

Nectar Group

Celebrating 40 years of Innovation

Nectar Group was established in 1972 so 2012 marks the 40th year anniversary of the Group. 40 years of innovation derived from a genuine need for improvement in the industry has produced the pioneering attitude that has served to shape the Group as it stands today. Over the years, the service concept has always taken into account the evolving needs of the clients and has kept a philosophy of anticipating industry requirements for developing more

efficient methods of bulk handling and bagging of commodities in the minor bulk sector. Nectar Group has developed in both breadth of expertise and global presence; over the years, the Group has built up operational references in 74 countries worldwide and has handled a total of 50 million tonnes of cargo. Several factors all contribute to the Group standing the test of time. From Nectar's constant desire to diversify and better serve the commodities market to the

social responsibility it undertakes in the local areas in which it operates, Nectar Group has kept its philosophy close to heart, focusing on its versatility and ethical approach to serve the market. Nectar has always paid particular attention to the emerging markets with a large focus on the Caribbean, Africa, the Middle East and the Far East. As it stands today, the company is operating successfully in these areas with local expertise laid out on a global scale.

Over the last three or four years, almost every company has been driven to re-evaluate their business models, with many looking to eliminate unnecessary costs such as double handling. It is perhaps no wonder then that the innovative dry cargo handling solutions developed by Nectar Group over the last 40 years have been so well received throughout the market sector, especially in these turbulent times.

CUT COSTS THROUGH DESTINATION BAGGING

The advantages of destination bagging are well documented throughout the industry with more and more receiving parties seeing the benefits filter through to their bottom line. However, it is not only the accountants who sing Nectar's praises. Throughout the global commodity market, there is an emphasis on quality of the end product. Fertilizers which have historically been transported in pre-bagged form have often a high percentage of damaged cargo, with bags splitting en-route or being snagged during the labour intensive discharge process. However, Nectar's innovative bagging machines which pioneered the destination bagging movement, deliver to the receiver clean, un-damaged bags in perfect condition which are conveyed straight onto the back of the truck, reducing the traditional snagging that is caused by loading trucks using slings.

Loading a vessel with pre-bagged cargo is a slow process. It also increases the exposure the bags have to being damaged in transit. The time it takes to load the break-bulk is much greater when compared to the loading of free-flowing bulk cargo. By making the switch to destination bagging, dramatic reductions in

The Impac M60, the latest mobile bagging unit from Nectar.



Mobile bagging from Nectar - bulk product from ship in; bagged product conveyed out.



vessel loading and discharge costs can be seen.

A new client in West Africa recently reported that by using Nectar's bagging machines they

recorded a reduction of 70% on cargo losses upon completion of the discharge operation. All of the factors mentioned above contribute to savings which are even more significant in the current market conditions where commodity prices are higher and there is greater market volatility. This is why so many people are welcoming the benefits of using Nectar's bagging services.

OPERATIONAL SITE FLEXIBILITY

Of course, Nectar bagging machinery is not just utilised in the port environment. In keeping with the company ethos of putting innovation at the forefront of all it does, the range of Nectar bagging units are all entirely mobile and suitable for operating in many different locations. With 40 years of experience in the bulk handling industry, Nectar Group has developed a high level of expertise and knowledge that has led to many exciting developments.

Nectar Group provides consultancy services to clients in relation to an entire range of bulk handling facilities which is based on four decades of experience in operations and maintenance. Nectar's technical consultancy

team has specialised in projects varying from designing new facilities and bulk handling equipment all the way through to projects to increase the efficiency of existing facilities and equipment. Due to Nectar's partnerships with various specialist companies, the Group can offer complete turnkey project management from the initial design stage to handling procurement tenders and finally the commissioning of new facilities.

OTHER IN-PORT SERVICES

Nectar is also active in long term projects. These involve long term partnerships as terminal operators or as an operations and maintenance partner. Recently, the Group has diversified into major bulk sectors and has commenced operations in a major coal terminal in Africa. As such, the Group has continued to provide a unique set of skills and expertise and a culturally sensitive, balanced approach, mastered over a long period of time working in ports and terminals to ensure the success of new developments.

The Group has long standing maintenance and operations contracts with a variety of



Destination bagging using a Compac XL 120 unit from Nectar.

Beyond mobile bagging, Nectar has participated in the modernisation and management of port facilities in the developing world.



clients. Currently, Nectar has maintenance contracts for equipment such as mobile cranes and ship to shore gantry cranes as well as other port-side equipment including forklifts,

trucks, bagging units, grabs, bulk hoppers and trimming equipment. As an independent company, Nectar is able to offer impartial technical consultancy services for procurement

of such equipment and provide specialist advice on the tendering process, manufacturing process and commissioning of the equipment on site. ■

Nectar's technical consultancy team has specialised in projects including designing new facilities and solutions to increase the efficiency of existing facilities.

