

A COMPLETE SOLUTION FOR IMPROVING TERMINAL OPERATIONS AND LOGISTICS

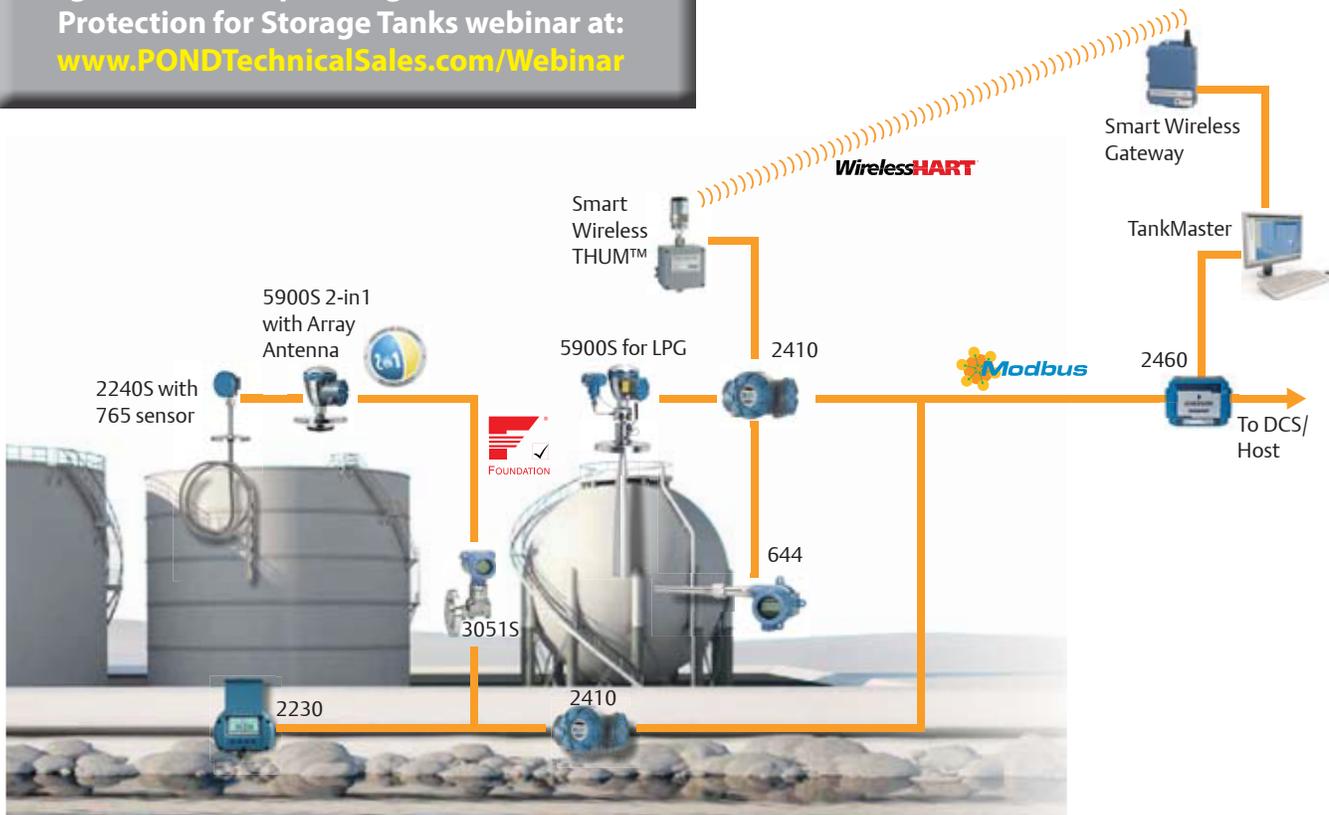
Bulk liquid terminals are key logistics storage points within the oil and gas, chemical and petrochemical value chains as products move through supply chains to markets around the globe.

They provide raw, intermediate, and finished product storage to producers, processors, marketers, commodity traders, third-party logistics providers, transportation companies, strategic storage and local distributors. Terminals are increasingly challenged to meet changing customer and market demands to move and store more products faster and safer. This requires more sophisticated terminal management systems and tighter inventory control to optimize capacity and throughput without compromising safety or the environment.

