

The prestigious Tank Storage Asia exhibition and conference draws to a close

Asia's leading tank storage exhibition and conference concludes as the industry prepares for impending IMO 2020 regulation

Singapore, 04-10-18 – Tank Storage Asia, the exhibition and conference dedicated to the Asian tank terminal and storage industry ended on a high last week. Attended by delegates from across the South East Asian region, the two-day conference featured in-depth discussions and panel debates focused on the terminal market, International Maritime Organization (IMO) 2020 regulation and technological innovations across the industry.

Companies in attendance included Oiltanking, Shell, Horizon Terminals, Vopak, Jurong Port Tank Terminal, Stolthaven Singapore, Alkion Terminals and United Terminal Korea to name just a few, with the highest percentage of representatives being senior management level and above. Among these job titles were CEOs, owners, directors, terminal managers and operators, investors, senior engineers, business development managers and procurement managers.

The exhibition culminated in the signing of a number of high-profile deals and partnerships. Among these exhibitors, **Darren Hughes, International Business Development Manager of Concrete Canvas** was keen to reflect on their success at the show: “Returning year on year allows us to strengthen relationships with major customers such as Shell, Exxon Mobil and Vopak. We have received direct orders as a result of exhibiting since 2014, from companies that found our material technology at these events and have subsequently specified it for their projects.”

The exhibition was very highly received by exhibitors with over 65 per cent already rebooking their attendance for next year.

Stuart Sharp, Head of Sales at Scanjet commented: “This is a great event to meet buyers in a regional market and we have already booked our stand for next year.” **Michael Yu, General Manager at Full Most Taiwan** agreed: “We exhibit here in order to increase our brand awareness, showcase products and meet new clients that we otherwise would not have met.”

The high-level conference played stage to over 20 international speakers across both commercial and technical disciplines. These included **Sharul B. A Rashid**, Principal Engineer at Petronas, **Bernard Ong**, Director of Operations at Vopak Terminals Singapore, **Luc Bonami**, Managing Director at Anno Chemicals NV and **Konrad Jar**, Vice President Head of Downstream Consulting, Asia Pacific, Wood Mackenzie.

Among the delegates was **Muhammad Eusoff Idris, SHE Officer at Jurong Rock Caverns**, who stated: “The speakers were very experienced individuals with great knowledge in their respective sectors. The conference provided some wonderful and extremely useful insights into the industry.”

Nick Powell, Divisional Director of Tank Storage Asia commented: “The conference has played host to a significant number of industry professionals from not only Singapore but across the South East Asian region. We also hosted exhibitors from a trade mission organised by the Welsh government – highlighting the influence of the Tank Storage Asia event on a global scale.

“Overall the event was a resounding success, with delegates doing real business and sharing knowledge and exhibitors generating significant leads for the year ahead. Deals have already been agreed and signed off, a testimony of the influence of the event.”

The next edition of Tank Storage Asia takes place on 25th & 26th September 2019 at the Marina Bay Sands. For more information please visit www.tankstorageasia.com