



THE RELIABLE SOLUTION FOR COCOA

As the world's largest exporter of cocoa, Ivory Coast is a country with great potential. Nevertheless, many raw materials are still being transported in the traditional, non-sustainable way – in blocks and flexitanks – and the market is ready for an alternative.



Bart van de Vorst
Managing Director
Van den Bosch DMCC

The African market is booming, with product flows slowly shifting from small packaging to bulk logistics. "Thanks to our current activities in the cocoa industry, we quickly understood our customers' need for a solution. The volumes in Ivory Coast are about three to four times higher than in Ghana, so there's huge demand for an alternative to traditional transport flows. The solution is bulk logistics," says Bart van de Vorst.

Cleaning stations

"To make bulk transport possible, ISO tanks that meet the right cleaning requirements must be available. Therefore we are opening our own tank cleaning station in Abidjan. The new cleaning station will be built in full accordance with European quality standards for food, Kosher and Halal cleaning. Previously, the tanks were cleaned in Europe, after which they went back to Africa empty to be loaded with raw materials such as cocoa butter." The new cleaning station is enabling Van den Bosch to gear up for new customer developments. The opportunity to clean tanks in Ivory Coast means that clean and empty tanks will always be available.

He continues, "We will offer this option at subsidised prices, in order to prepare the market and get customers enthusiastic about bulk logistics. Once we go live operationally, we will really speed things up together with them. We will be able to offer a logistics solution that is not only efficient and sustainable, but also reliable. ."

Creating new connections

"We know the African market pretty well," says Van de Vorst. "From starting with a small number of tanks, we have grown to seriously large volumes. We are actively pursuing the chance to further develop our business and explore new African countries. We can see the potential and the growing demand and envisage a lot of opportunities in Ivory Coast. By opening a new cleaning station, we can enter new markets and connect Africa with Europe. This also means we can further increase sustainability, reduce costs, create greater flexibility and offer the highest possible level of quality both to our existing and new customers."