



BANLAW
— UNIFIED FUEL MANAGEMENT —

"Banlaw Refuelling Products are Safe and Efficient"

Mark Fretwell is the Rail BDM and Product Manager for Banlaw:

Banlaw has 40 years experience in the heavy vehicle refuelling industry. We look after clients in mining, rail and ports. Sometimes they all work together so we have to give people a solution that works across all three aspects.

People typically come to us with a problem because they know, as leaders in the field, we can always come up with an answer.



Mark Fretwell
Rail BDM & Product Manager

We look after everything from lubricants and fuels to hydrocarbon solution and can solve all problems - even those our clients don't always know they have!

From base level right up to industry best standard. We find that our clients have a rate of return they very much enjoy and we can make a big improvement to their efficiencies on-site.

Banlaw Refuelling Products are known for their ability to deliver high speed refuelling **safely and efficiently** for clients in Mining and Rail. Our products are seamlessly put into the rest of the refuelling infrastructure.

We like to look at the whole system from start to finish - from the fuel farm itself all the way to the breather in the machine. At every step along the way we need to increase pump sizes or capacity if they don't already have that and we have to closely look at the machine itself to make sure we can refuel it at the speed the fuel farm can deliver.

Unless you can examine the entire system you're liable to start running into problems like premature nozzle shutoff, overfills or tank damage due to over-pressurisation.

Since the early 1980s the traditional system to refuel a tank has been to pressurise it to initiate nozzle shutoff. In the last 10 years Banlaw has been developing a couple of different products to stop that from occurring: Fillsafe Zero and Fillsafe Power.

These two products allow you to fill a tank without over-pressurising it and, importantly, prevents you from spilling fuel from the vent to ground.



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Mark Fretwell continues...

These two products have been revolutionary and have led to our clients changing their culture on-site and allowed them to knowingly and safely refuel all their assets knowing, as they do, that there is **no chance of causing tank damage**.

Banlaw refuelling products are found in the rail industry where we've been very strong for a long time with our systems on the City Train Diesel Fleet and the UGL C44 ACI Fleet which allows them to have variable mass on each of the locomotives. It's a really unique feature that allows them to go from heavy-track down to light-track and everything in between.

Our clients like to use these products because it gives them the flexibility that they require that no other product can provide.

Our products allow you to refuel at about 1,000 litres per minute but, if a client doesn't want to refuel at any more than, say, 400 litres per minute we can cater for that as well.

Fillsafe Zero is applicable for the TT Class locomotive used by Pacific National. They approached us to come up with a solution for a problem they'd had for a considerable period of time and now we can use that solution on any locomotive in Australia that has the same refuelling products that they carry right now.

They allow you to refuel the locomotive without any spillage and does away with all the other issues they had previously become accustomed to.

Banlaw has a global network of distributors who come to us with a range of problems. We ask the right questions to get to the core of the issue and we then tailor **a specific solution** to the client's problem.

Our solutions allow our clients to operate more efficiently which saves them a lot of time and money.

Find out more at www.banlaw.com