

**DISTRI**

Distri-Consulting Oy  
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# Distri as a Integrator and Site Improver

- Distri established 1986
  - Focused on terminal automation and system deliveries.
  - More than 25 full terminal TAS system projects executed.
  - Own proven concepts for loading racks, tank monitoring, transfers and inventory.
- Distri's strategic target is to bring added value to customers by simplifying terminal processes and practices or build new features "over" multiple existing systems.
- Distri aims at reusing concepts and software once initially innovated and developed for a single customer need or solution request.
- Distri does the development ourselves or specifies the necessary developments to our long term partners.

# Future Terminal Market – Distri Vision

## Terminals

- Terminal volumes are decreasing -> operation cost per unit increasing.
  - High pressure to reduce fixed costs and investments.
  - Tank capacity utilization levels decreasing.
    - Causing challenges to operate and maintain terminals
- Terminal operation costs increasing due to tighter environment legislation.
  - Pushing focus to better and more cost effective automations and processes

## Customer Base

- Service station network will be decreasing if volumes keep dropping
  - Delivery distances are increasing and delivery routes getting more complex
- Logistic costs.
  - Delivery optimization and demand predictions play a bigger role in future.

## Product Owners

Ready to decentralize product deliveries, into multiple terminals and for shorter term contracts to achieve operational and logistic savings

# Distri Terminal Automation Strategy

- Re-use own concept investments in different locations
- Re-use current accepted flow computers and upgrade their user interfaces for better user experience and safety.
- Use industry standards and widely used architectures (wide usage leads to lower price level) to save both investment and maintenance cost.
- Mobility capability for loading equipment's thru re-use in next location
  - Plan for fast, easy, cheap re-location of loading units
    - Loading Rack
    - TAS-system with inventory
    - Additives
    - Field control

# Dearman System LLC IS OUR PARTNER

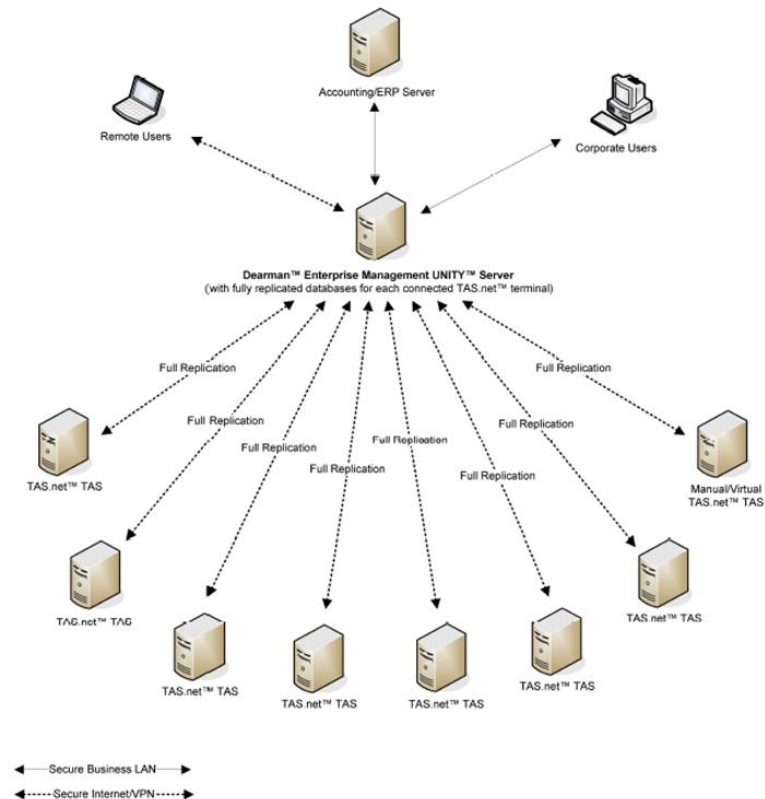
- When DISTRI was looking for good partner for Terminal Automations Systems in current changing world we ended up co-operation with Dearman Systems LLC

