts
- ✔ Concession agreements and licences

Nectar's Bulk Terminal Management services are supported by our Consultancy Services, enabling us to contribute to the success of any project from the design stage up to completion. We provide expert advice on various aspects of developments including planning, design, and procurement as well as commissioning of equipment. This ensures that the facility has the best chance of success right from the start.

In 2013 the Group was awarded "Best Specialist Dry Bulk Terminal" for its improvements and handling practices at the Beira Coal Terminal and 'Best Dry Bulk Port' in 2016 for improvements made to the Nectar Sierra Leone Bulk Terminal.

# EXPERIENCED, EFFICIENT, EFFECTIVE.



## BEIRA COAL TERMINAL

Nectar Group has been active in Mozambique ports since the 1980's focusing on providing support and maintenance for bulk handling equipment.

In addition to these various services, the Group operates and maintains the coal export terminal. The project involved the building of a new terminal on the site of an old installation which was used many years ago.

Together with the concessionaire company, Nectar has been involved in providing assistance during the construction of the coal terminal in relation to various areas including operational and technical management issues.

In managing the coal terminal, Nectar is responsible for all of the activities within the terminal from unloading of coal from the trains up to loading of the vessels including maintenance of all terminal equipment. The coal is transported by train from the mining area to the port which is approximately 575 km away. On reaching the Port, the coal is offloaded by excavators and transferred on to a conveyor system and stacked on to the stockpile by a stacker. The terminal has 300,000 mt stacking capacity. Reclaiming of the coal is carried out by a fleet of front end loaders utilising hoppers and conveyor systems transferring the coal to two ship loaders on the quayside. The terminal has a design throughput capacity of 5 million tonnes per year and has a vessel loading capacity of 2,400 metric tons per hour.

With Nectar's highly skilled and dedicated technical and management team, the Group has successfully exceeded its performance targets since the terminal started operating in 2011. The facility now includes a modern terminal management system and one of the most advanced water treatment systems in Mozambique which is used for dust control during the operation. In addition to this, Nectar has also formed a local company employing and training around 180 personnel to international standards.

The service provided by Nectar as the Terminal Operator has the same quality assurance and performance guarantees as other activities of the Group.



# NECTAR SIERRA LEONE BULK TERMINAL



In 2015, Nectar took over the Bulk Terminal in Freetown, Sierra Leone. Nectar is responsible for all of the activities from the unloading of vessels to storing of cargo in the port warehouses, including maintenance of all terminal equipment.

Nectar has introduced new methods of handling cargo and has invested in new equipment and infrastructure at the port. A number of efficiency improvements within the terminal since the start of cargo handling operations in October 2015 has resulted in ships discharging more efficiently and faster.

Enhancements to port security with new entry gates, new security fencing and a new administration building have all been completed during the first few months of operation.

The terminal, which incorporates International Best Practices, has 2 berths and extensive warehousing facilities.



# MARIVELES MULTIPURPOSE TERMINAL

Seasia Nectar Port Services Inc (SNPSI) a joint venture between Seasia Logistics Philippines Inc. and Nectar Group Ltd, has constructed a new multipurpose terminal in Bataan in Manila Bay. The new terminal handles shipments of coal, clinker, silica sand & cement raw materials, and has the capability to cater for steel, fertilizer and other dry bulk cargoes. The first stage of the terminal was completed in the first half of 2016. Eventually the terminal will cover some

11.4 hectares and will provide a port facility with a 247 meter quay length and a 14 metre draft and an annual capacity of at least 3 million tons. Nectar Group has assisted in the initial consultation and has been actively involved in both the design and procurement stages. The terminal operates a number of material handlers and other cargo handling equipment such as environmentally friendly bulk hoppers, front end loaders, and mobile conveyors.

