

# Tank terminal matchmaker promises ideal match

**T**he Tank Tiger is the latest broker to jump onto the tank storage bandwagon.

When Ernie Barsamian retired from his position as director of business development at Hess Corporation earlier this year, he wanted to continue working along the same lines.

'Being able to offer solutions to customers was very fulfilling,' he explains. 'Now, instead of offering one company's assets, I can represent all the terminals that can use my help.'

The idea of The Tank Tiger is to serve as a single point of contact for parties who need tank terminal services and to bring them together with the companies who own these assets.

'Market volatility and the increasing number of storage tanks have left selective terminal assets underutilised,' Barsamian explains. 'These terminal facilities are seeking leases on a short or medium term basis and can offer segregated or fungible tankage to those who need it. We can facilitate the execution of these short and medium term leases.'

The Tank Tiger is certainly not alone in offering this service. 'Some brokers act primarily as consultants to terminals and cargo owners and others are more heavily involved on the operations side,' Barsamian adds. 'My focus, at least initially, will be on bringing business to the terminals that need a little more support in this area. In most


Listing #	Date listed	Location	Available date	Marine draft	Pipeline in	Pipeline out	Available capacity MB	Product(s)	Commingled	Ask Price on Shell capacity, MB \$/BBL/month	Comments
2015-1	3/17/2015	NYH	Prompt	20 ft MLW	CPL	N/A	125	Distillate	Segregated	\$0.40	Under Contract

Example of available capacity on The Tank Tiger

cases, I am just a matchmaker and the terminalling company negotiates the deal once the introduction is made.'

The Tank Tiger has already lined up several customers interested in its services and is building a database of terminal companies that have approached them. 'We will list (anonymously) available storage on our website, and also push this information out through a weekly email distribution,' Barsamian says. 'Interested parties can click on the links and this gets the ball rolling'.

In this way The Tank Tiger can provide a cloak of anonymity so that the trader can seek out terminal space without showing that they are looking. Similarly, the terminal can list available capacity anonymously with The Tank Tiger, including showing an 'asking price' for their tank space.

'This is one area which I really think is new and different and my research has shown there is strong interest in seeing this,' Barsamian adds. 

**For more information:**  
[www.thetanktiger.com](http://www.thetanktiger.com)



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