

Dantec makes the connection

The decision by Dantec Ltd to concentrate its business solely on the manufacture and marketing of composite cargo hoses and to cease sales of miscellaneous equipment has paid dividends. The UK company achieved record sales in 2002 and looks set to record another good performance this year.

Composite hose is lighter and more flexible than traditional rubber hose, facilitating manifold connections. In addition, the good chemical resistance of composite hose makes it suitable for use in both the oil and chemical sectors.

About 33 per cent of company revenues derive from the sale of large-bore hoses used in ship/shore transfers - a share which is increasing. Dantec also supplies mid-bore-sized hoses for inter-tank transfers, blending and transfers from storage tank to road tankers and rail tank cars; and lighter, sometimes smaller bore size hoses for road tanker/rail tank car discharge.

Amongst recent customers of Dantec large-bore hoses is the BASF/Petronas partnership which specified such units for its new bulk chemical installation at Kuantan in Malaysia. Hoses of 6 and 8-inch diameter are hung in 26-metre lengths using hose towers.

The manufacturer also holds the contract for the supply of hoses to the global Vopak network of terminals and provides a range of multinational oil companies with their hose requirements. In addition, new distributorships have recently been established in Mexico, Chile, Brazil, China and Latvia.

Product innovation is an ongoing process at Dantec. Over the past year a special low-temperature hose for the transfer of liquefied natural gas (LNG) has been introduced as has the Firesafe hose which is designed to retard fire. The latter is often purchased for use in applications with a noted combustion risk such as regions with high ambient temperatures. Dantec's Malaysian distributor, for example, is supplying large quantities of Firesafe hose.

"One of the greatest challenges associated with the handling of large-bore hose is ensuring the safety of those responsible for cargo transfers by means of the correct use of mechanical suspension devices such as slings and bridles," states Sally Crawford, Dantec export marketing manager.

"Even experienced terminal site managers can be ignorant of the properties of composite hose and the proper methods of their handling. For this reason, we find that our short explanatory briefings and after-sales service arrangements are highly valued by our customers."