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# CASE STUDY



## Supply Market Capacity Intelligence and Strategy: For-Hire Liquid Bulk Storage Services



## ABOUT THE CLIENT

| | |
|---|---|
| Industry | Oil and Gas |
| Revenues | $200 billion+ |
| Employees | 80,000 |
| Location | Europe |
| BSI Service or Solution | Capacity & Channel Analysis |

### Key Challenges

- Capacity was constrained, leaving field support staff short of railcar storage, transloading, and tank and pipeline handling capacity.
- No existing resources were sophisticated or detailed enough to provide visibility to granular operational intelligence on impending midstream bottlenecks

### Why BSI was Selected

- Expertise and experience with transloading and bulk commodity handling operations
- Database compilation and integration capabilities
- Knowledge of compliance requirements in hazardous chemicals handling and logistics

### Project Scope

- Storage tank farms for bulk storage
- Railcar storage
- Trans-loading facilities (railcar to truck and vice versa)

- Ethylene, Compressed
- Ethyl Acetate
- Flammable Liquid, N.O.S.
- Acetic Acid, Solution/Glacial
- Acetic Anhydride
- Butadienes, Stabilized
- Ethylbenzene
- Xylenes
- Other Flammable and Environmentally Hazardous Liquids

### Project Approach

- Developed a nationwide database of transload facilities, tanks capable of handling each fuel, and railroad carspots
- Analyzed qualifying parameters such as available capacity, compliance record, and rates
- Compiled a database of contacts for every facility
- Conducted a strategic competitive analysis of large midstream suppliers

### Financial Benefits Realized

- Increased revenue from higher throughput
- Reduced costs by identifying more suppliers and building a procurement information system that facilitated a more competitive tendering process

### Operational Benefits Realized

- Revealed spots of available capacity, which increased throughput and fuel sales
- Increased flexibility by facilitating access to a broader range of suppliers

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