



HMT's GRP internal floating roof

# Beers, steers and tank gear

**PREVIEW** Houston is a hive of activity with the new wave of shale-derived oil and gas filtering through the port city's terminals. Where better, then, to host the annual ILTA conference and trade show, which will return to the city's George R Brown convention centre on June 2-4

The keynote speech at last year's International Liquid Terminals Association (ILTA) conference was delivered by Jeffrey Currie, head of commodities research for Goldman Sachs. Currie declared that the exploitation of shale-derived oil and gas in the US "truly is a renaissance. You can't expect to see it today; you've got to wait for that investment to take place, you've got to build that infrastructure. It will happen. We will get there. But it's a few – three, four, five years – out in time."

So far, it seems there's been a lot of truth in Currie's predictions. In 2013, US crude oil production grew to 7.46m bpd, a 14.9 per cent increase on the 6.49m bpd produced in 2012 – all thanks to the boost in oil production from shale resources and the massive capital investment being made in fracking activity.

Similarly, exploitation of shale gas resources has helped US natural gas production to grow by 10.5 per cent from 22,900 bcf per day in 2012 to 25,300 bcf per day in 2013.

Producers of shale oil and gas are working hard to debottleneck supply chains to get the surge in new volumes to market. Are equipment companies exhibiting at the ILTA trade show experiencing a change in their business?

"Totally! It's like putting on the afterburners in a jet fighter," says Matt Cullen, vice-president of sales for **Castagra**, a specialist in tank coatings. "There is a vast wave of oil and gas emanating from the fracking industry that has lit up the rural economies in the oil and gas fields and is rapidly spilling into the cities and the national economy. The US is back on top to stay as the world's number one oil and gas producer, something largely unimagined half a decade ago! Castagra is truly caught up in it and we are so pleased we have a product, FracShield, that's come out at the right time for the right needs."

"The versatility of our coatings has allowed us to do well in cold climates like the Bakken, where traditionally coated projects come to a halt in the winter months," he adds.

## New to the halls

This year will be the first time Castagra has exhibited at the ILTA trade show. "I've attended this show before, but this is our first time exhibiting at ILTA so it'll be exciting. The ILTA show has a great reputation as a quality show so we are looking forward to connecting with our peers in the industry," says Cullen. Castagra will be exhibiting its FracShield coating, which

is used for acid storage and transport tanks and has been specifically developed for the fracking industry. "The patent-pending spray head is a world-class feature that eliminates the need for solvents in clean-up," Cullen explains. The company will also be demonstrating its Ecodur 201 spray and manual application products for internal tank and secondary containment.

Increased fracking activity has also presented new business for **Advanced Polymer Coatings** (APC), a supplier of high-performance protective coatings for industry. "Yes, it has changed our business," says Kevin Balaban, APC's global industrial sales manager. "APC has seen an increase in the demand for coatings to protect end-users of frack tanks and underground piping. There is an increasing demand for our ChemLine® coatings to handle the corrosive service conditions of the insides of pipes that are used in oil exploration drilling."

"Our growth in the North American market has increased dramatically due to the shale oil/gas revolution from Canada to Texas," echoes Mark DeBiase, director of sales and marketing for **L&J Technologies**, which supplies a wide range of tank equipment from tank gauges, safety valves and pressure vents to overflow protection and more. "Our Houston facility has expanded its market share with our direct-to-market top sales engineers to the point of expansion plans for the coming year."

L&J Technologies has been exhibiting at ILTA for over 15 years, and this year will be exhibiting a wide selection of its production range. "We offer solutions for API 2350 with overflow protection products from our full line of radar level gauging to independent high-level alarms, as well as tank conservation products to reduce emissions into the atmosphere," says



Pump Solutions Group's wide range of pumps

DeBiase. “In addition, our advance inventory management systems will be on display to address terminal product transfers and controls all in a working, hands-on gauging display and demonstration.”

