

## President's Review

*Bill Neighbors, President & CEO*

Business levels have been experiencing a whirlwind of quote and incoming order activity. We continue to see big projects shaping up for 2014 and beyond. Dry bulk, liquid, power and international activity are all good. We are also pleased to see that TC client's projects are being recognized throughout the industry. Whenever we see an opportunity to feature our client's projects in our newsletter, rest assured, they will be featured. Sometimes we are questioned by "others" on why we expose our client base to competitors. It is pretty simple, our clients built TC's business and they tout the TC product line globally. Our clients deserve the same promotion from us. We take nothing for granted in business, but we are hopeful that we are building long lasting relationships with our clients. If we are conducting our business the right way, then we are building a powerful testimony in the industry for supplying the best storage products and services available. More importantly, our company character is driven by the right motivation to serve our clients with genuine "golden rule" customer service. At TC, our big picture is to simply perform on every project for the good of our clients. When our clients tout that a project was successful, we are confident that we were contributors to that success.

We have more special storage products to add to our product line in 2014. Our RTP tank design is the #1 bolted storage tank product available in the world today. Likewise, every product we develop and release is reviewed internally to be the best offered in its category. If it is not the best, we simply change the equation to make it the best. TC shop-welded tanks are recognized as the best custom shop-weld tanks available in North America. TC domes are designed and manufactured to be the best, but we are still relatively new in this market. Regardless, we are now starting to see excellent opportunities in this area. TC's hybrid tank designs are another TC innovation. When hybrid construction is required, no other type of storage system will touch the performance of this product worldwide. Relative to field-weld construction per API 650 and 620, we have built some of the largest self-supporting hopper bottom tanks in North America.

So what's new for 2014? As featured in this newsletter you will see our new EWT (elevated water tank) line featured. Basically, Tank Connection is also moving into this segment offering elevated water tanks that offer the same high quality construction that has built our dry bulk business. At TC, we already build the largest elevated dry bulk hopper tanks, so changing out hoppers for "pan" bottom designs for water is relatively simple. We will also be offering EWT designs with high quality jump-form concrete pedestals. Likewise, in 2014, we will be offering jump-form concrete silos for select dry bulk applications. Currently, at

*Tanks under Construction • Philippines*



*Tanks under Construction  
Grand Prairie, Alberta Canada*





# TANK CONNECTION

E-NEWS  
LETTER  
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the new Galesburg facility we are adding special equipment to offer larger structural designs. On the liquids side, containment covers, low profile domes and flat covers are all under development at this time.

Based on the current level of activity we are experiencing, we are forecasting 2014 to be a strong year for our clients and equipment suppliers. It is our goal to help our clients win projects, so when we can help you with any dry bulk or liquid storage system needs, just call us. When it comes time to perform, we will deliver storage products and services that are unmatched in the industry worldwide.

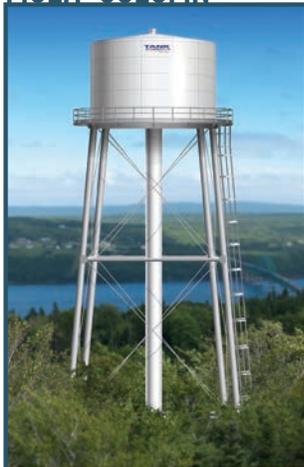
## COMPOSITE PEDESTAL



**Capacities:**  
(Reference TC capacity charts for diameter x height sizing)

- 200,000 to 2,000,000 gallons
- 757 to 7570 cubic meters

## MULTI-COLUMN



**Capacities:**  
(Reference TC capacity charts for diameter x height sizing)

- 50,000 to 150,000 gallons
- 189 to 567 cubic meters

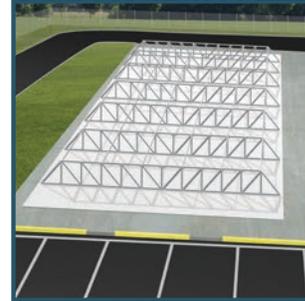
## POSTER



**Capacities:**  
(Reference TC capacity charts for diameter x height sizing)

- 50,000 to 350,000 gallons
- 189 to 1324 cubic meters

## FLAT COVER TRUSS



## LOW PROFILE



At Tank Connection, our flat and low profile aluminum containment covers are available in unlimited sizes for wastewater treatment applications. We offer:

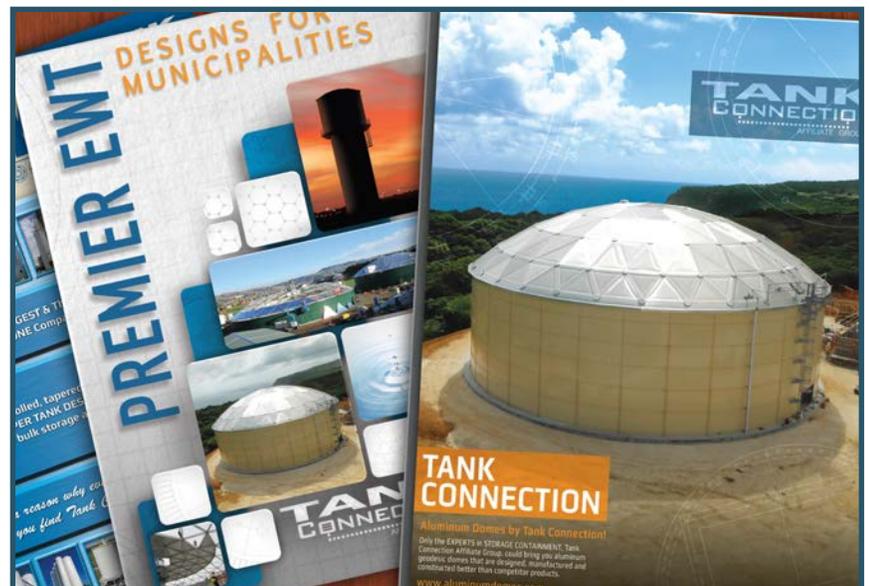
- Flat cover roof system with external truss supports
- Low profile containment covers with internal supports
- Clear span low profile aluminum domes
- Retrofit aluminum domes and flat covers for concrete and field-welded tanks
- All aluminum construction that is corrosion resistant and virtually maintenance free

## New Brochure Releases

TC has released two brochures showcasing additions to our premier storage solutions.

Our Premier EWT brochure highlights our existing stand pipe and steel water tanks. Additionally, it features our three new elevated water tanks, composite pedestal, multi-column and poster series.

The Aluminum Panel Cover brochure features our aluminum geodesic domes as well as our new flat cover truss supported design and low profile covers.





## Moving Forward

*Vince Horton, VP Sales*

Time passes so quickly and the reality is, we have finished quarter number one for 2014 and attended the Powder & Bulk Solids Show in Chicago in May. We look forward to seeing all of our clients, both current and future, as well as our representatives and fellow exhibitors at upcoming shows.

1st quarter results were outstanding across all TC product lines and our backlog as well as future project lists are strong. We look forward to marketplace challenges that only make us sharper and more prepared. Our sales staff is very strong with a great mix of youth and veteran leaders that keep me engaged and excited about our future direction. As I so often note in these newsletters, our sales staff is ready and available to meet with our clients whenever there is a need. A different level of assistance and training is what we will bring to your storage applications.

At TC, we continue to add manufacturing space, machinery and product lines that allow us to provide the best products and services to our customers. Our employees are unmatched by our competitors and we appreciate the opportunities that our customers provide for this organization. Please let us know how we may better serve the life blood of our organization – our clients!



## Jeremy Burke

*International Sales Manager, Liquid Division*

Tank Connection's "Newcomer Dealer of the Year," Male' Water & Sewage Company, recently completed installation of an 83' (diameter) x 33' (height) "checkered board" tank in the Maldives. This particular tank features custom engineering complete with a staggered panel paint scheme for the tank sidewall in Fusion Bond Epoxy coatings and a matching Kynar coating scheme for TC's aluminum geodesic dome. The tank and dome were designed to match the requirement of the local authorities to comply with aviation regulations. This is one of many successful projects that Male' Water & Sewage company has completed with Tank Connection. Click the links below to view the installation from beginning to end, and enjoy what is appropriately themed as a "smooth operation."