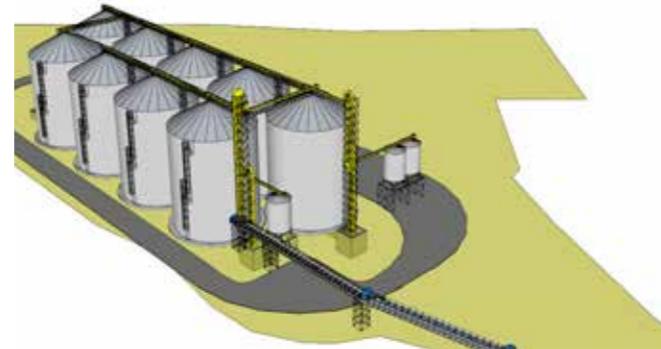


# BEIRA GRAIN TERMINAL

Nectar Group is a shareholder in Beira Grain Terminal in Mozambique. The Group was involved in the initial design of the terminal which handles both import and export of Grain cargoes with a total silo storage capacity of 30,000 tonnes.

The Group has also been fundamentally involved in the consultation process regarding the elimination of bottle necks within the terminal to increase the speeds and efficiency of loading and discharging.

This involvement also encompasses the maintenance of the grain bagging machines at the terminal.



IBJ 'BEST DRY BULK PORT' AWARD 2016, NSBT, SIERRA LEONE

**“WE WERE IMPRESSED THAT SINCE THE GOVERNMENT OF SIERRA LEONE AWARDED NECTAR GROUP A 10 YEAR LICENCE TO OPERATE ITS BULK TERMINAL IN 2015, THERE HAS BEEN SUBSTANTIAL INVESTMENT IN NEW CARGO HANDLING EQUIPMENT, STORAGE FACILITIES, CARGO CONTROL, A TERMINAL MANAGEMENT SYSTEM AND TRAINING AND KNOWLEDGE TRANSFER, RESULTING IN IMPROVEMENTS IN ALL MAJOR AREAS OF HANDLING CARGO.”**

JUDGES OF THE IBJ AWARDS 2016

# AN UNRIVALLED RANGE OF SERVICES SUPPLIED WORLDWIDE

## BULK HANDLING SERVICES

Nectar Group offers a variety of tailor-made dry bulk handling services throughout the world.

### Our services include:

- ✔ Bulk discharge of cargo from ships utilising grabs, hoppers and other necessary ancillary equipment to clients transport or transfer to storage
- ✔ Bulk handling of commodities to and from storage for stacking and/or reloading on to transport for further distribution
- ✔ Transhipment of cargoes from ship to ship or lightening of cargoes from ship to barges alongside or at anchorage

Nectar Group have a variety of clients from producers and traders to ship owners, agents and end receivers and are able to work with a variety of free flowing commodities such as fertilizers, rice, wheat and other grains, peas and sugar.

Nectar Group's international experience and professionalism has stemmed from ensuring health and safety is at the forefront of all operations, our machinery is well maintained and fit for purpose, our personnel are fully trained and our services to our clients always meet their expectations.

We take on varying degrees of responsibility in carrying out the above services, which include:-

- ✔ Full responsibility for the discharge and delivery of cargo to client's transport or storage including the stevedoring
- ✔ Transport of the cargo to client's premises and tallying services
- ✔ Warehouse management services for delivery outtake control and handling of the commodity within a warehouse such as bagging
- ✔ Assist in minimising turnaround time of the vessel in the port (expediting) by utilising our local knowledge and contacts. This provides peace of mind to clients who own and operate the vessels but may not be familiar with a particular port

The delivery of these services is flexible. We offer a variety of packages including partnerships and joint ventures and, in the majority of cases, we include performance guarantees.



## BULK HOPPERS

Nectar Group's latest mobile product development to be introduced into the equipment portfolio is the revolutionary 'Modular Bulk Hopper' (UK Patent Application Number 1406035.4) that consists of 2 x 20ft ISO containers and 1 x 40ft ISO container to create a fully functioning Large Bulk Hopper for standard use with most free flowing bulk commodities. The entire assembly can be erected on the quayside in under an hour by Nectar Group trained personnel and a single forklift truck, Reach Stacker or Container Crane with relative ease making it suitable for use in most locations where the equipment is required.

