

June 2014



# Business News Bulletin

*Sun, sea, sand... summer !*

**Inside edition:**

Petrochemical Roadshow 2014 in Amanzimtoti	2
Belgian Ambassador in Morocco visited Berrechid factory	3
WOD-KAN 2014 Fair in Bydgoszcz	3
Grit blasting vs. sand blasting tanks	4
Positive presence in the petroleum industry by Petrotank South Africa !	4
Thermoflex pipes conquer the Romanian market	5
First stainless steel tank produced by CGH Polska	6
TCI participated to FIT mission to Nigeria	7
CGH Polska produced vertical tanks for Belarusian customer	7
Opening of Petrotank SA Sales Office in Bloemfontein	8
CGH Group participated in UNITI Exhibition in Stuttgart	8

Dear All ,

With summer (winter for South Africa :-)) CGH is on track to meet its budget for 2014. This is mainly thanks to the increasing contribution from its African factories which, so soon after their opening, are becoming very productive.

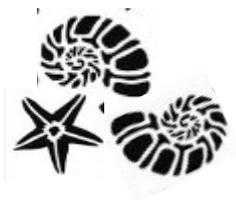
In May, the Group had an order intake, without any exceptional order, of 262 tanks representing some 320 to 350 compartments. This is a new record in our CGH books.

In the mean time new regions are being explored and new products are being tested in the market such as stainless steel tanks and water filters. The technical department of CGH is becoming, step by step, a real engineering office with skilled people enabling our sales teams to expand their product portfolios.

I wish all of you a happy holiday recharging your batteries for the coming challenging second half of the year.

Kind regards,

Chris D'Hondt



## Petrochemical Roadshow 2014 in Amanzimtoti



Petrotank South Africa participated in the Petrochemical Roadshow in Amanzimtoti on 5th of June 2014.

The roadshow is hosted four times a year in various areas in South Africa.

A lot of potential customers from the Petrochemical Industry attended the venue.

The next Petrochemical Roadshow which we will be attending is on 30th of October 2014 in Midrand, Gauteng.

We are also very excited about our first advertisement in the African Petrochemical Magazine which will be issued soon. There will also be an editorial about Petrotank.

We have had numerous meetings with core customers in the petroleum industry recently, resulting in agreements or at least indications of contracts and potential large orders.

Our unique processes assist us in passing the 150-tank mark very soon and we are looking forward to passing the 200-tank mark in July!

With respect to the above, the Petrotank South Africa team would like to express our appreciation to our Polish colleagues who have assisted us with process development yet again during May.



Petrotank South Africa stand  
on the Petrochemical Roadshow in Amanzimtoti.

## Belgian Ambassador in Morocco visited Berrechid factory

On the 6th of May 2014, Petrotank Morocco had the honour of welcoming His Excellency, Mr Frank Carruet, Ambassador of Belgium in Morocco, at its new premises in Berrechid.

After a presentation of CGH Group and Petrotank a visit of the factory was organized and some issues about the economy were discussed with the management. Mr Carruet was impressed with the modern factory and equipment and confirmed his support when needed.

Petrotank is the only Belgian company fully producing goods in the country starting from raw materials.



## WOD-KAN 2014 Fair in Bydgoszcz

The 22nd congress of the International Fair of Machines and Devices for Water Supply and Sewage Systems took place as every year in Bydgoszcz on 20th -22nd of May 2014.

Exhibitors are the producers of devices and suppliers of services connected with the design and construction of petrol stations, refineries, pump-rooms and other systems.

Our stand was visited by representatives of design and construction companies.

There was also a lot of interest on the investors' side, where some of them are doing modernizations on their own and for whom our company was not known till now.



Krzysztof Bonin (Sales Representative from CGH Polska—on the left) with one of the customers visiting our stand during 22nd WOD-KAN Fair.

## Grit blasting vs. sand blasting tanks

The outer skin of an underground double wall steel tank must be perfectly clean to ensure the proper adherence of the coating. All CGH tanks, whether manufactured in its Polish, Moroccan or South African plant, are grit blasted before the polyurethane corrosion protective outer coating is applied.

