

# Tank Connection

E-Newsletter  
1st Quarter 2013

## First Quarter 2013

### ***President's Review***

(Bill Neighbors, President & CEO)

As expected, first quarter incoming projects were broad based across target markets and included strong activity for storage systems destined for both domestic and international locations. Our reputation for larger, engineering intensive projects continues to increase in the industry. Additionally, the list of premier engineering firms that prefer TC storage products and field installation services over other suppliers continues to increase. We believe we have developed the right company culture that is focused on fulfilling client needs. We strive to deliver an unmatched performance level on every project.

Tank Connection currently has four manufacturing facilities and 297 employees dedicated to the design, manufacture and installation of integrated storage systems, including bolted RTP (rolled, tapered panel) tanks, shop-welded tanks, SIT (system installed tanks), integrated storage systems, aluminum geodesic domes. It is our goal to be the premier supplier of these products in dry bulk and liquid storage applications worldwide. A tall order perhaps, but we currently maintain the top position in XL dry bulk storage applications in North America, and this has occurred in a relatively short period of time. We have no conflicts in serving the industry by building the best storage products available for dry bulk and liquid storage applications, at pricing competitive with any supplier. With over 2100 years of combined industry experience in storage, we know how to design and build the best storage facilities available for our selected target markets. We thank you for the confidence placed in our company and your promotion of TC in the industry.

***“The list of premier engineering firms that prefer TC storage products and field installation services over other suppliers continues to grow.”***

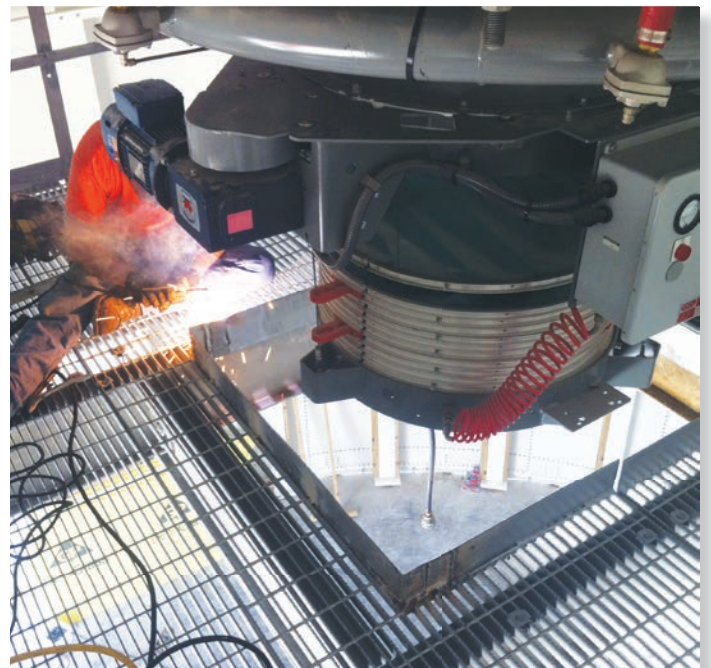


## **Cement Storage System - Aruba**

Tank Connection construction crews battled through the mighty trade winds of Aruba and successfully installed a Barge-to-Truck transloading terminal with a 133' tall by 42' diameter TC RTP bolted Cement Storage Silo at the Barcadera Port in Aruba. The facility was designed to store and transfer cement from oceanic barges. Prior to the installation of this facility, cement was delivered to the island in large bags, prone to product contamination. Now, 750' of underground pneumatic conveying pipe stretches from the barge offload point in the Barcadera port into the TC cement silo.

TC's client, ATCO Concrete Products, produces ready mix cement and multi colored specialty blocks and pavers for the construction industry. Their materials are used to build many of the luxurious high rise hotels, parks and beachfront shopping areas that are a staple of Aruba's tourism industry. This terminal will serve ATCO's plant with cement to support its computerized, state of the art block plant.