[www.youtube.com/watch?v=MI-6lqQYRm0](http://www.youtube.com/watch?v=MI-6lqQYRm0)

[www.youtube.com/watch?v=LddvJekueaM](http://www.youtube.com/watch?v=LddvJekueaM)



## Get To Know Your Salesperson!

*Sharon Banning, Dry Bulk Sales Manager*

Jeff Schibi began working at Tank Connection in January, 2012 as an inside salesperson. At that time, Jeff had just graduated from Pittsburg State University in Pittsburg, KS, with a Bachelor's Degree in Business Administration Management. Being a local Parsonian all of his life, Jeff knew many people who worked at Tank Connection. However, he had no personal knowledge of our products. Although perhaps a bit intimidated at the enormity of the wealth of information to learn, he dug right in with a great spirit and amazing attitude. He served as a quote back-up to the outside salespeople when they traveled, and also assisted with the ever-increasing daily workload.



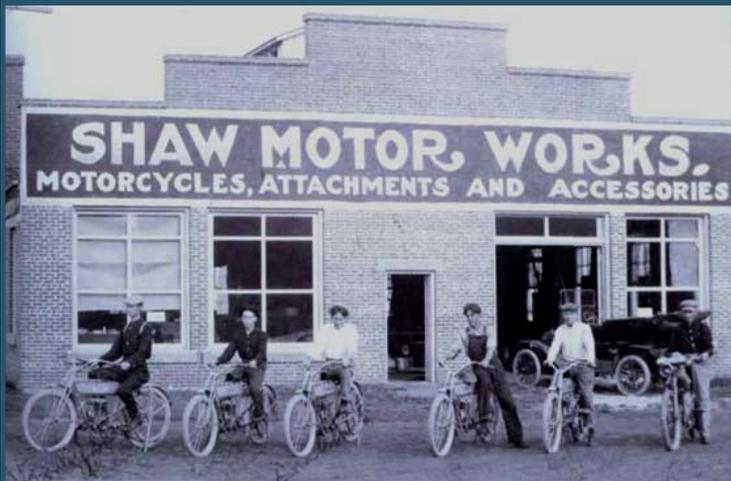
*Jeff Schibi  
Area Mgr.  
Dry Division*

Jeff has a dedication to his career that is rare among young people. He is a fast-learner, and applied himself to learning everything that he could. In late 2013, Jeff was promoted to an outside salesperson with his own territory. Once again, he is challenged with new opportunities each day, and once again he continues to out-perform all expectations. He has an amazing ability to meet new people and instantly form friendships. Jeff is a truly genuine person, and fits well into the role of teaching people about our company and our products.

Jeff is a very recent newlywed to his bride, Breah Giefer. Breah has just graduated from the University of Kansas School of Pharmacy, and has accepted a position at one of our hometown pharmacies. Some of you may recognize the name, as she is the daughter of the late Mike Giefer – one of Tank Connection's founders. Jeff and Breah are making their home in Parsons, and we are so excited for them as they start on the next phase of their lives together. Hopefully you will have the opportunity to meet and/or speak to Jeff in the near future, and he can have the same impact on you, that we at Tank Connection, get to experience each and every day.

## Galesburg Facility Past & Present

*Shaw Manufacturing Company • Founded by Stanley Shaw 1903*



*TC Drones at work! New Galesburg facility brings online 127,000 square feet of manufacturing space.*





## Accomplishment!

*Matt Hamilton, Quality Control Manager*

I am excited to tell you that we have just completed our three year cycle of external re-certification audits. As you might imagine, the audit process is quite long in an organization of this size especially when adding a new facility. I knew that I would need the cooperation of the entire Tank Connection team to execute this successfully. I was not disappointed. We did extremely well during the audits. Most readers are aware that Tank Connection is committed to maintaining our ISO 9001 certification, but they may not know that in our latest cycle we have certified our fourth facility to ISO 9001:2008. Our Galesburg facility is now included in the ISO quality management system.

