

An International Affair

TESCO Signs International Representatives

TESCO has taken a giant step forward into the future of guaranteed service and high tech vapor control through its newest affiliations in the Far East.

By stepping into the international business arena **TESCO** has once again validated its future.

TESCO is continuing its growth strategy, embracing new challenges and constant change. The entire industry has changed in the last year. Some of that change may be the result of \$60 oil and gasoline prices above \$2.00/gallon for regular ... but most upgrades are simply overdue.

More and more of **TESCO's** traditional clients are looking to **TESCO** for help with their upgrade projects. New projects range from rack modernization to additive injection upgrades and vapor recovery retrofits. And the same thing is happening overseas. Opportunity abounds!

The so-called "dry" vapor recovery technology **TESCO** pioneered here in the US is catching on. Competitors who once talked



it down are now offering their version of **TESCO's** well-proven **DRYVac™** system.

So, it should come as no surprise that **TESCO's** president, Tim Hammond, pictured here at the left in Beijing, China, made a complete

tour of the Far East in October.

Tim was astounded at the fact that business throughout the Far East is so much like business in the US. But, he's quick to add, "The food?

The language? Way different! I ate things I didn't recognize and surely couldn't spell, but it was a GREAT trip. The people are cordial, courteous to a fault, and eager to partner with **TESCO.**"



TESCO Awarded Big Contract!

TESCO was recently awarded a very nice contract to modernize several existing truck terminals for a major US oil company. While 2005 has been a good year for TESCO, this new contract makes 2005 a banner year!

The Shift Away From Vapor Combustion ...

With the terminal (wholesale) price of gasoline staying above \$1.50 gallon TESCO is getting more and more inquiries for its innovative DRYVac vapor recovery systems. Even in smaller terminals load-

ing only 15,000 barrels of gasoline a day, the recovered product value has soared to over a half a million dollars annually! Burning that much recoverable product just doesn't make sense to a lot of terminal owners ... a lot more than used to feel that way.

30-50% Guaranteed Energy Savings ... Hard to Resist!

TESCO's DRYVac System is remarkably efficient ... and apparently harder and harder to resist. More and more people are inquiring us about it. Maybe you should too!



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TERMINAL NEWS

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