

# North of Scotland KTP Centre Case Study

[www.ktp-link.co.uk](http://www.ktp-link.co.uk)

## Balmoral Sectional Tanks

The project aimed at bringing specialist engineering knowledge in composite materials and structures into Balmoral Sectional Tanks to enhance its products and develop new applications.

### Challenge

In order to remain competitive and to expand production in both UK and international markets, the company and its supply chain partners wanted to be able to gain the ability to design and develop new products. The Company required optimising the existing supply chains and establishing appropriate systems by which to evaluate new partners. To optimise the current market and exploit the opportunity of market development and diversification, the Company required to research and evaluate the options of consolidation, technology, application, logistics and management.



### Results

The KTP project assessed alternative materials, components and manufacturing methods to those currently used. In addition to manufacturing panels and sealants, the cost base of a sectional tank is made up of a number of factors, including steelwork, tank connections, ladders, valves and installation. Associated with this activity, the business and its suppliers also benefited from a thorough design review of current components, materials, manufacturing and assembly methods.

### Benefits

The development of 5 metre tanks and the containment of more aggressive liquids from alternative materials and coatings was the basis for the Company's strategy on the movement into new markets and the growth of export sales, especially to the Middle and Far East. The Company gained greater knowledge of the stresses involved in the GRP sectional product and a better understanding of the materials characteristics.

Knowledge  
Transfer  
Partnerships



Balmoral Tanks Ltd manufactures Sectional GRP Storage Tanks for the containment of water principally for the storage and supply of drinking water and fire fighting sprinkler systems.

*"KTP was a cost effective and focussed way to develop existing and or new products. It provided tangible benefits for the graduate, the business and the University."*

**Allan Joyce,**  
Managing director

Innovate UK