TC designed, supplied and installed the pneumatic conveying piping and the unloading system. The silo cement unloading system fluidized the cement to provide reliable and fast truck fill times, all with full integrated controls and database inventory management. The system is designed to provide accurate product quantities to the plant operations managers as well as directly to the cement suppliers so that daily operations and monthly barge deliveries can be integrated into a seamless, uninterrupted supply chain.



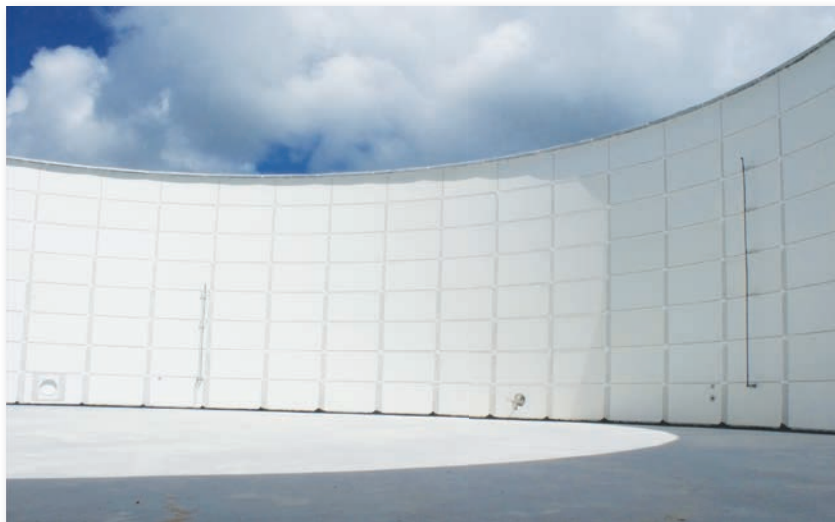
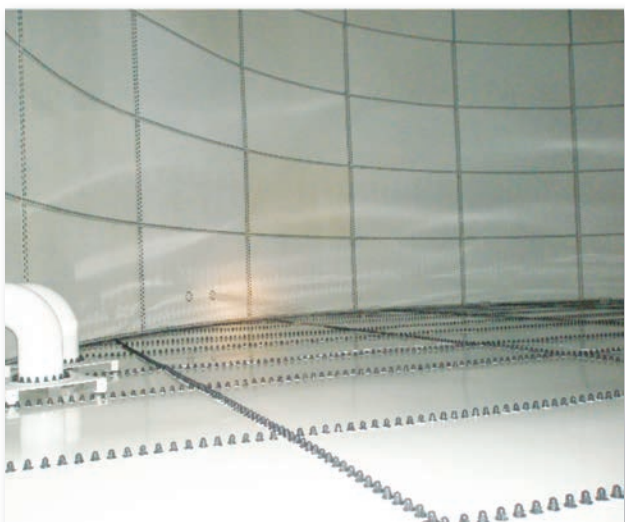
## **TC Proprietary Coating System – No Other Bolted Tank Company Can Offer LIQ Fusion 7000 FBE™**

Tank Connection & Akzo Nobel teamed up in 2008 to provide the best performance coating system available for water storage. TC's proprietary trade name is LIQ Fusion 7000 FBE™. So what is so great about this coating system? Just review the data provided in controlled lab testing and you will quickly note that this coating system outperforms ALL coating systems in water storage applications. It has the best performance data and is a stronger system than vitreous/glass enamel in liquid storage applications, which use to be the top performance coating. LIQ Fusion 7000 FBE™ is available exclusively through one company, Tank Connection.

Over the last five years, the superior performance of advanced powder coating systems is being recognized in the water industry. We have a growing number of clients that prefer TC's LIQ Fusion 7000 FBE™ coating system over any system available for water storage. Even suppliers of vitreous/glass enamel are now promoting all types of powder coatings for water storage. The answers are simple, high performance fusion powder coatings will outperform their enamel coatings.

