Starting from scratch

Havila president Nikolay Grigorev on how his company has evolved alongside Russia's chemical and logistics industries

Havila OU, a family owned company, started its activity in 2009. It set out with the intention of putting together all the knowledge and all the passion of the owners and the management with the view to developing a professional, client orientated company operating in the niche segment of logistics. I believe we have succeeded in achieving this target.

Between 2005 and 2010, the Russian chemical industry started to amend its mentality from using Railtankcars (RTCs) for the transportation of products to the use of tank containers. There were several reasons. The main one was the lack of suitable RTCs, since on the one hand, the main part of the fleet that was constructed in 1960-1970 had become too old and could not be operated. On the other hand, within the previous years there had been practically no construction of new RTCs for the transportation of liquid chemicals (with heating, insulation). The second reason which stimulated the development of transportation with tank-containers was the railway tariff, which was and still is in favor of tank containers vs RTCs. In this respect, Russia is a unique country and the longer the railway trip distances are, the more efficient the using of tank containers is.

Development of Havila started from forwarding operations in ISO-containers to/from/within FSU countries, the Baltics and Ukraine. Within the period of establishment the company did not have any assets besides knowledge of the market and a network of contacts, so it started activity as a forwarding agent. After a while, step by step, Havila gained a considerable part in the ISO-container business as a local tank container operator. Presently, the company operates its own ISO-containers, as well as the containers provided by our partners.

We were and we are the pioneers in

Havila's tank cleaning operation in Tambov approx. 400 km southeast of Moscow

Havila's tank cleaning operation in the industrial park Togliattisintez, Togliatti, Samara region

Russia of serious development and operation in the area of intermodal ISO-container logistics combining short sea/deep sea and railway operations with the 1520mm railway gauge. Currently, we are paying directly the railway freight in almost all the FSU countries, Baltic states and Ukraine, and we operate

The progress of the tank container market in Russia is obvious and therefore, the demand for higher quality standards is required

a fleet of more than 500 different size rail platforms for various types of tank containers. We use this as a value added service for our internal operations and also offer this tailor-made solution to the third parties as a local railway operator.

Presently, the company cooperates with a number of Russian producers of food/feed products, offering them services in arranging logistics for their liquid products in tank containers, which we believe could create new and potentially important market development not only for us, but for other operators as well. Now the main products that are transported in tank containers are sunflower oil, rape seed oil, glycerin and molasses. We believe that the list of other

Havila president Nikolay Grigorev

bulk products could be increased.

In 2014, Havila decided to investigate infrastructure for tank containers and road tankers. The conclusion was that more than 180 cleaning stations of different formats (from garage type to steam-cleaning stations on chemical plants) were operating in Russia. The

interesting fact is that all the cleanings in the Soviet era were done only with steam and without any chemicals used.

As to now, the majority of cleaning stations present in the Russian market do not have any wastewater treatment, or any clear and transparent way for the utilisation of wastes.

After serious brainstorming, Havila came to the conclusion that the Russian chemical industry needed professional depots which would operate not only according to Russian legislation (which is quite undeveloped), but to the well-established European practices. Following all the guidelines from EFTCO we joined the East European Tank Cleaning Association covering Russia, Belarus, and Bulgaria, passing all the necessary attestations. As of 2015, our depot located in Tambov (which is around 400km south of Moscow), and the other located in Togliatti (around 1400km south of Moscow), have been accredited as EFTCO certified depots in Russia with the right to issue the EFTCO cleaning document. This is unique in Russia and makes a great difference to other depots in the country

in terms of quality and reliability.

Both our depots use Dutch equipment and have two cleaning bays for chemicals. The average amount of cleanings is at the level of 300 jobs per month. This is quite a sustainable amount for Russia, where the tank container market is still only in the developing phase. Moreover, cleaning is not the only service rendered, both depots arrange tests, repairs, heating and other services related to repairs of tank containers and road tankers.

Our plans for the future are to develop the network of depots across Russia and neighbouring countries as well as expand cleaning after food/feed products.

The progress of the tank container market in Russia is obvious and therefore, the demand for higher quality standards is required. So, we are sure that development of demand of EFTCO Cleaning Documents by Russian shippers will increase and we are here to help this. ▮

For more information:
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Visit: www.havila.ee

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Tambov

Togliatti

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