Nectar has discovered that by increasing the mobility of bulk handling equipment they increase the number of locations that can benefit from the utilisation of the equipment. Bulk hoppers are often seen lingering on quaysides waiting for their next opportunity to be used taking up increasingly valuable space within the port. With containerised hoppers the equipment can be broken down swiftly and trucked to storage areas outside of the port for convenient storage until they are required again. Alternatively they can be containerised and lifted onto the vessel with standard container lifting equipment or the vessel's gear and shipped to the next port of call where they can be set up and used in the same way.

The Modular Bulk Hopper standards of safety and structural integrity have not been reduced either with the hopper frame made from SS400 Steel as any standard Large Bulk Hopper with the integrated valve mechanisms manufactured from high grade stainless steel and Teflon lined blade guides for increased control of discharge. The Hopper allows trucks with a maximum height of 4 meters to be loaded with cargo that has been discharged into the hoppers directly from the ship's holds with grabs.



## BULK GRABS



Nectar Group also runs and maintains its own fleet of touch down clamshell grabs. These grabs are positioned in various ports around the world and are used in conjunction with our quayside bagging services but can also be rented out for ad hoc bulk discharge operations.

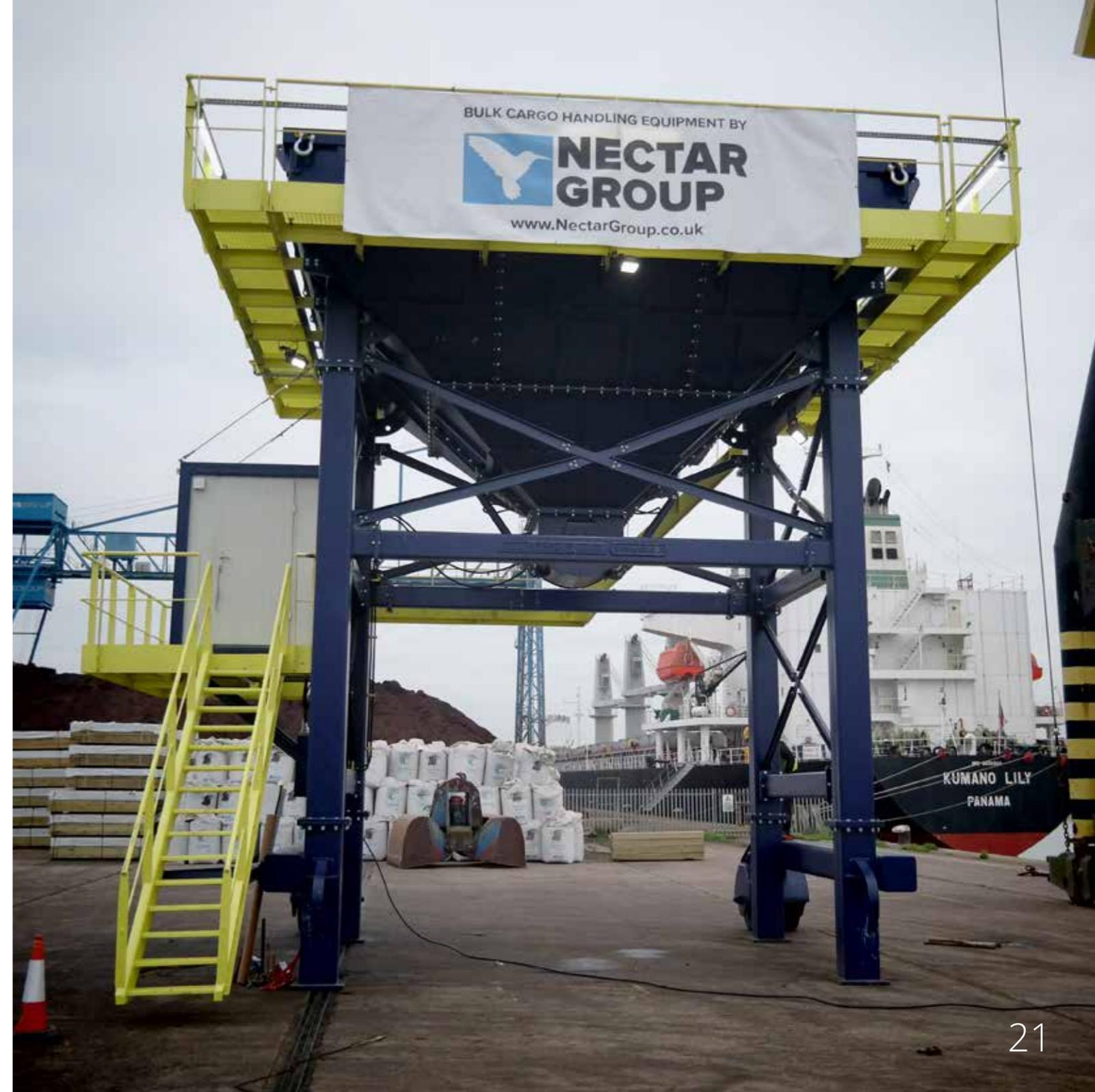
The majority of these clamshell grabs are 5cbm grabs however in some locations we also have 3cbm and 8 cbm grabs for rental purposes.