It is important to remember that glass/vitreous enamel coatings cannot be recoated in the future, only replaced. Powder coated tanks and field-welded tanks with field-applied coatings can be recoated in the future, which allows for permanent water storage facilities that are not limited in service life. When the edges or bolt holes on glass tanks start to rust, it can't be stopped. These areas will rust and continue to rust. Tanks coated with vitreous/glass enamel in its poorest form become throw-away, disposable tanks, similar to today's household appliances. The industry is waking up to performance products that are designed to stand the test of time. The best powder coating systems are available and their performance is unmatched.

LIQ Fusion 7000 FBE™ is applied on blasted steel substrate surfaces utilizing a multi-million dollar process application, similar to high quality powder coatings systems utilized in the automotive industry. Between our proprietary coating formulation and the coating application process offered, TC does not have a close "second place" contender in the industry. We compete with suppliers that use an "easy bake" oven to cure coatings and others that don't even blast their steel prior coating their steel. Really? As a benchmark standard for quality, we consider some of these products nothing less than junk, but there is never a shortage of uninformed buyers. Based on the volume of storage tanks we supply, we operate at true economies of scale, offering highly superior products competitively priced with suppliers of inferior products. Yes, we offer the best in water storage tanks for less.



***Tank Connection is the only company worldwide that offers this scope of supply in bolted RTP, welded and hybrid tank construction:***

- Storage tanks – bolted RTP, shop-weld & hybrid tank construction
- Silo - 29.71'x65.15'
- 37,000 CF working capacity
- Special flat bottom designs
- Spiral stairs, special walkway and accesses
- Silo - 47.53'x 90.29'
- 127,000 CF working capacity
- Special flat bottom designs
- XL structural steel
- Unloader maintenance levels
- Stairtower to unloader level and to silo access
- Lower left corner (of photo on right)  
– “dink” tanks – (yes, we make these also)





## ***How Time Flies!***

(Vince Horton, VP Sales)

The 1st quarter of 2013 is in the books and plans are already underway for our corporate strategy meetings later this year. Business in general, and sales in particular, is a never ending pursuit and is the life blood of an organization. Without sales, there is nothing to engineer, fabricate or purchase and there are no customer service issues to deal with. At Tank Connection, we take all of these tasks to heart and are honored to have an opportunity to partner with our valued clients across the globe. 2013 is off to a great start and is a continuation of a record 2012 at Tank Connection. We have big plans for the year and are excited to see our clients and industry associates at upcoming trade shows and in lunch & learn sessions. We just completed a very successful week of meetings with a large contingent of international clients and it becomes clear that

the Tank Connection name continues to grow as a top notch, and reliable supplier in the international arenas. It is commonplace for our facilities to be filled with clients from around the world on an almost daily basis. Plans to enhance our offerings to our client base are never ending and numerous things are currently in process including manual enhancements, instructional videos and training sessions with our installers, dealers and clients.

Please let us know what we may do as a sales team to assist in your projects. We have a tremendous sales team with the necessary experience and expertise to provide the type of assistance you may be looking for as you develop your projects. Thanks to everyone for playing such an important role in the success of this great organization.

Happy Selling!



## ***Get to Know Your Salesperson!***

(Sharon Banning, Dry Bulk Sales Manager)

Continuing with our series of "Get to Know Your Salesperson," this section highlights a personal side of TC's sales team. You'll understand why we believe we have the best sales team in the industry – not only because of experience, but simply because of the people they are!

Marty Millis – Area Manager – Dry Bulk

Marty began his career at Tank Connection as a project manager in 2008. During that tenure, Marty was exposed to many facets of our products as well as taking many opportunities to travel to see our customers, reps and installed projects. In January, 2010, Marty became a member of the dry bulk sales group as an inside salesperson. After a year, Marty was ready to take on his own sales region. It didn't take long for Marty to form close relationships with his representatives and customers, which is what makes long-lasting friends and successful business partners.

When Marty isn't putting in long hours at work, he enjoys his many outdoor activities with his wife, Annie, and their three children (Savanna – 15, Jillian -13, and Grace – 11). Marty and Annie enjoy running, and as a hobby participate in local races when they can. We actually think they do this because it helps them keep up with three teenage daughters! Annie and Marty are currently in the process of looking for a house – apparently one bathroom, four women AND Marty in the house simply doesn't work very well – imagine that!

