



Peter Hüni (left) and Donald Keehan

APC, Hüni – the relationship continues

Advanced Polymer Coatings (APC) has re-appointed industry leader Hüni + Co, from Friedrichshafen, Germany as its sole ChemLine coatings applicator in Europe for tank containers.

The signing of the new contract solidifies a more than 10-year working relationship between the two companies, which began in 2004. Present at the signing were Donald J Keehan, APC chairman and Peter Hüni, president of Hüni + Co, along with other members of the management and sales teams.

Hüni's history dates back to its founding in 1859. The company added high performance coating application for corrosion protection to its services in 1959 and has been involved in coating tanks, containers and various apparatus since then. From January 2016, the next generation of the family is continuing the legacy of the company as Alexa Hüni, the daughter of Peter Hüni joined the company full time, marking this as the sixth generation family member.

Today Hüni has become Europe's leading tank container applicator working with major chemical manufacturers, other chemical and agri-chem companies, tank operators, lessors and tank manufacturers.

Peter Hüni noted that the market is now growing for lined product tanks. "There is a need for specialised tank containers with protective linings that can carry high value corrosives and other liquids, thus generating higher revenue," he said.

He pointed out there are some coatings that may be able to handle carriage of a specific cargo, but added that only the ChemLine coating system can carry the entire range of approved chemicals. "ChemLine offers tremendous versatility," he explained, "by providing the capability to carry different cargoes easily when needed. ChemLine handles more than 5,000 different chemical cargoes including acids, alkalis, solvents, CPPs, edible oils, agricultural chemicals and many others."

Donald Keehan said APC/Hüni relationship has been solid since day one. "We have great trust in the technical ability and the attention to quality that Hüni repeatedly delivers. The company has an excellent system that produces outstanding tank container lining results and understands how to apply ChemLine coatings and the attention needed for proper heat curing and inspection to bring about the desired performance."

Proper heat curing of ChemLine creates a highly cross-linked and tightly knit coating structure that provides greater chemical resistance, even at elevated temperatures. The coating has a smooth gloss finish that is easily cleaned.

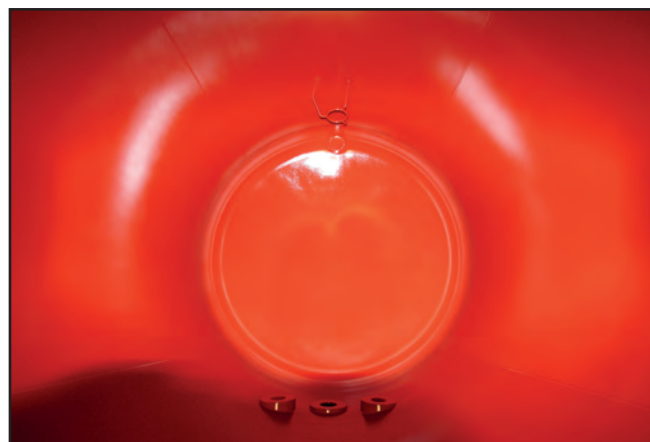
Hüni + Co has had many successful ChemLine applications on a range of transport and processing equipment, including IBCs, product tank containers, bulk chemical storage tanks, process reactors, and scrubber columns. Peter Hüni says ChemLine offers ideal protection for these applications.

Before any tank container is accepted for coating, Hüni first inspects the tank condition to ensure the surface is well prepared and the equipment in the tank is in good working order. Once confirmed, a multi-step process starts that includes proper surface preparation and blasting, coating application, inspection, and heat

curing. Hüni coats newbuild tanks as well as replacing failed or damaged competitor linings in existing units with ChemLine.

Step one, surface preparation, ensures a successful coating application by properly cleaning and preparing the quality of the surface. Various type abrasives are selected as needed to achieve the necessary profile. A substrate may be made of stainless steel, hasteloy, titanium, aluminium, or carbon steel.

Step two, application, is typically first done as a red base coat of ChemLine. Next, a grey ChemLine top coat is applied as the finish coat. Additional finishes can be provided as anti-static or anti-slip. Tanks are then inspected and spark tested to ensure proper coatings coverage.



