



INSIGHT

Tank storage provides an essential interface between sea, road, rail and pipeline logistics.

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EXOLUM'S EVOLUTION AND AMBITIONS FOR THE FUTURE: IN CONVERSATION WITH NACHO CASAJUS

The quarterly
magazine from
the Tank Storage
Association

Also in this issue, we look at AI technology, the
future of DSEAR compliance and changes to
red diesel regulations.



Insight is published by the Tank Storage Association, the voice of the UK's bulk liquid storage sector.

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Peter Davidson

Executive Director, TSA

Welcome to the summer edition of TSA Insight.

As a sector, we have a key role to play in the energy transition and are committed to supporting the UK government as they tackle climate change. This will undoubtedly require unprecedented innovation as well as partnership, significant investment and well-coordinated efforts by government, businesses, supply chains, consumers, and other stakeholders. In this issue of the magazine, we highlight the innovative strategies, efforts and forward-thinking plans of bulk liquid storage, a sector firmly focused on the future and the opportunities of tomorrow. We also explore compliance in a changing world and celebrate the successes of an ever-evolving industry, one which is looking ahead with optimism. I hope you enjoy this new edition of Insight and don't forget to follow us on Twitter and LinkedIn to keep up to date with all our latest news.

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Online meetings and webinars

The COVID-19 pandemic has challenged our model of face-to-face meetings. To adapt and respond to the current situation, all of the following meetings will take place online.

- 26 August 2021: TSA Customs & Excise Expert Committee
- 7 September 2021: TSA Technical Committee
- 5 October 2021: TSA Council
- 6 October 2021: TSA SHE Committee

For more information on TSA's meetings, write to info@tankstorage.org.uk

News:

The Health and Safety Executive has issued a safety alert 'Catastrophic failure of marine loading arm.' To know more, visit <https://www.hse.gov.uk/safetybulletins/marine-loading-arm-failure.htm>

TSA's Annual Review of the UK's Bulk Liquid Storage Sector is available at www.tankstorage.org.uk/publications



2021 Tank Storage Conference & Exhibition

The Tank Storage Association's Conference & Exhibition will return to the Ricoh Arena, Coventry, on Thursday 23 September 2021.

The TSA Conference & Exhibition is the UK's leading event for the bulk liquid storage sector. The event provides one of the best opportunities for anyone interested in effective and safe bulk liquid storage operations to come together to share knowledge and network.

The conference programme will once again feature top keynote speakers from regulators and industry, as well as invited topic sessions and many opportunities for networking.

Registration is now open for delegates. Exhibitors can book a stand by visiting the TSA's website at www.tankstorage.org.uk/conference-exhibition. For those looking to elevate their presence further, sponsorships packages are also available.

The 2021 Conference & Exhibition is planned to be an

in-person event, subject to any social distancing rules in place in September 2021 and remaining restrictions.

The TSA looks forward to welcoming members, exhibitors and delegates on 23 September 2021. To stay connected until then, please schedule a call with our conference organisers on 01462 488232 or or by writing to tsa@tankstorage.org.uk. For all the latest news, follow us on LinkedIn and Twitter.

For more information about the event and an agenda, visit <https://tankstorage.org.uk/conference-exhibition/>



USING AI TO SEE WITH CLARITY

HyBird have developed a platform which applies AI and computer vision to improve many aspects of the business for the storage sector.



In a recent digitalisation insight, Deloitte state that a data-driven approach can potentially reduce annual downtime by 70 percent and bring down unplanned downtime cost to 22 percent. These benefits are clearly convincing, however realising them can prove challenging, especially when new concepts require introducing. Terminologies and technologies often remain foreign to many parts of an organisation meaning gaining acceptance can be slow. As the Artificial Intelligence (AI) knowledge partner for TSA, HyBird wanted to take the opportunity to unravel some of the thinking and terminologies around this important facet of digitalisation and how it

is currently being used to increase asset performance in the storage sector.

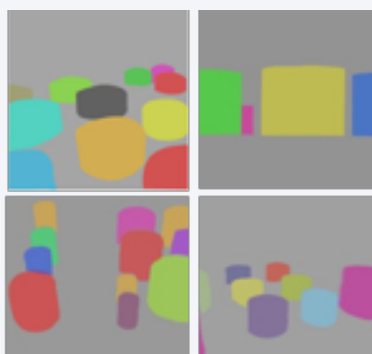
"Artificial intelligence enables computers and machines to mimic the perception, learning, problem-solving, and decision-making capabilities of the human mind."

One critical aspect of AI relates to the ability of a computer to see, known simply as Computer Vision (CV). The first step of CV is to simply capture light and colour typically using high-definition cameras. The next step, object recognition, is also relatively straight forward for a human; we have a couple of million years of evolution. For a computer or machine, it is more complex. A machine cannot recognise objects as an instinct, it needs to be taught through

Inputs



Model



Predictions



Figure 1: Two very different types of tank, easily discernible to human vision



a process called machine learning.

For example, training a machine to recognise the difference between the two tanks in Figure 1, requires multiple images of storage tanks to be processed by a model which is asked to make a prediction each time. The model then assesses the associated error of each prediction, identifying the cause and refining the process until an acceptable level of accuracy is achieved.

“Without computer vision, even our smartest machines are blind” Fei Fei Lei, Director Stanford Artificial Intelligence Laboratory

Computer Vision in the storage sector

HyBird have developed a platform which applies AI and computer vision to improve many aspects of the business for the storage sector. Clarity is a new concept for managing everyday operations and maintenance which encompasses many asset workflows including visual inspections, engineering

planning, workplan generation. AI and computer vision are interweaved in the Clarity platform at multiple points in the architecture from image quality inspection to auto recognition of equipment during the P&ID digitalisation process.

By scanning billions of 3D spatial data points and cross correlating with 2D image pixels, Clarity can sort and select optimal image quality. The engine, using AI is tasked with combining only the best images, reducing noisy image data and selecting only the best quality images from survey grade laser scans (LiDAR) and visual imagery and videography to produce an ultra high-fidelity 3D reality model or 3DRM, an example of which is shown below.

Although the generation of a 3DRM is a highly complex task, it is only part of the

3DRM of Greenergy's Plymouth terminal



Clarity platform. The other key components include further use of AI and the integration of workflows within the platform itself.

The platform affords the ability to perform inspections consistently across multiple site locations. Our AI can be trained to perform change detection between inspections, by monitoring changes in surface features and through dedicated algorithms it is able to predict corrosion development.

The platform has proven to be the natural home for the multitude of IoT sensors which can vastly improve visibility of critical process and asset integrity parameters.

For example, Clarity has been customised to incorporate vibration sensor data from sensors on rotating equipment. The high precision of the 3DRM,

which has an accuracy of 1.2 mm, has been used to analyse the structure of storage tanks by replacing tilt tests with billion-point 3D tank analysis in less than 1/10th of the time

Knowledge management is also improved across a site. Clarity can generate Smart-P&IDs using automated component mapping, ensuring your team has a direct link between your existing P&IDs and your plant's reality. Locating the actual piece of equipment on the site 3DRM is as simple as a click on the PDF of your smart P&ID. Clarity also integrates seamlessly into EAM systems such as SAP enabling asset registers to be readily exchanged and work orders executed and managed.

Clarity has proven to be a great fit with our clients' needs. The feedback has been very rewarding.

“Greenergy began to work with HyBird in late 2020 to explore new technology and explore the options within AI technology. Within the 8 months we have been working with HyBird, we have managed to realise immense benefits from the Clarity platform. It is now a cornerstone of the future of inspection, maintenance, and operations. This will allow us to conduct less manpower intensive inspections and reduce downtime of assets, during inspections”

Sean Sexton, Global Head of Technical & Terminals, Greenergy

What are the benefits?

