

It starts with a Talk... Not with a Tank!

Whether you're planning to add storage and handling capacity, or replacing older storage tanks, it really does start with a clear understanding and prioritization of many critical issues including: regulations, permits, safety, production and operational concerns, tanks and equipment, construction cost, and long term business development strategy.

Concept to Completion Process

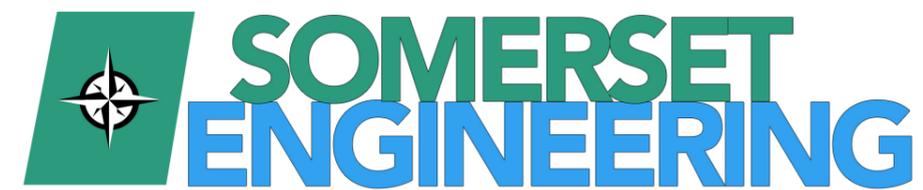
1. Concept and strategy – Identify present and future issues and objectives.
2. Identify needs, product storage – rates for loading, blending and production, based on customer marketing plan and objectives.
3. Specify tanks, appurtenances, related equipment, and instrumentation
4. Develop General Arrangement Drawing – show location of tanks, unloading/loading stations, pumps, packaging equipment, traffic protection, and containment.
5. Piping & Instrumentation Diagram (P&ID) to identify process details and control.
6. Development of a single line electrical drawing sufficient to obtain a trade permit and support construction.
7. Identify required site specific permits. Preparation of permit application/s as needed for construction of the project.
8. Scope of Work – identify detailed scope of work – complete necessary design and provide cost/budget to construct.
9. Construction: Execute project – customer enjoys benefit of one responsible party under design/build contract.
10. Complete project: final inspections, final permit approval, training and commissioning.

Safe Propane Tank Systems Underground & Above Ground



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- Lubricants
- Propane (LPG)
- Petroleum
- Liquids
- Liquid Fuel

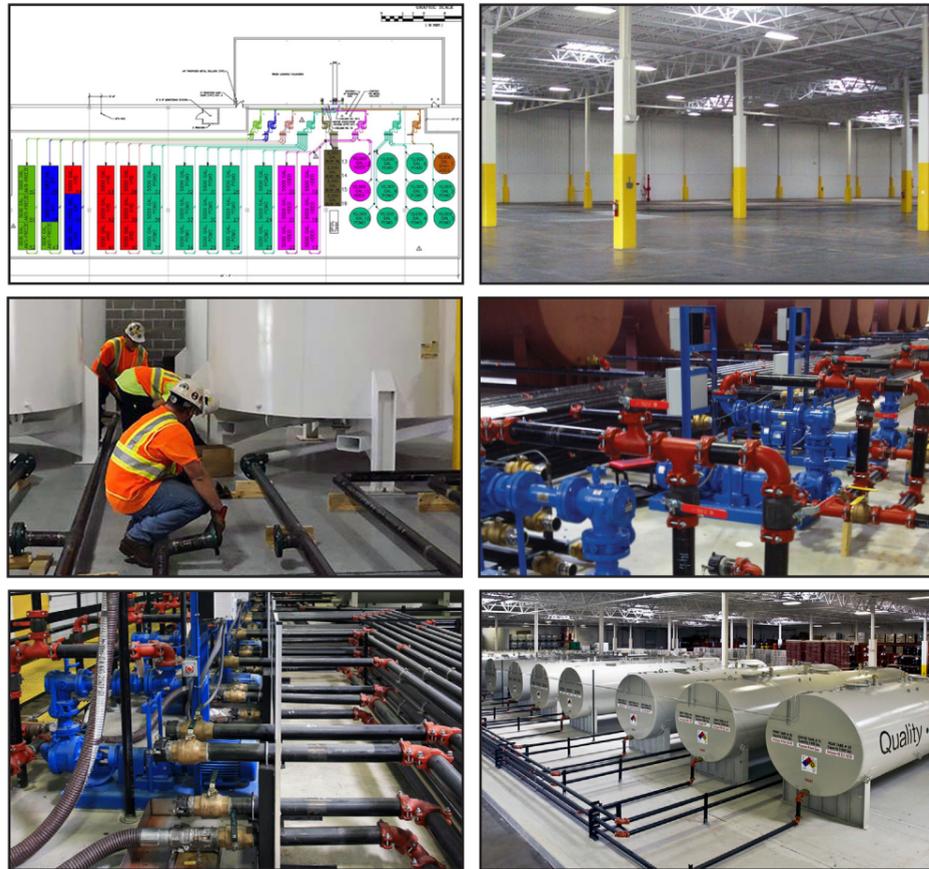
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Our Customers
Say It Best

“Design-Build
- your folks had the
expertise to make
this approach
a home run
for Tilley
-Many Thanks”

Kirk Izer, CPA
Secretary/Treasurer
Tilley Chemical Co.

Safe Bulk Tank Systems



Bulk Lubricant Storage & Distribution Center

Tilley Chemical's expansion to Belcamp, Maryland was a design/build construction project for a new lubricating oil Storage and Distribution Center. The system design accounted for unloading inbound tanker deliveries, loading local bulk trucks for daily routes, internet based product inventory control and capability for small packaging. Product storage included 12-15,000 gallon horizontal compartmental tanks, 12-10,000 gallon vertical tanks, and 1-10,000 gallon horizontal compartment tank. Somerset Engineering engineered and installed the complete system.

Design-Build, is a collaborative commitment by two parties that ensures value, quality and accountability. Done correctly, this process enables the owner to have a stronger voice in their project, save capital and delivers the end result as expected.

Under this arrangement our clients and our project team work collaboratively. As a result of the partnership process, the design more accurately reflects the needs of the owner and saves substantial time and effort (real money).

Tilley Chemical is a member National Association of Chemical Distributors
NACD Certified Responsible Distributor



Responsible Chemical
Distribution

Stoner

Quarryville PA, 17566

To: Jon Wahl, President

Jon,

I received the final DEP certificates yesterday, officially bringing the tank farm project to a close. While it took over 5 years from our first contact, this project was worth the wait.

SP&ES received the largest, single PO ever issued by Stoner Inc.

These monies helped address the four pillars of engineering projects here:

Safety – Unloading of all chemicals greatly improved design for our employees and suppliers as well as the environment.

Quality – Properly configured tanks and piping reduces our risk of contamination.

Productivity – Storage volume increases and flexible design will serve us well into the future.

Regulatory – Entire project is NFPA, L&I and DEP compliant.

The challenge of any large installation is proper planning and execution of that plan. I have received many compliments about how smooth this install went. All of the upfront effort was worthwhile as we were able to complete the entire project with zero downtime to the facility.

A simple letter cannot express the gratitude of thanks Stoner has for the work of Kirk Baker, Mark Yuko and Brent White.

These three gentlemen did an outstanding job from start to finish. They were professional and responsive to all our needs and delivered a world-class project. It was a pleasure for the entire company getting to know them.

SP&ES will be a valuable supplier as we continue to grow our business. Please feel free to use us as a reference anytime.

We look forward to working with you in the future.

Sincerely,

Dave Harzinski, Plant Engineer



Design-Build
A Better Way
To Build

Planning
System Design

Compliance

Permits

Engineering

Specifications

Turn-Key
Installation