

TESCO~SYMEX AMERICAS NEWSLETTER

TESCO NEWSLETTER - VOLUME #21

JANUARY 2008

Crude Oil Hits \$100/Barrel!

\$100 a Barrel Oil Means Higher Gasoline Prices too!

We all knew it was just a matter of time. The world appears to have reached the limit of its traditional over-supply mindset. With demands outpacing supplies the price of crude oil had to go up. It did ... 57% in 2007 alone! Since roughly 60% of every barrel of crude oil is converted into gasoline, it is no surprise that the price of gasoline has gone up dramatically too!

And, it looks like we can expect this trend to continue.

More Terminals Rethink Vapor Combustion

With the wholesale price of gasoline now over \$2.00/gallon, and the high likelihood of it staying there or going up even more, more and more terminal owners are re-thinking their approach to terminal vapor control.

This used to be simpler. Small terminals couldn't justify the high cost of vapor recovery so they used vapor combustors to get rid of their gasoline vapors. Since both methods meet the requirements of the EPA, the

decision boils down to pure economics.

But with wholesale gasoline above @2.00/gallon the economics have changed dramatically! Even a smallish two lane terminal can recover enough gasoline to pay out its investment in a DRYVac™ dry vapor recovery system from SYMEX Americas in less than two years!

This means a small two lane terminal generates a net before tax income of over 10 million dollars over the life of the equipment ... in a two lane terminal! Just imagine what happens in larger terminals!

Magellan Can Save \$12 Million Annually in Two Lane Terminals

We recently showed multi-terminal owner Magellan how they can save over \$12 million annually by converting their two lane terminals to vapor recovery. The investment in new equipment pays out in under a year for them, so profits start rolling in almost immediately. They have been entrenched in burning their vapors for years, so they have vapor combustors (so-called "burners") already. These can be kept as back-up systems so the terminal never suf-

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fers ANY downtime, even during periods of maintenance.

New Year—New Thinking!

So, as we begin 2008, maybe it's time for you to think about your vapor recovery system from a new perspective too!

Over 170 DRY vapor recovery systems all over the world since Symex put the first one in service in the mid 1990s. Over 160 of them have our name on them! There's a reason for that!

Our systems are reliable ... very reliable! Downtime in our systems is limited to a few hours each year for maintenance. Breakdowns and equipment failures are almost non-existent. Oh sure, a pressure



gauge or thermometer will occasionally rattle apart, but the system keeps on running ... and running ... and running! Remind you of anything?

21st Century Thinking Matches 21st Century Technology

DRYVac™ technology is advanced. 100% of the currently used software was developed after 2000; it was redeveloped and improved again in 2007! Dry vapor recovery is new to our competitors, but it's a mature technology to us. That's why we can concentrate on making it better instead of having to concentrate on making it work. Our systems work like the Energizer Bunny!

Please call us if you have the slightest interest. 1-800-276-7152 or 317-872-4321.

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TESCO TERMINAL NEWS

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P.O. BOX 681246

Indianapolis, IN 46268-7246

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

Sales and Service: Tim Hammond or Mark Vibbert

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