The benefits can be classified under five broad themes :

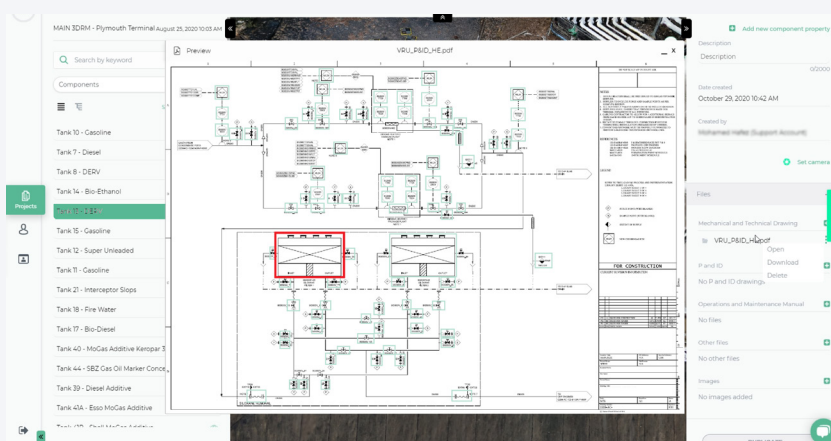
Improved Business Continuity

- Clients have increased asset availability & reliability
- By integrating workflows, they have streamlined work planning & execution (with a reduced workforce)

Increased Knowledge Management

- By capturing specific plant

Our Smart P&ID capability digitally transforms plant knowledge management



knowledge with respect to visuals (and others) through built-in 'historian' capability

- Enable historical inspections to be readily accessed

Overall Cost Reduction

- Reduce inspection, maintenance, engineering and contractor costs
- Minimise scaffolding and access costs

Improved Remote Cooperation

- By allowing contractors to access Clarity our clients have increased productivity virtually with 3rd parties
- During Covid, they have minimised disruptions with fewer on-site personnel

Increased Digital Transformation

- Clarity has brought the practicality of CV & AI to the forefront such that implementation is immediately beneficial

Summary

Clarity is a valuable platform which is proven to improve many aspects of operation and maintenance in the storage sector. The model is best suited to companies who have programs to:

- Increasingly work collaboratively yet remotely
- Increase operational

efficiency

- Optimise the time of their staff
- Improve plant knowledge management

As we continue to innovate, additional exciting features, such as automated inspection capabilities using robots a mobile app extension using augmented reality (AR) and our own solution to the internal inspection of vessels will further increase the value the platform brings.

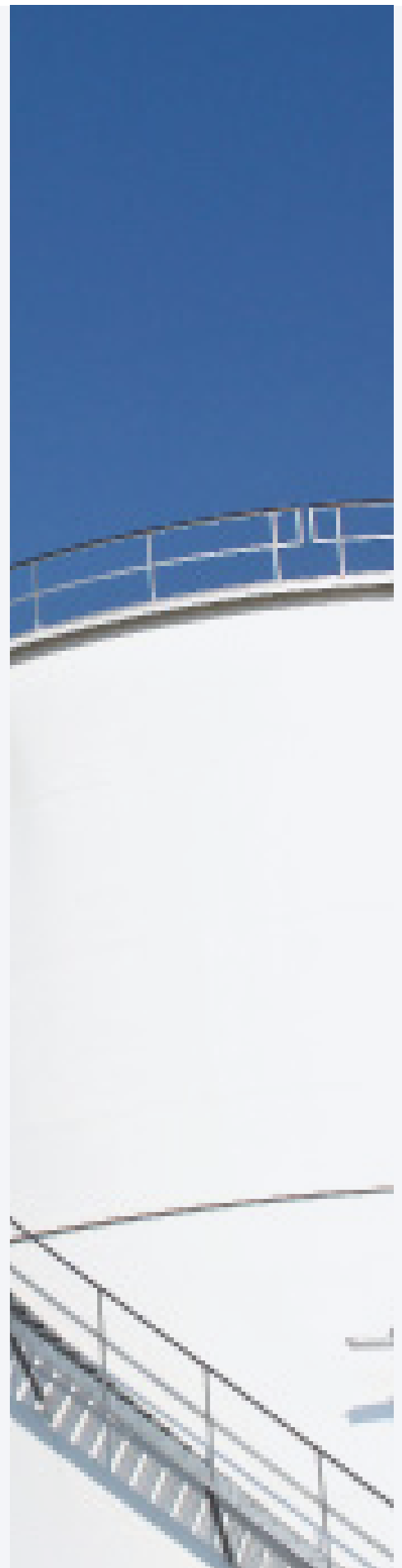
As a knowledge partner for TSA members we would be happy to answer any AI, digitalisation and computer visions queries that our fellow members may have and our vibrant team can be contacted on the details below.

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EXOLUM'S EVOLUTION AND AMBITIONS FOR THE FUTURE: IN CONVERSATION WITH NACHO CASAJUS

CLH has recently evolved to Exolum in recognition of its international growth and to reflect its ambitious objectives for the future.

Nacho Casajús
NWE Lead Exolum



LH has recently evolved to Exolum in recognition of its international growth and to reflect its ambitious objectives for the future. It has also won an award at the second edition of the UK-Spain Business Awards in March this year. Nacho Casajús, NWE Lead, explores Exolum's evolution and ambitions in light of the fundamental role of the tank storage sector and associated logistics in enabling the energy transition.

What are Exolum's ambitions and objectives for the future?

Compañía Logística de Hidrocarburos is a company with a long history and was originally founded in 1927. In recent years, as part of an important evolution and diversification process, across markets, services and products, the company purchased from the UK government the Government Pipelines and Storage System

(GPSS) network - a system of pipelines and storage terminals, managed up to that time by the Ministry of Defence, providing aviation fuel logistics to both RAF stations and civil aviation. This was followed in 2020 by the purchase of 11 terminals in the UK from Inter Terminals, also a company with a long history, having been founded in 1929. This year, the CLH Group began operating under the brand name Exolum as part of this diversification process and to reflect the company's ambitions for the future, particularly in the context of the energy transition. Indeed, this change represents an explicit commitment by the company to both the energy transition and to driving solutions for the future in an efficient, safe and sustainable way, which is at the heart of our strategy. Exolum's evolution means that, while continuing to perform our traditional business of hydrocarbon transport and storage, we can also progress our capabilities, combine assets, experience and know-how to enable the transition.

As we look back to our history, we are proud of the way in which we have been able to succeed and grow over the past 90 years. Looking ahead, Exolum looks

forward to another 100 years of success. This will mean adapting infrastructure to be suitable for the new opportunities of the future and creating the solutions that will drive success going forward. Coupled with the need for technology neutral approach that incentivises a whole range of low-carbon technologies, this evolution will enable us to play our part in ensuring that society has access to the products that will be needed. Exolum has also been recognised by the IEA as one of the most efficient logistic companies in the world, which undoubtedly reflects our focus and ambition for the future. In seizing future opportunities, technology will also play an important role. Throughout our history, we have implemented change through technology, from remote control for pipelines in the 1950s, to data mining and utilisation for our services producing valuable information for our customers. And we want to continue to be recognised as leaders through technology and innovation.

What role will evolving technologies - such as automation, IoT and AI - play in supporting these ambitions?

At Exolum, technology has always been at the core of

what we do. And we have been pioneers in the automation of our activities which has allowed us to have highly efficient processes that have been key to our ability to adapt to changes and meet the needs of our customers. IoT and AI undoubtedly play an important role in supporting this ambition. Though, it is important to note that, as well as leaders in innovation, we want to be regarded as leaders in safety, efficiency, responsibility and sustainability by our employees and customers alike. For a few years now, we have utilised a 'Digital HUB' programme for the coordination of digital initiatives across the business. These initiatives include the use of a new pipeline monitoring system using AI and satellite technology that increases the safety and reliability of these infrastructures and optimises data analysis. This has enabled us to drive improvement not only in safety and efficiency, but also in the customer experience, thus providing added value to customers. Our digital transformation programme also covers the implementation of predictive maintenance in the management of the logistics network; while AI is being used to improve forecasts of oil product outflows from our facilities. In

addition to these innovations, Exolum is developing a new product quality management system and has introduced technological solutions to reduce the risks associated with in-tank sampling operations.