The quality and commitment of an organization is indispensable when working through this process. Success depends on the quality and integrity of each and every individual within the system. At one point I was required to produce a list of continuous improvements to support our "relentless pursuit" claim and I was able to list fifty-three improvements without hesitation. Tank Connection doesn't just offer "lip service" about our commitment, our performance as an organization speaks for itself. Comments made by the external ISO auditor during the closing meeting were very positive. It was clear that our claims to be "relentless" were supported in every area of our organization. This newsletter provides me a platform to announce the successful completion of our latest ISO re-certification efforts. I want to extend my congratulations to all Tank Connection personnel for the successful completion of our latest ISO recertification audits in all four of our facilities. The future is bright for Tank Connection personnel and their families because they strive to provide our customers the best service and the highest quality available in the industries we serve. It is time to work together to take Tank Connection to the next level... again!

Our ISO Quality Policy says it best: "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 have certified our fourth facility to ISO 9001:2008. Our Galesburg facility is now included in the ISO quality management system."***



## Misty Will Be Missed

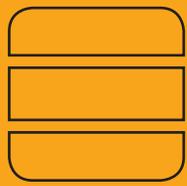
This past week was a difficult one for Tank Connection employees. None of us imagined we would be faced with the sudden loss of a friend and coworker in a tragic vehicle accident. Misty was a vital part of the Tank Connection family and will be missed by all. Our deepest condolences and prayers continue for Greg, Noah, Caitlin and the rest the family. The following excerpt is taken from Misty's obituary.

*Misty R. Chalker, 41, of Parsons, passed away in a two vehicle accident south of Parsons at 17000 Road and Highway 59, Wednesday morning, June 4, 2014.*

*She was born on June 15, 1972 at Parsons to Jerry and Patricia (Carter) Gale. She grew up at Parsons and attended Meadow View School, Parsons Middle School, and Labette County High School. She graduated in 1990. She attended Labette Community College and Pittsburg State University from where she graduated in 1996 with a Bachelors Degree in Psychology and minor in Human Resources Management. She and Greg Chalker were united in marriage on August 3, 1996 at the Wesley United Methodist Church. He survives of the home. She worked at the Parsons Police Department as a Communications Officer while in college. She later worked at Advance Plastics, Big Brothers and Big Sisters of Labette County, SEKCAP, Beachner Companies, and was currently the Human Resources Director at Tank Connection Affiliate Group in Parsons.*

*She was very active in the lives of her children including coaching Caitlin's softball team, helping her husband coach Meadow View Basketball Teams. She was active with Big Brothers and Big Sisters of Labette County. She enjoyed reading and going to concerts and was an avid Kansas City Chiefs and Royals fan. She was a member of the Wesley United Methodist Church in Parsons.*

*Misty's life was all about her children. She was a dedicated and loving mother who always wanted the best for her children. She cherished every moment she had with them and her husband. She was a hardworking and independent person yet was always kind and generous with her time and resources in giving to others.*



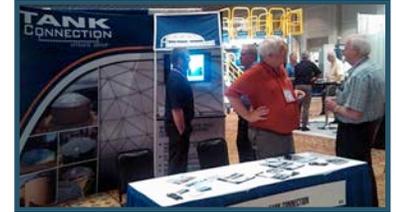
# TANK CONNECTION

## Where In The World?

The sales group has been busy traveling across the world attending trade shows.

### **NISTM • Orlando, Florida**

Our Liquid Division exhibited at the NISTM (National Institute for Storage Tank Management) show in Orlando, FL. The booth featured our premier Aluminum Dome line and introduced our new Flat Cover line. Tank Connection manufactures both product lines in a newly purchased facility in Galesburg, KS.



### **Powder & Bulk Solids • Rosemont, Illinois**

The International Powder and Bulk Solids conference and exhibition just recently took place in Rosemont, Illinois. We had a great team travel to the show and as always had exceptional traffic at our booth throughout the three-day event. During the show, we presented our Rep Awards to the top dry bulk representatives. It is always nice to see old friends of the industry as well as meet new ones. TC wants to thank everyone who stopped by our booth!



### **IFAT • Munich, Germany**

TC would like to thank everyone who visited our booth and added to what was the most productive IFAT show to date. IFAT (International Federation for Alternative Trade) is the world's leading trade fair for water, sewage, waste and raw materials management. With over 135,000 visitors from 170 countries, this show gives us the opportunity to meet people from all over the world. We look forward to IFAT 2016!



