



President's Review

Bill Neighbors, President & CEO

Incoming and shipment levels for the second quarter were phenomenal. We continue to see a number of clients tapping into growth markets and special storage applications. At TC, we like special storage applications and we have the engineering, PM and sales teams that can assist you every step of the way.

So what is currently going on in storage? You name it. Standard, custom and special applications in water, wastewater, fire protection, industrial liquids, dry bulk, minerals, foods, petrochem, chemicals, power, environmental and the list continues. When you are in the storage system business it pays to be broad based in application expertise. TC currently leads the industry in custom dry bulk storage applications. We build more XL bolted hopper tanks than any company in North America. We are also considered by many to be the rising star in the liquids market with a line-up of products and field services that are simply unmatched in quality and unbeatable in performance. Our LIQ Fusion 7000 FBE™ coating system is designed to replace glass/vitreous enamel coatings in water storage applications. Tank Connection's RTP bolted tank construction is the best bolted tank design available on the planet.

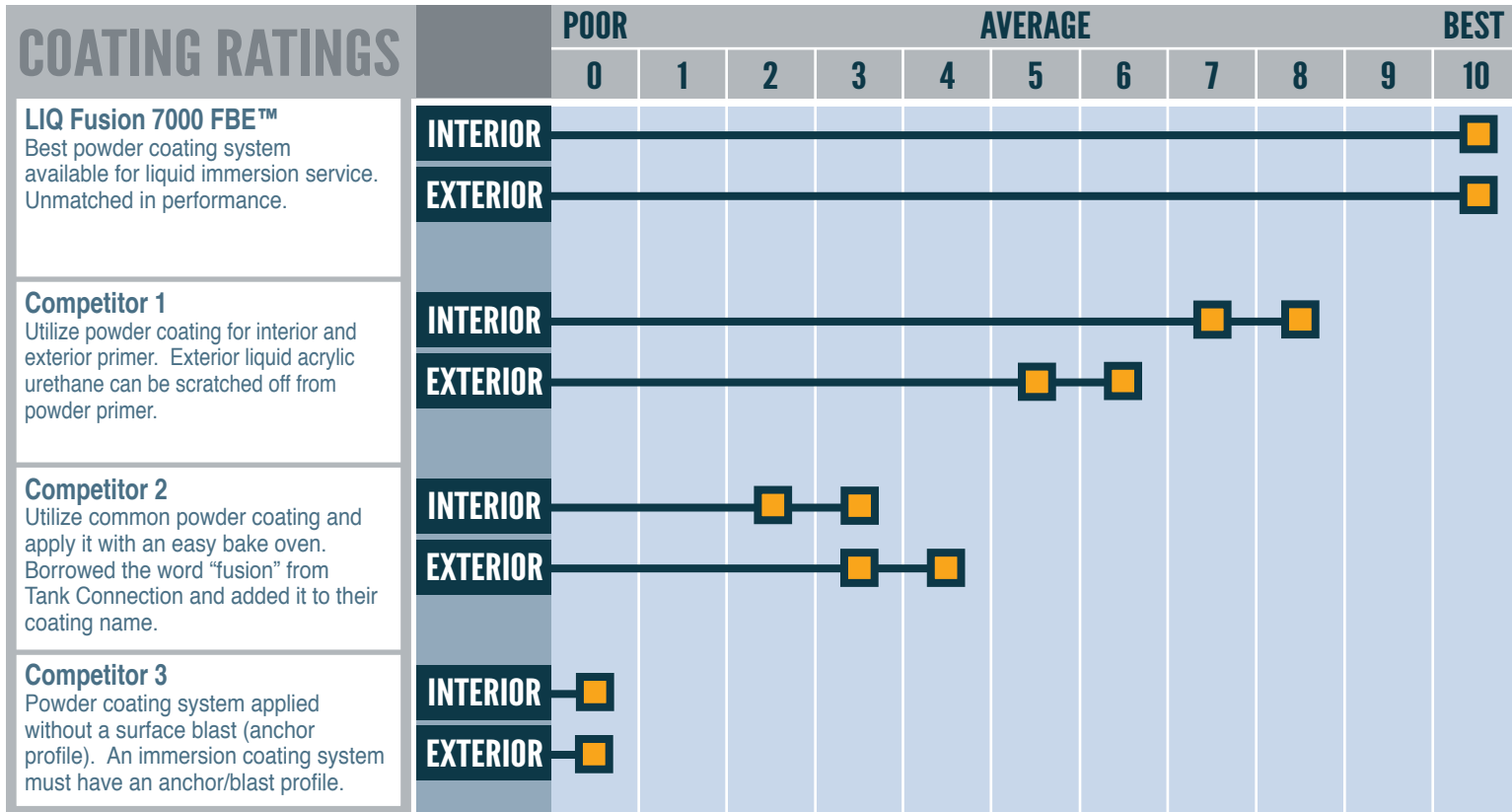
On behalf of TC and all of our employees, we would like to extend our appreciation to our clients for selecting our products and services for your projects. We are simply glad to be part of our clients' success. We will always try to do our best to keep your projects on track from start to finish.

