



## Capability Statement

## Introducing Petrotec

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Petrotec Services is a nationwide construction, contracting and servicing company operating in the petroleum industry specialising in hazardous substances.

Petrotec provides the following services:

- Service and preventative maintenance
- Design and project management
- Construction
- Mechanical
- Product sales

and New Zealand distributor for:

- Logitank – above ground storage tanks
- Everlink – fuel management systems
- Banlaw – fast fill refuelling and fuel management systems

Petrotec was established in 1987 and has been trading under the current ownership since 2007.

Petrotec is an accredited contractor throughout the fuel industry and are experienced operators within a wide range of the industry sectors. We are members of the New Zealand Contractors Federation, tertiary qualified under the ACC workplace safety management practices and our tradesmen are Site Safe qualified.

The Petrotec team have completed projects throughout New Zealand and the South Pacific and will travel to any location to undertake project work. While our service team offer a prompt and comprehensive nationwide coverage.

With over 30 years experience and a large and experienced team we are well placed to meet our customers expectations of achieving service response times and delivering projects within budget, on time and in a safe manner.

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# Operational Management Team



**Rob Dunstone**  
General Manager

Rob has over 30 years' experience in the petroleum industry. In addition to managing the overall business he provides technical support to ensure the team deliver quality work, meet customer expectations and adhere to all HSE requirements. Rob is also responsible for ensuring that shareholder expectations are met.



**Alastair Burgess**  
Sales Manager

Alastair brings extensive sales, service and management experience to his role. Alastair has previously worked in the electronics, security and telecommunications industries, where he has represented several international manufacturers in both domestic and overseas markets.

**Craig Beer**  
Commercial Manager

Craig has over 40 years' sales and account management experience in banking, fuel and engineering. He is responsible for the commercial aspects of Petrotec including managing internal sales functions, ensuring tenders and proposals are thoroughly prepared and following up on sales opportunities.



**Mike Harris**  
Lead Project Manager

Mike has over 35 years' experience in delivering civil, building and mechanical services. He brings strong project/contract management and design skills, with a focus on delivery, HSE and client satisfaction. Mike manages our larger value/complex projects and our project management team.



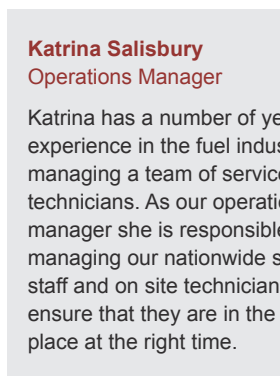
**Suzanne Murray**  
Business Manager

Suzanne has extensive accounting and finance experience. Her role is to ensure the smooth running of the business and provide administrative and financial support to the management team and shareholders.



**Donna Gould**  
Project Manager

Donna has significant experience in administration, accounting and the construction industry. Her detailed knowledge of project costing, management, HSE and compliance enables her to achieve our customers' goals while delivering projects on time and within budget.



**Katrina Salisbury**  
Operations Manager

Katrina has a number of years' experience in the fuel industry managing a team of service technicians. As our operations manager she is responsible for managing our nationwide service staff and on site technicians to ensure that they are in the right place at the right time.



# We Have New Zealand Covered

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## 100%

of New Zealand  
covered

We have completed projects throughout New Zealand and the South Pacific and will travel to any location to undertake project work.

Our service team offer a nationwide coverage.