What are the opportunities and challenges that the post-COVID 19 period presents for the industry?

The sector has undoubtedly felt the impact of the coronavirus (COVID-19) pandemic, particularly in light of supply demand balances and market fluctuations. During this time, the industry has shown great resolve and resilience. The pandemic has also forced businesses to work differently, and this has brought both opportunities and challenges. Over the past year, our experienced teams have adapted quickly and swiftly to the restrictions imposed by Covid-19, maintaining our services and responding to what customers expect of us, particularly in terms of a quality service and safety. Needless to say, our commitment to service and safety will continue in a post-Covid-19 environment.

Yet, after what has been a challenging year for markets across the globe, I am



We are proud of the way in which we have been able to succeed and grow over the past 90 years. Looking ahead, Exolum looks forward to another 100 years of success.

exolum

**This evolution
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optimistic that our industry will see increased levels of activity as we emerge from this unprecedented public health crisis.

Looking ahead, there are also big opportunities in the context of the energy transition and decarbonisation where, as a sector, we are uniquely positioned to act by ensuring that demand for products is efficiently met and by adapting infrastructure to meet future societal needs. For the bulk liquid storage industry this will mean being flexible and agile in responding to changes, while remaining safe, sustainable and profitable (and keeping that licence to operate!). At Exolum, we have already recognised this potential and are developing business models related to the possibilities of production, distribution and use of fuels and energy solutions using waste or sustainable raw materials as feedstock. We also have diversification projects in place associated with the energy transition, both in terms of sustainable energy alternatives, such as hydrogen and eco-fuels, and the circular economy. And we have established an entrepreneurship division dedicated to promoting new business opportunities that are committed to the sustainability of the planet. We want to be a

player in the future, and we are part of the solution!

What kind of policy and industry initiatives will be required to ensure that opportunities can be seized?

A stable and predictable regulatory framework, along with a technology neutral approach that incentivises a whole range of low-carbon technologies, will be key to enable the sector play its part. Indeed, the energy transition and decarbonisation will encompass a number of solutions, such as e-fuels and sustainable biofuels. In this light, collaboration and dialogue with key decision makers at both national and local level will ensure that we can manage the changes ahead safely and that we don't lose future opportunities. Some collaboration between the public and private particularly in relation to infant technology might also be needed. Players in the sector will need to be agile and adaptable to change – we cannot stand still!

In this context, it is also important to note that we need the next generation of professionals to be interested and attracted to this vibrant and dynamic industry. Our sector is now evolving and changing, with new and exciting opportunities

opening up and more complex services being provided. Against this background, it is important that we share our purpose, innovation capabilities and progressive vision for the future to attract the next generation of talent.

Nacho Casajús – NWE Lead Exolum

Nacho leads the North-West Europe Region of the company after a long career at CLH. He joined the company in September 2001 and has held different roles in the Operations teams. He has looked after different terminals in the south of Spain (2001-2006), as a Terminal manager in Torrejón (2006-2007) and as manager of the Operations Control department (2007-2011). In 2011 he became General Manager in Vopak Terquimsa, the joint venture Exolum has with Royal Vopak in Tarragona and Barcelona. In 2016 he rejoined Exolum as commercial director and CEO for the UK, and since the acquisition of Interterminals he serves as North-West Europe Region Lead, overseeing after the UK, Ireland, Germany and the Netherlands. He earned his Master of Science in mining engineering at the Higher Technical School for Mining Engineering (ETSIM) of the Polytechnic University of Madrid and a Master in

Energy Business Administration from Instituto Superior de la Energía (ISE), together with a Management Development Program (PDD) from IESE and has extensive experience in operational, executive, strategic and corporate management garnered while holding management positions in both Spain and the UK. Mr. Casajús has successfully transformed different business units, defining and implementing long term strategies with a clear focus on sustainability and a strong orientation to results while fostering the growth of the internal teams.

For more information, visit www.exolum.com



LOOKING TO THE FUTURE OF DSEAR COMPLIANCE

Jenny Hill and Carolyn Nicholls tell insight about the future of DSEAR compliance.



The Dangerous Substances and Explosive Atmospheres Regulations (DSEAR) have been around for some time, and those under the scope of them will be well aware of their requirements; demonstrating how the risks associated with flammable atmospheres are identified and managed. We mustn't get complacent, though. Industry is changing as we begin to move towards the Net Zero goal, regulation is being revisited as we find our feet with Brexit, and more generally, our knowledge and understanding of flammable atmospheres is increasing as more research is under-taken. It is important that operators keep up to date on what it means to be compliant in an ever-changing world.

Hazard Identification (HAZID) is the starting point of all risk management activity, and DSEAR compliance is no different. Thorough HAZID will make sure that a site's Hazardous Area Classification is comprehensive and that it covers the less obvious risks, such as hydrogen leaks from faulty battery rechargers. It

will also capture releases that fall outside of the guidance; those from larger hole sizes or gas generation by accidental material mixing. HAZID in DSEAR compliance is something to bear in mind as we set off on the path to Net Zero. There are significant changes on the horizon as hydrogen is to play a key role in meeting our energy targets, and with that comes new challenges in identifying and managing potential flammable and explosive atmospheres. Operators will have to consider hazards that they had not considered before, so identifying any knowledge gaps will be essential. Now is the time to be prepared, to look out for emerging research and guidance in this area from relevant industry bodies and to become familiar with the challenges these changes will bring to industry.

We know that DSEAR goes beyond Hazardous Area Classification and onto demonstrating that we have the measures in place to manage our risks. The terms DSEAR and ATEX have previously gone hand in hand as the legal frameworks that require us to make that demonstration. Following Brexit, ATEX is no longer recognised in UK law, but



It is important that operators keep up to date on what it means to be compliant in an ever-changing world.



RISK & HAZARD MANAGEMENT

it is important to remember that the requirements of the ATEX Workplace Directive (99/92/EC) continue to be implemented in the UK by the DSEAR Regulations. The obligations of the operator, to provide a demonstration that the risks associated with explosive atmospheres are managed, remain unaffected but the removal of ATEX from UK law does present a good opportunity to clear up some confusion over Explosion Protection Documents (EPDs). There has sometimes been a misconception that operators require an EPD, as they are a requirement of the ATEX Workplace Directive. However, the DSEAR Regulations do not specifically require an EPD.

As long as the organisation can demonstrate that the requirements of the Regulations are met, then they are compliant. The EPD could be felt to be a 'one size fits all' approach, but UK law gives us more freedom. That does not mean that a standalone document is not a good idea; having all information in one place (for example in a 'DSEAR Compliance Report') is an easier way to demonstrate compliance, particularly on sites not under the scope of other associated regulations

(i.e. COMAH). Without the requirement for an EPD, however, COMAH Operators in particular are free from having separate documents with duplicated information; they have the opportunity to provide their demonstration for both DSEAR and COMAH within their Safety Report. While the requirements of the ATEX Workplace Directive continue to be implemented in the UK by the DSEAR Regulations, equipment certification in line with the ATEX Equipment Directive (94/9/EC) is now no longer recognised. The requirements have been transposed to UK Regulation, meaning that for manufacturers, conformity assessments for equipment must now be carried out by a UK Approved Body. UK type certificates are to be used in place of ATEX Certification and CE labels are to be replaced by UKCA labels (although in most cases, manufacturers are permitted to continue to use CE markings until a transition period ends on 1st January 2022). For the operator, this makes little difference in the short term, as the equipment requirements for the EU and UK equipment certification remain the same.

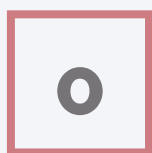
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Jenny Hill & Carolyn Nicholls -
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OIKOS STORAGE LIMITED IS PLANNING FURTHER INVESTMENT AND UPGRADES TO ITS FACILITY ON CANVEY ISLAND

Oikos Storage Limited is planning further investment and upgrades to its facility on Canvey Island, as part of the proposed Oikos Marine South Side Development (OMSSD).