Inside a ChemLine coated tank container

Step three, covers heat curing. Hüni uses indirect firing of insulated and un-insulated tanks in order to heat cure effectively. Bifurcated fans, connected to the tanks via flexi-ducting, work in conjunction with the diffusers to ensure overall uniformity of the substrate temperature. Diffusers are fitted to burner inlet jets for effective heat distribution. For temperature measurement, thermocouples are strategically placed in the tank, transmitting temperature readings to a central recording desk. Sophisticated chart recorders plot the temperature data being returned from each thermocouple. A graphical representation of the recorded data is produced to prove the time – temperature correlation in line with quoted specifications.

Throughout the process, quality is closely monitored and data dossiers are provided for customers requiring evidence of compliance. These include recording of heat curing temperatures and times, visual inspection of the tank container, layer thickness measurements of approximately 400 measuring points per tank container in the final test, certification according to DIN EN ISO 9001:2008, spark testing with high voltage in accordance with DIN 55670-A, testing and recording of the electrical conductivity, and work certificates.

Peter Hüni stated if a tank container lined with ChemLine is well maintained, then "Our customers can expect nothing less than 10 years' service."

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Boasso America - 30 years and still going strong

Beginning in 1985, Boasso America has supported customers in North America with ISO tank services.

Headquartered adjacent to New Orleans in Chalmette, LA, the company successfully completed its 30th year of operations in 2015. As 2016 begins, the company is reflecting proudly on its three decades of operation.

"As a company we were very informal in the way that we conducted business on a daily basis," says Scott Giroir, former Boasso America president, who recently retired from his position after 30 years of service. "In the early days formal planning meant thinking through a one month period, but as time moved forward, more formal processes starting taking effect." Giroir was instrumental in the start-up of the company with founder Walter Boasso, and helped mould the organisation into the brand that it is recognised as today.

"Many of our employees wore several hats, and learned to be 'experts' in many areas of our operation," Giroir adds. "We depended on outside consultants and outside relationships to help guide the company in areas of weakness. Over the years we added the needed positions to ensure that the company would stay compliant and use these resources in our monthly, yearly and long term planning."

Giroir states the addition of personnel to facilitate the company's growth yielded some very beneficial talent to Boasso's portfolio. "We were very fortunate as a company, as these same people who helped build the company were also our sales force and customer service team. We were visible and available to customers' needs and demands, in addition to receiving many customer visits at all of our facilities. We always tried to find the 'right' employee to fit the company culture first, even if they may not be the strongest on paper for the field of expertise."

Boasso's long-time leader also addressed the current state of the company, excited for the founding traditions to continue into the future. "Today, our company structure is more complex, but still allows each employee the liberty to make decisions easily, which is encouraged by all of management. The need to hire the 'right' employee is even more important today than ever, as all of our employees are the most important business asset to our company."

As the 31st year of Boasso America's existence begins a new chapter, Giroir's principals and legacy will live on, according to new president Tony Morsovillo. "Over the years, Scott has been very successful in building this company. He has positioned and developed a solid management team during his leadership. I am looking forward to the challenge of continuing Boasso's successes and company tradition."

Morsovillo assumed his new role on 1 January 2016 after seven years with Boasso, and the past five as corporate operations director. Morsovillo has over 20 years of transport industry experience.

Carrying on the company's strong internal and external customer support will be a prime objective for Boasso's leadership team, especially with new industry challenges and major growth plans for the future.

In addition to opening its newest, tenth terminal location in 2015 in West Memphis, AR, to service the Memphis, TN, market, the company also has new owners as 2016 begins.

A subsidiary of Quality Distribution, Inc, Boasso America is now under the ownership of Apax Partners, a UK based private equity firm. Apax has been focused on full support of all 10 of Boasso's terminals in terms of growing existing locations. Apax is also focused on the possibility of adding additional facilities to meet business needs and growth in the ISO tank industry.

Despite the ongoing growth, Boasso still works hard to maintain its close-knit family culture.

www.boassoamerica.com