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## **Tanknology names Brad Walls to key sales role**

**Austin, TX** – Tanknology Inc., the world’s largest Underground Storage Tank (UST) environmental compliance services company, today announced the appointment of **Brad Walls** as the company’s new Director of Sales; Non-Retail Fuels.



**Brad Walls**

Walls brings to Tanknology more than 20 years of senior-level sales, management and operational experience, including industries ranging from environmental equipment, to communications to finance. A graduate in Business Administration and Accounting from Minot State University, Walls most recently served as Regional Sales Manager for Great Plains Industries, Inc. (GPI) of Wichita.

According to Allen Porter, Tanknology President and Chief Executive Officer, Walls will be focusing exclusively on industrial and commercial market segments; businesses that are not retail petroleum focused. These would include such business as trucking and rental car companies, hospitals, universities, government agencies and manufacturing companies.

“We are finding that as environmental regulations evolve and become even more stringent, a segment of the market which requires increasing assistance in meeting their compliance requirements is the non-retail businesses that operate UST systems,” Porter said. “Managing

fuel is not the core business of these customers, rather it's a necessary – and often complicated – aspect of their operations. This creates a unique set of needs that are usually quite different from our retail customers, so it's an area of our business that we want to provide a specialized level of attention to.

“We are very excited to have Brad join us in this newly created role. He has a well-established track record in business development and customer support management. I know that our industrial and commercial clients will be very well served and supported by Brad.”

Walls will be based in Hutchinson, KS. He can be reached at (800) 476-4929, or via email at **[bwalls@tanknology.com](mailto:bwalls@tanknology.com)**.

Based in Austin, Texas, Tanknology operates across America and around the world, providing UST environmental compliance testing and related services at more than 50,000 sites per year, for more than 3,000 customers. Internationally, Tanknology licensees span more than 25 countries, providing services to the largest petroleum operators in the world.

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