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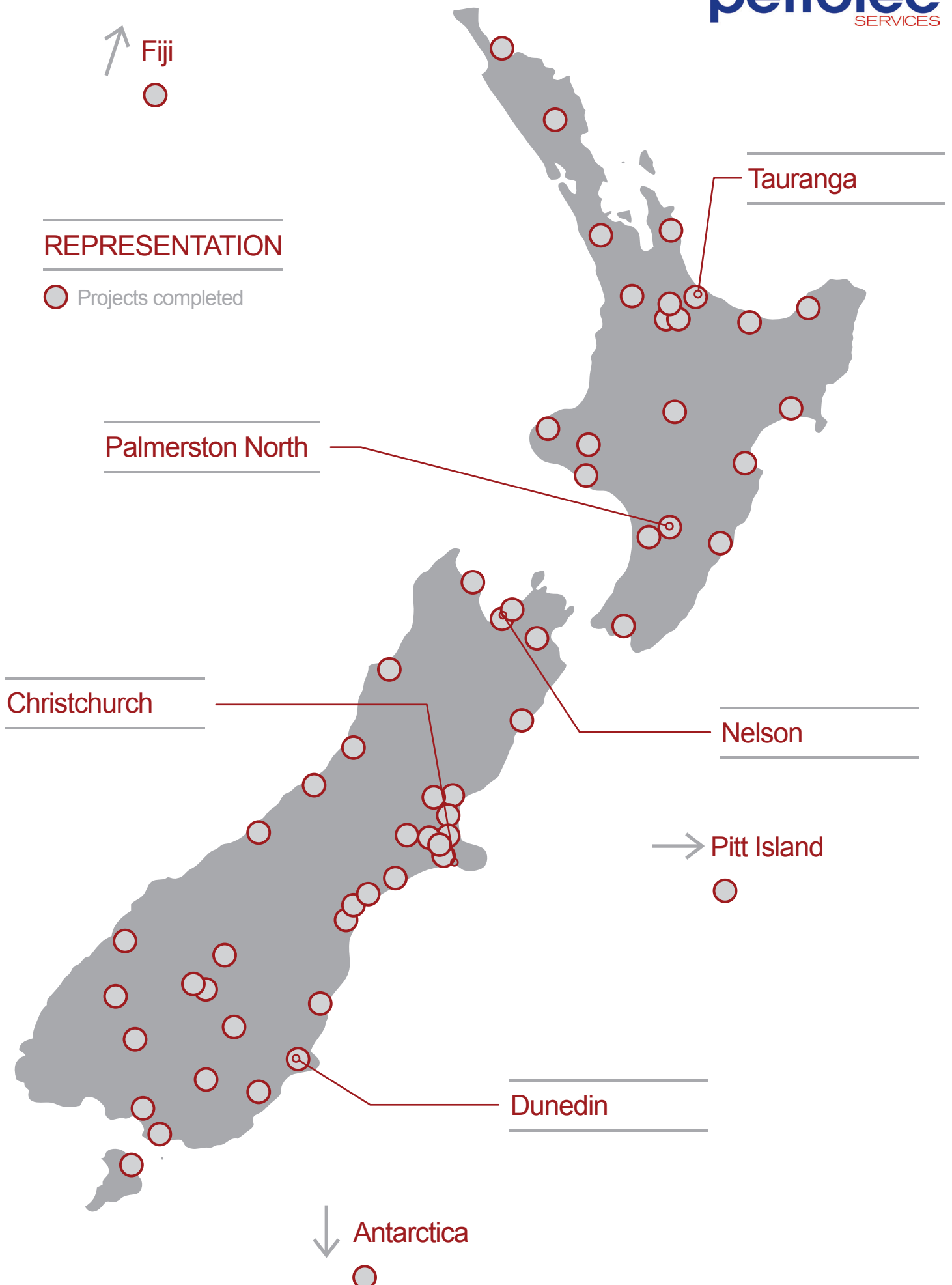
locations across  
the country

- Tauranga
- Palmerston North
- Nelson
- Christchurch
- Dunedin

## 05

specialised  
offerings

- Service and preventative maintenance
- Design and project management
- Construction
- Mechanical
- Product sales