Oikos Storage Limited, a nationally significant bulk

liquid and fuel import and storage facility that has been operating since 1936 is planning further investment and upgrades to its facility on Canvey Island, as part of the proposed Oikos Marine South Side Development (OMSSD).

The OMSSD project forms part of an ongoing investment programme to upgrade and enhance Oikos' operations, to ensure that the company can continue to set industry-leading safety and environmental standards. It will also enable Oikos to future-proof, and play a vital role in the transition to sustainable bio-fuels, that will be important as the UK prepares to become net-zero in the coming decades.

It is important to ensure that

the best use is made of the existing critical piece of national infrastructure that is the Oikos facility. The needs-based case for this project emerges out of a consideration of a number of factors including the significance of the Oikos facility; the significance of the trade handled by Oikos; the changing nature of that trade (including in respect of the increasing development of sustainable liquid fuels); the significance of a flexible, resilient and competitive fuel provision and distribution system; and the recognised significance of the need for the type of infrastructure provided by the Oikos Facility.

The nation is increasingly reliant on fuel which is imported into the UK by deep draft sea-going tankers to import terminals like the Oikos Facility. The existing facility plays a critical part in maintaining the UK's fuel supply system that has capacity in the right location at a key entry point into the largest fuel market within North-West Europe.

The OMSSD project consists of the installation of new import and export infrastructure, including new marine loading arms and pipelines on the existing operational jetties and the construction of around 300,000m³ storage capacity on



previously occupied brown field land across the southern part of the facility. Other associated works such as a new workshop, additional road tanker loading facilities, additional on-site parking, an extension to the existing office and off-site ecological mitigation works also form part of the OMSSD.

The project is expected to take approximately 24 months to construct. If consent is granted in late 2022 for the project, Oikos would anticipate starting construction in early 2023 and would then expect the OMSSD to be operational between Q4 2024 and Q1 2025.

The Oikos facility has a number of significant assets and benefits which are collectively unique. On top of its strategic Thames side location, the facility has existing connections to two nationally significant fuel distribution pipeline networks and modern infrastructure in place to accommodate further product handling infrastructure. The facility has two operational jetties, which can accommodate vessels of up to 55,000 and 120,000 tonnes deadweight respectively.

Furthermore, the site includes areas of previously developed

The existing facility plays a critical part in maintaining the UK's fuel supply system that has capacity in the right location at a key entry point into the largest fuel market within North-West Europe.



For more information, visit www.oikos.co.uk





The Oikos Marine South Side Development will enable future-proofing of the site by investing in new facilities and infrastructure that will ensure Canvey Island is a leading hub for green and sustainable fuels in the years to come.

Resilience in our critical national infrastructure, in its widest sense, has to be the focus of the UK's next economic chapter.



but currently vacant land within the operational boundary of the site.

The products Oikos handle are significant and the changing nature of the trade means that facilities like Oikos will continue to be important for UK energy supplies going forward. The UK needs to continue to have a flexible, resilient, competitive and safe fuel supply system that provides capacity where it is required. With Government targets in mind, the OMSSD project is part of Oikos' plan to future proof the facility so that it can adapt to the changes in fuel markets and facilitate the safe storage and distribution of alternative liquid fuels when they become more widely available and used.

This is an investment where Oikos is seeking to ensure resilient fuel supplies for the UK now and also to adapt to support the energy transition to renewable liquid fuels of the future.

Resilience in our critical national infrastructure, in its widest sense, has to be the focus of the UK's next economic chapter, not least after Covid-19. All too often, the focus is on downstream and upstream fuel resilience and innovation, but the storage sector has to

be a part of the solution and not overlooked. Oikos, with its strategic access to the River Thames, is taking this challenge on through significant infrastructure investment at its site that supplies road and aviation (including to Heathrow, Gatwick, Stansted and Luton) fuels across South East England, one of the world's leading fuel hubs. Oikos are proud to be keeping Canvey Island at the heart of the country's fuel and transport needs as it has done for the last 80 years. The Oikos Marine South Side Development will enable future-proofing of the site by investing in new facilities and infrastructure that will ensure Canvey Island is a leading hub for green and sustainable fuels in the years to come.

The proposals have safety by design at their heart and have been rigorously reviewed at every stage. As a facility with an established place on Canvey Island, Oikos plans to continue to work with local communities and stakeholders to ensure that the development of the best possible proposals.

It is encouraging to see the sector increasing its resilience at this point in the economic cycle. Such efforts do need the Government to continue to see the fuel storage sector as critical national infrastructure and to provide the policy and investment certainty over the long-term to ensure the sector is seeing the innovation needed.



Oikos are proud to be keeping Canvey Island at the heart of the country's fuel and transport needs as it has done for the last 80 years.

Oikos Storage Limited operates a nationally significant marine fed oil, fuel and bulk liquid import and storage facility, located on Canvey Island in Essex. For more information, visit <https://www.oikos.co.uk/>



CHANGES TO RED DIESEL REGULATIONS – MAINTAINING YOUR CRITICAL ASSETS

Mark Griffiths, Head of Business Development at Adler and Allan, explains why your approach to red diesel replenishment could shape your infrastructure's sustainability, reliability, and performance for the long term.



From April 2022, many sectors will lose their red diesel fuel tax entitlement, relinquishing the 80% per litre saving it currently delivers. Announced as part of the 2020 budget, the reforms drive forward ambitious UK climate change commitments to promote eco-friendly fuels, improve air quality, and achieve net zero carbon emissions by 2050.

While the updated legislation is a vital step towards corporate environmental accountability, greener business practices come at a significantly higher price. Companies across the bulk liquid storage industry must now make plans to replace existing plant and machinery reserves with alternative fuel options – such as white diesel, biodiesel or Hydrotreated Vegetable Oil (HVO), a 100% renewable 'drop in' diesel

substitute – while mitigating risks of downtime and drops in customer service. However, with the correct strategy and support, the immediate challenges of the red diesel transfer could lead to positive, cost-effective change across your entire operation.

Mark Griffiths, Head of Business Development at Adler and Allan, explains why your approach to red diesel replenishment could shape your infrastructure's sustainability, reliability, and performance for the long term.

A money-saving shift in mindset

Otherwise known as gas oil, red diesel has long provided economical power for fleet vehicles, heavy duty equipment, back-up generators, and more. The jump to pricier, paraffin-free fuels – from 11.14 pence per litre to 57.95 ppl for white diesel – will present operations managers with the tricky task of reconciling increased environmental responsibility with already stretched BAU budgets.

So how can bulk liquid storage operators strike the right balance? The answer is to view the red diesel reforms not as

a one-off fuel swap, but as a unique opportunity to future-proof assets and rethink your organisation's overall efficiency, sustainability and green credentials. By taking a big picture view, companies can safeguard operations going forward and get a running start on the UK's increasingly ambitious targets to reduce global warming. With the Environment Bill expected to come into force later this year, stricter policies will continue to be enshrined in law – and the countdown to compliance has already begun.

Enlisting the support of an experienced environmental risk consultant will allow you to shape your ideal solution, investment, and timeline – and avoid productivity breaks, weighty capex commitments, and penalties under more demanding government directives.

Start-to-finish compliance support

The replacement of red diesel involves a specialised sequence of tank cleaning, line flushing, and the uplift of current stores to make way for onward fuel. The success of the procedure – and its make-or-break impact

on your end-users – depends on a detailed understanding of your estate, systems, and risk profile. As a first step, an environmental professional will undertake a practical audit of assets to gauge their condition, potential ecological hazards, and the recommended plan for fuel uplift and fulfilment. Key actions are likely to include full tank inspections to assess structural integrity, comprehensive cleaning and removal of red diesel residue to prevent fines, and responsible disposal in line with current compliance guidance.

Following open dialogue and mutual agreement of your ideal methodology, skilled onsite technicians – trained in the use of all fuel transfer pumps, the handling of hazardous materials, and spill response protocols – will carry out the end-to-end replenishment process with minimal downtime and disruption. Once tanks are degassed and clear of residue, legacy fuel will be removed and disposed of in line with current compliance guidelines.