## Dearman UNITY server delivers robust enterprise management and automation capabilities.

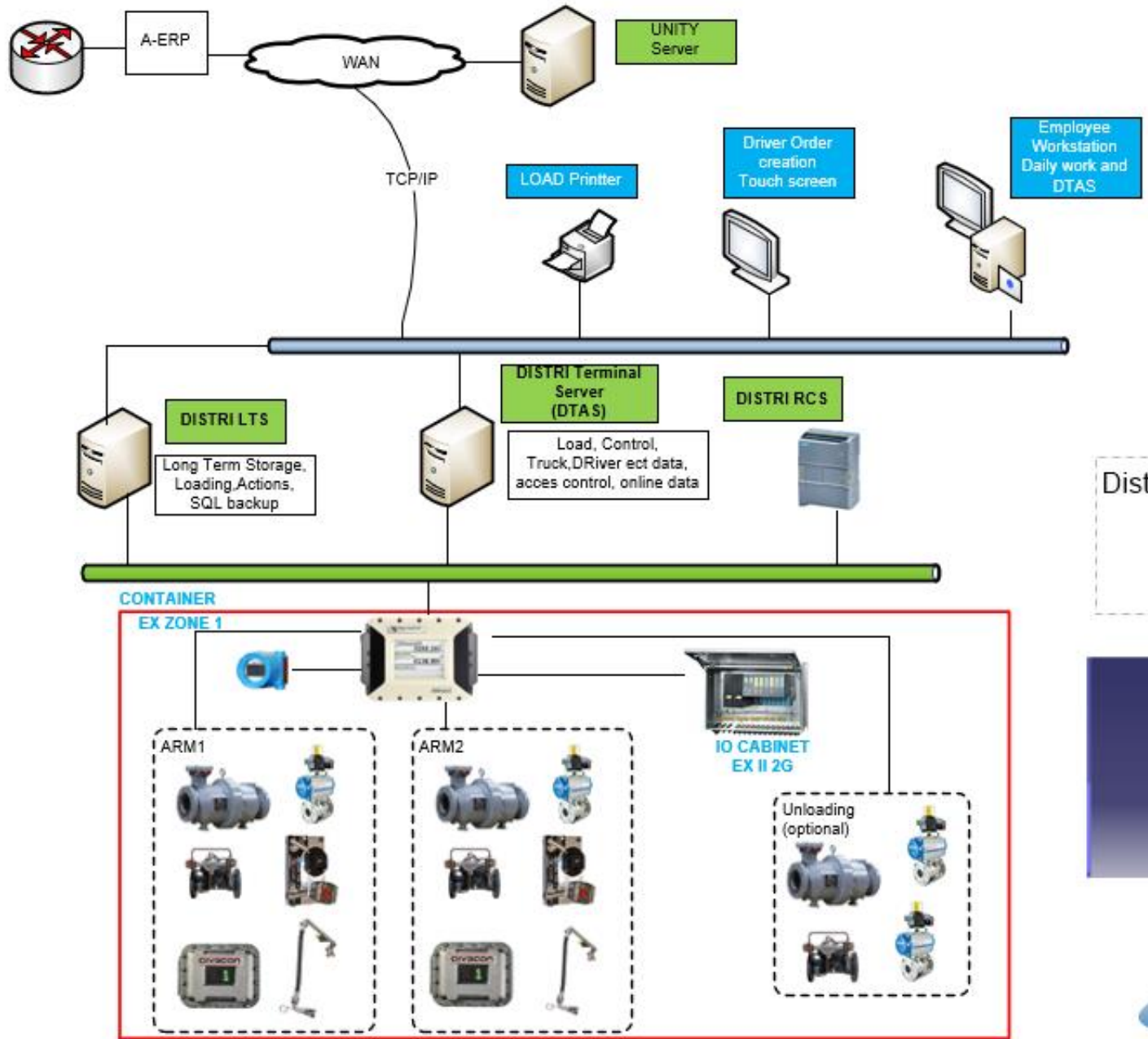
- Integration to ERP
- Support common transaction processing protocols
- Connect terminals that handle/store different products to UNITY
- Unlimited number of terminal can be connected
- Host on corporate private cloud or server
- Corporate level inventory capability
- Dearman TAS provide full real-time read/write capabilities in UNITY

## TAS.net Terminal Management Software

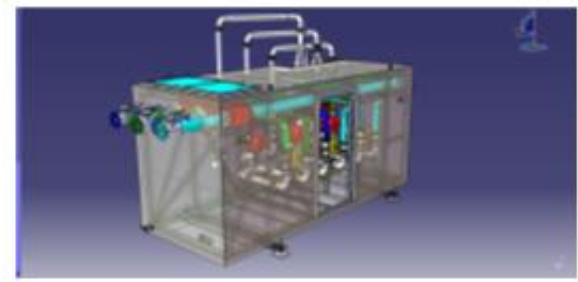
- Strong asset base: more that 250 terminal in 100 countries
- Advantages process control technology
- Rail Operations and Transloading included
- Wide range of supported Hardware
- Redundancy, Fault Tolerance, and Enhanced Data recovery
- Administration and Security
- Automated reporting
- Good scalability