The rise in the number of products has resulted in a trend for operations such as blending to move out of refineries and into terminals closer to distribution points, adding additional complexity to traditional terminal operations. This creates logistical, environmental, inventory, blending and custody transfer challenges within the operation. Within this application note, we will address a number of scenarios:

1. What if you could detect inventory variances early and avoid lost product
2. What if you could improve product quality control and increase turnovers
3. What if you could predict and reduce or prevent contamination issues?

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2-wire Intrinsically Safe (IS) self-configuring Tankbus enables cost efficient and safe installation.



WHAT IF YOU COULD DETECT INVENTORY VARIANCES EARLY AND AVOID LOST PRODUCT?

The ability to track, alter, and control material movement in an accurate and timely manner can greatly impact the success or failure of your terminal. Outdated equipment, unscheduled downtime due to tank overflow, and poor systems integration all contribute to your inability to provide precise measurements or be flexible when orders change. This can mean material loss, customer dissatisfaction, and ultimately, a loss of business.

It is essential to your business that you be able control the flow and balance of material movement in order to maintain proper inventory, avoid reblending and tank overflow, and complete customer orders in a timely manner.

POND Technical Sales offers a complete terminal management solution with Emerson's Syncade Logistics, DeltaV and field devices, which can track inventory

from the device level and communicate changes to the business system.

Accurate field reporting devices and DeltaV, which provides up-to-the-minute alarming and trending data, can enable your operators to identify potential problems early. Syncade Logistics can help you more efficiently track inventory, fill orders, and generate reports. In addition, Syncade's material accounting functions make it possible for you to instantly validate each movement, reconcile and measure your inventory after each movement, and accurately report stock and yields.

POND Technical Sales offers a suite of products to enable you to identify shrink and potential loss, recalibrate your measurement instrumentation at any time, and eliminate questions regarding inventory, tank gauging, or metering accuracy.



Rosemount 5900S 2-in-1 radar gauge w/ TankMaster: Accurate, real-time inventory and meter measurement.



Micro Motion Elite Coriolis: Precise flow measurement and custody transfer metering.



Daniel 1200 Series Liquid Turbine Meter: Enables high flow rates, extended flow range, and sustained metering accuracy.

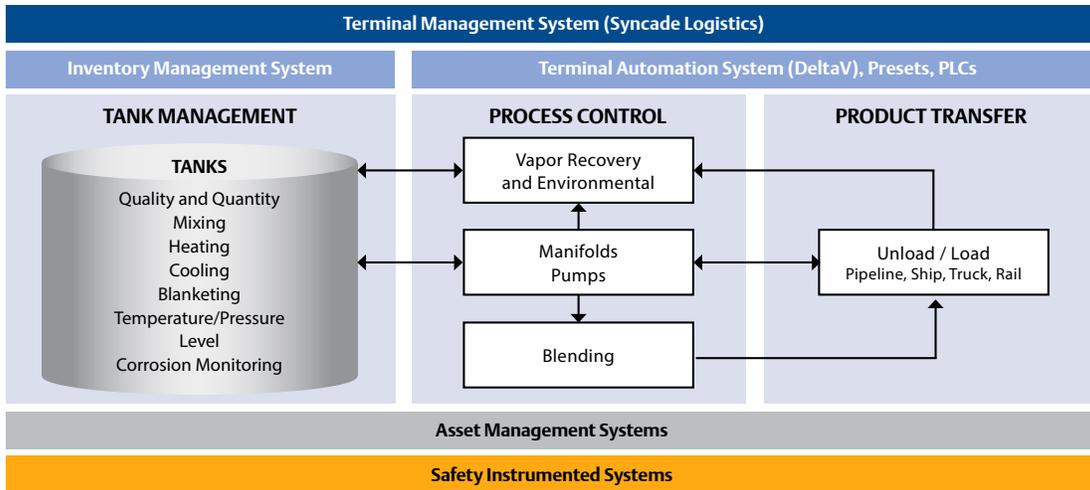
WHAT IF YOU COULD IMPROVE PRODUCT QUALITY CONTROL AND INCREASE TURNOVERS?