# Our Services

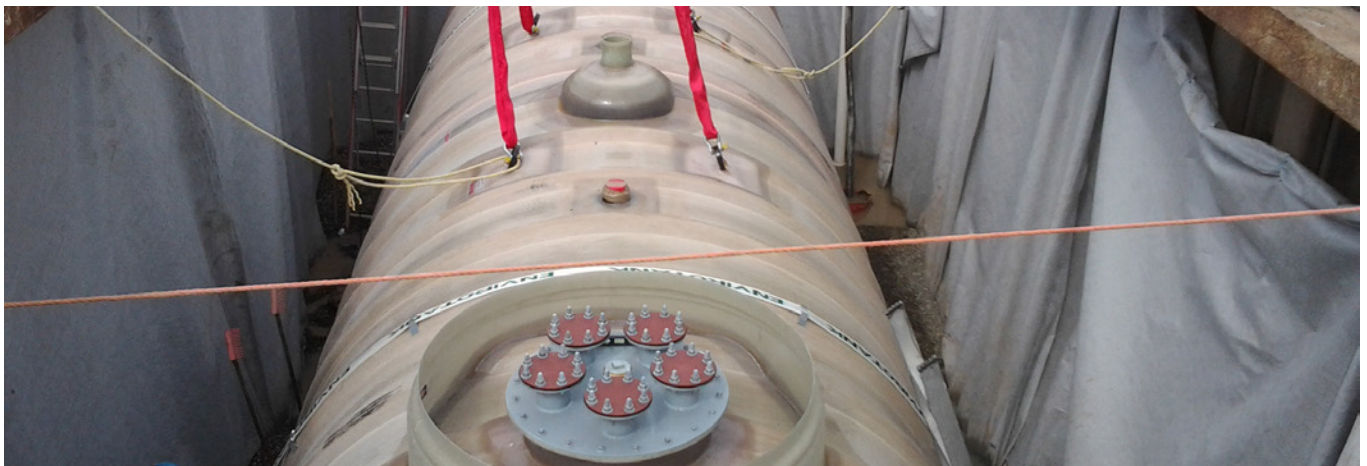
When choosing Petrotec to be a partner for your project you can be assured that you are dealing with a company that prides itself on delivering a quality service on time and to your satisfaction.

## Construction

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Our construction team have completed numerous construction projects throughout New Zealand and the South Pacific for a number of major oil companies, fuel distributors, corporates, councils and private entities.

We have many years of experience in the retail, industrial and commercial market segments working with all types of hazardous substances.



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### Our capabilities include:

- Underground tank extraction and destruction
- Consent applications
- Service station redevelopments (from retanking to raze and rebuilds)
- Electrical (hazardous areas)
- Tank cleaning (confined space entry)
- Compliance/contamination management
- Filtration and fuel quality management
- Storm water interceptors/detention tanks
- Heavy civil construction (sheet piling, dewatering and drainage)
- Supply, installation and transportation of underground storage tanks
- Tank and pipeline testing
- Site development; concept, consent, construction, commission

## Mechanical Services

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Our mechanical services team have experience in the retail, industrial and commercial markets working with all types of hazardous substances. From oil dispensing installations, above ground fuel facilities (including aviation), to tank cleaning and contamination management, our technicians can oversee all jobs, manage sub-contractors, deal with consent applications, and work to tight demanding deadlines.



### Our capabilities include:

- Accredited repairer of Banlaw nozzles and fittings
- Supply, installation and commissioning of above ground storage tanks
- Design, supply and installation of oil metering, storage tanks and control equipment
- Tank cleaning (confined space entry)
- Filtration and fuel quality management
- Unmanned truck stops and fuel facilities
- Terminal work
- Consent applications
- HSNO compliance
- Design and build of fuel storage compounds for power generation systems
- Concept, design and build of DEF facilities
- Design and build of biodiesel bulk storage installations
- Welding for pipeline systems
- General mechanical fabrication
- Independent UST and pipeline integrity testing
- Experience in international installations



## Service & Preventative Maintenance

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Our service team are on hand to undertake all manner of service work and preventative maintenance checks. This reduces the likelihood of any equipment failure, fuel contamination or unexpected issues. We can prepare a checklist tailored to your site and requirements covering all important items which can be completed depending on the site volume/usage i.e. quarterly, six monthly or annually.