## PNEUMATIC DISCHARGERS

Nectar Group run and maintain a fleet of pneumatic dischargers for the bulk discharge of wheat and grains achieving operational speeds of up to 11,000mts per weather working day on 50,000mts vessels/5 hold vessels. The pneumatic dischargers are placed on board the vessel and "suck" the cargo from the holds to awaiting hopper systems or directly into waiting bulk trucks.

Trained personnel operate and manage the multiple dischargers placed on board the vessel to ensure maximum efficiency during the operation.

Our pneumatic dischargers are available for one off projects or long term contract.



# ADVANTAGES OF BAGGING AT DESTINATION

All of our bagging services are fully managed to meet your exact requirements. We are so confident in our equipment, personnel and our high standards, that when using our managed services, we offer customers a performance guarantee securing daily output speeds and guaranteed accuracy on weights.

1. Less handling of bags
2. Less labour costs for discharging cargo
3. Direct delivery
4. Reduced risk of cargo loss and damage
5. Lower transportation and handling costs
6. Reduced risk of demurrage
7. High discharge speeds
8. Flexibility for origin of cargoes
9. Flexibility for onward transportation
10. Technology and Skills transfer to local labour
11. Cargo packaged into new bags at destination
12. Guaranteed weights



TAILOR-MADE BAGGING AND LOGISTICS SOLUTIONS



ACCURATE WEIGHTS +/- 0.5%



DUTCH WEIGHTS AND MEASURES CERTIFIED



GUARANTEED PERFORMANCE



140 METRIC TONNES PER HOUR DESIGN CAPACITY PER BAGGING UNIT



GLOBAL COVERAGE



IDEAL FOR FREE-FLOWING CARGOES INCLUDING FERTILIZERS, PULSES, GRAINS, RICE, SUGAR ETC.



AWARD WINNING SERVICE AND PRODUCTS

# BAGGING SERVICES



A recent bagging assignment undertaken by Nectar Group involved the discharge and bagging of 12,000 tonnes of Rice in Africa.

We were responsible for handling the bulk discharge of the cargo, bagging into 50kg and 25kg bags and loading on to the client's trucks. We coordinated with the supplier of the cargo, the ships agent, and provided onsite monitoring and daily reporting for the vessel's discharging operations and post-operation follow up with all parties.

operating and insurance costs substantially on future shipments.

At Nectar Group we always aim to exceed our client's expectations and we pride ourselves on our ability to offer clients a professional service at competitive rates.

Our involvement produced an impressive reduction in damages and losses saving our client over US\$150,000 in costs. Our expertise ensured that the whole process ran smoothly from beginning to end and paved the way for the client to reduce

# CASE STUDY



# WAREHOUSING

In key locations around the world Nectar Group also offer warehousing and collateral management services for imported commodities.

Warehousing and Collateral Management services provided by Nectar Group provide clients with the confidence and knowledge that their cargo is managed correctly to exacting standards.

Nectar Group can source and manage warehouse space for a variety of commodities ensuring any warehouses used are both safe and secure and meet specific criteria for the products handled. In addition to warehousing, Collateral Management contracts also install a dedicated team to manage the receipt and release processes of the cargo, providing weekly reports, ensuring full health and safety compliances are adhered to on site and providing a full range of insurance cover as required.