Marty is also famous in his hometown of Neodesha, KS, for his beautiful yard. He enjoys working outdoors, and his work pays off in the way of a gorgeous lawn and landscaping. Co-workers are often heard quizzing Marty about ways to improve their yard, and tips for "how-to" projects of their own.

It's obvious that Marty is very dedicated to his family and home life, but we are also very fortunate to have his dedication to his co-workers, customers and representatives. Marty strives each and every day to give his very best to every aspect of his life, and we so much appreciate having him as part of our team.

## Cement Storage Silo Selection - RTP Bolted & Hybrid Steel Silos Top the List

When it comes to the storage of cement, Tank Connection is recognized as a premier manufacturer of bulk storage systems. TC is the ONLY company worldwide that designs, manufactures and installs all four types of steel storage silos for cement storage. **This includes Bolted RTP (rolled, tapered panel), Field-Weld, Shop-Weld and Hybrid Silo construction.** Under review, each type of construction has merits to consider based on the application and its specific requirements.

Over the last decade, there has been little change in the cement storage industry relative to concrete, field-weld and shop-weld construction. The real change in the cement industry has been the development of a precision bolted storage silo design called RTP (rolled, tapered panel) construction. RTP silos feature a smoothwall interior and exact manufacturing tolerances. It is also the only bolted silo design that does not leak or develop future leaks.

RTP silo construction installs in the field in less than half the time required for field-weld construction. Bolted silo construction is modular and utilizes a factory baked-on powder coat system, which is superior to field applied coatings. Due to its modular assembly, RTP silo construction is easily containerized and shipped worldwide. It remains the only bolted storage silo design that is recognized as an alternate design to field-weld construction. The merits of the product's performance in the field have made it the preferred steel silo design for cement storage worldwide.

***"Today's RTP technology allows modular steel silos for cement storage to be shipped worldwide and installed utilizing a specialized jacking system that keeps erection crews at grade level during field construction. This process receives the highest industry ratings for quality control and safety in the field."***

Another storage product that has risen to the top in field performance are the hybrid silo designs, which interface the best features of field-weld, bolted RTP, shop-weld and concrete construction into a hybrid storage product. The RTP and hybrid silo designs are the top rated steel storage products available in the cement industry today. Both products address engineering and customer requirements for high quality storage containment that is designed for long life and low maintenance. In silo construction, both products have raised the benchmark for quality storage with consistent and reliable performance in the field.

In specifying a cement storage silo, the following items warrant review and consideration on every project:

- Materials of construction
- Silo capacity requirements
- Volume & design product weights
- Fill & discharge system interface
- Dust collection system – fill & discharge
- Silo design parameters
- Inventory management
- Control system requirements
- Other special considerations (project specific)



*Bolted RTP Silos install from grade level*

## Cement Storage Silo Selection

### Shop-Weld Construction

Application: Cement, powders, minerals & aggregates

Type: Skirted, elevated on legs

- Hopper capacities under 10,000 cubic feet
- Shop-controlled quality
- One piece tank construction
- Factory applied coating systems
- Increased freight cost to the jobsite
- Less field installation requirements



*Shop-weld – ship as one piece units*

### **Bolted RTP (rolled, tapered panel) Construction**

Applications: Cement, powders, clinker, cement kiln dust, fly ash, minerals & aggregates

Type: Skirted, drive-through skirt, elevated on structural steel

- Hopper capacities from 1000 – 100,000 cubic feet
- Shop-controlled precision quality
- Modular construction requires bolted field assembly
- Decreased field installation time frame
- Factory applied powder coating systems



*Bolted RTP construction*

### **Field-Weld Construction**

Applications: Cement, powders, clinker, cement kiln dust, fly ash, minerals & aggregates

Type: Skirted, drive-through skirt, elevated on structural steel

- Hopper capacities from 20,000 – 250,000 cubic feet
- Shop-controlled quality – minimize large piece count
- Modular construction requires field welded assembly
- Increased field installation time frame
- Field applied coating systems



