



## TERMINALS

# “I need to have more control over my terminal so I can run it closer to its operational goal.”

*On average, 6.7% of a terminal's Replacement Asset Value (RAV) is spent annually on maintenance; world class terminals can operate at approximately 3% of RAV.*

**Some Insights on Energy, Tank Storage, March 2005**

### **Do you have the control you need to run your terminal at its operational goal?**

As an operations manager, you have three distinct business drivers you must balance as you operate your terminal. The first is managing health, safety, security, and environmental regulations. Ensuring smooth and efficient material management—the way you move products coming into and out of your terminal—is another. The third is meeting dynamic market and customer demands.

When these drivers are equally balanced, you are managing your terminal at its operational goal. Unfortunately, achieving this balance is difficult for two main reasons. First, these drivers are interlinked. Your terminal has to be flexible so you can respond to changes in customer and market demand. This, in turn, affects how well you move materials in and out of your terminal. And health, safety, security, and environmental concerns clearly influence how you manage both. Second, because each driver has its own unique set of challenges, they are often in conflict with each other. This conflict can create an imbalance in the way you manage your terminal, and pull you away from your operational goals.

*Operations managers we talk to tell us about challenges like these:*

### **What if...**

- You could **measure vital material properties and quantities with pinpoint precision**, would you be able to improve material movement management?
- You could **continuously adapt processes to optimize terminal performance**, would you be able to meet changing market, regulatory, and customer dynamics?
- You could **monitor key operating indicators with greater accuracy**, would you be able to assure health, safety, security, and environmental (HSSE) compliance across operations?

### **“Material movement is challenging.”**

Managing material movement is critical to your terminal's success. You have to be able to make intelligent decisions on how to move products in and out of your terminal, while monitoring system performance, inventory, and making sure your staff is operating according to schedule so you don't experience any bottlenecks in your operations.

### **“I'm challenged to meet changing market, regulatory, and customer dynamics.”**

Whether it is an unexpected event, more customer demand, or regulatory requirements, your terminal has to be flexible enough to respond to these changes. These dynamics can change very fast, and your terminal's ability to adapt to these changes efficiently—and accurately—can be the difference between running and shutting down.

### **“It's difficult to assure health, safety, security, and environmental (HSSE) compliance across operations.”**

You need to do all you can to prevent incidents in operations. Keeping an incident-free operation means optimizing work processes, monitoring equipment status, and assuring your terminal is in compliance with health, safety, security, and environmental regulations and guidelines. Every day, you have to make sure you are keeping your staff out of harm's way in a way that won't impair or interrupt terminal operations.

## TERMINALS

### Run your terminal closer to its operational goal.

That's why companies like yours are working with Emerson Process Management. By using Emerson's solutions and tools, they're able to balance these three key business drivers and have more control over their terminal, so they can run it closer to its operational goal.

With Emerson, you'll be able to reduce measurement uncertainty and automate processes so you can overcome challenges related to materials movement management. You'll also have access to solutions that will give you the flexibility you need to meet changing market and customer dynamics. Finally, you'll have access to process and performance diagnostics and other solutions that will help you operate more safely, and meet contractual and regulatory compliance more efficiently.



*Shell Pernis was able to move its terminal closer to its operational goal by using Emerson's technology, expertise, and work processes.*

### MEASURE VITAL MATERIAL PROPERTIES AND QUANTITIES WITH PINPOINT PRECISION

Emerson's products and solutions can help you reduce measurement uncertainty and automate your processes so you can improve adaptability—and increase the accuracy and reliability—in your processes.

### CONTINUOUSLY ADAPT PROCESSES TO OPTIMIZE TERMINAL PERFORMANCE

Using Micro Motion Coriolis flow and density meters with other solutions from Emerson will give you the flexibility you need to meet changing market and customer dynamics. These solutions will help you achieve a broader range of recipes and improve the quantity and quality of the products and services you provide to your customers.

### MONITOR KEY OPERATING INDICATORS WITH GREATER ACCURACY

Using Emerson's devices and solutions will provide you with predictive diagnostics that will help you stay in compliance with health and safety regulations more efficiently. Our meters will give you more accurate measurements to help protect against overfills and other potentially harmful situations, so you can be sure your terminal is operating within safety limits.

©2012 Emerson Process Management. All rights reserved.

The Emerson logo is a trademark and service mark of Emerson Electric Co. DeltaV is a mark of one of the Emerson Process Management family of companies. All other marks are the property of their respective owners.

The contents of this publication are presented for information purposes only, and while effort has been made to ensure their accuracy, they are not to be construed as warranties or guarantees, express or implied, regarding the products or services described herein or their use or applicability. All sales are governed by our terms and conditions, which are available on request. We reserve the right to modify or improve the designs or specifications of our products at any time without notice. Content of legal disclaimers is dependent on each business unit's legal requirements.

[www.MicroMotion.com/oil-and-gas](http://www.MicroMotion.com/oil-and-gas)

