



2nd Annual

# Global Tank Storage Summit

A Practical Guide to Overcoming Financial, Technical and Safety Challenges

Showcasing leading operators, tank terminals and port authorities from Europe, Asia and the Middle East

10 – 12 January 2012

Crowne Plaza Amsterdam City Centre Hotel | The Netherlands

## Benefit from the combined knowledge of industry experts, each handpicked to assist your organisation:

Paweł Mosak, Member of the Management Board, OLPP & Polish Organisation of Oil Industry and Trade (Poland)

Dr. Dhirajlal Radadiya, Senior HSE Advisor, Abu Dhabi National Oil Company & Supreme Petroleum Council (U.A.E)

Hennie Standaar, Secretary General, FETSA (Belgium)

Dave Mercer, Director Operational Excellence OEMEA, Vopak (The Netherlands)

Ian Travers, Head of Chemical Industries Strategy Unit, Hazardous Installations Directorate, Health and Safety Executive (UK)

Tony Quinn, Managing Director, Tankbank International Pte Ltd. (Singapore)

Neil Henry, Function Head of Materials, ABB Consulting (UK)

Peter Weijland, CEO, Nedstore Terminals (The Netherlands)

Charles Smissaert, General Manager, Botlek Tank Terminal (The Netherlands)

Arjen Schneider, General Manager, Euro, Tank Terminal (The Netherlands)

Margit Blok, Global HSE Manager, VTTI bv (The Netherlands)

Frans Veraart, Marketing Communications Manager EMEA, Lloyd's Register (The Netherlands)

Luc Bonami, Managing Director, ANNO Chemicals NV (Belgium)

Hans Vrijenhoef, Director, Proton Ventures BV (The Netherlands)

Martin Ball, Director, Bossiney (UK)

John Pond, Chief Operating Officer, EIPSS (UK)

Hendrik-Jan van Engelen, Commercial Director, Port of Ghent (Belgium)

Ruud van Stralen, Commercial Manager, Port of Amsterdam (The Netherlands)

Peter Geertse, Commercial Manager, Zeeland Seaports (The Netherlands)

Andres Suarez, Strategy and Business Development Manager, CLH (Spain)

Peter Van der Gaag, Director, Holland Innovation Team (The Netherlands)

Chris Hunt, Director General, UK Petroleum Industry Association Ltd (UK)

Rikard Lövdahl, General Manager, Rosemount Tank Gauging (Sweden)

Prof. Dr.-Ing. Helmut Saal, Former member of WG - EN 14015, EN 14620 & EN1993-4-2, KIT Karlsruhe (Germany)

Dr Ivan Vince, Principal Consultant, ASK Consultants (UK)

Stephen Allum, Principal Consultant, Renaissance Risk (UK)

Martin Keulemans, Director, Brainum B.V. (The Netherlands)

## Global Tank Storage Summit 2012: experiences, case studies, tried and tested strategies for the financial, technical, sustainable and safety aspects of tank storage. Including:

- Capitalising on infrastructure to increase capacity and ensure tank terminals sustain maximum growth
- Optimising installations through innovation to gain competitive edge
- Applying proactive strategies to cost-effectively enhance safety management procedures
- Incorporating best practice safety procedures to eliminate preventable accidents

## Our advanced, interactive pre-conference Master Classes will arm you with detailed strategies and the right tools to:

### Implement best practice strategies for asset management and maintenance

Led by:

Neil Henry, Function Head of Materials, ABB Consulting

### Reduce risks and maximise process safety in tank storage

Led by:

Dr. Ivan Vince, Principal Consultant, ASK Consultants

Stephen Allum, Principal Consultant, Renaissance Risk

Up to 18.0 CPD

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To register call +44 (0) 20 7878 6888 or register online at [www.C5-Online.com/tankstorage](http://www.C5-Online.com/tankstorage)

## Who Should Attend?

C5's Global Tank Storage Summit is mission critical for:

CEOs  
Senior Executives  
Senior Engineers  
Terminal Managers  
Operations Managers  
HSE Managers  
Commercial Managers/Business Development Managers  
Distribution Managers  
Logistics Managers  
Hazardous Materials Managers  
Warehouse Managers  
Construction Managers  
Regulatory Affairs Managers  
Production Managers

From:

Oil and Gas Producers  
Tank Terminals/Operators  
Regulatory Bodies  
Government Agencies  
Petrochemical Companies  
Port Authorities  
Law Firms  
Utilities  
Service Providers  
Consultants  
Financial Institutions

## Why You Should Attend

Today's tank storage industry is growing and evolving at a tremendously rapid rate: ports are increasing their infrastructure capacity to meet the demands for greater interregional trade; operators have their planned initiatives for sustainable growth well under way and storage facilities are expanding to make room for special quality products. But with this progress comes challenges in the form of stringent regulations, increasing competition and health and safety hazards.

