

TANK

STORAGE AWARDS

16 March 2021 | Antwerp, Belgium



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by **EASYFAIRS**

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“Sponsoring the 2020 Global Tank Storage Awards has been definitely worthwhile. We have achieved huge international exposure with enquirers from Brazil, Trinidad, UK & Scandinavia.”

Theo Fransen, Managing Director
NANOC



THE AWARDS.

The 5th annual Global Tank Storage Awards return to Antwerp on the 16th March 2021. The prestigious awards are designed to highlight those that excel in a range of different categories relating to terminal achievements, equipment innovations, ports and individual success.

The Global Tank Storage Awards are an excellent opportunity to put an individual or company in the spotlight and reward them for excelling in safety, innovation or overall storage excellence. As well as acknowledging the best in the industry, the event includes:



Drinks reception



Three course dinner



Awards ceremony



All-inclusive drinks all evening

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AWARD CATEGORIES.

TECHNOLOGY AWARDS.

Terminal Optimisation Award - This award goes to the software, service or model that succeeds in optimising, streamlining or improving the storage terminal.

- Award Winner for 2020: *Toptech Systems*
- Award Winner for 2019: *Brooge Petroleum and Gas*
- Award Winner for 2018: *Vopak Terminal Savannah*

Environmental Performance Award - This award goes to the product or technology that serves to protect the environment and/or reduce emissions at the terminal.

- Award Winner for 2020: *Integrated system for vent gas treatment at the port of Rotterdam, Tecam*
- Award Winner for 2019: *Floating roof monitoring and 2 in 1 overfill prevention system, Emerson*

Emerging Technology Award - The award is given to a cutting-edge technology that allows forward thinking storage terminals to keep pace with a rapidly changing working environment.

- Award Winner for 2020: *Online Storage Tank Floor Inspection System, Diakont Advanced Technologies*

Innovative Technology Award - The winner of this award will go to a technology, product or service that is revolutionising the tank terminal industry.

- Award Winner for 2020: *TWTG*
- Award Winner for 2019: *Contact-based inspection drones, Amerapex*
- Award Winner for 2018: *In-tank drone inspection, Avetics Global*
- Award Winner for 2017: *Elios by Flyability*

Safety Technology Award - This product or technology adds an additional layer of safety to the terminal and reduces risk to employees and the surrounding area.

- Award Winner for 2020: *Re-Gen Robotics*
- Award Winner for 2019: *Magnetic pipe support, McNetiq*
- Award Winner for 2018: *Rosemount 5900S 2-in-1 Radar Level Gauge, Emerson*

TERMINAL & PORT AWARDS.

Most Innovative Port Award - This award goes to the port that is working hard create a circular economy, digitalise its offering or use new technology to improve overall customer service & efficiency.

- Award Winner for 2020: *Marseille-Fos Port community / Union Maritime et Fluviale de Marseille-Fos (UMF)*
- Award Winner for 2019: *North Sea Port*
- Award Winner for 2018: *North Sea Port*
- Award Winner for 2017: *Port of Antwerp*

Sustainable Impact Award - This terminal is demonstrating its dedication to protecting the environment by introducing energy-efficient initiatives as well as implementing the latest procedures to prevent leaks and spills and/or minimise emissions.

- Award Winner for 2020: *Sprague Operating Resources*
- Award Winner for 2019: *Vopak Terminal Eemshaven*
- Award Winner for 2018: *Indian Strategic Petroleum Reserves, Vishakhapatnam*
- Award Winner for 2017: *IL & FS Prime Terminals Fujairah*

Safety Excellence Award - The winner of this award will be able to demonstrate an impeccable safety record – specifically when it comes to lost time injuries as well as recording near-miss incidents.

- Award Winner for 2020: *Fujairah Oil Terminal*
- Award Winner for 2019: *Shell Haven, UK*
- Award Winner for 2018: *ATT Tanjung Bin (ATB) Terminal*
- Award Winner for 2017: *Ventspils Nafta Terminals*

Terminal Efficiency Award - The winner of this category will be the terminal that boasts the best throughput rates and most effective operations.

- Award Winner for 2020: *CLH*
- Award Winner for 2019: *Euro Tank Terminal, Rotterdam*
- Award Winner for 2018: *Saudi Aramco Terminals*
- Award Winner for 2017: *LBC Cepsa*

AWARD CATEGORIES CONTINUED.

INDIVIDUAL AWARDS.

Rising Star Award - This award goes to the person who is already paramount to the success of their company and who has the potential to become a key contributor to the future development of the tank storage industry.

- Award Winner for 2020: John Reynolds, Managing Director, Reynolds Training.
- Award Winner for 2019: Jaap Koomen, General Manager, Burgan Cape Terminals.
- Award Winner for 2018: Ewart Cox, Managing Director, Assentech.
- Award Winner for 2017: Frank Schreurs, Managing Director, In-Energy.

