



Return on Investment from a Neptune E4000 Electronic Register

Electronic Temperature Compensation

The accuracy of the electronic temperature compensator will reduce gas loss by approximately 1% versus a mechanical compensator. If you sell 500,000 retail gallons per year on just one truck, that equates to loss reduction of 5,000 gallons. At \$1 per gallon product cost, you put \$5,000 per year back in your pocket just from gas loss reduction on one truck. Now you can sell those recovered gallons. For a 500,000-gallon retail business from one truck selling at an average margin of 50 cents per gallon, you can recover \$2500 per year in gross margin dollars that you weren't able to sell before because you were giving that gas away. If just ¼ of that GMD falls to the OCF line, you've recovered another \$625 per year in your pocket for that one truck.

Driver Efficiencies

Because of the step saving features of using the E4000, a driver should easily gain one more delivery per day. If the average delivery is 250 gallons and you're selling at an average margin of 50 cents per gallon, your driver can generate \$125.00 more gross margin in the same 8-hour day. If the average driver can make one more delivery per day, that driver will be able to make in excess of 200 more deliveries in a year. This improves efficiencies and your cost per gallon to make deliveries, putting the saved delivery dollars to the bottom line as one driver can now deliver \$25,000 more gross margin per year with no additional payroll expense. Put another way, you could deliver the same amount of gas and GMD with 10 less days of payroll costs (200 deliveries / 20 deliveries per day).

Reduced Repair and Calibration Costs

Because of the absence of parts in the E4000 that are found in mechanical registers, your replacement parts costs, down time to make the repairs and reduced calibration times are all greatly reduced. Lost delivery time has been reduced, keeping your driver on the road making stops rather than working on equipment.

Return on Investment

Time until investment is fully paid back (taking into consideration the total OCF of \$11,875 increase from gains from lower gas loss, more OCF from selling lost gallons and increased driver productivity):

Complete E4000 metering system w/ATC for one truck = .54 years or 6.5 months

Retrofitting an E4000 w/ATC onto an existing mechanical meter = .35 years or 4.2 months

Everything gained after that goes to the bottom line!

- 1) _____ Gallons per year you sell x 1% = _____ Product Lost.
- 2) _____ Product Lost x \$ _____ Cost per Gallon = \$ _____ Dollars Lost.
- 3) _____ Gallons found x _____ per gallon margin = \$ _____ Found GMD.
- 4) GMD _____ x _____ OCF % = recovered OCF from found gallons.