



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

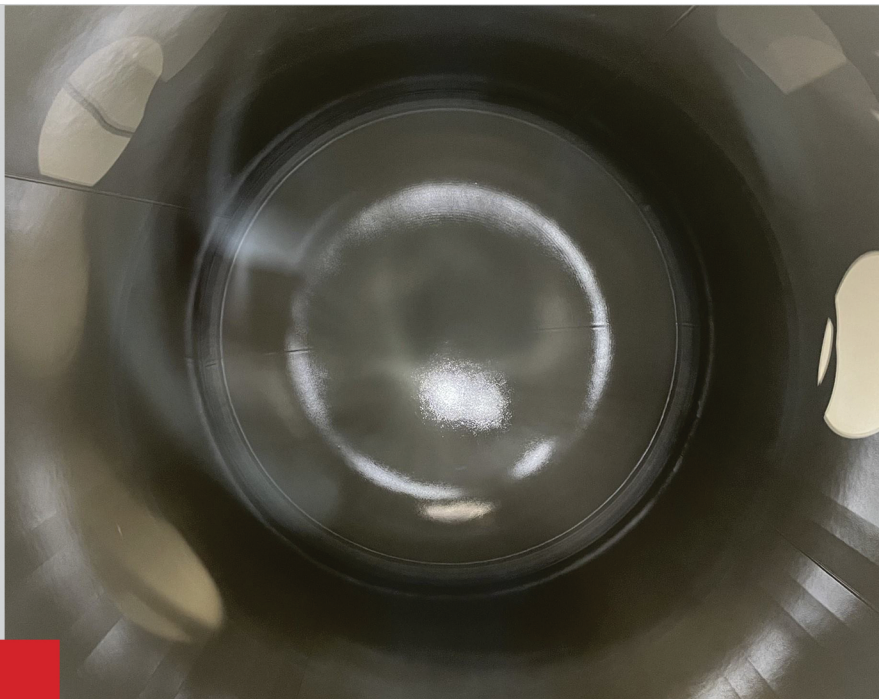
Both Advanced Polymer Coatings (APC) and HOYER Group boast humble beginnings as family-based operations. Hoyer, founded in 1946 as “Bruno Hoyer Internationale Fachspedition,” remains centrally located in its original site in Hamburg, Germany, just as APC remains seated in the exact location in Avon, Ohio where initially founded in 1997.

The companies have flourished in their respective industries through persistent innovation and a world-class product offering. Today, HOYER is one of the world’s most successful providers of comprehensive logistics solutions for the chemical, petroleum, gas, and food industries bringing its customers’ goods safely to their destination in tank containers, tank trailers, and intermediate bulk containers (IBC).

With the patented polymer tank coating system, ChemLINE[®] 784, APC has cemented its name into the industry as a world leader for high-performance applications protecting against damage from corrosion and chemical attack to some of the most aggressive chemicals on the planet.

The two companies crossed paths in 2001 through a connection with APC Global Tank Container Manager Martin Kilroe and the technical department at HOYER Group. Seeking a tank coating with superior chemical resistance and versatility, the companies secured a project and successfully lined two ISO tank containers with APC’s ChemLINE[®] 784/32. Bridging off the successful applications, HOYER and APC again sparked a project of more sizable nature to line 15 ISO tanks within a three-week span in Rotterdam for a client. To this day, most of the 15 tanks originally part of this project are still in service with the original ChemLINE[®] lining.





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*Hans Demarest
Head of Engineering,
HOYER Group*

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 co-operation and offering innovative solutions to our customers within the container industry.”