



# Loscam's IBC sets a new standard



**LOSCAM HAS UNVEILED ITS FIRST ENTRY INTO THE BULK CONTAINERS BUSINESS AND THE FEEDBACK SO FAR SUGGESTS THE NEW IBC HAS BEEN WORTH THE WAIT.**

"It has been some time since Loscam has launched a new product in Australia and it is great to see innovation and investment back within our product pool," says Daniel Bunnnett, Regional Director of Loscam Australia.

The comments relate to the launch of Loscam's new IBC (Product Code IBC 16) designed for the food and beverage sector. The Intermediate Bulk Container (IBC) was developed in conjunction with leading companies in the food and beverage industry with the goal of producing a best-in-class bulk handling solution.

The IBC has a unique integrated lid to assist customers in the handling and tracking of rented units. It is made of strong, but light, polypropylene plastic and galvanised steel with a steel framework. Rectangular hollow square tubing was selected for its lighter weight but this is reinforced at key pressure points as a result of constant testing and innovation.

The IBC offers advantages in manual handling and important gains in transport efficiency, says Daniel.

"This particular unit has been painstakingly designed in conjunction with customers to

ensure we are offering the market a product with significant performance advantages beyond existing models available elsewhere," he says.

"It was important to us with the IBC that we didn't go to market with a 'me too' product. We value our customer relationships and it is our customers who are the ones using IBCs on a regular basis, so it was essential to involve them in the development process.

"I believe our approach has led to a truly fantastic unit that offers significant advantages, a result reflected by the large amount of pre-standing customer orders being held. We are delighted as the units are going straight out on hire as soon as they are delivered to us, and they are performing brilliantly."

Nick Trask, Project Leader for the IBC development, says from a technical perspective, the new product brings significant benefits to customers.

"The IBC features a truly chemical-resistant translucent front panel with 50-litre increments and low-level discharge outlet, enabling

maximum discharge of products. But the biggest benefit was designing a true one-piece unit in conjunction with our customers and their needs," explains Nick.

"We wanted a product offering that complemented our plastic and wooden pallets and we've not had anything like this available before. We have put a lot of time into research and development, asked our existing customers for suggestions, took prototypes to those customers for feedback, made alterations and once our customers loved it, then we went into production. This product is a milestone for Loscam."

Daniel says the release of the IBC in June highlights that while Loscam is best known for its wooden pallets, "we're not just a pallet company".

"We are willing to speak with customers looking for equipment handling solutions and we are willing to invest in new ideas and new concepts," he says.

"We encourage customers to bring their problems to us so we can partner in finding solutions."

## Benefits of the IBC

- Ideal for: dairy, fats and oils, glucose, liquid sugar, mayonnaise, wine, malt extracts, pharmaceutical and other liquid food ingredients
- Lockable on discharge outlet and lid, tamper-proof lid with unique lid latch
- ISO container compatible, four-way pallet entry
- 15 per cent lighter than other IBCs without compromising strength
- Truly chemical-resistant translucent front panel with 50-litre increments
- Maximum discharge of product enabled by low-level discharge outlet
- Unique one-piece design with hinged lid for ease of handling and better equipment control
- Modular design maximises efficiency of storage and transport space