

BURN IT OR BANK IT!

Are Your Assets Going Up In Smoke?

In the world of terminal vapor control we all know you can either burn the vapors or recover them. In the 25 or so years since we had to decide to do one or the other a lot has changed. But if you haven't kept up, you may just be letting millions of dollars in bottom line assets go up in smoke!



In the past it was generally conceded that small terminals could not justify the capital cost of a vapor recovery system. So, most two bay and three bay terminals were fitted with less expensive vapor combustion systems when the EPA required vapor control.

As time marched on the simplicity of vapor combustion systems helped them grow in popularity. As vapor recovery systems aged, they required more maintenance and caused more downtime. About twelve years ago the pendulum swung among terminal operators from favoring vapor recovery to favoring vapor combustion. Recovering gasoline took a back seat to maximizing terminal uptime. At this point the value of

recovered gasoline became secondary to keeping terminals up and running, and larger and larger terminals were fitted with vapor combustion systems.

Now It's High Time For A Reality Check! Would You Intentionally Burn Up \$3,000,000 in Cash??

The wholesale value of gasoline has never been higher than it is today, and it appears headed higher and higher. Economics are driving all terminal owners to re-evaluate their entire business strategies, and one of these is vapor control.

The fact is that a typical two bay terminal loading just 80 trucks daily will pay for a full blown vapor recovery system in about one year. Discounting the recovered product value for the cost of operating and maintaining a VRU, that same 2-bay terminal will net over \$3 million to its owner in the next ten years if he installs a new VRU this year. If the terminal is fitted with a vapor combustor, it is burning up more than \$367,000 worth of gasoline each year!! So, you can stick with your vapor combustor, or you can use it as a back-up to your new DRYVac™ VRU. Burn it or

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bank it. The choice is yours.

Want Your Cake and Eat It Too?

Using your existing vapor combustor makes real sense! It can be your reliability ace in the hole. As a back-up unit it will keep your terminal humming without an hour of downtime attributable to your vapor control system. And, with a new DRY-Vac™ VRU, you can recover all those dollars you used to send up the stack!

Upgrade ... Retrofit Any Existing VRU and Save \$150K++!

Most VRUs are old and nearing the end of

their usable life. You may be planning on replacing some of yours just for this reason. But before you do, you need to know that technology has come a long way since you bought those old VRUs. The new DRY-Vac™ technology can marry your old carbon beds with a 21st century DRY vacuum system and an ultra modern controls system to let your old VRU come back to life ... and then some! Plus, the savings are real!

DRYVac™ retrofits can double your throughput capacity, and cut your operating and maintenance costs in half! So, if you want to get in the 21st century, and make some big bucks in the process, give us a call and ask about the new DRYVac™ Vapor Recovery System. Your efforts just might finally get you the recognition you so justly deserve!

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Don't Burn your Vapors, Bank Them!!