# LOGISTICS

Not only do we serve our customers with commitment and professionalism but also we conduct our business so that we always meet the standards that our customers have come to expect of us. Our inland logistics capability has been created to provide efficient transport services to both existing and new clients.

The company runs a fleet of modern trucks for its operations and has developed the necessary support infrastructure to ensure the fleet is maintained to the highest standard. Our expertise and enthusiasm for customer satisfaction has meant that we've become a leading authority in providing transportation and haulage services to meet the needs of today's fast-paced business.



# EQUIPMENT MAINTENANCE

Nectar owns, manages and maintains a variety of cargo handling equipment

We normally work on the basis of partnership and joint venture for managing third party equipment.

We ensure that the equipment is always working to its maximum potential and that the operatives are well trained and safety conscious.

A local Nectar team works with the client's representatives to ensure equipment is always maintained in accordance with manufacturer's specifications and ready to perform to an agreed schedule. With Nectar you can rest assured that the highest level of care has been taken to maximise the output.

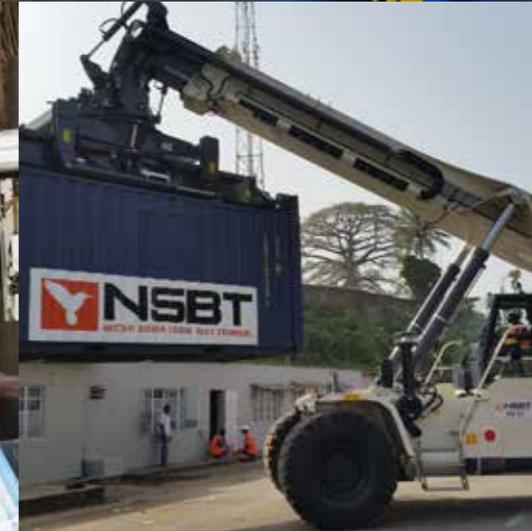
Transfer of knowledge is an essential part of our service portfolio. Nectar employ and train local personnel as well as devising a training schedule for customers' staff as required. Our trained technicians are constantly on call to answer any questions or resolve any issues that you may have in regards to the running and maintenance of the machinery.

Health and safety, especially within a port environment, is our utmost concern and our specialised team is always on hand to make sure that our rigorous procedures are adhered to at every stage of the process, ensuring minimal risk and maximum working time.

Over the last four decades we have successfully worked in 75 countries around the world. As experts in the entire logistics chain from vessel to end user, we are superbly positioned to produce solutions that deliver a smooth process and remove the worry of high costs related to breakdowns and poorly operated equipment.

Nectar have the experience and expertise to handle your operations with a high level of efficiency and professionalism.

- ✔ Mechanical and remote control grabs
- ✔ Fixed and mobile bulk cargo conveying systems
- ✔ Mobile bagging equipment
- ✔ A range of fixed and mobile bulk hoppers
- ✔ STS (Ship to Shore) cranes
- ✔ Mobile pneumatic dischargers
- ✔ Front end loaders and excavators
- ✔ Material Handlers
- ✔ Reach-stackers
- ✔ Mobile trimming equipment



## EQUIPMENT SALES

Nectar Group not only sells its award winning mobile technology but also procures other port and bulk handling equipment which can also be purchased with custom features dependant on the project requirements. Nectar Group has designed mobile bagging units for both warehouse and quayside operations to fit with the various needs of their clients maintaining the Nectar quality assurances and high standards of craftsmanship that are synonymous with Nectar.

If your requirements involve fixed bagging and conveying equipment then Nectar will be able to design and build a custom machine specifically to cater to your needs with the same award winning technology incorporated. Furthermore, teams of highly trained technicians are on hand for installation and troubleshooting whenever and wherever required.

## AFTERSALES, PARTS & MAINTENANCE

Nectar Group has a dedicated Aftersales team ready to provide prompt assistance in troubleshooting and identifying spare parts for any equipment to ensure that you get the most out of your investment. With 1,000's of parts making up Nectar's advanced machines, the Aftersales team can give advice on the provision of spares and even arrange for a technical visit to ensure everything is running smoothly.