As the tank's outer skin coating is of outmost importance, CGH has always preferred grit blasting to the sandblasting cleaning method used by most tank manufacturers. It thoroughly removes all surface contaminants such as mill scale, oxidation or rust and grease. It also etches the steel plate surface, giving it the required roughness to improve the adherence of the coating.



Sandblasting does not provide the same results, increasing the risk of corrosion due to the detachment of the coating. Grit blasting consists of projecting under high pressure steel pellets of standardized characteristics onto the tank wall. It is an environmentally friendly process, performed in a closed facility with the recovery and reprocessing of the steel pellets. The CGH grit blasting process is performed in compliance with the ISO8501-SA2 ½ standard.

## Positive presence in the petroleum industry by Petrotank South Africa !

Within a short period of time, Petrotank SA has made a positive presence in the petroleum industry.

In April and May we manufactured and delivered a variety of tanks to different satisfied customers!

Not only have we exported yet again to Mozambique, but the customer base within the South Africa region is also growing rapidly.

Only in May, Petrotank South Africa (Pty) Ltd received orders for 82 tanks / 120 compartments.



Above:  
one of the tank exported to  
Maputo.

On the left:  
aboveground tanks  
manufactured for South African  
customer.

## Thermoflex pipes conquer the Romanian market

This is our first 3 – in -1 article. The article is about the BOSIET training in Constanta, the Techno Forum participation in Bucharest and the delegation of INA people visiting Romania for the technical evaluation of Thermoflex pipes.

Karim D'Hondt participated in the BOSIET (Basic Offshore Safety Induction and Emergency Training) course in Constanta in Romania and had the honour meeting Mr Smith, Technical advisor of the Supervisory Board of Petrom.

After explaining to Mark Polyflow's Thermoflex technology, TCI's achievements and the recent new developments ("ExPERT" approach), we were given the opportunity to participate in a Techno Forum that was organized by and for Petrom people.

The audience was full of Petrom asset managers and operation managers. The technologies that were presented on the first day were evaluated afterwards by OMV Petrom attendees based on: productivity increase, cost savings, lead time to execute and speed to production.



TCI was selected as one of the top technologies, scored the highest points on these different criteria and was able to give a detailed workshop the day after. The workshop focused on making a SWOT analysis and determining an action plan to further implement Thermoflex pipes on different applications (water/gas injection lines, new flowlines, downhole applications). At the end of this workshop TCI, together with their partner Cis Gaz and agent Georges, set the following goal: "At the end of 2016, Thermoflex pipes should not only be used in every Petrom asset to rehabilitate corroded existing steel pipes but they should also be used in every application that has a high corrosion risk rate: new flow lines, new gathering lines, new water injection lines, CO2 injection lines, chemical injection lines, downhole ESP applications."

TCI feels confident that this presentation will help them to generate more business from Thermoflex pipes with Petrom the next upcoming years.

At the same time, during Techno Forum, a delegation of INA people from Croatia had come to Romania to enter into discussions with Petrom asset managers who had already installed Thermoflex pipes.

They visited the Craiova and Videle asset and had a meeting with the local asset managers. Afterwards, we officially received the message from INA, that based on the acquired knowledge during their visit, they agreed that Thermoflex pipes could be applied in various kinds of rehabilitation projects and would be considered in the field of water injection pipelines and CO2 pipelines. For crude oil pipeline projects INA was going to formulate on a case by case basis the list of potential suppliers and would no longer exclude Thermoflex pipes.

# First stainless steel tank produced by CGH Polska



In June CGH Polska, for the first time in its history, produced a tank made of stainless steel for a the local customer, who is a leader in Poland in the production of salad oil (eating oil). The customer is very happy with the results and promised to order another similar tank in the near future.

The underground tank V=50m3 dia 2500 mm is to store Hexane used in the production process.

The photo above shows the tank before the passivation process.

To produce that tank CGH Polska obtained new competences in welding of stainless steel. The sales department is also in negotiation with other customers about new stainless steel tanks orders.