*Field-weld construction*

### **Slip & Jump-form Concrete Construction**

Applications: Cement, powders, clinker, cement kiln dust, fly ash, minerals & aggregates

Type: Skirted, drive-through skirt

- Hopper capacities from 20,000 – 300,000 cubic feet
- Slip-form quality – high - continuous pour, monolith design
- Jump-form construction - cold joint construction
- Increased field installation time frame
- Increased foundation requirements



*Concrete construction*

### **Hybrid Silo Construction** (combines the best qualities of bolted RTP, field-weld & concrete construction)

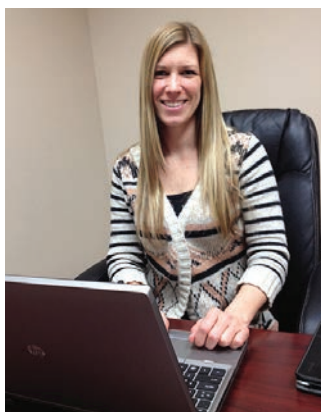
Applications: Cement, powders, clinker, cement kiln dust, fly ash, minerals & aggregates

Type: Skirted, drive-through skirt, elevated on structural steel

- Hopper capacities from 20,000 – 200,000 cubic feet
- Shop-controlled quality
- Modular construction requires field assembly
- Decreased field installation time frame
- Factory applied powder coat system



*Hybrid construction*



## **Fusion Bond Epoxy**

(Bransie Qualls, Liquid Sales Manager)

When specifying liquid tanks for municipal, industrial, and agricultural projects, it is important to not only understand the design specifics, but also the coating requirements. Tank Connection offers a proprietary coating provided by Akzo Nobel, the largest powder coat producer in the world. Tank Connection's LIQ Fusion 7000 FBE™ (fusion bond epoxy) is a high tech coating system that is far superior to other coatings offered for liquid storage applications. Additionally, this coating can easily be repaired in the field if damaged, unlike glass coatings. With that said, how does a glass failure get repaired in the field when coatings are damaged or cracked? There is no repair. Damage to glass panels can only be patched by covering the area with mastic sealant.

The importance of specifying the coatings of the tank is as important as understanding the tank design. For additional information regarding Tank Connection's premier powder coating systems, please see our coating brochures at [www.tankconnection.com](http://www.tankconnection.com) or [www.liquidtanks.com](http://www.liquidtanks.com).

### **The FUSION BOND EPOXY (FBE) Advantage Over Glass:**

- Does not spall or crack . . . two inherent characteristics of glass lined coatings.
- Holiday free lining – LIQ Fusion 7000 FBE™ is fusion bonded to substrate surface.
- Electrostatic applied “powder-on-powder” system provides complete wrap-around on panel edges and in bolt-holes, a major deficiency in glass lined coatings.
- All internal tank components are coated with LIQ Fusion FBE™, unlike glass tanks which utilize galvanized internal tank components.
- Fusion FBE™ can be repaired in the field if damaged, unlike glass coatings which cannot be field repaired.
- Does not require cathodic protection, a requirement on glass lined tanks due to uncoated edges and bolt holes.

### **The FUSION BOND EPOXY (FBE) Advantage Over API 12B Coatings:**

- LIQ Fusion FBE™ performance testing depicts superior performance over all coating systems offered for API 12B construction.
- LIQ Fusion FBE™ maintains a standard 5 year warranty in potable water storage. Competitor interior epoxy powder systems are offered with a 1 year standard warranty.
- EXT Fusion SDP™ is fused to substrate primer and cannot be scratched-off independent of base coat. (Liquid polyurethane topcoats can easily be scratched-off of base prime coat.)
- EXT Fusion SDP™ (super durable polyester) exterior topcoat maintains a 3 year standard warranty versus competitor systems offered with a 1 year standard warranty.