“Since the shale boom we have begun looking for opportunities to expand and adjust our focus,” says Kyley Eagleson from **Heritage Environmental Services**. “In 2011 Heritage acquired the company Solid Oak and we have since been growing our service base and geography of services surrounding water transfer for the shale oil industry.” Eagleson says the company anticipates a greater need for industrial cleaning and other maintenance services for waste-related projects in the field.

This will be the fifth year that Heritage has exhibited at ILTA. “We will be highlighting our refinery and field services but will also have experts and materials to share information about our full line of services including treatment and disposal; landfill disposal, incineration, chemical packing, regulatory training and consulting, oil and gas services, logistics, customised national programmes, healthcare services, onsite services and laboratory services,” says Eagleson.

### Connecting people

“The growth in shale gas production has seen us ensure we’re able to meet the growing demand for Dry-Break technology – not just **Emco Wheaton** products but also our **Todo** range,” says Emma Ardley-Batt, global marketing manager for Emco Wheaton, to which Todo is a sister company within the Gardner Denver group. Todo specialises in couplings and swivels for use in fluid and gas transfer.

The development of new logistics



Wilden’s advanced series air-operated double-diaphragm pump

infrastructure across the US for oil and gas is also benefitting Emco Wheaton’s business. In April, the company revealed to **HCB** it would be supplying 11 new marine loading arms (MLAs) to a major US-based oil company’s new barge loading facilities in Virginia, Pennsylvania and Illinois. Emco Wheaton says the new MLAs “will see barge throughput double compared to current levels”.

“The movement of crude by rail and now by barge is driving the creation of new transloading facilities,” says Ardley-Batt. “Emco Wheaton is working closely with these operators to provide safe solutions that are repeatable and standard across their many locations. This represents a unique opportunity for us to produce customer-specific solutions that meet the loading and safety needs of the end user both on the rails and on the dock.”

Emco Wheaton has exhibited at every one of the ILTA shows, and this year plans to focus on

promoting its MLAs and distribution loading arms, Ardley-Batt says. “We will have two full-sized top and bottom loading arms on the stand for people to have a play with,” she explains. “We will also be debuting our new company profile video and invite attendees to join us on the stand and be the first people in the world to see it.”

### New on the scene

The ILTA show is regarded by equipment suppliers as a special one, and a number of companies are this year using the show to launch new products.

“Given that the ILTA is one of the premier events in our industry, it is usually well attended and is a great venue to meet with clients and prospects alike,” says Jennifer Abend, marketing manager for **HMT**. “It’s also a great way for HMT to showcase the variety of products and services we offer, as well as introduce new technologies or product improvements. Personally, I have attended the past three ILTA shows, but HMT has been a part of the ILTA show since its inception.”

This year, HMT will be exhibiting its wide range of products and services, including internal and external floating roofs; geodesic domes, floating roof seals, emissions reduction devices, tank repair and maintenance services, inspections, coatings and linings and more.

“Additionally, HMT is proud to introduce the GRP [glass fibre-reinforced plastics] floating roof (both internal and external) to the US market,” says Abend. “This technology surpasses most floating roof technologies in several categories such as emissions reduction and asset longevity. Both the external and internal



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GRP floating roof samples will be showcased in the HMT booth at this year's ILTA."

**OPW Fluid Transfer** is another company exhibiting new products at the ILTA show, and will be debuting its new inflatable hatch seal. "The new OPW Inflatable Hatch Seal solves a major challenge for terminal operators by effectively sealing an open hatch while top loading a railcar or tank truck," the company says. "The durable design of the OPW Inflatable Hatch Seal is the most effective vapour recovery device available on the market."

Also on display at the OPW stand will be the company's complete line of quick- and dry-disconnect couplings, which are suitable for a variety of hazardous liquid applications, and its complete line of top and bottom loading arm systems.

**Fort Vale** has added a new safety feature to its four-inch Safeload semi-automatic API bottom loading coupler for road loading terminals, which the company will premiere at the ILTA trade show. The body housing now incorporates a rubber 'bumper ring', which the company says affords added security of the interlock by limiting the severity of shock loads transmitted through the body casing while in service.