C5's 2<sup>nd</sup> Annual Global Tank Storage Summit is your opportunity to benchmark your operators and learn best practices for overcoming many of the key challenges for optimal success. It will give you the means to:

- Plan capacity development to **enhance the effectiveness of tank terminal infrastructures**
- Establish strategies to **meet today's regulations whilst still remaining competitive and efficient**
- Successfully implement a refurbishment programme for older storage tanks to **improve safety standards**
- Incorporate a realistic action plan to **conform to today's health and safety requirements**
- Employ the right techniques to **recruit and train a best-in-class workforce**

And much more!

This is the only event of its kind which attracts all members of the value chain within the tank storage industry – from **producers, traders, terminal operators and port authorities, to storage companies, suppliers, financial investors and regulators.**

Don't miss this unique opportunity to meet, network and collaborate with your peers **from around the world.**

Call us on +44 (0) 20 7878 6888 or fax your registration form to +44 20 7878 6885.

Register online at [www.C5-Online.com/tankstorage](http://www.C5-Online.com/tankstorage).

## What's New This Year?

The marketplace has spoken – this year's summit has gone global - companies from all the hub countries in **Europe, Asia** and the **Middle East** will be brought together to disclose the strategies that have made them the success stories they are today:

- Benefit from the experiences of international operators and **discover their secrets to increasing competitiveness**
- Learn how **Vopak** implements proactive strategies to **increase safety management**
- Participate in our advanced interactive pre-conference Master Classes which will **provide you with in-depth knowledge on how to maximise both asset management and process safety to achieve optimal results**
- Join leading ports and terminals to discover how to **strengthen your business for long-term sustainability**. Including: **VTTI bv, Euro Tank Terminal, Port of Amsterdam, Zeeland Seaports, Port of Ghent, Nedstore Terminals and Botlek Tank Terminal**
- Benchmark your performance with that of your international peers from: **Germany, The Netherlands, Poland, Singapore, Spain, U.A.E, UK, Belgium** and ensure your place in the top tier

### Associate Sponsors



ABB Consulting provides technical services to improve performance in the areas of compliance, operations and engineering to customers in the chemical, petrochemical, oil & gas, power, pharmaceuticals, metals and consumer industries worldwide.

We offer expertise in the following areas: environmental services, industrial energy efficiency, inspection, specialist functional engineering, integrity management, operations improvement, project services, process safety, technical software and technical training.



Emerson's Rosemount Tank Gauging is the leader in inventory management for bulk liquid storage. Key applications include custody transfer, inventory and operational control of tank farms at refineries and terminals. Our expertise based on 30 years experience from radar tank gauging enables you to increase plant efficiency, safety and measuring accuracy.

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For more information about this program or our global portfolio, please contact:  
**Dan Capel** on +44 (0)20 7878 6870 or email [d.capel@C5-Online.com](mailto:d.capel@C5-Online.com).

## PRE-CONFERENCE MASTER CLASSES

TUESDAY 10 JANUARY, 2012

### A **Best Practice Strategies and Solutions for Managing and Maintaining your Assets** 9 – 12.30

Neil Henry, Function Head of Materials,  
ABB Consulting

*Through worked examples and practical demonstrations, this hands-on interactive Master Class will teach you how to make the most of your assets by managing and maintaining them cost-effectively.*

- Helping operators appreciate the key factors which influence condition of storage tanks
- Gain insight on experiences drawn from a range of industries
- Providing practical advice on understanding the hazard of leakage of the product inventory
- Uncovering mechanisms of deterioration and failure of the containment shell
- How can tank integrity be managed?
  - using the application of Risk Based methodology for maintenance and inspection

### B **Managing Process Safety in Tank Storage** 2.00 – 5.30

Dr Ivan Vince  
Principal Consultant, ASK Consultants

Stephen Allum  
Principal Consultant, Renaissance Risk

*An excellent record in occupational safety (“zero lost-time accidents”) is no guarantee of process safety. Through practical examples, interactive group sessions and case studies, this Master Class will take an in-depth look at some major accidents that could have been prevented, analyse what went wrong and give you pointers to improve management of process safety in tank storage:*

#### Nothing New Under the Sun - Not Even Buncefield

*‘Unprecedented’ ... ‘Inexplicable’? Not so.*

- How to capture what’s out there
- Lessons learned from others’ mistakes

#### Stronger May Not Be Safer

- Implementing safety measures to prevent internal explosions

#### Forget the “Fire Triangle”

We’re told you need three ingredients for a fire: fuel, oxygen and an ignition source. In practice, you only need two.