Outstanding Achievement Award - This award goes to an individual who has gone above and beyond to ensure the success of a company.

- Award Winner for 2020: Nuria Blasco, General Manager, Tepsa.
- Award Winner for 2019: Kasper Castricum, General Manager, Arabian Chemical Terminal.
- Award Winner for 2018: K K Vikraman, General Manager, Tristar Terminals Guam
- Award Winner for 2017: Ellen Ruhotas, Managing Director, Ratio Group.

ENTRY PROCESS.

WHY ENTER?

Winning an award is an excellent way of boosting brand awareness, attracting new customers and recognising and rewarding the hard work your employees put in. All nominations are entirely free of charge, you can nominate yourself and your own company and you can nominate in as many categories as you wish. Award winners will not only be celebrated at the ceremony itself, they will also be recognised throughout the year.

HOW TO ENTER?

Submit your entry online at www.tankstoragemag.com/awards

JUDGING PROCEDURE.

Once the submission deadline has passed, all the entries received will be reviewed for validity in order to move onto the next stage. The judges will score each entry and the overall scores will be tabulated to decide the winner. The winners will be decided and kept confidential until the Awards Gala Dinner.



“The Global Tank Storage Awards are extremely credible - since the jury consists of reputable downstream experts, the decision is completely aligned to valuable solutions that conquer the challenges of the sector”

Stephen Buhre, CEO, Implico



MEET THE JUDGES.



JAMES FOSTER
Trading Manager
BP



HUGH CARMICHAEL
Director Ineos Trading & Shipping



LAURENT HATZOPOULOS
Manager
Third Party Storage Shell Trading



GUY BESSANT
President
Stolthaven Terminals



EARL CROCHET
Director of Engineering & Operational Optimization
Kinder Morgan



ERIK VAN OMMEREN
Group Technical Director
Koole Terminals



LEO BRAND
Chief Information Officer
Vopak



JAN CLAES
Manager OPS & MNT
Varo Energy



NIELS VAN BLADEREN
Chief Financial Officer
LBC Tank Terminals



CRAIG GARBUTT
Terminal Manager North East Terminals
Navigator Terminals UK



ADRIAN JACKSON
CEO
The Oil and Pipelines Agency



JONATHAN SILK
Technical Manager
Oiltanking Terminal Oman



OLIVER STANELLE
Head of Central Engineering Department
Oiltanking Bio

SPONSORSHIP OPPORTUNITIES.

With an extensive marketing campaign prior to the event, exposure to the top industry professionals on the night, plus extensive coverage online and in Tank Storage Magazine, this is an excellent opportunity to associate your business with industry excellence.

WHY SPONSOR?

As a sponsor, you will benefit from being part of an integrated digital and print marketing campaign reaching over 35,000 industry professionals from leading terminal and technology businesses across the world.

Your company brand will reach:



EMAIL MARKETING – over 20,000 tank storage professionals



SOCIAL MEDIA – over 5,000 followers across multiple platforms



WEBSITE – over 10,000 unique visitors per year



STRATEGIC PARTNERSHIPS – key partnerships with leading regional media and associations who promote the Tank Storage Awards



DIRECT MAIL – sent to over 2,000 terminal professionals

Headline sponsor	€10,000
Award category sponsor	€2,000
Entertainment sponsor	€4,000
Casino sponsor	€4,000
Gift bag sponsor	€4,000
Video sponsor	€3,000
Award programme brochure sponsor	€2,000
Pre-dinner drinks sponsor	€2,000
Post-dinner drinks sponsor	€2,000
Dinner wine sponsor	€2,000
Dinner menu sponsor	€2,000

WHAT'S INCLUDED?

Each sponsorship package comes with its exclusive benefits plus the following options included as standard.

- Company logo and hyperlink featured on official Awards sponsor web page
- Company logo and profile featured in official Awards Programme
- Company logo featured in rotating panel on Award website homepage
- Company logo featured on selected newsletters & email campaigns
- Company logo on screen during the awards ceremony
- Company may use award logo on own marketing material
- Company profile and hyperlink featured on official Awards sponsor web page
- Company to be featured in February/March issue of Tank Storage Magazine and in the onsite StocExpo Daily Newspaper
- MPU advert featured in rotation in sidebar of Awards website
- Official event logo usage permission
- Social media announcement/ mentions as Award Sponsor
- 10% discount on additional places
- Feature at The Winners Showcase at StocExpo 2021

SPONSORSHIP OPPORTUNITIES CONTINUED.

HEADLINE SPONSOR | €10,000

This is your opportunity to stand out from the crowd and align your company with the most prestigious and well supported awards in the storage industry for excelling in safety, innovation and overall storage excellence.