### Our capabilities include:

- Nationwide coverage
- Servicing all fuel related items i.e. pumps, hoses, tanks, nozzles, signage, lighting, drainage, oil interceptors, tank gauging, observation wells etc
- Servicing car washes, waste management and lube facilities
- Asset management
- Detailed reporting with photos and remedial work cost estimates following a preventative maintenance check



# Our Products

Petrotec undertakes to only supply quality products that are built to last and provide many years of excellent service.

## Banlaw

Banlaw is an Australian company with more than 35 years experience in the research, development, design and manufacture of high quality fluid transfer products, systems and services.



Banlaw produces a range of high flow nozzles, receivers and vents for fast product refuelling, fuel management systems and overfill protection plus couplings for the safe delivery of oils and coolants specifically for the mining, ports (container handling), rail and transport industries.

In each of these industries, fuel is a key component in the operation. Having complete control of the delivery, dispatch, cleanliness and usage of all fuel gives clients unparalleled control of their environmental risks.

All systems are built using the world renowned Banlaw nozzles, couplings and vents which are manufactured to exacting tolerances in their own factory. Banlaw components are robust, purpose designed and the result of many years of testing and refining. They are designed to be repaired as required, rather than replaced, ensuring on-going savings.

Their products are ergonomically designed to always be easy to handle, easy to use and virtually fool-proof.



## Everlink

Everlink is a New Zealand owned and operated company designing, manufacturing and supporting a range of fuel management systems



The Everlink FMS is robust, versatile, reliable and suited to any environment. They can be installed into new facilities plus it supports all industry standard technologies, flow meters and pumps, so it can be retrofitted to any existing facility.

### Features include:

- access via contactless RFID tags, fuelcards, PIN, bluetooth RFID or a combination of these
- automatic tank gauging
- managing and tracking all users and vehicles fuel and additive usage in one place
- instant real time status of fuel and additive usage
- the ability to receive notifications via email or text for alarms i.e. low fuel level
- flexible report builder and exporter
- 100% cloud based with full multi user capabilities accessible from any device with a web browser from anywhere in the world



## Logitank

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The Logitank range of self-bunded above-ground storage tanks are designed to maximise fluid storage volume whilst minimising the tank footprint.



The Logitank larger size range commences at 12,000 litres through to 110,000 litres, with a varied range of sizes in between. Tanks can be used to store diesel, lubricants, waste oil, DEF in combination with diesel storage and a variety of hazardous substances.

Logitanks are plated and approved for rail, road and sea transport. Footprints conform to standard ISO container lock pin dimensions. This enables cost effective freight movements as well as simplified on-site foundation requirements.

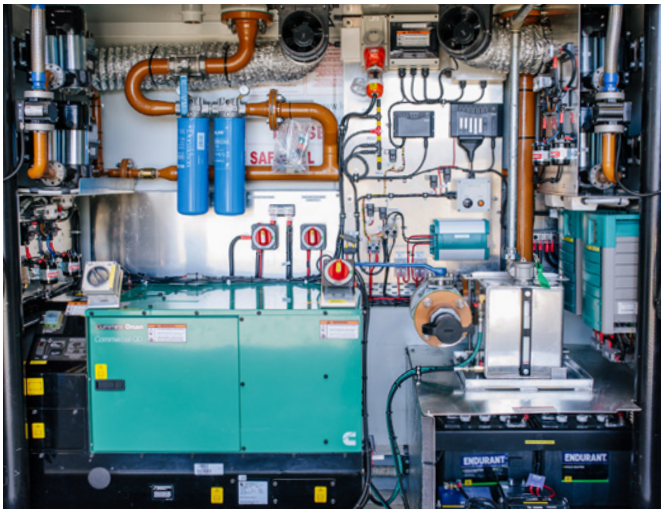
Logitanks comply to HSW (Haz. Sub.) Reg. 2017, AS1692:2006 and AS1940:2004 standards.



