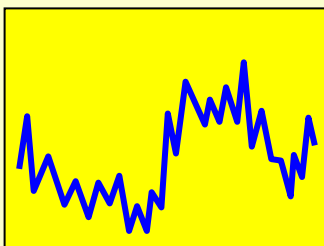


## **“YOU DO THE MATH”**

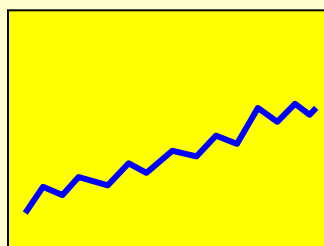
### **See How DRYVac™ Adds Millions to Terminal Profits**

#### **Gasoline Price Futures Top \$1.20 Per Gallon Through 2005!**

With crude oil above \$40/barrel, wholesale gasoline futures are trading at above \$1.20/gallon through 2005. With all of the current worldwide volatility, and demand continuing to rise, it seems unlikely that we will ever see wholesale prices below \$1.00 again. Pricing has always been a roller coaster ride in the past. Now, it appears to be making the transition to an upward trend line.



PAST



FUTURE

This upward pricing trend brings at least one piece of good news to terminal operators. Long-term economics are favorable and more predictable.

#### **At \$1.20 Per Gallon, DRYVac™ Vapor Recovery Systems Return Millions!!**

Just do the math. In a 1,000,000 gallon/day gasoline terminal, the DRYVac™ Vapor Recovery System recovers over 1500 gallons of gasoline per day. The

recovered gasoline is returned to storage where it is resold. With wholesale gasoline at \$1.20/gallon, this translates to \$1800/day, or \$657,000/year.

“That’s more that the installed capital and operating cost of a brand new DRYVac™ Vapor Recovery System,” reports Tim Hammond, TESCO and SYMEX Americas president. “You don’t have to be an accountant to see that the payout is phenomenal,” says Hammond. “And that’s just a short term look. When you consider these economics from a long-term perspective, they are almost unbelievable. Even without compounding earnings, the DRYVac™ returns \$19.7 million over the life of the equipment. Compounded at only 3.3% annually, the \$19.7 million becomes \$32.9 million at the end of the normal 30 year equipment life cycle period! You do the math.”

In addition, DRYVac™ Vapor Recovery Systems significantly reduce operating and maintenance costs. There is no glycol-water seal fluid in a DRYVac™ System, so the compressor uses at least 30% less energy. With no seal fluid, chemical costs go to zero. Ethylene glycol is classified as a “Hazardous Waste” by EPA, so eliminating it means there are no disposal costs either. The DRYVac™ Vapor Recovery System is much simpler with fewer moving parts. All of this reduces maintenance costs too.

If the typical vapor recovery unit costs \$150,000/year to operate and maintain, the DRYVac™ Vapor Recovery System costs about half! That’s \$75,000 more to the bottom line for the terminal. Terminal

(Continued from page 1)

managers love to cut costs, and DRYVac™ Vapor Recovery Systems do just that. Putting on Hammond's accounting hat, we see that \$75,000/year in operating and maintenance savings translates to \$3.75 million over the life of the equipment.

## Retro-fit to Save More

There are hundreds of wet vapor recovery units churning away here in the US. Every one is costing more than it should to operate and maintain. Many are reaching the end of their economic life cycle and need to be upgraded or replaced.

“Retrofitting is the answer,” say Mark Vibbert, TESCO's Ops Manager. “It's not the carbon beds that wear out, it's everything else. Replacing the old worn out equipment with brand new is a neat

approach. We eliminate all of the old energy eaters with the more efficient dry components, and use the existing carbon beds to cut costs. We install a brand new controls system too. It uses 21st century logic and electronics to monitor and control everything. The result is a dry retrofit with low energy consumption and much reduced maintenance.”

## DRYVac is a Symex-TESCO Technology

The DRYVac™ Vapor Recovery Technology was developed by Symex S.A. It has been applied throughout Europe and the eastern hemisphere for nearly ten years. Symex and TESCO formed SYMEX Americas to bring this proven, more efficient vapor recovery technology to the Americas. TESCO Americanized it to better fit the needs of clients here in the US, Mexico, South America, and Canada. The heart of the system is the Busch dry vapor compressor. It is sold exclusively through Symex/SYMEX Americas.

©2004 TESCO, INDIANAPOLIS, INDIANA

FOLD

# TESCO TERMINAL NEWS

## TESCO

P.O. BOX 681246

Indianapolis, IN 46268-7246

Call 1-800-276-7152 or 317-872-4321

Sales and Service: Tim Hammond

Stamp  
Goes  
Here

Happy Holidays!



Customer Address Label Goes Here

See the difference?