Tank Connection – A picture perfect setting!

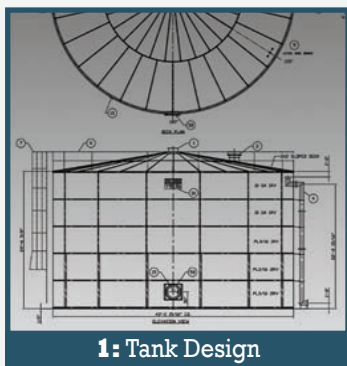




Review of TC Liquid Coatings compared to “so-called” Competitors



In water and wastewater tank applications, you are specifying and procuring four things:



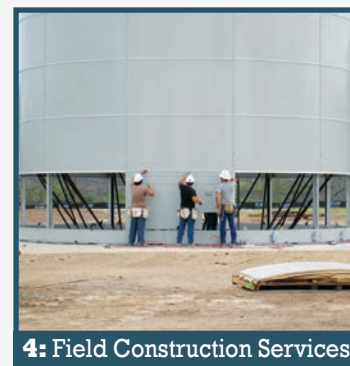
1: Tank Design



2: Factory Applied Coatings



3: Level of Quality



4: Field Construction Services

TC offers the best ratings in all four!

Q: So why would anyone purchase from Competitor 2 or Competitor 3...ever?

A: There is no shortage of uninformed buyers in today's market.



Moving Forward

Vince Horton, Vice President of Sales

As the famous catcher for the New York Yankees, Yogi Berra, once said, "It's like déjà-vu all over again!" At the time of this writing, we have finished quarter number two and are well into the third. The déjà-vu part is that we are on track to record yet another record year at the TCAG. We are now a decade into this outstanding company and the frightening thing for our competitors should be that we are only getting better at what we do! Yes indeed, continuous improvement in our operations is a driving force for what we do on a daily basis and one of the guiding principles of this company is to constantly exceed the expectations of our clients.

Plans are in place for our company sales meetings and corporate strategy sessions will follow in short order. At the TCAG we do not shy away from the opportunity to grow and serve our clients, but rather we embrace the challenge to become the company of choice across all of our storage markets. No other company has the talent, products and leadership required to sustain the growth we have been blessed with, but at the TCAG, we thrive on that challenge. Our employees work daily to "earn" the trust and opportunities our clients allow us to have.

In business, you are either moving forward or you are moving backwards. At the TCAG, we only have one direction we are heading and that is forward! As always, thanks to the great employees of the TCAG and to our clients around the globe, we say thank you.

Happy Selling!



Get to Know Your Salesperson!

Sharon Banning, Dry Bulk Sales Manager

Matt began his career at Tank Connection in 2008 not too long after he graduated from Emporia State University with a Bachelor's Degree in Biology and Chemistry. After 2 years in Project Management, he transitioned to our International Sales group where he was an integral part in partnering TC with many dealers and OEM's throughout the world. In January of 2012, Matt was asked to transfer to the Dry Domestic Sales group due to the rapidly expanding business levels we continue to be blessed with. His experience and talent was an immediate asset to our team.