## Tank Connection Selected to Receive President’s “E” Award

(John Haight / International Sales Manager)

WASHINGTON – U.S. Acting Secretary of Commerce Rebecca Blank presented Tank Connection with the President’s “E” Award for Exports on Monday, May 20th, at a ceremony in Washington, D.C. The “E” Awards are the highest recognition any U.S. entity may receive for making a significant contribution to the expansion of U.S. exports.

“I am delighted to be recognizing this year’s Presidential ‘E’ Award winners for their outstanding contributions to U.S. exports and congratulate Tank Connection on its outstanding export achievement,” said Acting Secretary Blank. “It is businesses like Tank Connection that are strengthening the economies of local communities, creating jobs, and contributing to the worldwide demand for ‘Made in the USA’ goods and services.”

According to John Haight, Tank Connection International Sales Manager, “Export sales have more than doubled over the last five years. Even throughout the lowest point of the recession in 2009, our global business continued to grow. This directly correlates to additional resources being added to all facets of our company – Sales, Engineering, Project Management and Production. Receiving the Presidents ‘E’ Award is an unparalleled affirmation of the diligent work and commitment our people have demonstrated in reaching out to the global marketplace.”

Tank Connection Affiliate Group is headquartered in Parsons, Kansas. They are a manufacturer of integrated storage systems used in dry bulk and liquid storage applications. Their affiliate group also includes manufacturing operations in Oswego and Baxter Springs, KS. The company designs, manufactures and installs storage systems worldwide.

President Kennedy revived the World War II “E” symbol of excellence to honor and provide recognition to America’s exporters. The “E” Award Program was established by Executive Order 10978 on December 5, 1961. A total of 57 U.S. companies were presented with the President’s “E” Award this year.

U.S. companies are nominated for the “E” Award for Exports through the Department of Commerce’s U.S. and Foreign Commercial Service office network, located within the Department’s International Trade Administration, which has offices in 108 U.S. cities and more than 70 countries to help U.S. exporters. Four years of successive export growth and an applicant’s demonstration of an innovative international marketing plan that led to the increase in exports is a significant factor in making the award.



Accepting the award for Tank Connection, Vince Horton VP Sales & John Haight International Sales Manager.





## **2013 Brings Expanded SIT Fabrication and Installation Capabilities**

(Matt Horton / Dry Bulk Regional Sales Manager)

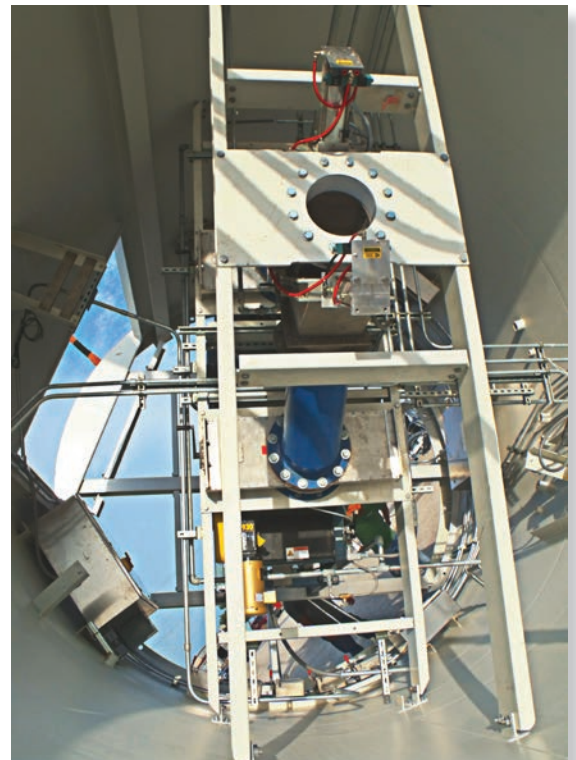
The start of 2013 has brought a flurry of activity within the halls and shops of Tank Connection. As briefly noted in our 4Q newsletter, TC has added yet another production facility and product line to our capabilities profile. Our newest facility, located directly adjacent to our existing 160,000 sq ft field welded facility in Baxter Springs, KS, adds 65,000 sq ft of floor space dedicated to shop welded tank fabrication.

