

ADVANCED POLYMER COATINGS

deal snapshot

Customers receive maximum ROI through Nantong Tank Container Co., Ltd and ChemLINE® 784

Overview

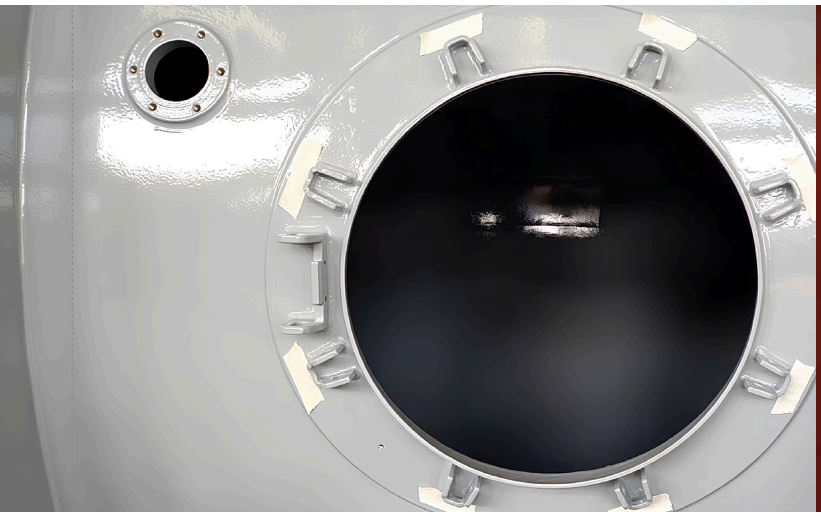
Nantong Tank Container Co., Ltd (NTtank) one of the world's major tank container manufacturers, with annual capacity over 12,000 units, including standard and specialized tanks. NTtank provides its customers with tanks and services of the highest quality and reliability, consistent with sound commercial practices and economic consideration.

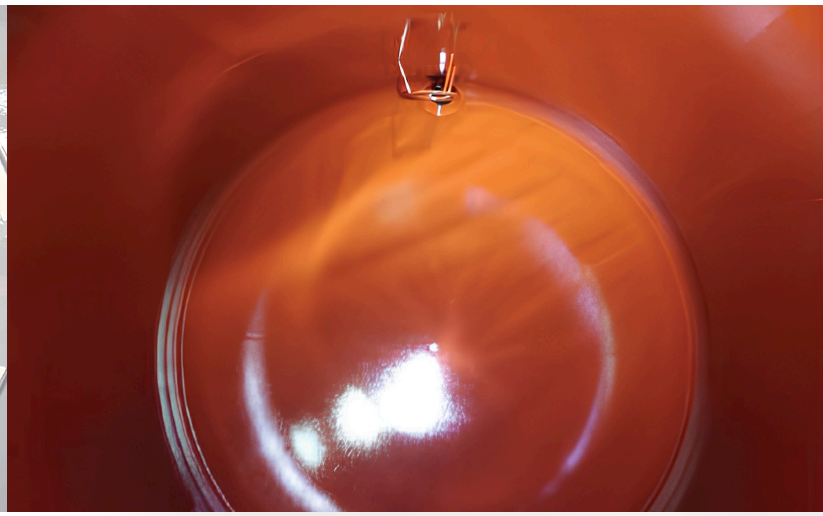
With that thought in mind and true to the spirit of their company, NTtank has offered its customers ISO tanks lined with ChemLINE® since early 2009.

A History of Success

Having built 1,000+ tank containers specified with the ChemLINE® 784/32, the specialists over at NTtank know a thing or two about offering their customers a solid solution for safely transporting and storing their aggressive chemicals.

According to Helen Zhu, General Manager, International Sales, NTtank, “ChemLINE® from Advanced Polymer Coatings is a great lining suitable for many different corrosive cargoes. It not only meets the requirements of anti-corrosion for the tank vessels, but it can also save the tank tare weight to benefit our customers to allow carriage of more cargoes. It is a very safe and cost-saving lining."





Taking Application In-House

In 2021, Advanced Polymer Coatings (APC) approached NTtank to begin lining their ISO tanks with ChemLINE® by themselves. This notion was met and agreed upon unanimously, as NTtank was then able to pass along the savings to their customers by offering turnkey solutions for their ChemLINE® applied tanks and giving themselves a competitive edge in the marketplace.

Coming off successful projects, the initiative is well on its way, delivering NTtank's customers with the tools they need for successful operations. Commenting on the recent success and relationship, Mr. He Liangxing, ChemLINE® Sales Representative, states, "NTtank and ChemLINE® are changing the way ISO tanks are purchased and/or leased.

The end users see profitable and pure cargoes while leasing companies are ensured maximum cost savings for the highest quality tanks and lining system. The entire process ensures a seamless start-to-finish operation offering the a complete package of convenience, protection, cost, and time savings. Everyone wins here."

Helen Zhu states,

"We decided to line the tanks ourselves to save the customer costs associated with lining the tanks elsewhere and shipping them back to China.

*The customer can average **at least $10,000 per unit savings,** and to compare costs with PTFE or PFA tank linings, the customer **can save between $60,000-$70,000 per unit.***

This reason alone is why most of our customers prefer this lining to save thier costs."

Established in 2007, NTtank is a professional ISO tank container manufacturer located in Nantong, Jiangsu, China. For more information, visit their website at www.nttank.com. Contact your Advanced Polymer Coatings representative for more information on ChemLINE® coatings for your transportation needs.