



News

dp fuel tank services

AUTUMN 2011

New services through alliance

DP Fuel Tank Services has concluded two new joint strategic alliances with OTS TankCare and Thames Valley Petroleum that will mean the addition of many new services. These are in addition to the previously announced tank lining arrangement with RPM.

Says DP FTS director Nigel Plumb: "It became obvious a while ago that one of the main issues that site operators would need to tackle in the coming years was the problems thrown up by the increasing use of biofuel. Many companies jumped into the market with instant so called cures, which we believe have had limited results and can even make things worse.

"We decided to put together a group of experienced specialist companies that can supply and deliver expert solutions to biofuel problems and tackle a wide variety of other forecourt projects.

"Many of the projects we are called in for these days require a multidisciplinary approach, with all the tasks requiring a high level of experience and expertise if they are to be carried out efficiently and, above all, safely. Rather than trying to become a jack of all trades, we decided to conclude joint working agreements with companies we know have the right level of



Sealing the deal: (l to r) DP FTS managing director Kathy Early, DP FTS director Nigel Plumb, OTS TankCare sales manager Darrin Francis and OTS TankCare sales director Steve Gain.

expertise and experience and will give our customers the high level of service they have come to expect from us."

OTS TankCare

OTS TankCare specialises in the implementation of planned preventative maintenance to help customers reduce the risks associated with fuel contamination - in other words biofuel problems.

This includes comprehensive measures for testing and monitoring microbial bacteria, particulates contamination and excessive water.

Continued on page 2

Come and see us at APEA 2011

Come and see us at this year's APEA Exhibition 2011 at the Ricoh Arena, Coventry on November 23. We are on stand B22, where we will be delighted to tell you more about all the new services we have added to our portfolio.

In addition to our traditional areas of tank cleaning and site decommissioning, we now offer cleaning, removal and installation of commercial and domestic oil tanks, tank lining, fuel polishing and pipework.

INSIDE:

Finding a water jet that does the job – page 2

Pipework and biofuel services cont. – page 2

Getting ready for 2012 – page 3

Kathy celebrates 25 years – page 4

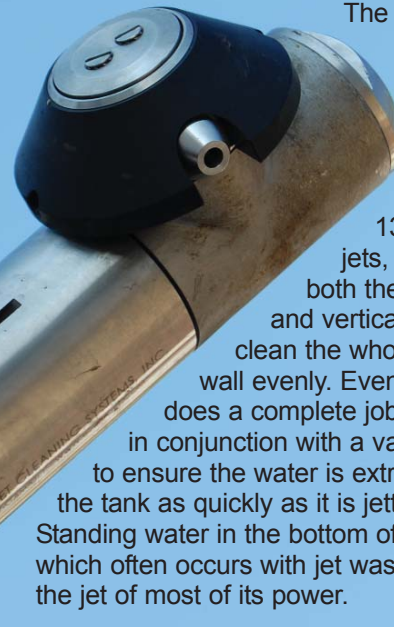
A jet wash system that works

DP Fuel Tank Services is adding a new service to its wide portfolio, a non-entry method of cleaning fuel storage tanks that, it says, actually works. The method uses an American made high pressure water lance that features an innovative two-way swivel nozzle.

Says DP FTS director Nigel Plumb: "We have always contended that the only real way to clean a tank thoroughly is for an operative to enter it and clean it from the inside. We have offered high pressure jetting through the man entry as an option because some of our customers object to man entry on health and safety grounds.

"While our perfect safety record over nearly 50 years demonstrates these objections are groundless, we obviously like to comply with our customers' wishes when it is safe to do so.

"However, in our experience, standard jet washing just cleans swirly patterns on the tank wall, leaving a lot of uncleaned areas behind. In this new equipment we believe we have found something that will do almost as good a job as man-entry, provided it is used in the right way."



The innovative jet fits into a standard 4inch (100mm) opening and uses two 130 psi water jets, rotating on both the horizontal and vertical planes, to clean the whole of the tank wall evenly. Even then, it only does a complete job if it is used in conjunction with a vacuum tanker to ensure the water is extracted from the tank as quickly as it is jetted in. Standing water in the bottom of the tank, which often occurs with jet washing, can rob the jet of most of its power.

New alliances, new services

Continued from page 1

Under the agreement the two companies will share expertise and resources to provide a total capability for the support of fuel oil storage facilities and forecourts.