As important as it is to have the real estate to physically produce a shop welded tank, the SIT (System Installed Tank) product line requires a team of seasoned experts in the electrical and mechanical trades, along with a dedicated team of engineers and project

managers. This assembled team executes the core of the SIT product line. Our engineering team will interface a customer designed and supplied equipment package to a TC designed and fabricated silo. Once engineering has been approved and the silo has been fabricated, our mechanical and electrical divisions will initiate the installation of nearly all mechanical, electrical and pneumatic equipment our customers' system requires. After installation has been completed, the silo will be shipped to the intended project site, set into place and tied into the existing plant power and air, thus finalizing the SIT installation.

The SIT product line crosses over into many different market segments, such as: power, municipal, and industrial and include the storage of trona, lime, activated carbon, etc. The process equipment can be for either a "dry" or "liquid" application. While EPA mandated projects are already filling our shop welded facilities, we have been blessed with a mix of projects from all market segments which provide a combination of short and long life cycle projects.

The new facility and personnel invested by TC is a direct reflection of our customers' confidence in the quality of TC products, a testament to the quality of work our employees produce and the commitment we will always bring to the table to meet your needs. To our current and future customers, thank you for allowing us to be your storage containment solution. If you have an application you wish for us to review, please give us a call as we are always here to assist.





## ***Engineering News***

(Wade Jones, Engineering Manager)

Recently, I started listening to a variety of podcasts on my daily commute to and from work. One such podcast features radio mystery shows from the late 1940's and 1950's that are filled with suspense, drama and plenty of whodunit. Perhaps more interesting are the commercials and advertisements that run with the show from the same period. One such show ran the advertising segue "CBS Mystery Theater, presented by Autolite Batteries, the battery you only have to fill with water three times a year!" Now, there is a slogan that failed the test of time.

Much like the basic batteries, storage tanks have been long used in industry and are simplistic in core components. Also, like battery design, tank design continues to be reviewed and refined at Tank Connection to offer our clients the most efficient storage solution for our premier product.

To that end, Tank Connection engineering recently invested in advanced structural design software, allowing our experienced design team to take advantage of all available resources in their design work. Having the latest design tools keeps our forward thinking, customer driven approach at the forefront of efficient tank design.

Tank Connection's drafting group is also in the midst of significant enhancements of our drawing and tank modeling programs, geared at making full use of current three dimensional part and layout modeling. Having these tools available to our clients can be invaluable in the pursuit of effective layouts for integrated systems. Moving forward, this will be a key benefit as we work closely with the client to establish the best possible storage solutions. With these enhancements, Tank Connection is well positioned to lead the industry and leave the past to nostalgia.



## ***Expansion of ISO Scope***

(Matt Hamilton, Quality Control Manager)

For 2013, Tank Connection management set out to expand the scope of our ISO certification. The plan called for both the recently added new shop welded facility in Baxter Springs as well as engineering design and development to be added to the ISO certification simultaneously. This was an ambitious step, but we were determined to meet the challenge. Most people understand that any organization expecting to run a world class operation will need to be able to work effectively between departments. This effort required cooperation between various areas of our organization. It is my pleasure to inform everyone that we have completed our annual external audits required to maintain our current ISO certification. Tank Connection has also successfully expanded the scope of our ISO certification in the first quarter of 2013 by adding both the

new Baxter Springs manufacturing facility and the inclusion of design and development into our ISO certification! This shared accomplishment belongs to all of the people who worked together to make it possible. Our commitment to continuous improvement will drive us to even greater accomplishments as we develop the Tank Connection organization to provide a bright future for our employees and shareholders.