#### Beware of ‘Nothing’

- Gaining a better understanding on how often ‘empty’ tanks have exploded
- What measures should be taken to significantly reduce risk?

#### Capricious Compounds

- Evaluating some well known and some lesser known chemical reaction hazards
- Pinpointing best-practice strategies for handling them

## SUMMIT DAY ONE

Wednesday 11 January 2012

8.30 **Registration and Coffee**

9.00 **Chairperson’s Welcome and Opening Remarks**

Hennie Standaar, Secretary General, FETSA

9.10 **Very Latest Insight on Global Tank Storage - Landscape and Opportunities**

Tony Quinn, Managing Director  
Tankbank International Pte Ltd

- Identifying today’s safety standards and what the impact has been to date
- How has legislation affected the industry with respect to:
  - product flows?
  - storage capacity?
  - environmental requirements?
- Establishing the current developments for sustainability
- Evaluating current and long term trends

9.50 **Optimising Transport and Storage for Integrated Networks**

Andres Suarez  
Strategy and Business Development Manager, CLH

- Implementing the right strategies within a multi-purpose network :
  - to increase efficiency for both transport and storage
  - optimise cost-effectiveness to meet investor requirements
- Specific examples of a successfully integrated network

10.20 **Gaining Insight to a Trader’s View on the Future of Tank Storage**

Luc Bonami, Managing Director, ANNO Chemicals NV

- Establishing the shortcomings of tank storage from a trader’s perspective
- What are the current initiatives to bridge the gaps?
  - uncovering the new developments in trade
  - how are these affecting tank storage around Europe?

11.00 **Morning Refreshments**

11.40 **Capitalising on Infrastructure and Increasing Capacity for Tank Terminals to Sustain Maximum Growth**

Ruud van Stralen, Commercial Manager,  
Port of Amsterdam

Arjen Schneider, General Manager,  
Euro Tank Terminal

*These days, more and more ports are expanding their tank terminals. Because of this, infrastructure hurdles such as overcapacity loom ahead as a very real danger. Join two experts - a port and a tank terminal – who will share the main challenges they face, how they meet them head on and strengthen terminal infrastructure. Gain insight to the strategies employed from two very different perspectives:*

- How are products currently getting in and out in a timely manner in terminals with current capacity restrictions?
- What measures are being taken to reduce these restrictions?
- Ensuring infrastructure developments around the ports are coping with the additional requirements

Keynote Address

Integrated Networks Presentation

Infrastructure Joint Discussion

- Employing capacity building and technological assistance to optimise expansion of operations in terms of:
  - improving operational costs
  - increasing quality of service
  - dealing with high value targets in a short period of time
  - fulfilling customer requirements without causing delay

12.40 **Networking Lunch**

1.40 **Preparing for a New Era in Tank Gauges**

Rikard Lövdahl, General Manager,  
Rosemount Tank Gauging

- Gaining insight to a new and effective concept in tank gauges
- Establishing the importance of scalability, openness and interoperability
- How does SIL3 take safety to a higher level?
- Assessing a wide range of overflow prevention options
- An introduction to WirelessHART and its effectiveness in tank farms

2.20 **The Opportunities and Challenges Resulting from an Increased Demand for Biofuels Storage**

Peter Van der Gaag, Director,  
Holland Innovation Team

Peter Geertse, Commercial Manager,  
Zeeland Seaports

- Examining the consistency of governmental regulations on biofuels on both national and EU level
- What impact do biofuels have on the industry today with respect to:
  - refineries being shut down?
  - the shift in product flows?
- Exploring innovative construction of new tank terminals including storage for biofuels
- Specific example of innovative underground terminal construction

3.20 **Enhancing Tank Storage Asset Management and Maintenance**

Neil Henry, Function Head of Materials,  
ABB Consulting

- What causes storage tanks to deteriorate?
  - how can this influence integrity?
  - specific and proven case studies
- Reviewing differing types of storage tank and materials of construction
- Gaining practical advice on how can integrity be managed

3.40 **Afternoon Refreshments**

4.20 **Step-by-Step Strategies for Maximising Business Performance in Tank Terminals**

Charles Smislaert, General Manager,  
Botlek Tank Terminal

Martin Keulemans, Director, Brainum B.V.