Matt is extremely dedicated to his customers, representatives, co-workers and Tank Connection. He works very long hours to ensure everyone has what they need in order for them to be successful. He is always willing to lend a helping hand to anyone who needs it – whether at work or in his personal life. Matt exemplifies the values that Tank Connection is based upon, which is why he is extremely successful in all that he does. We truly value Matt – not only as a co-worker, but also as a person.

Matt is known for his quick wit and sense of humor, and there's always someone laughing when he's around. Although our work environment is extremely fast-paced, we can always count on Matt to lighten the atmosphere with one of his many quips and quotes. We often tease him about being "special" – but if you've had the opportunity to work with him, you'll indeed know why we tell him he is one-of-a-kind!



*Matt Horton
Dry Bulk Sales*



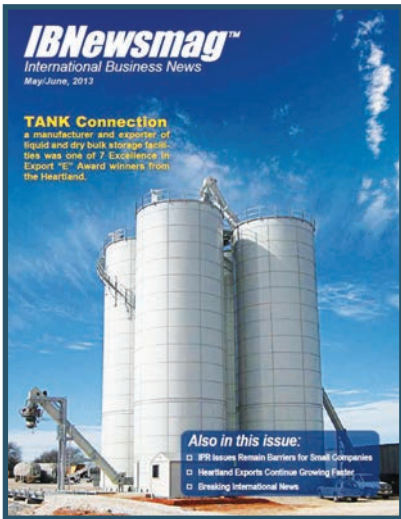
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TC on the Cover: International Business News Magazine

Tank Connection was recently featured in the May-June edition of IBNewsmag™. Displayed on the cover is an outstanding Tank Connection frac sand terminal. TC is also featured in an article regarding this year's *President's "E" Award*. This award signifies excellence in export sales.

"TC distributor construction crews battled through the mighty trade winds of Aruba and local government to successfully construct a Barge-to-Truck transloading terminal with a 133 ft. tall bolted cement storage silo at the Barcadera port. This installation enabled delivery of cement in bulk versus bagged product, giving Aruba easier access to the needed cement."



Want Something Special? We do it EVERY DAY!





Aluminum Geodesic Domes by Tank Connection

Bransie Qualls, Liquid Sales Manager

Not only does Tank Connection offer the premier bolted tank, TC also designs, manufactures, and installs aluminum geodesic domes. TC's domes range from 30' to 300' in diameter, serving a wide variety of markets, such as: Water & Wastewater, Dry Bulk Storage, Petroleum and Architectural applications. Tank Connection's engineers have developed a dome design that enhances the performance and alleviates many field issues during installation. The notable attributes include:

- Stronger structural support with a batten system that ensures a leak free design
- Spun aluminum gusset that provides a precision seal
- Unmatched Safety Design – center safety line support uses a hoist ring designed for 5000lb lateral load
- Tank Connection certified field installation crews
- Three year Standard Warranty

Tank Connection can also design and install stand-alone domes for any type of steel tanks (bolted or welded) as well as concrete tanks. In many instances, an aluminum dome may be requested to replace an existing roof that is failing or the customer may wish to add a dome to an open top tank. Tank Connection can provide the right solutions, the most economical design, and the highest quality aluminum dome for your application.

Get connected and visit our dome website at: www.aluminumdomes.com

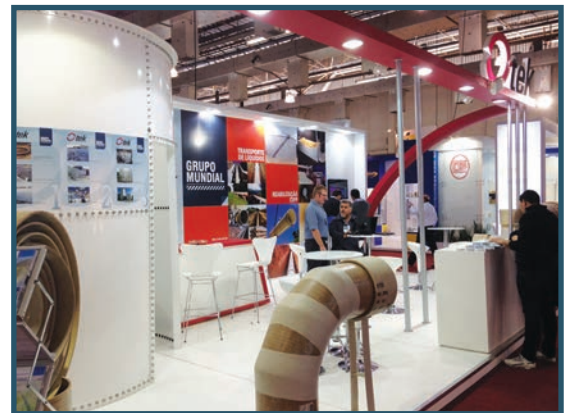
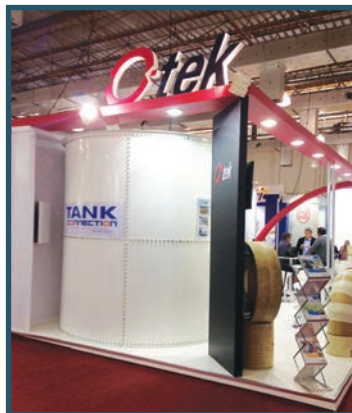