With well over 40 years' experience in the designing and operation of bulk handling equipment, Nectar is well placed to assist with mechanical parts and maintenance for all types of equipment whether it be for bagging machines or gantry cranes to name a couple. The team of in-house technicians can provide on the spot assistance and recommendations and coupled with the aftersales team provide an all-round service to get the maximum efficiency out of your equipment. Nectar has a team of international technicians all around the world that can be on-site within a matter of hours.



**“WE WERE VERY PLEASED WITH THE WAY THAT NECTAR STAFF HELPED AND ADVISED THROUGHOUT THE PROCESS OF PURCHASING THEIR BAGGING EQUIPMENT. SINCE THE EQUIPMENT ARRIVED AND WAS INSTALLED BY THEIR ENGINEER IT HAS PERFORMED EXACTLY AS PER OUR EXPECTATIONS AND THE HIGH QUALITY OF THE MATERIALS AND CRAFTSMANSHIP HAS MEANT THAT OUR OPERATIONS ARE ALWAYS SUCCESSFUL GIVING US GREAT PEACE OF MIND. IF WE EVER HAVE ANY ISSUES OR QUERIES THE SUPPORT TEAM ARE ALWAYS ON HAND READY TO ASSIST AND RESOLVE ANY ISSUES. OVERALL WE ARE VERY HAPPY WITH THE PRODUCT AND SERVICES THAT NECTAR HAVE PROVIDED US WITH OVER THE LAST 2 YEARS AND THEY CONTINUE TO DO SO”**



## CONSULTANCY

The scope of projects Nectar cover ranges from providing improvements to existing bulk handling equipment and facilities to the development of brand new sites. We listen to your needs and effectively combine technical and operational expertise with our specific local or regional knowledge. We provide solutions which are practical and which you can implement with confidence.

As an independent service provider with experience and extensive knowledge of manufacturers and suppliers in the market, we provide you with peace of mind throughout the different stages of the project.

Nectar can manage your entire project development process, including feasibility, design, engineering, manufacturing, installation and commissioning. We bring in hands-on operational and technical expertise to such projects during feasibility analysis, providing you with realistic options to assist in decision-making process.

We have extensive consultancy project experience including:

- ✔ Capacity improvement of existing bulk handling equipment and facilities
- ✔ Development of new bulk handling facilities and terminals
- ✔ Selection of bulk handling equipment to suit specific projects
- ✔ Design and provision of mobile and fixed bagging equipment solutions
- ✔ Integration of bulk handling, conveying and bagging installations
- ✔ Provision of bulk material handling systems covering solutions from shore-side storage and handling facilities

Consultancy services also include project management for new equipment procurement projects. This involves all aspects of a successful procurement process including identifying needs of the client up to commissioning of the equipment on site.

A typical equipment procurement project includes:-

- ✔ Identifying customer requirements
- ✔ Preparing technical and design parameters for the equipment considering commercial factors and local circumstances
- ✔ Preparation of tender documents and independent management of tender process in liaison with the client
- ✔ Provision of technical expertise to the client during final negotiations with selected equipment supplier
- ✔ Monitoring of manufacturing process up to and including delivery, erection and testing of the equipment to ensure that all contractual requirements are fulfilled

Nectar's team works closely with the client during each execution stage providing vital support, monitoring, implementation and feedback to ensure the project is a success. Nectar Group employees come from a variety of backgrounds within the transport, logistics and engineering sectors and who have all successfully managed and implemented logistics and engineering projects around the world.

# DRIVEN BY INNOVATION, PERFORMANCE GUARANTEED...



## ...WORLDWIDE

-  **UK** Head office, 1 Ashton Gate, Ashton Rd. Harold Hill, Romford, Essex, RM3 8UF
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-  Freetown, Sierra Leone
-  Tema, Ghana
-  Lome, Togo
-  Apapa, Nigeria
-  Beira, Mozambique
-  Nacala, Mozambique
-  Chennai, India
-  Sisiman, The Philippines
-  Dakar, Senegal



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