## Equipment & Accessories

We have access to a number of well known brands of fuel and oil equipment and accessories.

- Petrol, diesel, DEF and LPG dispensers/pumps
- Trailer and ute tanks
- Nozzles and hoses
- Filtration systems
- Pumps and motors
- Above and underground tanks for all hazardous substances
- Spill equipment
- Flow and control meters
- Tank gauging and overfill protection
- Separator and detention tanks
- Oil reels, pumps and guns
- Payment terminals
- Fuel management systems



# Previous Projects

We are proud of our work.

All of our projects are approached with attention to detail and a focus on a quality finish and a satisfied client.

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**Customer:**

Retailer

**Project:**

Caltex King Street, Timaru  
Greenfields Development



In conjunction with the retailer and property owner we were contracted to provide a full turnkey service which included concept plans, consents, construction and commissioning.

We provided a project manager on site to make certain that sub-contractors were managed closely to ensure quality and project time frames were adhered to.

The site comprised a service station including fuel forecourt, canopy, carwash, and a 500sqm commercial building.

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**Customer:**

Allied Petroleum

**Project:**

Sheffield Fuel Stop  
Greenfields Development



Initial works included demolition of the existing structures including management of asbestos. We undertook the design, arranging consents, engaging contractors, construction and project management through to commissioning.

At all times we were engaged with our client to ensure they were kept fully involved in the programme.

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**Customer:**

Memorial Park Alliance

**Project:**

Pitt Island



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Following a tender process we were awarded this project, which entailed the design and manufacture of an aluminium cabinet to contain two large stainless steel hose reels and a dispenser and the supply and installation of replacement underground pipe work. Due to the remote location, difficult design aspects and expectations we needed to ensure that our recommendations, pre-site works, planning and on site installation work was at a very high level to ensure there were no delays or worse a system that did not meet the needs of all parties.

This was another project where our team received written praise for their workmanship.

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**Customer:**

Smartwash Wellington

**Project:**

Carwash Installation



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We have undertaken a number of carwash builds in conjunction with Car Kleen NZ and this was another opportunity.

This was a turnkey project where we prepared a design suitable for the tight site, obtained consents and project managed to installation and commissioning.



**Customer:**

Retailer

**Project:**

Mobil Riccarton  
Design and Build – Site Upgrade



This project involved the removal of the steel underground tanks and placement of new fibreglass tanks. This required the use of sheet piling and a dewatering system to meet Council requirements.

We undertook the electrical, petroleum and site works plus managed all consent, compliance and HSNO requirements

As the site backed onto a retirement village we had to manage the site movements taking them into account.

**Customer:**

Allied Petroleum

**Project:**

Community Response Unit



As part of the rebuild of the roading infrastructure following the Kaikoura earthquake, Allied are supporting the numerous contractors working in the area with fuel.

We have designed, fitted out and commissioned a number of 30,000L Logitanks with components to allow for the bulk filling of the tank via a transfer pump and 80mm composite hose, dispensing of fuel from a submersible pump, through a dispenser and a nozzle on each side of the container. Fitted on the top is an 8kVA generator to allow the container to be used in isolated environments where mains power is not available.

It has been designed to allow the tank top fittings to be disassembled and packed away within the containers own footprint for ease and efficiency of transportation.



**Customer:**

Retailer

**Project:**

Caltex Balclutha Dispensers



Having previously undertaken an upgrade of the underground services, we returned to replace the existing dispensers with the Gilbarco brand of dispensers and reconfigured the forecourt to allow for all grades at all dispensing locations. This work was undertaken while the site remained open thus allowing the retailer to continue to service their customers.

We are qualified installers of this brand and also of Compac, Gallagher and Wayne brands of pumps and dispensers.