### **ILTA • Houston, Texas**

The 34th Annual International Operating Conference & Trade Show in Houston, Texas was very successful this year, with over 2800 attendees and over 300 exhibitors. Thanks to everyone who stopped by our booth!



### **SIWW • Singapore**

We exhibited at the SIWW water exposition in Singapore for a week in June. SIWW is known for one of the world's most important and comprehensive water trade shows focusing on innovation, products and services. This event happens every other year, and we look forward to 2016!



### **DUG EAST • Pittsburgh, Pennsylvania**

The series of DUG conferences are focused on the oil and gas industry's challenges and identifying and developing unconventional gas. With attendees at the DUG East show in Pittsburgh, PA from a wide range of industries, Tank Connection had a great show and would like to thank all who visited with us!



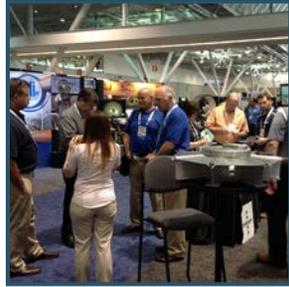


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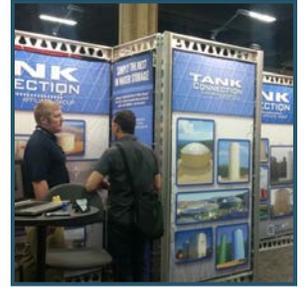
## AWWA • Boston, Massachusetts

We just recently exhibited at the 134th Annual Conference and Exposition (AWWA/ACE) in Boston, Massachusetts. We spoke with many people about their water storage needs, and had great traffic at our booth throughout the week.



## NFPA • Las Vegas, Nevada

Tank Connection recently attended the NFPA Show in Vegas. We always enjoy the diversity of the show as well as the city. We had customers & engineers from around the globe stop by our booth. Thank you to everyone that stopped by to visit. We look forward to seeing you next year in Chicago!



Curious to learn more about Tank Connection's product lines and construction services? GET CONNECTED and visit us at the following shows:

SHOW	LOCATION	DATE	BOOTH NUMBER
FENESAN	São Paulo, Brazil	July 30-August 1	G20
Dug-Eagle Ford	San Antonio, Texas, US	August 17-19	8098
IMEX 2014	Las Vegas, Nevada, US	September 23-25	306
WEFTEC	New Orleans, Louisiana, US	September 29-October 1	7337

## Testimonial

Recently, we received a "wow" testimonial from a global leader in water technologies. The company goes unnamed, but the testimony inspires us to continue our charge to lead the industry with products and services that are simply unmatched. At TC, our people make all the difference because our clients deserve the best!

*Tank Connection,*

*I received a call from a potential new customer for TC. He had read a reference letter that I wrote several years ago. He asked me numerous questions about TC. This is what I stated:*

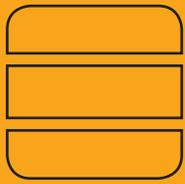
- *In the bolted tank market there is no one that comes close to TC in engineering, fabrication, installation, and quality of bolted tanks.*
- *TC has a state-of-the-art fabricating facility, which includes stringent controls on their coating process and you should visit the shop.*
- *TC works with its customers through changes and treats the customer with true honesty and fairness, a very rare aspect seen in today's business world.*
- *They asked me to compare other brand names to TC. I stated that there is no comparison. At one time, the "other brand" was considered the best rated system in the U.S. They are no longer in that league and nowhere close to TC.*

*Steve Vinosky  
Construction & Safety Manager*

## Welcome To The Family

We are pleased to announce that George Mead joined Tank Connection in January. George comes to us with a vast experience in potable water storage applications. He was formerly with a glass tank dealership out of Ohio called Mid-Atlantic Storage. George is focused on new product development and has introduced TC's elevated tank for municipal storage. If you are looking for answers in EWT applications, George is the right contact. He and his wife Melanie now live on Table Rock Lake, which has become their new home. Please welcome them into the TC family.





