

deal snapshot

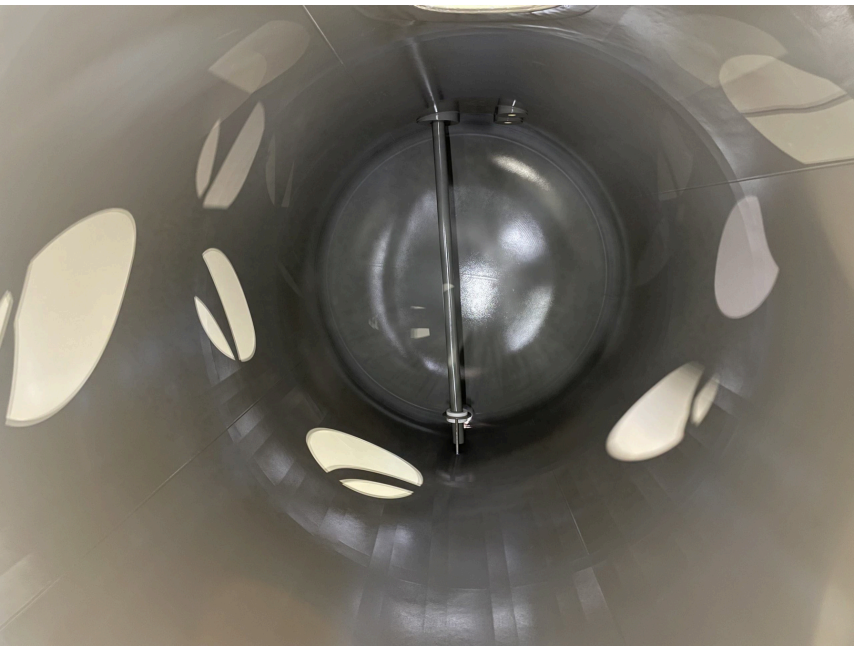
US-based Advanced Polymer Coatings and EU-based HOYER Group reflect on a successful working relationship 20+ years in the making.

Overview

Both Advanced Polymer Coatings (APC) and HOYER Group began as family-based companies and have grown into respected global names in their respective industries. Founded in 1946 in Hamburg, Germany, HOYER has become a leading provider of logistics solutions for the chemical, petroleum, gas, and food industries. APC, founded in 1997 in Avon, Ohio, has built its reputation around ChemLINE® 784, a patented polymer coating system engineered to protect tanks from corrosion and chemical attack in aggressive service environments.

The relationship between APC and HOYER began in 2001 through a connection between APC Global Tank Manager Martin Kilroe and HOYER's technical team. Seeking a versatile tank coating with strong chemical resistance, HOYER first applied ChemLINE® 784/32 to two ISO tank containers. Following that success, the companies completed a larger project in Rotterdam, lining 15 ISO tanks within three weeks for a client. Many of those original tanks remain in service today with their original ChemLINE® lining.

> *"HOYER Group has been using ChemLINE® for 20+ years, and for us, APC is a valued partner that assists us in solving the corrosion issues of many of the world's leading chemical manufacturers."*
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> **Hans Demarest**
> Head of Engineering, HOYER Group



A History Rooted in Success

Through the years, APC and HOYER have safely transported the most aggressive Class 8 cargoes for the industry's leading chemical manufacturers, with a heavy focus on the Agricultural Chemical Manufacturing Market, regarding the manufacture of herbicides and pesticides.

Hans Demarest, Head of Engineering for HOYER, speaks to the duo's long-time history stating, "HOYER Group has been using ChemLINE® for 20+ years, and for us, APC is a valued partner that assists us in solving the corrosion issues of many of the world's leading chemical manufacturers."

Martin Kilroe states, "We've grown quite successful with our focus on this niche part of the industry with some of the largest names in the Agri-chem market utilizing HOYER tanks lined with ChemLINE®." Notable chemical manufacturers are clients within the portfolio of work. Kilroe further comments that there is always growth within the industry regarding many smaller companies mixing purchased raw materials to produce customized fertilizer compounds with more specialty-based characteristics.

Testament to a true and long-standing relationship, reliability and trust are paramount. HOYER took a chance on ChemLINE® more than two decades ago, and the relationship has molded and perfected itself every step. Choosing a tank lining to protect any asset requires a team of experts and a certain amount of calculated risk.

Often seen as a sacrificial layer, the tank lining can be overlooked and downgraded to the cheapest form of protection suitable to make operations flow. When investing in a quality coating system, the investment weighs even heavier when selecting a quality applicator.

HOYER has utilized an extensive list of APC's approved applicators in Europe, China, and the US to apply the ChemLINE® tank coating system to their fleet. APC's Martin Kilroe states, "HOYER has a world of experience with ChemLINE®. Their extensive worldwide network of repair shops and technical team members that handle inspection and transport of the ChemLINE® fleet of tanks is incredible. We look forward to many more years of cooperation and offering innovative solutions to our customers within the container industry."