Tailored follow-up consultation will focus on top line business goals and proactive measures to safeguard the ongoing health of your assets and equipment,

from possible tank re-lining to upgraded fuel maintenance and management programmes.

A measured response with measurable results

Following a government consultation ending in October 2020, the finer details of red diesel reforms are yet to be revealed, but prudent operators will take immediate – yet considered – action. By initiating the planning process now, and aligning with a commercially minded environmental specialist, it is possible to intelligently spread investment and alleviate the financial burden of building a more sustainable business.

A professional consultant will support you in pinpointing and prioritising your most critical environmental risks, while – crucially – setting timescales for less urgent requirements, allowing you to make meaningful changes at a manageable pace.

In the HM Treasury consultation document (https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/899174/Consultation_on_reforms_to_the_tax_treatment_of_red_diesel_and_other_rebated_fuels.pdf) presenting

amended tax treatments of red diesel and other rebated fuels, the government shares its vision to 'provide businesses with a much stronger incentive to improve the energy efficiency of their vehicles and machinery, look for more environmentally friendly alternatives, or just use less fuel'.

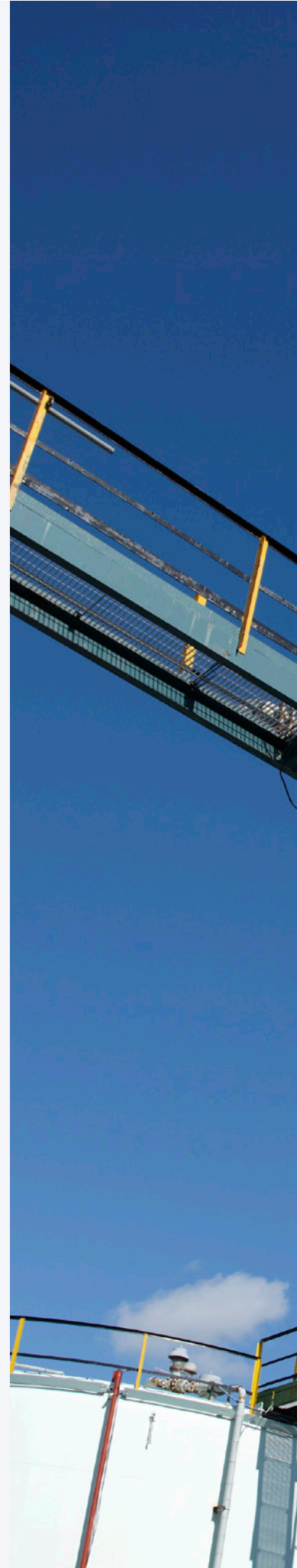
It also describes the updates as 'a signal to bulk liquid storage providers to design and sell new alternatives, thereby creating a more competitive market and consequently bringing down the price of these alternatives'. So while bulk liquid storage operators wait for clean fuel costs to fall, they should begin transforming operations one compliant stride at a time.

Readying your assets for the move to fossil-free fuels and developing a deeper understanding of your

environmental risks and opportunities are sensible places to start. With a trusted partner by your side, you can intelligently analyse assets, unlock efficiencies, and create a fuel maintenance programme that is fit for a sustainable future.

A qualified environmental professional will help you tackle the pressing duty of red diesel replacement, make the switch with minimum spend, and navigate your most productive path to lasting compliance.

For more information, visit: <https://www.adlerandallan.co.uk/>



UM Terminals appoints new Commercial Director

One of the UK's leading bulk liquid storage specialists has appointed an experienced commercial director.

Vic Brodrick took up his new role on May 1 having previously worked as a consultant with responsibility for sales strategy. Vic has an extensive background working in senior roles in the oil, aviation and shipping and logistics sectors including spells with Essar Oil, Peel Ports and Peel Airports.

UM Terminals recently put in place a new strategic growth plan to build on the substantial investment the business has made into upgrading its facilities and operations. UM Terminals operates out of 8 terminals, strategically located across the UK, handling over 40 different products. It currently has a capacity of over 300,000 cubic metres of bulk liquid storage, but the plan is to grow this to over 400,000 cubic metres. Product solutions include vegetable oils, industrial, food and feed, chemical, fertiliser, fuels, biofuels and base oils.

Vic said: *"I am delighted to be joining UM Terminals as Commercial Director. The*

business is at an exciting stage with an ambitious strategic growth plan. I have also been hugely impressed by the culture, customer-centric approach and can-do attitude of the company since I first joined as a consultant in November 2019."

Bryan Davies, Managing Director of UM Terminals, said: *"Vic's appointment is an important one for our business and I look forward to continuing to work with him to create and develop a range of exciting customer partnerships. Our strategic plan includes maximising our UK capability, harnessing the assets of the wider UM Group and looking for potential acquisition targets that are a good fit."*

The company, which employs 63 people, rebranded from UM Storage to UM Terminals last year to better reflect the range of services the company offers its clients. It is part of the UM Group which has a distinguished history stretching back almost 100 years.

For more information, visit <https://www.umgroup.com/divisions/um-terminals>

UM TERMINALS REPORTS STRONG DEMAND FOLLOWING REBRAND

UM Terminals, one of the UK's leading bulk liquid storage companies, is reporting strong demand as it enters the second half of 2021.

UM Terminals' Managing Director,
Bryan Davies.



UM Terminals, one of the UK's leading bulk liquid storage companies, is reporting strong demand as it enters the second half of 2021.

The business says that a combination of commercial confidence returning post-Brexit and the positive effect of a rebrand in September last year has helped drive an influx of new enquiries. The enquiries have come from a combination of major blue-chip organisations and smaller customers seeking solutions to support their requirements for storage. The positive start to the first half of 2021 means that the team at UM Terminals is also on track with the roll out of its own strategic growth plan.

The plan, announced to coincide with last year's rebrand and launch of a new company

website, consists of three main pillars.

Firstly, to maximise its existing UK capability both in terms of current assets and, where appropriate, expanding existing terminals.

The second pillar involves optimising the assets of the wider UM Group and its network of facilities in Europe and other parts of the world storing molasses but which could be used to store other products.

The third pillar concerns looking for appropriate acquisition targets that would complement the current UM Terminals offer. One of the company's biggest selling points is its adaptability, a willingness to problem solve customers' individual requirements where it is possible. This has been demonstrated recently with some of its new clients where the team has carried out major tank modifications to ensure it is able to continue providing best-in-class facilities.

This, in turn, requires a focus on partnership, not only with customers and suppliers but also with leading port operators, Peel Ports, Associated British Ports and Port of Bristol where

UM Terminals' tanks are located.

Bryan Davies, UM Terminals' Managing Director, said: *"We have been delighted with the progress we have made since undertaking the rebrand of the business and the launch of our new strategic growth plan in September last year. We have been able to secure several prestigious new clients and also continue to grow our relationships with other existing clients. The backbone for this success is undoubtedly the continued investment, worth many millions of pounds, that we are making in ensuring our facilities are of the highest possible standard. We are also proud of the fact that we have all of the various licences and accreditations*

that are necessary to be able to store such a diverse range of products".

UM Terminals operates out of 8 terminals, strategically located across the UK, handling over 40 different products for our customers. It currently has a capacity of over 300,000 cubic metres of bulk liquid storage, but the plan is to grow this to over 400,000 cubic metres.

Product solutions include vegetable oils, industrial, food and feed, chemical, fertiliser, fuels, biofuels and base oils. Services include blowing, blending, heating, processing and sampling among others.

Other recent key developments have included the appointment

of Vic Brodrick as the company's Commercial Director. Vic, who took up his new role in May, previously worked as a consultant with responsibility for sales strategy. Vic has an extensive background working in senior roles in the oil, aviation and shipping and logistics sectors including spells with Essar Oil, Peel Ports and Peel Airports.