## Did You Specify A Liquid Storage Tank Or A Mistake?

In picture #1 below the bolted tank product looks pretty good, right? This is a glass tank supplied by a competitor brand. In the global marketplace, we routinely receive pictures of these light tank designs installed in the field only to be followed with more pictures of them falling down. Please note the stiffener angles running around the tank perimeter. We ask clients that review this type of product for their applications one simple question, "Do you want a tank that is designed with proper plate thickness or do you want a tank that is held together with stiffener angles, web stiffeners and webbies?"

In the global marketplace, a number of "so called" competitors try to compete with Tank Connection by providing light tank designs that utilize an erector's set of stiffeners. In the marketplace, suppliers that have brought this "junk approach" into the liquid bolted tank market should be held accountable for offering the industry inferior products. For sometime, TC has acknowledged that this problem is out of control, and that it only continues to get worse. We continue to witness more and more stiffeners added to bolted tank designs. For the manufacturers, it is a cheap design approach for storage. For the end user, you will end up with an inferior product that will not fulfill your expectations. It will require replacement within 5 to 15 years at best. In the case below, it lasted about 30 days.

Light designed liquid storage tanks should only be utilized for temporary storage containment facilities. These products should NEVER be used for permanent storage facilities. In all cases, bolted or welded steel storage tanks should utilize a robust design and state-of-the-art coating systems that are designed for low maintenance and long-term performance. In liquid storage containment facilities, anything less is simply called a mistake.



## Competitors & Price Fixing On Water Tanks?

We continue to receive calls about "other competitor tank companies" being charged with "price fixing" in the marketplace. All we know on this subject is what we read online. If you Google price fixing + competitors name, you will find a list of charges and articles online. Our comments on the subject are simple, companies of integrity don't participate in bid-rigging and price-fixing activities. If the charges are true, price fixing is a cartel activity that constitutes criminal activity.

Although not related to this topic but can have the same outcome is one of the topics that we have reported on for years. Specifying engineers that have been nurtured to release one manufacturer's tank product for a bid project especially in the municipal market is setting the municipality up to pay significantly higher prices for water storage tanks. Again, this has been going on for a long time in the U.S. It is simply bad for the municipality and ultimately the consumer.

Tank Connection manufactures the top performance bolted steel water storage tank in North America. We are the largest supplier of bolted dry bulk storage tanks in North America. We are the second largest supplier of bolted water storage tanks. Our growth in water storage globally is unmatched because we manufacture and install the best bolted water storage tanks available. We routinely recommend to specifiers, to release project specifications for bid that include TC's product "Bolted RTP Construction with LIQ Fusion 7000™ coating system," and competitor products including "Glass Coatings" and "Stainless Steel Construction" on their projects. Review the bids received and make your selection. This is the only way to ensure that competitive bids will be received for your project.



## Connection Quiz

The image below was taken by our drone at one of our facilities.

**Can you guess the overall shipping length of the tank transport?**

**Note:**

Shipping length includes the tank, trailer, and truck (which isn't shown in pic)



Give us your answer by clicking on the links



### Find Us On Social Media

Keep current with all things Tank Connection by joining our social media family. Visit our pages by clicking the links below.



*When you consider all options for dry bulk storage, TC's bolted RTP design will outperform ALL competitor products significantly, including field-weld and concrete construction. It is the #1 hopper tank design offered in the marketplace worldwide. Get Connected!*





*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 periodically.

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

## CLIENT COMMENTS

*Below is a comment from one of our clients after a facility visit.*

*“The operation at the shop was very impressive. Tank Connection appears to be a quality orientated organization, and they did a commendable job on the documentation package for both types of silos.” (Shop Welded & Bolted)*

*FL Smidth*

## From our friends at Laidig...

*Picture shown is one of three Laidig reclaimers that are being retrofitted into large biomass storage silos at the University of Missouri. Originally, “brand x” unloaders were purchased, but they did not perform successfully and were removed shortly after start-up. Laidig will be supplying our Model 698 track drive reclaimers, which have a proven history in biomass storage applications.*



**“We are excited and confident in providing a Laidig solution for this application. Laidig reclaimers excel in real performance.”**  
Visit us at: [www.laidig.com](http://www.laidig.com)

As always... our best to the BEST!