***"Tank Connection personnel are committed to the relentless pursuit of continuous improvement in all of our business operations to fulfill the needs of our customers."***

***We were recently asked to participate in a special survey by completing the highlighted areas below:***

**Tank Connection – A GLOBAL LEADER of custom engineered storage tanks, systems, solutions and services.**

**The most interesting thing about our history** is that our company was started in early 2003 with three people and has evolved to over 297 employees across four manufacturing facilities in Southeast Kansas. Our rapid growth was due to our direct focus on developing “the best” storage products and services in the industry. Tank Connection storage products are now requested worldwide. We believe our focus on providing high quality, cost effective storage solutions for our clients, complemented with “golden rule” customer service have been the secrets of our success.

**In the future, we see ourselves** continuing to grow as the industry leaders in both the dry bulk and liquid storage markets. Tank Connection is recognized as the industry leader for large volume dry bulk storage applications in North America. We design, manufacture and field install high quality storage systems. Our liquids division is rapidly growing as an industry leader for all types of liquid storage and containment applications. We are exclusive providers of LIQ Fusion 7000 FBE™, which is the top powder coating process for bolted storage tanks offered in the World today.

**Our defining value** is based on our commitment to our faith, our personnel, community and integrity in service to our clients. We have a simple philosophy... “always do the right thing”. We don’t waiver in our commitment to our clients, as we recognize them as our sole business purpose. In the storage facilities we design, manufacture and field construct, we are going to do the job 100% right or we are not going to do it at all.

Our commitment is also recognized in our office personnel. How many companies today can tout less than 1% turnover in their staff over the history of the company? With over 2100 years of combined industry experience in storage applications, we are labeled as the experts in the storage industry. We value that clients deserve knowledgeable experts to answer their questions. We simply like what we do and the people we work with. Our clients routinely say that it shows.

**We improve our communities** by being the community. We live and breathe air from the Midwest. This is our home and our goal is to always make home better, but our outreach efforts must be extensive and not subject to boundaries. They extend from LOCAL to MIDWEST to NATIONAL to INTERNATIONAL. If we are going to ship TC products and services worldwide, then our view of community becomes broad. Being cognizant and active on the special needs of others defines the true leaders of industry.

**We are most proud of our** employees, which we believe represent the true fabric of Midwest work ethic. Our employee’s accomplishments are nothing less than God given talent inspired to be the best representatives we can be. It permeates our families, our faith and our work place.

It is also our pleasure to be proud of our client’s success stories. We routinely release client testimonies in our quarterly newsletters. At the end of the day, we only win when our clients tout that another successful project has been completed. We are proud to sit in the background knowing that the storage facilities we furnished were the best available in the industry.

... TC Staff

**Want To Be Featured  
In Our Newsletter?  
or Would You Like  
to Include One of  
Our Articles in Your  
Newsletter?**

Send us your pictures and stories and we will include them in our next newsletter. This newsletter is designed for all TCAG Employees, TCAG Reps, TCAG Dealers, House Accounts, TCAG Clients and Specifying Engineers. It is our intent to keep you informed on the latest happenings at TC. Our people are motivated and our storage products are at the forefront of the industry. We are excited to lead the storage industry and we are excited when you provide us with information that depicts our tanks interfaced with your system. It is our intent to provide exposure for your companies. Our newsletter has a global readership and as you already know our web network is unmatched.

So...send us your information. This newsletter is released quarterly. The next release is scheduled for early July 2013.

Alternatively, as many have already requested, we will gladly allow you to reprint the information contained in each issue of the newsletter. Just ask and I will provide a document for your use!

Kenton Jarman  
kenton@tankconnection.com

**Praise From P&S Construction Inc.**

*P&S Construction Inc. would like to thank Tank Connection for your outstanding performance on our recent project at Andersen Air Force Base, Guam. Your installation team was very professional and was also very cognizant of the Army Core EM 385-1-1 Safety Manual, which governs all projects on military bases and can sometimes be a little burdensome. They were able to adapt in the field to changing conditions which is crucial to successfully completing an overseas project.*

*Tank Connection's ability to step up when P&S required additional engineering services beyond your original scope and to complete design, fabrication and shipping on a very tight schedule also played a major role in the success of the installation. Your cooperation in coordinating with P&S's subcontractors for lightning and cathodic protection is also greatly appreciated.*



**As always... our best to the BEST!**



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