The company's innovative Client Central Services team has also continued to go from strength to strength, providing customers with a wealth of important information including real-time data to make critical business decisions. Based out of UM Terminals' Regent Road Terminal in Liverpool, the service integrates all weighbridge and administration from across UM's 8 terminals.

A dedicated portal gives clients instant access to essential weighbridge documentation and current stock levels for each tank. They also have a secure log-in and can access their data 24/7, 365 days a year via a desktop, tablet or mobile device.

Further investment in smart working practices and industry-leading technologies is planned



Photo credit: UM Terminals

over the coming months, benefiting both customers and the UM Terminals' team.

One other interesting development has been the increase in the number of enquiries regarding biofuel storage, a trend the business is monitoring closely in the expectation that the hydrocarbon economy will shrink over the next decade. UM Terminals employs over 50 people, working 364 – sometimes 365 days – of the year meeting its customers' needs. The company is a key part of today's UM Group which has a distinguished history stretching back almost 100 years.

UM's founder, Michael Kroyer-Keilberg, was involved in bulk liquid storage even earlier than this – he constructed his first tank for the storage of bulk

molasses in 1911 at Victoria Dock in Hull.

The Group's other services include the international trading of molasses, the sales and distribution of molasses and the procurement and marketing of vegetable oils for use in the animal feed industry. Bryan Davies added: *"When we implemented our strategic growth plan last year we were in the midst of the Coronavirus pandemic and still uncertain about the likely impact of Brexit on our customers. Thanks to the hard work, commitment and dedication of our team, the ongoing investment in our business and the loyalty of our customers, we remain on track with our growth plans and with further innovation and expansion in the pipeline."*

For more information, visit www.umterminals.co.uk





Events

Lubricant Expo will now take place on 6 – 8 September 2022, at Messe Essen, Germany

The inaugural Lubricant Expo will now take place on the 6 – 8 September 2022. In response to unprecedented interest from the industry and key customer groups, we are pleased to announce that Lubricant Expo is now extending to be a 3-day event, expanding in scale and scope to include a larger exhibition hall that will welcome 200+ exhibitors within a bigger area for customers and suppliers to connect. A multi-track conference serving key market sectors with more sessions and speakers will extend over the new 3-day format, offering suppliers and visitors greater time to network, enhance their knowledge and find the solutions they need.

The show has already attracted significant interest with support, exhibitors and speakers confirmed from leading organisations. Paul Hooker, Event Director at Lubricant Expo says “We have been

delighted with the response and support from the industry since Lubricant Expo launched. Moving the event to September 2022 means we can now host a larger event, unlocking further opportunities for participants and visitors by creating a bigger exhibition space that can welcome more suppliers and an expected 4000+ visitors from around the world, creating a truly unmissable international event for the lubricant industry.”

Lubricant Expo brings together the lubricant community and its customers with a free-to-attend exhibition and conference, providing visitors with the knowledge and suppliersthey need to reduce costs, improve efficiency, progress development and maximise the performance of their products and equipment.

To know more, visit <https://lubricantexpo.com/>

GREENERGY'S ONGOING COMMITMENT TO INNOVATION

At the start of 2021, Greenergy announced a new renewables project that uses proven technologies to transform waste tyres into advanced biofuels that can be blended into transport fuels.



With an ongoing commitment to innovation, Greenergy has grown to be an established supplier and distributor of transportation fuels by consistently providing customers supply resilience and a customer service team who are available 24/7.

As the UK's only national supplier, Greenergy operates strategic infrastructure in key demand locations, with over 25 supply locations across the country, including nine owned-stock managed terminals on the Thames, Teesside, Clydebank, Cardiff and Plymouth. Through its access to strategic infrastructure, Greenergy has developed unique global supply chains to deliver fuel to its customers.

Originally founded in the 1990s, Greenergy identified an opportunity to supply low emission diesel because of its significant air quality benefits. This commitment to sustainability

remains core to Greenergy as it continues to invest in renewable transport fuels that reduce carbon emissions from transport fuels today.

As the world looks to decarbonise the transport sector, the role of petrol and diesel fuels remains until other affordable alternatives are widely adopted. The most effective way to reduce carbon emissions for existing transport fuels comes from the blending of biofuels in petrol and diesel today. With rising biofuel obligations, Greenergy is now able to supply customers with high percentage biodiesel blends such as B20, that include 20% biodiesel over the course of the year compared to standard grade diesel that is up to 7%. This provides a cost-effective and sustainable lower carbon fuel option for existing diesel vehicles, avoiding the need for significant capital outlay.

To meet the needs of its customers, Greenergy has now grown to be the largest manufacturer of waste-based biodiesel in Europe, with two plants in the UK and a third located in Amsterdam. Greenergy continues to expand its manufacturing operations to meet the growing demand for biofuels, with a focus on efficiency

and reducing emissions from its own operations.

Recognising the need for further innovation, at the start of 2021, Greenergy announced a new renewables project that uses proven technologies to transform waste tyres into advanced biofuels that can be blended into transport fuels. As part of UK legislation, a growing percentage of biofuel must be classed as development fuel – made from sustainable wastes and residues with a greenhouse gas saving of at least 65%. This project, when complete in 2025, will meet this requirement.

Paul Bateson, Chief Operating Office at Greenergy, explained: *"We recognise the urgent need to further reduce emissions in the transportation sector. As a leading manufacturer of waste-derived biodiesel that delivers greenhouse gas savings of 81% compared to mineral diesel, we are continuing to invest in the development, production and supply of liquid fuels from renewable sources to help lead our customers through the transition to a lower carbon future."*

For more information, visit <https://www.greenergy.com/>

Recognising the need for further innovation, at the start of 2021, Greenergy announced a new renewables project that uses proven technologies to transform waste tyres into advanced biofuels that can be blended into transport fuels.



Greenergy

For more information, visit www.greenergy.com



IN CONVERSATION WITH IAN TRAVERS

**Ian Travers,
Director of Ian
Travers Limited,
talks to TSA's
Executive
Director, Peter
Davidson**

Ian Travers, Director,
Ian Travers Limited



Peter is Executive Director at the Tank Storage Association, responsible for developing and promoting excellence in risk management in the sector and for leading engagement with key government stakeholders and regulators. Prior to joining TSA Peter was Safety, Commercial and Projects Director at UK Petroleum Industry Association. Peter was a pivotal member of the Buncefield Standards Task Group, the joint industry and regulator body responsible for improving safety in the fuel storage sector. His early career was at ABB as Regulatory Compliance Manager.

Ian

Peter, welcome. Thank you for chatting to me. I'm looking to encourage and promote process safety, particularly with new engineers and people new to process safety so that they see it as an important aspect of

their career. I invited you to take part because you've been very influential to me. We walked a very dodgy path together following the Buncefield major accident to get industry and regulators united and on the same track and signed up to never let that sort of incident occur again. I'm very grateful for all of your hard work over the years. I just wanted to chat to you about what brought you to be one of the major influences in UK health and safety high hazard sector? How did you end up here?

Peter

A key role in risk management was not what I was expecting. I started out with ABB, very large Swiss/Swedish engineering company as an automation engineer designing control systems. That's really where it started, because I was designing control and safety systems for highly regulated industries. Most of my work was in the pharmaceutical sector, but also nuclear - working on many projects at Sellafield. So, there was always this idea of a very detailed commitment to understand the processes to design the software to ensure that we built in inherent safety. And that was where I expected to be now, but then the Buncefield

event happened. I had the opportunity to work for a Trade Association, the UK Petroleum Industry Association, UKPIA, to represent the interests of downstream oil, primarily the refineries and a number of terminals.

At the time the sector knew they needed to do more on process safety to implement the findings from the Buncefield Standards Task Group. That's really why I made the switch. But did I expect to be here? No!

Ian

When you were doing that complex technical work with ABB, what was your mindset? Was it that this has got to be right, because there's no room for error or there could be a catastrophe?