# DISTR



Distri TLS (Truck Loading Solutions)  
 Requires only  
 1 Power cable  
 1 Optical Fiberline



DISTR Principle Layout  
 2022  
 OP Melin

# Upgrade your existing loading rack

## **DISTRIBUTOR**

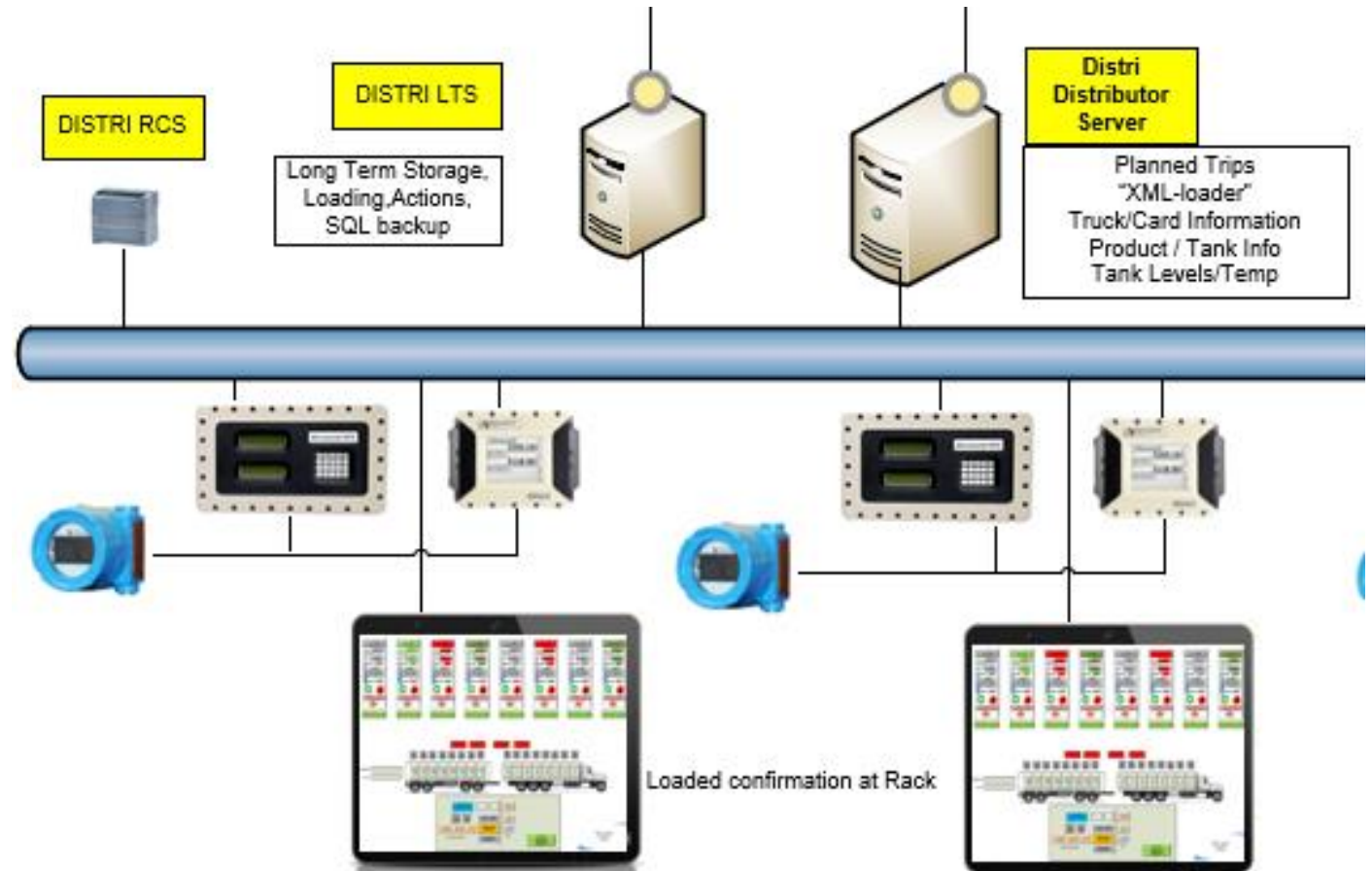
- Distributor is a distributed loading control system based on user friendly big ATEX zone 1 touch screen on the loading rack.
- Implements loading sequence in a safe and easy to understand way for the user. Status of the loading is observable at one glance from one screen.
- Planned load input uses same XML-file format as existing systems and DTAS
- Provides unified user interface for different Accuload III and IV
  - I.e. one driver user interface for different Accuload models even in same rack
  - Increases capability to load multiple compartments in a safe manner
  - May enable more arm's per flow computer