- Achieving commercial success in terms of:
  - aligning supply and demand
  - increasing storage capacity
  - managing order to cash

- Enhancing operational management with regards to:
  - order management
  - planning
  - terminal staff and shift management
- Maximising both safety and quality management by optimising:
  - communication lines between personnel
  - notification handling
- Lessons learned from the perspectives of operator and supplier

5.05

Structural Safety Presentation

**Uncovering the European Legal Framework for Structural Safety of Above-Ground, Stationary Metallic Tanks**

Prof. Dr.-Ing. Helmut Saal,  
Former member of WG - EN 14015,  
EN 14620 & EN1993-4-2, KIT Karlsruhe

- Gaining a deeper understanding of the existing 2 groups of EU standards in terms of:
  - overlapping scope
  - fundamentally different safety concepts
  - different concepts of the execution and design rules
  - conflicting cross references

5.45

**Chairperson's Closing Remarks**

5.55

**End of Summit Day One**

**SUMMIT DAY TWO**  
Thursday 12 January 2012

8.30

**Registration and Coffee**

9.00

**Chairperson's Welcome and Opening Remarks**

Hennie Standaar, Secretary General, FETSA

9.10

**Gaining Insight to Industrial Terminals – From the Perspective of an Industry Newcomer**

Peter Weijland, CEO, Nedstore Terminals

- Uncovering why infrastructure investments are attractive
- Establishing how vertical integration provides strategic value to the customer
- What differentiates this organisation from others in terms of:
  - customised design
  - single purpose operations
  - long term contract with guaranteed cashflow

9.30

**Optimising Health and Safety in Tank Storage Today**

Dr. Dhirajlal Radadiya,  
Senior HSE Advisor, Abu Dhabi National Oil Company & Supreme Petroleum Council

- Gaining a better understanding of health and safety policies
- Focusing on health and safety in terms of tank maintenance:
  - best practices for tank maintenance
  - protection of health for employees

Emerging Products Joint Discussion

3.20

**Enhancing Tank Storage Asset Management and Maintenance**

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ABB Consulting

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  - increasing storage capacity
  - managing order to cash

Case Study

Keynote Address

Middle East Perspective

10.15 **Morning Refreshments**

10.45 **Pinpointing Best Practice Strategies for Process Safety**

**Moderator:**

Chris Hunt, Director General,  
UK Petroleum Industry Association Ltd

Ian Travers, Head of Chemical Industries Strategy  
Unit, Hazardous Installations Directorate,  
Health and Safety Executive

John Pond, Chief Operating Officer, EIPSS

*The Buncefield incident has had a dramatic impact on the industry but is in no way, shape or form the only accident that has occurred which could have been prevented. Join a panel of experts who have come together for the first time to candidly share their experiences on accidents, near-misses and the fundamental lessons they have learned from them.*

- Following the Buncefield report, what are the key recommendations to be implemented?
- Gaining insight into Process Safety Performance Indicators
- What are today's developments for preventing future incidents?

12.00 **Applying Proactive Strategies to Enhance Safety Management**

Dave Mercer,  
Director Operational Excellence OEMEA, Vopak

- Gaining control of safety management procedures
- Influencing human behaviour with regards to managing safety
- Proactive vs. Reactive – Which is the most secure approach?
- How can companies work with regulators to eliminate safety concerns?
  - what are the main technical issues to be taken into consideration?
  - balancing accountability from both sides

1.40 **Networking Lunch**

1.55 **Clarifying Today's Legal Framework for Tank Storage Health and Safety**

Margit Blok, Global HSE Manager, VTTI bv

- What specific health and safety issues are regulators concentrating on?
  - what are they looking for when performing inspections?
  - determining their pipeline plans for optimising health and safety
- What if decisions by court take precedence over technical feasibility (BAT)?
- Uncovering a realistic action plan for conforming to health and safety requirements

2.20 **Exploring How a Port Can Add Value to the Liquid Bulk Supply Chain**

Hendrik-Jan van Engelen, Commercial Director,  
Port of Ghent

- Establishing one port's strategy for optimising their tank terminals with regards to:
  - diversification in fossil fuels, biofuels and vegetable oils
  - preparing for tomorrow's logistics as a strategy for the future
- Achievements to date for the Port of Ghent

2.40 **Optimising Tank Safety Storage for Ammonia on a Large Scale**

Hans Vrijenhoef, Director, Proton Ventures BV

- Designing a terminal to deliver better standards
- Implementing strategies to reduce external safety risks
- Incorporating the appropriate training procedures to increase efficiency and mitigate risks
- Decreasing ammonia emissions to maximise environmental safety