Peter

It is very influential. I have always been one of those folks that like things to be written down, very clear and unambiguously. That has really driven me to be noticeably clear about the way in which process safety systems and information should work. The reasons underpinning control system design and guidelines need to be accessible and easily understood. If people understand what the difficulties are, or the challenges

associated with a particular process or environment, the more likely it will sink in and they will understand the need for control.

Ian

What excites you about your work?

Peter

It's bringing together people from different backgrounds, companies, and sectors to find common solutions to problems. There are very few problems in our industries that aren't fixable. It just takes time and commitment from all those involved to try and find a good workable solution. The excitement comes from when you find those solutions, particularly if they are simple, easy to understand and to implement. We have an amazing capacity to unnecessarily overcomplicate safety.

Ian

In the last 10 or 15 years, what do you consider the most important improvements in risk management which delivered on the ground benefits?

Peter

It's this concept of greater collaboration and communication between businesses, but also with regulators. I don't think that we had the same relationship

with our regulators 15 years ago as we do today. There are peaks and troughs, but we have a far, far more collaborative approach. It isn't adversarial, either with a regulator or between businesses within a particular sector. There's a willingness to try and work more closely together to solve some of the problems that we share and a realisation that, anything that happens to one is going to impact us all. Which is clearly what we saw from Buncefield and many other incidents before that.

Ian

Does your voice get heard, and are the views of industry taken seriously?

Peter

Yes, anyone who's involved in these discussions, and the work that goes on as part of those discussions must be prepared to put in the effort. When businesses, regulators or trade unions and other stakeholders, see individuals and organisations putting effort into genuinely trying to improve, people do take notice. It would be different if all we did was wave the red flag and complain about everything. I'm pretty sure that regulators know we will be the first to put our hat in the ring to work on guidance

development, data gathering or analytics for our sector.

Ian

Do you see a similar collaborative approach outside the UK across Europe?

Peter

We have a unique and excellent model here in the UK. I talk to my European colleagues regularly about process safety. I don't see the same approach and there is far more prescription across Europe. An approach that, provided you follow the standards and tick all the boxes, then that's all you need to do. There doesn't seem to be the concept that you need to think out of the box about what could go wrong. I think that's changing slowly. But it is a slow change, even convincing my European colleagues to start sharing common process safety performance indicators has been a challenge that I've been battling for five, six years now. And we've still not achieved it.

Ian

Building on that, do you find companies that operate both in the UK and across Europe can behave in those different modes? Does that influence how they interact with the regulator as well? For instance, more open and connected in the UK, but more circumspect and cautious when talking to their local European regulator?

Peter

They will adopt the attitude that's demanded by the regulator in that geographical region. However, with respect to process safety programmes, and process safety management within those organisations, they tend to adopt a consistent model and standards across all their business areas, regardless of the country they are operating in. From my experience that's the UK model.

Ian

How do you think regulators could improve both in the UK and elsewhere?

Peter

Two words, clarity, and consistency. Therefore, I'm a big supporter of initiatives such as the UK Chemical and Downstream Oil Industries Forum, CDOIF. It's one mechanism that we all have to try and provide that consistency and clarity. We don't always get it right, but it really does promote understanding between both regulators and duty holders. The regulators have a difficult job which is becoming increasingly more difficult with increased responsibilities such as UK REACH and acting as the new Building Safety regulator. This is a huge draw on resources and expertise. That is why working more collaboratively with industry and other stakeholders

is the right way to go.

Ian

Put the shoe on the other foot. What do your colleagues in industry get wrong?

Peter

I see an ever-increasing reliance on third parties and consultants, without sometimes the necessary background knowledge to act as an intelligent customer, for a whole series of important issues such as functional safety, cyber security, human factors. Companies may not have the expertise in-house, they rely on third parties and consultants, there is no problem with that, but they still have a responsibility for the outcome and approach. This comes back to my point about our capacity to overcomplicate things and why we need to simplify when it's appropriate. Many of these topics are not difficult, and they shouldn't be. But unfortunately, sometimes people like to overplay what some of these things mean. We use far too much jargon when we just want to say a simple thing. Also, regulators need to understand the challenges businesses face within specialist topics. It's fantastic having a specialist Inspector going to a site looking in great depth at say functional safety. But inspectors need to take a broad view as well in terms of what's actually important at a facility in

managing the risk appropriately. That may not be a line by line understanding of, for instance, IEC 615 11.

Ian

What's your big fix – what would you like to see improved?

Peter

I would like greater recognition by Government that our ways of working and management of risk is something that we should be proud of and that UK Government actively encourages. I think that would provide the incentive for far more people to become more engaged.

Ian

Let's move off the technical issues and share something about you as an individual. What are your hobbies?

Peter

Fortunately, I'm standing in front of my whisky collection. I'm very much into Japanese whisky at the moment. I also still like my cars, my motor racing, of course my dogs and my secret hobby tropical fish! I've always admired my dad who's no longer with us. He was head of instrumentation and control at British Gas. I always remember he had the same outlook as me, which is to make things as simple as you can and try and communicate things as clearly and concisely as you can. I try and live by those

rules.

Ian

What advice would you give to yourself aged 18?

Peter

Listen more. There are periods in your life, whether that's in your personal life or in your business life, when you just need to shut up and listen and think about the response you're going to give to a particular question or a query. The more that we learn to do that, the better we will be at working closely with people.

Ian

What do you think the kind of big advances are going to be in risk management and risk thinking in the next 10 years?

Peter

More and more automation and artificial intelligence, including augmented reality in training and competency. The Coronavirus pandemic has accelerated this trend. There's no reason why this shouldn't be. The key point is being an intelligent customer for this technology. If you really don't understand your fundamental risks, that's a big worry - I don't have an issue with automation providing we don't relinquish our responsibilities to manage those risks.

Ian

Any parting thoughts or insights that I should have maybe raised that you?

Peter

We need to have a conversation about the people. We often focus on graduates. When it comes down to safety on the ground, we rely on people who don't have degrees, but who are nevertheless vital to safe operations. Sometimes we need to recognise that front line workers are just as important, if not more important, than the folks that are designing plant and processes in the office. I hope we are going to see apprenticeships as being far more important in the future. I'd like to see a future in which people with front line experience can influence safety within organisations at all levels.

Ian

Peter thank you. As I anticipated some fantastic insights and thoughts from you. When it comes to process safety, consistency and clarity are key.

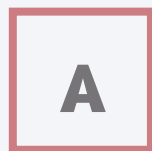
Author

Ian Travers is a world expert on process safety management, leadership and the establishment and implementation of key performance indicators for major hazard industries. He also holds the Institute of Chemical Engineers' Franklin Medal for his outstanding contribution to Process Safety.

<https://www.iantravers.co.uk/>

ISOLATING THE BENEFITS OF ISO 9001

Reynolds Training Services have achieved the prestigious ISO 9001:2015 Quality Management Systems certification.



At Reynolds Training Services, we are delighted that we have achieved the prestigious ISO 9001:2015 Quality Management Systems certification.

John Reynolds, founder and Managing Director of Reynolds Training, acknowledges: *"This accolade is a testimony to the hard work done by our team, and it is a reflection of our commitment to continually strive to improve standards. We do this in our own business and, through the courses we offer, we can help make real improvements in standards throughout industry."*

"We pride ourselves on the quality of development and delivery of our services, all of which has been reinforced by the rigorous assessment process to achieve ISO 9001:2015. Earning and maintaining this

not only underpins our quality performance but also our desire to continually improve."

This certification assures customers and partners that when they are working with Reynolds Training Service they are working with a trusted quality-conscious company.

1. About the ISO 9001:2015 Quality Management Systems certification

ISO 9001 is the internationally recognized Quality Management System (QMS) standard that is designed to be a powerful business improvement tool.

This mark of trust is the world's quality system of choice with over a million organisations around the globe improving their operations with this management system standard. At Reynolds Training, our ISO 9001 certification helps us to continually monitor and manage quality and identify areas for improvement.

As a company, we continue to evolve and adapt in a changing world. We have also striven to continually improve our training delivery, including the assets and resources we utilise.