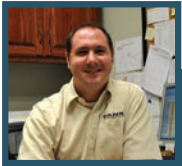
FENASAN 2013

Jeremy Burke, International Sales

The growing demand for Tank Connection products throughout Latin America and more specifically in Brazil, prompted our recent participation at the FENASAN in collaboration with our regional affiliate partner, O-tek. The three day event fostered a tremendous turnout and interest in our RTP (rolled, tapered panel) product line, with special emphasis given to our proprietary LIQ FUSION 7000 FBE™ Coatings. Tank Connection selected the world's leading coating experts at Akzo Nobel to develop the LIQ FUSION 7000 FBE™ system as a direct replacement for traditional glass/porcelain enamel coatings – offering 40 times the impact resistance; and more importantly, the ability to be recoated in the field which results with extended service life.

We wish to extend our sincere appreciation to all those who visited with us during this event. Tank Connection continues to gain recognition in the global marketplace as the most innovative storage containment specialist, and the FENASAN is an ideal environment for sharing the latest developments by TC with our valued customers.





“Half Way There” - TC International Mid-Year Review

John Haight, International Sales Manager

It's hard to believe half of 2013 is already behind us. Business levels continue to increase, and along with them our presence in the global marketplace. Bilingual translations of new and improved marketing materials, specifications, etc, are allowing us to reach more new clients than ever before. Our efforts have not been without assistance; many of our trusted partners have been lending their support to accomplish these tasks. Couple this with TC personnel traveling to several global trade shows and the results are nothing short of phenomenal. Our products and services are currently being recognized as the premier choice by some of the most prestigious public water authorities on the planet.

In addition to our stronghold in the water sector, TC International is also finding broad acceptance in dry bulk applications, as well. New port terminals for cement, fly ash, etc, are propelling us toward the same core markets abroad that built the foundations of the TC name here in the USA. To help keep up with these emerging markets we are now actively seeking key partners for dry bulk representation in select international locations. If you're reading this article and believe you have the experience, resources, and logistical positioning to fulfill the role of a TC International Dry Bulk distributor, we want to talk to you!

The next scheduled outing for TC International team members is actually close to home – WEFTEC, in Chicago, October 7-9. Historically we've met with several of our close friends and new clients during WEFTEC. We invite you to stop by our booth and say hello, or if we have not had the pleasure of making your acquaintance, we'd be glad to introduce you to our team and provide some insight on the broadest array of storage containment solutions available under one roof, from the only manufacturer to offer all four types of storage tanks (RTP Bolted, Shop Welded, Field Welded, and Hybrid models) - Tank Connection.

Thanks for reading; we appreciate your continued trust in our company and our products!

TC Takes 1st in the Company Olympics



Employees from Tank Connection recently competed in the 12th Annual Parsons Company Olympics. For the past 12 years in Parsons, the Company Olympics has been a healthy way for local companies and their employees to stay active in the community while promoting teamwork, company pride and corporate

wellness. While Tank Connection is the industry leader in storage solutions, we are also building quite the dynasty in Company Olympics. For the second year in a row, TC has walked away with the championship in runaway fashion. With over 50 employees participating this year, Tank Connection finished ahead of the pack by 14 points over Parsons State Hospital and Training Center. Power Flame finished in third, with CST coming in fourth place, 21 points behind Tank Connection. Other companies competing this year were Labette Community College, Wal-Mart and Grandview Products. The goal for next year's Company Olympics...3-peat!!