# Petrotank Morocco's new product - mobile station kit

On the 13th May 2014, TOTAL MOROCCO introduced to the press its new product - "mobile station kit" - designed and manufactured by Petrotank Morocco. This product consists of a tank of 25m3 fitted into an ISO container and provided with necessary facilities such as piping, pumping and electrical supply.

This event took place in the presence of the General Director of TOTAL Mr Arnaud Le Foll, the Directors of technical divisions and the General Director of Petrotank Mr Jamal Khoujjane who explained in his speech the various aspects of the mobile station kit including the measures taken to protect the environment, because the whole system is within a holding tank that protects the soil in case of leaks.

The mobile station kit has attracted the interest of most industrial stakeholders and of the press and was the subject of 29 articles in national newspapers.

The General Director of PETROTANK, Mr. Jamal KHOJJANE has affirmed that the mobile station kit has a holding tank for the entire system, which avoids any risk of seepage into the ground

## TCI participated to FIT mission to Nigeria

TCI participated to the FIT (Flanders Investment & Trade) mission to Nigeria and took the opportunity to meet its newly appointed Thermoflex agent/distributor in Lagos.

Several B2B meetings took place, organized by FIT, and presentations were given to NAPIMS and Seplat organized by our Thermoflex distributor. It seems the opportunities in this country are huge and other presentations with Total, Exxon Mobil, Chevron and Shell onshore and offshore will be organized in the near future.

TCI also had a meeting with our LPG partner, a contact that was established during the AEGPL exhibition in Brussels 2 years ago. They have been very close to having the first LPG installation in Nigeria and are convinced that this initial installation will boost sales as LPG is a rising fuel in Nigeria.



## CGH Polska produced vertical tanks for Belarusian customer

After many grueling negotiations CGH Polska has received an order for 28 vertical insulated and heated (by heating cables) tanks, intended for the Belarusian factory of plant oils.

Despite the complexity of the project, and the work of many sub-contractors, the manufacturing process will be finished in time. The first batch of tanks will be delivered according to plan in the first half of June.

Because the customer appreciat CGH's professionalism he placed a new order for another 29 tanks of smaller capacity, but with a similar degree of complexity.



## Opening of Petrotank SA 2nd Sales Office in Bloemfontein

Petrotank South Africa is proud to announce the opening of its second sales office in Bloemfontein which took place on June 12th, 2014.

This office more centrally located in South Africa allowing us to be able to offer a great service to all our customers, especially those in remote areas. We are confident we will have most stock available at all times - TCI products & NUPI products.

The sales office will also be able to assist with quotations and advice with regards tanks, although tanks will still be manufactured at our factory in Chamdor and transported from there.



## CGH Group participated in UNITI Exhibition in Stuttgart



From 3th to 5th of June, CGH Group participated at the first UNITI expo, that took place in Stuttgart.

The faire incorporated retail and commercial fuel handling equipment, logistics and carwash solutions and a full range of domestic products for convenience retailing.

The CGH-booth welcomed during those three days visitors from over 27 different countries.

The booth was co-hosted by the CGH Group and TCI-E's primary partners: Risbridger, Icon and SSC. As a result, a lot of the TCI-E product range was displayed: CGH tanks, MwayPro covers, modular tanklid and all different sorts of tank components, under pump valves, the full range of EasyFit Entry Boots, the European introduction of the Ifix Split Entry Boots for maintenance activities and products designed for doing reparations on PE and GRP sumps.

TCI-E also showed the Flexible Reinforced Thermoplastic LPG Piping and prototypes of the new LPG end couplings. Special thanks should go to the CGH Nordic and CGH Polska team, who were also present on our stand to welcome all visitors interested in our CGH tanks.

The show was a success for everybody, so we are planning to take part again in two years time in UNITI 2016.

## CGH Group News Bulletin

Srebrna 39  
85-461 Bydgoszcz, Polska  
tel: +48 52 370 6666  
fax: +48 52 370 6660  
E-mail: [marlena.amdt@cgh.com.pl](mailto:marlena.amdt@cgh.com.pl)