Exclusive package inclusions:

- Advert in awards programme – Double page spread
- Complimentary tickets to awards (x10)
- Exclusive sponsorship of selected award
- Opportunity to nominate a guest judge for sponsored category
- Opportunity to present the award on the night
- Company logo on table numbers in centre of each table
- Exclusive rights to place promotional 'gift' on each table or on every place setting (subject to organiser's approval)
- Leaderboard advert featured on the top of the awards website
- Premium table near the stage
- Onstage opening address

CATEGORY SPONSOR | €2,000

Exclusive category sponsorship with your company name associated with the award in all promotions.

Exclusive package inclusions:

- Advert in awards programme – Half page
- Complimentary tickets to awards (x1)
- Exclusive sponsorship of selected award
- Opportunity to nominate a guest judge for sponsored category
- Opportunity to present the award on the night

ENTERTAINMENT SPONSOR | €4,000



From musicians to acrobats; magicians to dancers, work with us to put on a show for your industry colleagues between courses. Display a pop-up banner while the evening entertainment is taking place in front of a captivated audience.

Exclusive package inclusions:

- Advert in awards programme – Full page
- Complimentary tickets to awards (x2)

CASINO SPONSOR | €4,000



Exclusive sponsorship with your company name and branding in the casino area with popup banners and sashes for the croupiers.

Exclusive package inclusions:

- Advert in awards programme – Full page
- Complimentary tickets to awards (x2)
- Croupiers to wear branded sashes while hosting the casino
- Exclusive branding rights in the casino area

GIFT BAG SPONSOR | €4,000



At the end of the night, why not send our guests off with a small gift. The sponsor can provide a branded gift bag and insert/ gift for all attendees.

Exclusive package inclusions:

- Advert in awards programme – Full page
- Complimentary tickets to awards (x2)

SPONSORSHIP OPPORTUNITIES CONTINUED.

VIDEO SPONSOR | €3,000



Played during the awards ceremony, the video will display the shortlisted companies for each category. As the sponsor, you can play a 30second video showcasing your technology/ company during the awards ceremony.

Exclusive package inclusions:

- Advert in awards programme – Half page
- Complimentary tickets to awards (x1)

BROCHURE SPONSOR | €2,000



Sponsor the 2019 Global Tank Storage Awards programme which will be placed at all seats for the awards evening.

Exclusive package inclusions:

- Advert in awards programme – Half page
- Complimentary tickets to awards (x1)

PRE-DINNER DRINKS SPONSOR | €2,000



Exclusive sponsorship with your company name to welcome attendees to the awards.

Exclusive package inclusions:

- Advert in awards programme – Half page
- Complimentary tickets to awards (x1)
- Opportunity to place pull-up banner near venue entrance

POST-DINNER DRINKS SPONSOR | €2,000



Exclusive sponsorship with your company name to celebrate with the industry.

Exclusive package inclusions:

- Advert in awards programme – Half page
- Complimentary tickets to awards (x1)
- Opportunity to place pull-up banner near reception area entrance

WINE SPONSOR | €2,000



This sponsorship category gets the evening off to a great start and places the sponsor as a firm supporter of the industry.

Exclusive package inclusions:

- Advert in awards programme – Quarter page
- Complimentary tickets to awards (x1)

DINNER MENU SPONSOR | €2,000



This sponsorship category gets the evening off to a great start and places the sponsor as a firm supporter of the industry.

Exclusive package inclusions:

- Advert in awards programme – Quarter page
- Complimentary tickets to awards (x1)

PREVIOUS AWARD WINNERS AND SPONSORS.

Port of Antwerp | EEMUA | Vopak | Diakont Advanced Technologies | Tecam | TWTG | Tepsa Union Maritime et Fluviale de Marseille-Fos (UMF) | Reynolds Training | Fujairah Oil Terminal

THE HOSTS.

TANK STORAGE

TANK STORAGE MAGAZINE has been the market leading publication dedicated to the tank storage sector for over 15 years.

Printed seven times per year, every issue includes exclusive interviews with terminal operators, regional market analysis, a list of terminals that are being built/expanded around the globe and a selection of articles on ways to make terminals safer and more efficient.

Over 40,000 copies are printed and distributed each year via postal distribution and to 30+ storage-related events worldwide. The magazine is the only publication in the sector to be independently audited.

www.tankstoragemag.com



ATTEND THE AWARDS.

Treat your employees, impress your customers or simply have a night to remember.

REGISTER

Please book your tickets at www.tankstoragemag.com/awards or alternatively complete the short booking form below, scan and send to **margaret@tankstoragemag.com** or contact directly on **+44 (0)20 3196 4400**.

Company name

First name

Last name

Job title

Address

Country

Telephone

Email

Website

VAT number

I would like to buy individual tickets at €335 (early bird rate)

I would like to buy table(s) for 10 people at €2995 (early bird rate)
(Early bird rate ends on 18 December 2020)

Signature Date