Forward & Onward

Matt Hamilton, Quality Control Manager

Progress

One of the definitions of the word progress is, "a forward or onward movement (as to an objective or to a goal)." That certainly describes the activities happening throughout every department in Tank Connection. We pursue improvements in our organization to adapt and improve the processes at a very aggressive pace. As this process continues, performance and quality is being raised to the next level. We all benefit from the dedicated, professional people working together with a common goal. Progress is being made every day and in every area of our organization. It is providing a strong foundation for us to build on for the future. Each step forward allows us to be more effective with the next improvement we make. We become even faster and better at changes with each step we take. We are able to leverage the momentum created by steady, patient and determined improvements. From one end of our organization to the other, we are raising the bar of performance and quality within Tank Connection. It is exciting to see the positive effects of the steady improvements on our organization. The Quality department is no exception to the rule. We are right in the middle of these activities, by making changes in the department to produce more productivity and streamline our processes. Our commitment to quality is relentless, and the pace is not about to slow.

ISO

Positive leadership is very important to the success of any organization. At Tank Connection, our management support for ISO is outstanding. We also enjoy the professionalism, dedication and creativity of our entire Tank Connection family. This strong foundation allows us to leverage our successes as we move up to the next level of performance. ISO auditing activities will be very important this year as we take steps forward. Audits support the processes and procedures that have been developed and allow us to document opportunities for improvement (OFI) that can help us to continuously fine tune our processes and activities. ISO provides the tools we need to review progress as it is made. Our continued ability to work together as a unit will help us raise the bar to assure that Tank Connection provides the highest level of performance in the industry. Progress!

"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."

Enjoy the journey!



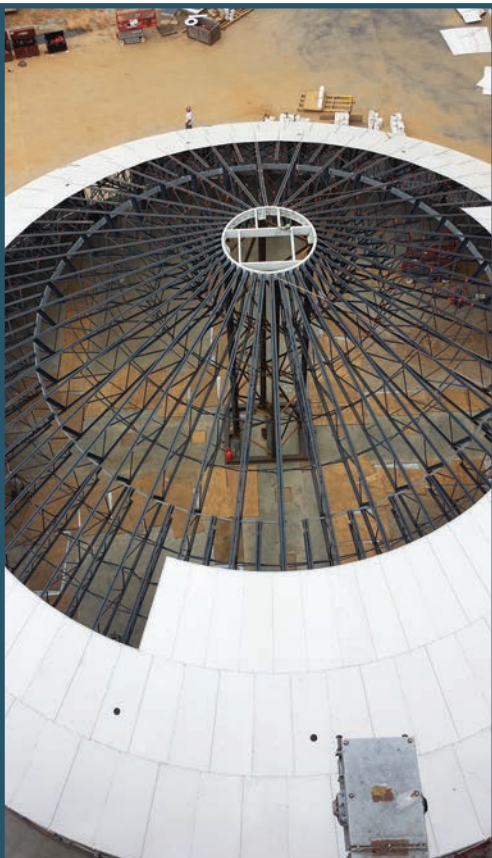


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Silver Dollar City Excursion

WOW what a great turnout!!! Almost 500 people (employees, spouses and children) attended the Tank Connection sponsored event at Silver Dollar City this past July. The weather was awesome! The food was great! Fun and excitement was written on the faces of all! To be totally honest, we noticed some parents faces starting to drag by the end of the day! However, positive reviews continue to pour in. The consensus returned is that we can't wait until the next scheduled company outing. It is always a joy to get to spend time with our extended TC family outside of the work environment.



XXXL FB Bolted RTP Tank

The center dome support stand will be removed and then this XXXL flat bottom tank will be jacked another 50' in the air. Just another walk in the park.



Fire & Process Water

Singapore - Yet another pristine installation by Michael Lee and the crew at ATL!



Fire Protection

Fire protection installation in Saskatchewan Canada by Titan Environmental.



Quasar Energy Group Announces Open House

On Friday September 20, 2013 Quasar Energy Group will celebrate the grand opening of its first anaerobic digestion project on a hog farm. The project, located in Ashley, Ohio, is a partnership with Ringler Farms. As a third generation agricultural producer, the Ringler livestock division raises quality pork throughout Pennsylvania, Ohio and Indiana. "Alex Ringler evaluated various forms of sustainability to be implemented within their agricultural operations. He selected Quasar's anaerobic digestion technology as a means of responsibly protecting the environment by utilizing livestock manure and regional industrial residuals to generate renewable energy and fertilizer while reducing farm odors. Tank Connection's bolted steel tanks are a key component of our proprietary design" states Clemens Halene, Chief Operating Officer of Quasar Energy Group.