Controlling the variables associated with product integrity requires you to simultaneously and accurately manage time, money, personnel, assets, and customer expectations. However, standing in the way of your success are unpredictable incidents of material loss or contamination due to equipment and human error. Without a way to minimize inaccurate equipment data, unscheduled downtime, or operator mistakes you risk losing money, contracts, and the reputation of your terminal.

POND Technical Sales uses automated production solutions from Emerson to help you control many of the variables associated with product integrity.

Emerson's automated solutions can provide you with greater insight into inventory and the confidence to know that when needed, you can quickly alter your operational course of action to avoid losing valuable materials.

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WHAT IF YOU COULD PREDICT AND REDUCE OR PREVENT CONTAMINATION ISSUES?

Keeping materials properly segregated and managed within the terminal is imperative in order to mitigate financial loss. However, the more a product is handled, the higher the risk of contamination. And a single error, such as the wrong valve opening, can lead to the contamination of thousands of cubic meters of product.

Using automated solutions can also help you mitigate the risks of contamination associated with malfunctioning equipment or human error. And equipping your operation with accurate measurement devices and automated controls can lessen your need to reblend product and ultimately, help ease much of the financial burden caused by contamination.

Automatically verify the success of each step of your blending process.

Failure points, due to equipment malfunction or human error, are possible at every stage of your production process. More times than not, these failures lead to the costly task of rework of your product. However, using Emerson's DeltaV control modules and Syncade terminal automation logic enables you to detect the validity of each movement in and out of your tanks and ensure "hands-free" execution. The capability to detect contamination at an early stage can help eliminate the need to purchase additional, expensive additives for a last-minute reblend.

Gain the insight needed to avoid contamination surprises.

Knowing the composition of a product upon receipt, then tracking any changes in composition that may have occurred while in the pipes, is not something that can be reliably done without the aid of technology. But, using the support diagnostics provided by Emerson's Rosemount 5900S with Tank Master, can put you in the best possible position to know with certainty when contamination might occur. These devices provide you with early insight into your tank operations that can help you prevent costly contamination issues.

Detect out-of-tolerance variability early and avoid rework.

Deadlines are looming and there are many components to blend; in order to meet product specs, you need to ensure that the right material and quantity is going through the line without contaminants. Emerson's Micro Motion Elite Coriolis flow meter enables you to continuously monitor product density for contaminants or vapor entrainment that can create off-spec blends. In addition, these unique meters provide operators with the ability to simultaneously measure mass and volume and perform product quality cross checking from beginning to end of a batch process.

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SUMMARY

The variability supply and demand of feed-stocks, fuels, and other final products has resulted in increasing complex supply chain issues. Storage terminals often act as a buffer to help manage these industry dynamics. In addition, your terminal operation handles a greater diversity of materials and must continue to meet the terms of your contractual obligations which require products to be on spec and at the right location at the right time.

While operational improvements such as automation solutions seem overwhelming, it is becoming increasingly apparent that it is necessary to improve the accuracy, productivity, and safety of terminal or lose the ability to compete. Emerson and POND Technical Sales understand these challenges, and have created a turnkey solution to reduce the risk of implementing automated technologies.

Terminals of every type and size are choosing to work with POND to implement results-proven solutions from Emerson. When you work with POND, you have access to a variety of automated systems, production equipment, and safety devices that, when combined with our locally available, industry-specific consulting expertise and support can help you solve your greatest operational and process challenges. You'll be able to ensure product integrity, hit profitability targets, meet changing customer and market demands, and remain HSSE compliant.

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Headquarters

100 Sebeth Drive
Cromwell, CT 06416
Office: 860-316-2570
Fax: 860-760-6804
Sales@PONDTechnicalSales.com

Maine & New Hampshire Regional Office

762 Main Street
South Portland, ME 04106
Office: 207-699-2552
Fax: 860-760-6804

Visit us online at www.PONDTechnicalSales.com