"We believe that our Safeload coupler offers terminals simple but effective design benefits, such as connection-improving extended triggers that also reduce wear on the adaptor, splined handles in place of handle pins and compression springs instead of wavy springs that are susceptible to breaking," explains Jack Muellner, Fort Vale's director of sales for the US. "Our coupler not only improves safety but gives time back to terminal maintenance staff in the form of equipment requiring minimal maintenance input. On top of that, this latest innovation comes at no extra cost to the customer."

### Up for a challenge

Much like the ILTA trade show itself, the tank equipment market is a lively one, and every company has its own view of what is the biggest technical challenge affecting the tank storage sector today.

"With the tremendous overall demands being placed on the industry and chemical cocktails now being encountered, old-style tank coatings simply aren't cutting the mustard when it comes to protecting old and new steel," says Castagra's Matt Cullen. "Operators don't want



Blackmer's ML Series sliding vane pump

to be caught out with downtime caused by leakages or, even worse, environmental fallout from spillages. You are seeing greater awareness of containment issues too. We tell people that our VOC-free, solvent-free, Ecodur coatings are better, faster, cheaper and green, but tougher than conventional epoxy coatings. Ecodur is one tough mother of a coating made from vegetable oil and gypsum that is so well suited to protecting steel surfaces that are subjected to such a dynamic environment that is our American oil and gas industry today."

Kevin Balaban from APC has a different take on coatings: "The great challenge today is providing a coating that has extremely low VOCs [volatile organic compounds] and that will last at least ten years, protecting tanks against aggressive acids, alkalis, solvents, CPPs, and edible oils, even at elevated temperatures. APC's ChemLine coatings are 97 per cent to 100 per cent solids with extremely low VOCs, making them the preferred lining system for storage terminal operators."

This year, APC will be exhibiting its ChemLine high-performance linings, which the company says protects customer's assets from corrosion. "ChemLine's unique cross-linked polymer structure does not allow a chemical cargo to permeate the lining, thus providing corrosion resistance while ensuring product purity," says Balaban. "The coating's superior chemical resistance to thousands of chemicals provides operators with the flexibility to change cargoes after simple cleaning and decontamination, with again assurance of cargo purity."

The speed at which operators are able to load product is also critical, in Emco Wheaton's opinion

– and the speed at which the company can supply its product to customers factors into this.

"More than ever, the lost opportunity cost of having a loading or unloading position down or delayed is significant for the operator," says Ardley-Batt. "We are responding by taking many steps behind the scenes to shorten lead times and provide expediting options that are cost-effective in getting operators in business expeditiously."

"Overfill prevention and safety is the biggest challenge for the moment," in the opinion of Hans Westerlind, tank gauging marketing manager for **Rosemount Tank Gauging**. "The ILTA show is the premium event for our most important market, the terminal market. We have attended more than 20 years and seen a continuous growth in attendance and customer interest. This year we expect to get a lot of visitor interest in overfill prevention solutions in connection with the new API 2350 standard.

"The Rosemount Tank Gauging System from Emerson includes a wide range of overfill prevention options, ranging from simple solutions to a complete set of devices for integration into a fully automatic Automated Overfill Prevention System (AOPS). Many say that AOPS is the way of the future."

It may seem like a gold rush in North America, but Castagra's Matt Cullen believes the upturn in fortunes for equipment suppliers could be short-lived for certain companies. "I see the growth continuing for a long time, but some of the small players will most likely be weeded out as the opportunity matures. Globally, you'll see shale operations slowly winding up as they realise the sheer magnitude of the opportunity created by oil and gas shale plays geopolitically and economically."

For now, however, the going is good for suppliers of equipment to the North American tank terminal industry, and ILTA this year will once again provide a base for operators, experts, suppliers and buyers to mingle. **HCB** will also be in attendance at stand 1205, so please do come say "Howdy", pick up a copy of the magazine and giveaways and tell us how the shale "renaissance" has affected you.

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