Share this:   



Ringler Energy

GRAND OPENING CELEBRATION: Ringler Energy invites you to "save the date" for our Anaerobic Digestion Renewable Energy Grand Opening Celebration in Ashley, Ohio. On **September 20** join us for tours of the new facility, remarks from collaborators, and a pig roast.

Guest Speakers Include:
Ohio USDA, State Director Tony Logan
Ohio Department of Agriculture, Director David Daniels
Ohio Farm Bureau Federation, Executive Vice President John C. Fisher
Ohio Pork Producers Council, Executive Vice President Dick Isler
Environmental Protection Agency, AgSTAR Program Manager Allison Costa
First Farmers Bank & Trust, President Gene Miles
Morrow County Development Office, Director of Operations Patricia Davies
and other local community leaders and project partners

Project Funding is Provided in Part by;
USDA Rural Energy for America Program and,
First Farmers Bank & Trust

JOIN US to celebrate "progressive agriculture."

SEPTEMBER 20, 2013
11:00 AM - 1:00 PM
2281 County Road 156
Ashley, Ohio 43315

RSVP HERE

Click Here to Register to attend the Ringler Energy Grand Opening Event or RSVP by email or phone
Email: crossen@quasareg.com
Phone: (216) 986 - 9999 x 120



in collaboration with:









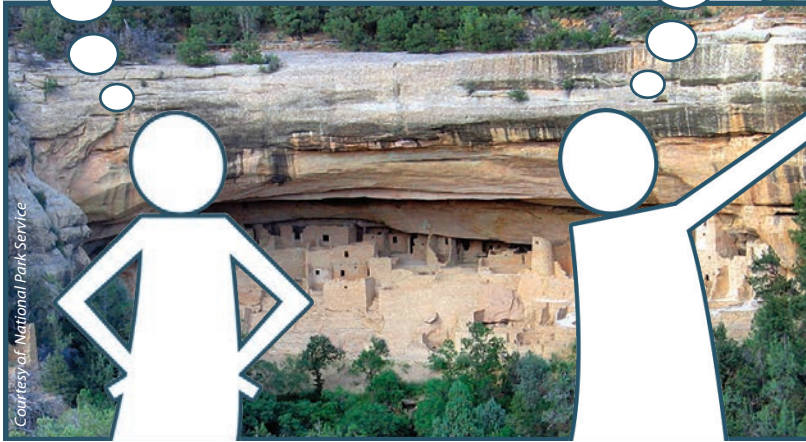



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We're stuck here on a ledge, and our neighbors are going somewhere.

Yep... They bought Tank Connection tanks.



New Literature: Hot Off the Press

Be sure to view our new brochures by clicking on the covers below.

Goodbye API

TANK CONNECTION
AFFILIATE GROUP

DRY BULK STORAGE

In Dry Bulk Storage, The BIGGEST & The BEST in Bolted Tank Construction come from ONE Company, Tank Connection!

TC's precision RTP (rolled, tapered panel) construction is the #1 BOLTED HOPPER TANK DESIGN specified & selected for dry bulk storage applications.

There's a reason why everywhere you look you find Tank Connection!

TANK CONNECTION
AFFILIATE GROUP

The REAL FACTS on Today's Bolted Water Storage Tanks & High Performance Coating Systems!

Don't be fooled or misled by tank manufacturers that communicate their story of FICTION as FACTS. Today's LIQ Fusion 7000 FBE™ coating system by Tank Connection is a stronger system than today's glass/vitreous enamel coatings for liquid storage applications, and we can prove it.

The REAL FACTS in lieu of FICTION:

REAL FACTS 1 Tank Connection is the fastest growing storage tank manufacturer in North America. There just might be a reason why.

