



Return on Investment from a Neptune RML2000 Mass Flow Meter (In addition to the E4000 payback)

Accuracy

the mass flow meter is, at minimum, .5% more accurate than a mechanical positive displacement meter because there are no moving parts to wear. As soon as parts wear in a mechanical meter, you begin giving free gallons away to the customer. If you sell 500,000 retail gallons per year from 1 bobtail, that equates to loss reduction of 2,500 gallons. At \$1 per gallon cost, you put \$2,500 back in your pocket per year just from gas loss reduction on one bobtail. You also can now sell these recovered gallons. By selling the 2500 recouped gallons (from 1 bobtail) at an average margin of 50 cents per gallon, you can recover \$1250 per year in gross margins 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 \$312.50 per year in your pocket for that one truck.

Reduced Repair and Calibration Costs

Since there are no moving parts in the mass flow meter, you never have to replace worn parts, saving replacement cost parts and down time for the drivers. Accuracy tolerances have been seen to hold over time, but if there is a need for calibration, the process is a simple change on the keypad of the E4000. No gears to change or multiple calibrations needed, again saving down time.

Return on Investment

The time until investment is fully paid back (taking into consideration just the total OCF increase of \$14,687 gains from accuracy, from selling those previously lost gallons and driver productivity):

Mass Flow Meter w/E4000 system w/ATC for one truck vs. mechanical positive displacement meter system w/ATC = .68 years or 8.2 months

All recovered dollars after 8.2 months go to the bottom line!

- 1) _____ gallons per year you sell x (1.5% or .5% based on replacing existing with an E4000 and a Mass Flow Meter or just adding a retro of a Mass Flow meter to an existing E4000, respectively) = _____ 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.