**Customer:**

Farmlands Fuel

**Project:**

Standalone Logitank



To enable Farmlands to provide fuel to their customers in remote locations we designed, supplied and installed a diesel delivery system based around a 30,000L Logitank that runs via a 3" Yanmar diesel pump with external controls installed flush on one of the door panels. This unit uses solar panels to charge batteries inside the tank bund which produces 230V power via a converter to run the FMS unit, change over valves along with auto pump start etc. The unit has four solar panels which are mounted on adjustable frames. The unit is also set up to run via an external generator or a 230 AC power supply should it be required.

The unit has been operating in the field with no issues and we are producing further units.

**Customer:**

Foodstuffs (South Island) Ltd

**Project:**

PAK'nSAVE Blenheim, Wainoni, Rangiora and Queenstown fuel sites



Petrotec was commissioned to undertake the design and construction documentation to facilitate the consent and tender process for the Blenheim site.

This involved our project management team in the detailed design of a complete stand alone fuel site from a client supplied concept through to building consent application and construction.

We were awarded the construction contract and have since been engaged to construct the fuel facilities at their Wainoni, Rangiora and Queenstown sites.

**Customer:**

Various

**Project:**

Tank Removals



We have many years experience in removing tanks that have held; diesel, petrol, Jet A1, avgas, water, waste oil and chemicals. All work is completed to DOL Code of Practice for – "Transport & Disposal of Petroleum Storage Tanks and Related Waste".

We are usually engaged to undertake all aspects of the tanks removal which can include:

- Removing remaining product and disposal at an approved facility
- Removing remaining pipe work and fittings, expose tank, lift and transport to an approved disposal facility
- Appointing and liaising with Environmental Consultant
- Liaising with Regional/District Councils in need
- Providing an environmental report and associated documentation

**Customer:**

Various

**Project:**

AdBlue / DEF Facility



The market is seeing an uptake in the use of Diesel Exhaust Fluid (DEF), and we have received a number of enquiries for home base storage and as additions to existing truck stop facilities.

Tank options range in size from 1300 litre plastic to 10,000 litre steel tanks. There are also underground options available.

**Customer:**

Various

**Project:**

Generator Feed Tank



These projects typically require fuel storage tanks, underground and aboveground pipework, fuel polishing systems all with a high standard of workmanship and project management. We are normally working alongside other trades to ensure that the project timelines are being met.



# Our Environment



## Health, Safety & Environment

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We are tertiary qualified under the ACC workplace safety management practices. We also hold an 'A' grade rating under ISNetworld - a contractor HES management system recognised by BP, Z Energy and New Zealand Oil Services.

We recognise our responsibilities and the importance of providing a healthy and safe workplace along with protecting the environment. We are committed to working in partnership and maintaining relationships with our customers, regulatory authorities, suppliers, contractors and any other related third parties.

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The management of Petrotec subscribes to the following principles:

- Ensuring all employees take all practicable steps to reduce the risk of accidents and injuries by eliminating, isolating, or minimising hazards that may cause personal injury, occupational illness or property damage
- Ensuring all activities comply with legislation, codes of practice and industry standards and establish safe systems of work
- Requiring all supervisors, managers, and contractors to be accountable for the health and safety performance within their work area
- Requiring a commitment to the accurate reporting, recording and investigation of all accidents, incidents, injuries and near misses
- Consulting with and encouraging the full participation of all employees in all aspects of implementing and continuously improving our health and safety system and performance
- Pursuing an active rehabilitation program to support the safe and early return to work of any injured employees
- Taking account of the pressures on our environment work with our staff, contractors and customers to develop processes that will help manage and preserve our natural resources
- All staff, managers and contractors are accountable for dealing with hazardous contaminants in compliance with the territorial authority regulations



Thank you for taking the time to read through this capability statement.  
The Petrotec team trust that this has given you some insight into what  
we can provide to you and your business.