Over the last decade, Tank Connection has grown to over 300 employees with more combined years of experience in storage tank design, fabrication, coating applications and field installation than any bolted tank company in North America. Their focus is simple: Best Design, Best Coating Systems, Best Quality, Best Construction Process & Best Support Team.

Real simple.....REAL Facts!

REAL FACTS 2 Tank Connection is the only tank manufacturer worldwide that offers all types of steel storage systems including bolted RTP (rolled, tapered panel), field-weld, shop-weld, SIT's, hybrid tank construction and aluminum dome covers. When a supplier is not limited in the products and services they offer, their review of client applications and specifications can be objective.

Tank Connection designs, manufactures and installs the top-rated storage products and services in the industry, complemented always with "golden rule" customer service. They set the standard of integrity as industry leaders in storage.

Tank Connection, LLC
3609 North 16th Street • Parsons, Kansas 67357 • Phone: 620.423.3010 • Fax: 620.423.3999 • www.tankconnection.com

Facts Vs. Fiction



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Connection Quiz - The latest foray in "Connecting" with Tank Connection

Do you know this individual?

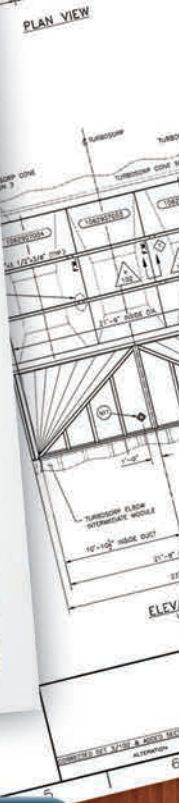
Known alias names include Dr. Mehrotra, Jimmy the Tiger and Mister Rajiv. His knowledge on liquid storage applications in the international arena is second to none. He is TC's Regional Sales Manager located out of Singapore. We just call him our friend!



Follow these links to provide your answer!

Can you guess how tall it is?

Special Shop-welded Construction



Be sure to follow our Tank Connection Facebook and LinkedIn pages for periodic Connection Quizzes.





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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 October 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

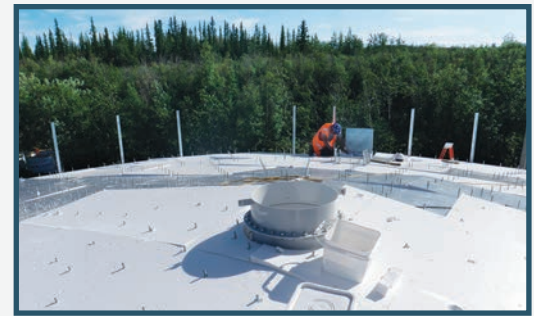
Tank Connection manufactures premier Rolled, Tapered Panel bolted design for dry bulk and liquid storage applications, as well as special designs. One special design is a double roof system, used for colder environments.

TC provides double roof systems for freeze protection in areas such as Alaska, where the ambient temperatures can reach 40-50 degrees below zero on a regular basis. The system is comprised of the primary steel roof with the addition of a secondary steel roof approximately 6"-9" above the primary one. Once the primary roof is installed, insulation is added. The inner layers of the tank roof insulation are comprised of 6" or 12" 40 PSI polystyrene board stock. Upon installing the insulation, the secondary roof is constructed.

Below are pictures of a project that utilized a double roof system. This tank is 53.48' diameter x 22.62' tall, storing approximately 350,000 gallons of potable water. The tank was purchased and installed by Jaffa Construction, Inc. See their testimony below:

Jaffa Construction, Inc., as an Alaskan tank erector, faces many difficulties including extreme weather, remote locations, short construction seasons, difficult support logistics and high labor costs. In keeping with our ASME credentials and long tank history, we will not compromise on quality, therefore to be competitive, we require precision prefabrication. We have found that Tank Connection's tanks are the most complete, well designed and well made in the industry. Further, factory support is critical to any field erector and we have found a willingness by T/C to make the effort to respond with answers to our questions, when we need them. Our clients have found that Tank Connections offers a viable water storage tank. We are an enthusiastic supporter of Tank Connections products.

Bruce Jaffa,
JCI QC Mgr.



As always... our best to the BEST!



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