This accolade is a milestone

for us, demonstrating our commitment to growth and ongoing improvement, as well as showcasing our assurance that our courses are operating to the highest quality standard. ISO 9001 demonstrates compliance to internationally recognised standards and is a clear signal to our clients, delegates and stakeholders of our long-term growth and improvement.

2. Continually improve, streamline operations and reduce costs

Embedding ISO has driven us to better develop our wider business and management processes and to link this to continuous improvement - which will, ultimately, have far-reaching benefits for our learners and their employers. One of the fundamental aspects of ISO 9001 is focussing on the customers and clients, understanding their requirements and exceeding their expectations. This is reinforced by a continual review and improvement process. This accreditation of our Quality Management Systems endorses the efficiency, productivity and commitment to continual improvement we provide for our clients.

Our learners and their employers will continue to benefit from the quality learning we have developed. Alongside our ISO accreditation, we have developed (and continue to develop) structured processes to manage career progression. The business benefits of this are self-evident: a well-trained workforce with great career prospects is a happy workforce and a happy workforce is far more engaged, motivated and productive. Everyone wins!

3. Reduce risk

Planning for, mitigating against and managing risk is something that we, at Reynolds Training, are passionate about and instil in all of our learners. We believe that all employees - from the management suite to the shop floor - should feel that it is their responsibility to be vigilant about risk.

Identifying, preparing-for and avoiding mistakes, accidents (and even surprises) is an essential part of running any successful business, none more so than businesses in the high hazard sector where both process and personal safety are paramount.

As the ISO says in its guidelines

of requirements for this QMS: *"Risk-based thinking is essential for achieving an effective Quality Management System"*.

4. International prestige

One of the principal benefits from achieving and maintaining this trust mark is the prestige it grants an organisation. As the leading training provider for the Bulk Liquid Storage Sector, this seal of approval will enable us to drive forward into new markets, working productively with new partners and clients, not only in the UK but around the world; providing them with the benefits of our integrated package of training and competence assessment.

For more information, visit <https://reynoldstraining.com/>

8th European Bulk Liquid Storage Summit

27th & 28th October 2021
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Exclusive Site Visit to the Port of Cartagena

During the afternoon of Tuesday 26th October, a limited number of conference attendees will receive a unique opportunity to visit the Port of Cartagena.

There is no extra charge to attend the site visit, but spaces are strictly limited and allocated to conference delegates on a first-come, first-served basis.

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For further information and to register please contact Cheryl Williams on:
T: +44 (0) 203 141 0605 E: cwilliams@acieu.net - Quote discount code: **ELSe8TSA**

Reynolds Training Services achieves IChemE level 3 apprenticeship qualification approval

TSA's associate member Reynolds Training Services has had its qualification approved by the Institution of Chemical Engineers (IChemE) – the first level 3 diploma to be approved by IChemE. Approval has been awarded for Reynolds Training Services' sector leading Bulk Storage Operator Technician level 3 diploma, which is part of a two-year apprenticeship offering a wider focus on process and occupational safety, human factors and emergency response, aligning these elements with technical operations. The programme is a mix of vocational and academic learning delivered in conjunction with HETA (Humbly Grove Engineering Training Association) at Reynolds Training Services who are based at the CATCH Training facility in Stallingborough, North East Lincolnshire. An apprenticeship is made up of a qualification and a programme of vocational experience. IChemE is licensed by the Engineering Council

to approve either or both of these parts for colleges and training providers delivering an engineering apprenticeship. Having this qualification approved by IChemE provides a new route to technical recognition for the sector, meaning that apprentices can go on to the professional Engineering Technician (EngTech) qualification. The IChemE assessors commended Reynolds Training Services for their outstanding simulation facility of a full-scale tank farm that offers a realistic, professional environment and which provides trainee engineers ample work-based experience in real-world problem-solving and risk assessment for major accident hazards. The assessors also praised the course leaders for teaching the process safety fundamentals at an exceptionally high standard.

To know more, visit <https://reynoldstraining.com/>

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Design



Supply



Install



PAGeoTechnical Ltd.

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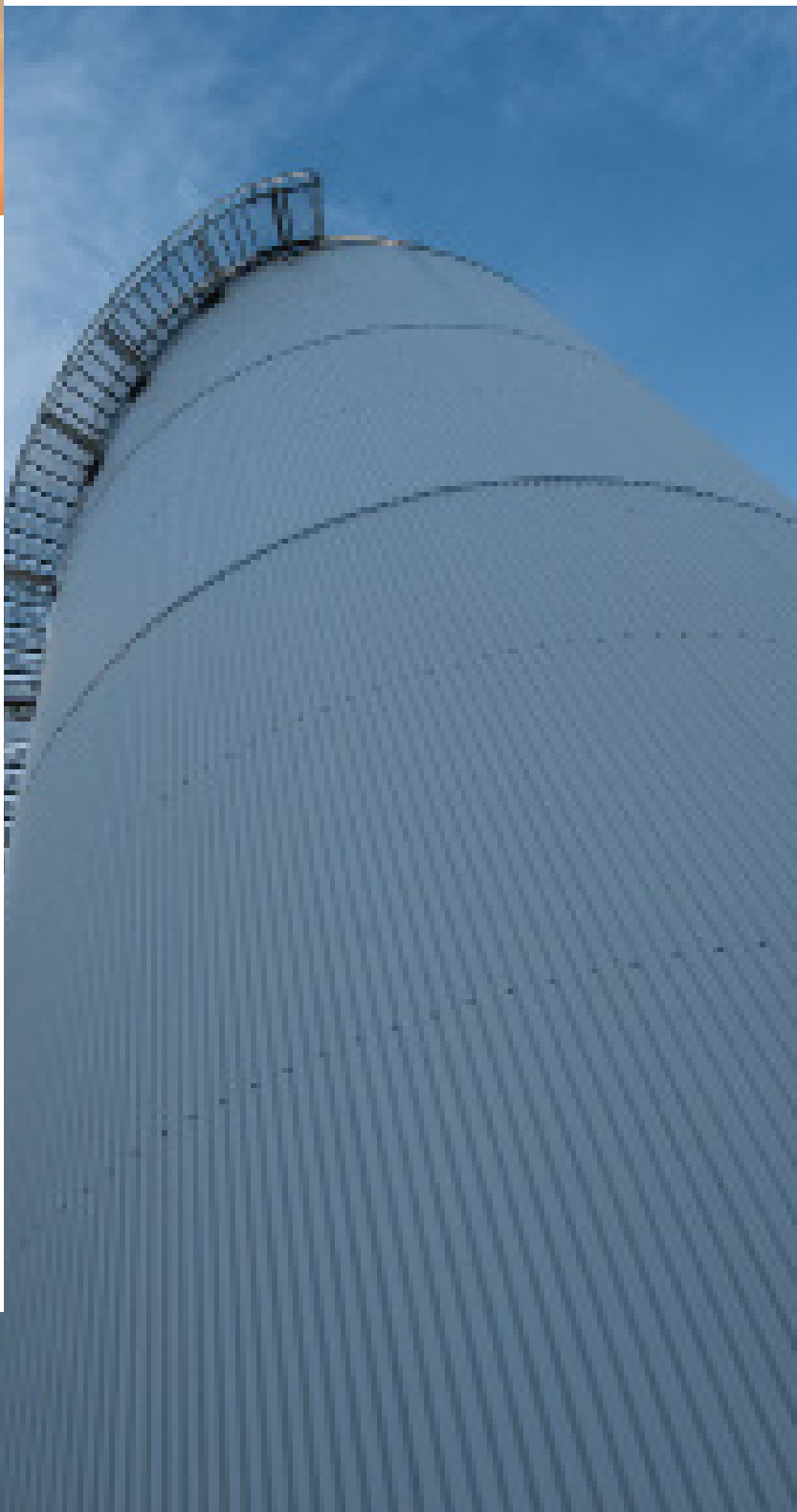
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The voice of the bulk liquid storage sector



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