3.20 **Afternoon Refreshments**

3.50 **Assuring a Competent Workforce – From Recruitment to Knowledge Management**

Martin Ball, Director, Bossiney

- Planning for an effective workforce
  - equipping your staff to address the main challenges
  - enhancing skilled manpower and availability
- Employing the right techniques to retain staff with the necessary knowledge and experience
  - preparing your employees for unforeseen circumstances
  - instilling awareness on both personal injury and the repercussions
  - fostering team responsibility to enhance safety practices
  - increasing training to surpass today's safety standards

4.30 **Passing a Risk-Based Inspection to Optimise Tank Effectiveness and Meet Regulations**

Frans Veraart, Marketing Communications Manager  
EMEA, Lloyd's Register \*

- Maintaining both valves and pipes within the tanks in order to prolong tank effectiveness
- Understanding why a risk-based inspection provides you with:
  - better control of your refurbishment plan
  - a higher rate of reliability
  - the tools to meet all legislation requirements at EU Level

5.10 **Examining Fuel Storage Developments in Central Europe**

Paweł Mosak, Member of the Management Board  
OLPP & Polish Organisation of Oil Industry and Trade

- Gaining a deeper understanding of fuel storage in Poland with regards to:
  - fuel storage market development
  - legislation impact (CSO and biofuels)
  - competition
- Establishing the connection between pipeline systems in Europe in terms of the present condition and the potential direction change
- What is the current impact of logistics on supplying fuel safely?
  - specific examples from Poland

5.40 **Chairman's Closing Remarks**

5.50 **End of Summit**

\* Speaker provisionally confirmed



2nd Annual

# Global Tank Storage Summit

A Practical Guide to Overcoming Financial, Technical and Safety Challenges

10 – 12 January 2012 | Crowne Plaza Amsterdam City Centre Hotel | The Netherlands



Priority Service Code  
682L12.S

## 5 EASY WAYS TO REGISTER

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FEE PER DELEGATE	Register & Pay by 28 Oct, 2011	Register & Pay by 9 Dec, 2011	Register & Pay after 9 Dec, 2011
<input type="checkbox"/> ELITEPASS*: Conference and Both Master Classes	€2593	€2693	€2793
<input type="checkbox"/> Conference and 1 Master Class <input type="checkbox"/> A and <input type="checkbox"/> B	€2194	€2294	€2394
<input type="checkbox"/> Conference Only	€1795	€1895	€1995

\*ELITEPASS is recommended for maximum learning and networking value.

## DELEGATE DETAILS

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APPROVING MANAGER \_\_\_\_\_ POSITION \_\_\_\_\_

ORGANIZATION \_\_\_\_\_

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CITY \_\_\_\_\_

POSTCODE \_\_\_\_\_ COUNTRY \_\_\_\_\_

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Please charge my  AMEX  VISA  MasterCard

NUMBER \_\_\_\_\_ EXP. DATE \_\_\_\_\_

CARDHOLDER \_\_\_\_\_

### BY CHEQUE

I have enclosed a cheque for € \_\_\_\_\_ made payable to C5

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Bank Branch: St Albans Branch

BIC ( Bank Identifier Code ): MIDLGB22

IBAN: GB45 MIDL 4005 1569 7326 66

Sort Code: 40-05-15

Account Currency: EURO

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## ADMINISTRATIVE DETAILS

Date: 10-12 January, 2012

Time: 8.30 – 5.00

Venue: Crowne Plaza Amsterdam City Centre Hotel

Address: 5 Nieuwe Zijds Voorburgwal, Amsterdam, 1012 RC, The Netherlands

Telephone: +31 (0)20 620 0500

An allocation of bedrooms is being held for delegates at a negotiated rate until 9 December 2011. To book your accommodation please call Venue Search on tel: +44 (0) 20 8541 5656 or e-mail [beds@venuesearch.co.uk](mailto:beds@venuesearch.co.uk). Please note, lower rates may be available when booking via the internet or direct with the hotel, but different cancellation policies will apply.

## DOCUMENTATION IS PROVIDED BY CD

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12 hours (conference only) plus 3 hours per master class towards Continuing Professional Developments hours (Solicitors Regulation Authority). Please contact C5 for further information on claiming your CPD points.

## PAYMENT POLICY

Payment is due in full upon your registration. Full payment must be received prior to the event otherwise entry will be denied. All discounts will be applied to the Main Conference Only fee (excluding add-ons), cannot be combined with any other offer, and must be paid in full at time of order. Group discounts available to individuals employed by the same organisation.

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