## **DISTRILTS (Long Term Storage )**

- Implements flow computer memory extension by creating a long-term protected storage of loading notes in digital form.
- Solution enables sufficient measurement archive keep time for the EU MID i.e. Custody Transfer and other mandatory needs
  - Customer must have access to MID-measurement originals, if customer is not able to witness/observe the measurement used in custody transfer
  - Original bookkeeping receipts relevant to taxation must be available several years after tax year



# DISTRIBUTOR CONSEPT

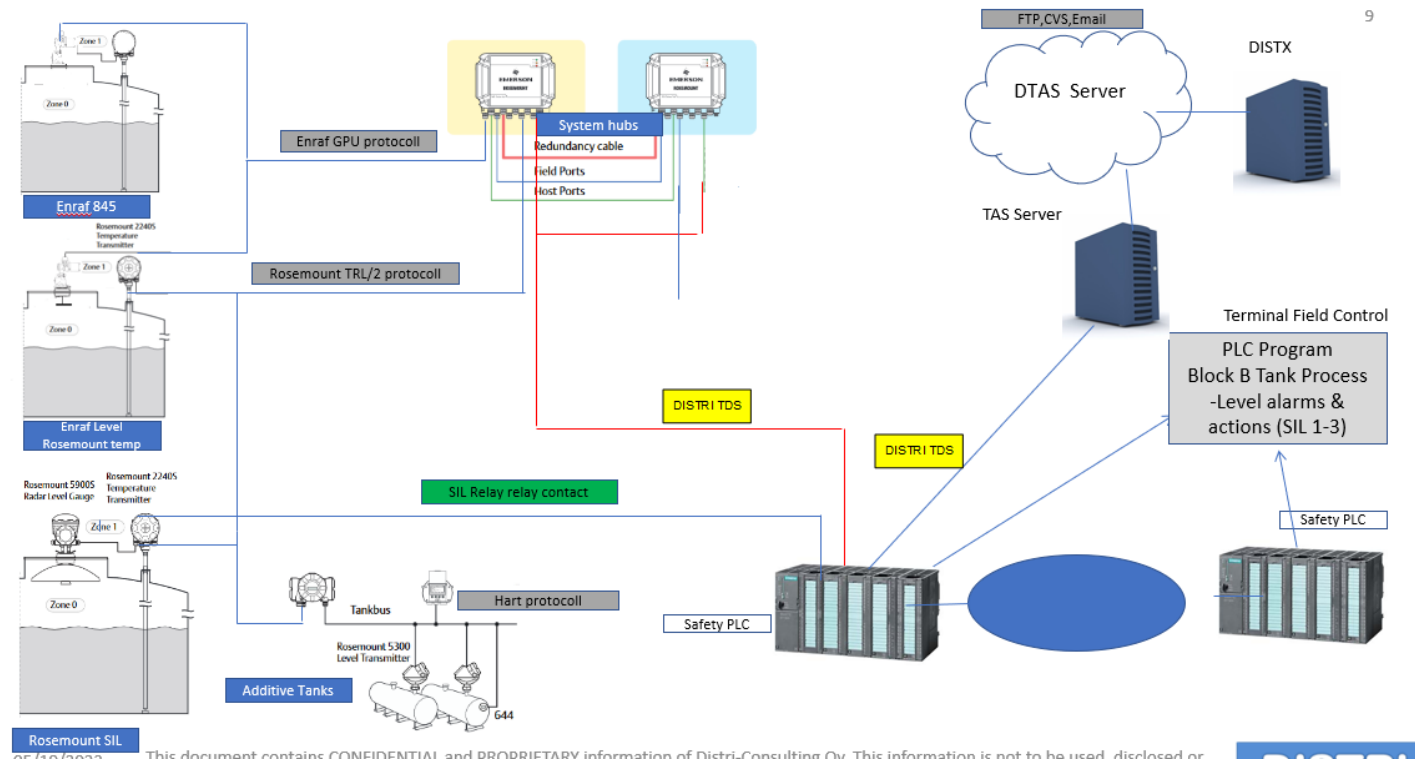




# Distri TDS (Tank Data Software) Support major ATG interfaces

Enables field/tank control and  
Inventory functionalities at the  
same time

Fulfils SIL2 or even SIL3 safety  
level



## Distri TLS (Truck Loading Solution)

Easy to move and relocate.  
Only one fiber connection and one power cable needed

Typical solution 6m long, 3 arms  
with 2-products each

MID approved solution