OTS TankCare provides fuel testing and on-going support required to ensure that fuel storage facilities continue to deliver an optimum level of quality.

According to TankCare sales manager, Darrin Francis : "The quality of biodiesel can deteriorate very quickly because it has a higher amount of suspended water making it



(L to R) John Moore and Nigel Plumb, directors of DP FTS and Mick Kerin proprietor of TVP and Dina Morris, finance manager of TVP.

prone to microbial growth. The only way to counter this is to implement an active fuel hygiene strategy.

"Continuous tank cleaning and fuel 'polishing'

procedures are not sufficient. That is just dealing with the symptoms rather than the root cause of the problem.

"We provide a more scientific approach, based on fuel quality analysis and the implementation of treatment technologies designed to inhibit the growth of contamination."

Thames Valley Petroleum

Thames Valley Petroleum (TVP) carries out pipe installations, alterations, island construction, trenches and minor building works.

Says TVP proprietor Mick Kerin: "Many of the jobs we do involve the need for tank cleaning, and lots of the things DP FTS gets involved with require the handling or disconnection of pipes, so we fit in with each other extremely well. It is great for both of us and our customers to have a fellow expert that we have worked with so well in the past and have absolute confidence in."

Under all these agreements, customers will be dealing with a single point of contact, offering total support.

Getting ready for 2012

DP Fuel Tank Services is helping London get ready for next year's expected influx of visitors from all over the world by making former fuel sites safe for development. One recent contract saw the company called in by Ashridge Construction to make the fuel storage tanks safe under the site of the former Hamilton Service Station in Commercial Road, Shadwell, East London.

Once the buildings had been demolished, DP FTS was called in to make six large fuel storage tanks safe for excavation, so the land could be re-used for a new hotel development.

Says site supervisor Gary Reeve: "When the service station closed all the tanks were drained and filled with a concrete mix called slurry, which should have completely filled the void of the tank, so that any residual fuel cannot evaporate and create a potentially explosive fuel/air mix. Unfortunately, like all forms of permanent filling that is pumped into tanks as a liquid, it has a tendency to settle and leave a gap at the top where an explosive mixture can gather."

To deal with this safely, the tops of the tanks have to be exposed and DP FTS has to carefully cold cut triangular holes in each end, avoiding sparks and spraying with water to reduce heat.

The atmosphere inside the tank is then checked on a meter and any vapour is expelled using compressed air.

A small amount of contaminated water found in the tanks also had to be pumped out and safely disposed of.

DP FTS then cold cuts an incision along the top and ends of the tank so the tops of the tanks can be folded back by heavy machinery, to complete the ventilation and prevent further build-up of gasses, and enable the fill to be separated from the skin of the tank more easily.

The six tanks made safe and excavated were 2 x 20,000ltr, 2 x 15,000ltr, 1 x 5,000 and 1 x 2,500ltr.





Kathy celebrates 25 years with DP FTS

Contacts:
 DP Fuel Tank Services
 169 Frenches Road
 Redhill
 Surrey RH1 2HZ
 Tel: 01737 767524
 Fax: 01737 762524
 e-mail: tanks@dptanks.co.uk
 Website: www.dptanks.co.uk
 Kathy Early, managing director
 Nigel Plumb, director
 John Moore, director

DP FTS managing director Kathy Early is getting in some practise for celebrating 25 years with the company in January 2012.

Kathy was the first of founder David Plumb's children to join him in the company. She was joined four years later by her brother Nigel Plumb.

She has become the third of DP FTS's current personnel to have reached the quarter century mark.

Says Kathy: "Today's DP

FTS is almost unrecognisable from the one I first joined. In those days we only cleaned, excavated and disposed of tanks and we were one of only a few specialists carrying this out.

"These days there's much more competition and we have diversified into many other areas. The one thing that's stayed the same is it is still an industry full of friendly people.

"Oh, and not all of those bottles are mine. I was set up."



Spot the difference

Ring round the eight differences between our two pics, cut the form out and send it back to us at the address in the box above by November 30, 2011. The first three correct entries out of the hat will win a bottle of Champagne. If you want to know the answers after the closing date e-mail jeremy@enterpress.co.uk.



Name

Job title

Company

Address

.....

.....

e-mail address

Phone number