



Location: The Woodlands Waterway Marriott



Date: December 9, 2025



Time: 8am – 5pm

CO-LOCATED EVENT: LIQUID TERMINALS 101

Course Syllabus and Schedule

Want to learn more about Liquid Terminals? Then this is the class for you!

This program will cover a wide variety of topics that will give you a better understanding of how terminals function in the real world and explain many critical aspects that you should be aware of to run terminals safely, efficiently, and profitably.

Topics include types of terminals, modes into and out of terminals, tanks (designs, inspection, repair, and operations), types of products handled, including key aspects of operations and maintenance. Critical elements of safe operations, asset integrity, and regulatory and environmental compliance will also be discussed in detail. And finally, we will show how terminals can be very profitable when properly managed.

Speakers: Earl Crochet, P.E. "The Tank Whisperer" from Crochet Midstream Consulting and Dave Cushman, CSP, from West Virginia Paint LLC

Time	Topics
8:00 a.m. – 8:15 a.m.	Welcome & Introductions
8:15 a.m. – 9:00 a.m.	Section 1: Where Do Liquid Terminals Fit in the Supply Chain? Types of Liquid Terminals, Types of Products Stored and Handled, How Terminals Are Properly Operated and How Profitable Can They Be.
9:00 a.m. – 10:00 a.m.	Section 2: Physical Assets at a Typical Liquid Terminal Types of Tanks, Pumps, Valves and Other Equipment, Modes In and Out, Pipelines, Marine, Rail, Trucking, Safe Product Transfer within Facility.
10:00 a.m. – 10:15 a.m.	Break
10:15 a.m. – 10:45 a.m.	Section 3: Finding the Sweet Spot in Terminal Operations. How can we run our terminal as efficiently as possible? How full is full? Risk Return Tradeoff, The Goldilocks Story
10:45 a.m. – 12:00 p.m.	Section 4: Safety is Paramount to Success. Review of hazard awareness and industry best practices for tank safety, fire protection and overfill protection.
12:00 p.m. - 1:00 p.m.	Lunch
1:00 p.m. – 2:00 p.m.	Section 5: Regulations- Plenty of Them! How to keep track of the various regulations? How to know which regulations apply to which activities? Making sure you don't miss anything since you often don't know what you don't know.
2:00 p.m. – 2:45 p.m.	Section 6: Inspection, Maintenance and Repairs Review of industry best practices for inspection, maintenance and repair of terminal assets including tanks and other equipment
2:45 p.m. – 3:00 p.m.	Break
3:00 p.m. – 3:45 p.m.	Section 7: Policies and Procedures- Just Right! In keeping with the Goldilocks theme, you need to find the right amount of policy and procedure for your entity to work safely and efficiently
3:45 p.m. – 4:15 p.m.	Section 8: Current Best Practices on Automation, Staffing and Management
4:15 p.m. – 4:45 p.m.	Section 9: It's Your Turn- More Case Studies for Group Discussion
4:45 p.m. – 5:00 p.m.	Questions and Answers plus Closing Remarks



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LIQUID TERMINALS 101 REGISTRATION FORM

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This comprehensive course covers terminal types, product handling, tank design, inspection, and operations. Learn about safe practices, asset integrity, and regulatory compliance. Gain insights into efficient and profitable terminal management. Perfect for anyone looking to enhance their understanding and operational skills in the terminal industry.

Registration Fees:

- ☐ 1-2 Attendees are \$375 each
- ☐ 3 Attendees or more are \$350 per person

NISTM CONFERENCE &
TRADE SHOW
DECEMBER 10-11, 2025

- *Conference Agenda Coming Soon*
- Free Admittance to Trade Show

CANCELLATION & REFUND POLICY

In the event of a cancellation, it is the registrant's responsibility to contact NISTM in writing by October 10, 2025 and receive a full refund (a \$50 processing fee will be charged). Another option is reserve your payment amount as a credit towards the next event(s) of your choice. After October 10, 2025 no refunds will be issued.

Name(s) & Title(s): _____

Company/Organization: _____

Address: _____

City: _____ ST: _____ Zip: _____

Phone: _____ Fax: _____

Cell: _____

Email(s): _____

Payment Information:

_____ **Check in Mail** (Payable to NISTM)

Mail check to: PO Box 26008, Tampa, FL 33623

_____ **Send secure payment link to (email):** _____

_____ **American Express** _____ **Discover** _____ **MasterCard** _____ **VISA**

Credit Card # _____ Exp. Date: _____

CVV # _____ Billing Address # _____ Billing Zip _____

Name on Card: _____

Signature: _____ Date: _____

Conference & Trade Show Location:

The Woodlands Waterway Marriott
1601 Lake Robbins Drive
The Woodlands, TX 77380

800.228.9290

Room Rate: \$249 | Room Block: NISTM

[Online Reservations](#)

To submit this registration form, Scan/Email it to janelle@nistm.org