

## Case Study: Eliminating Costly Fuel Losses for a Bulk Fueler

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### Situation:

Evans Oil was a large fuel supplier throughout southwest Florida. Evans Oil had a fleet of 25 metered bulk fueling trucks, 50 gravity drop transport trucks, and a bulk plant with 26 fuel tanks, 13 loading arms, and four fixed fuel diesel meters with a daily throughput of roughly 80,000 gallons. All the meters at the fuel farm and on the fuel trucks were equipped with aging mechanical registers, and there was no valve control or pump control on any of the equipment to control or see who was operating the equipment. Additionally, Evans Oil had an unreliable tank gauging technology installed on the tanks to monitor tank level.

### Challenge:

Evans Oil was experiencing annual product losses of an estimated 100,000 gallons, with no understanding of where the fuel were occurring, or how to stop them. The oil supplier attempted to resolve their shrink issues by installing gate control for the bulk plant, cameras, and hired a security staff at an approximate cost of \$250,000, but did not experience any change in shrink at all.



**Learn how Veeder-Root  
EMR3+Datalink products  
helped a bulk fueler  
eliminate fuel losses.**



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### ■ Solution:

Evans Oil learned about EMR3 + Datalink and made the decision to upgrade all mechanical registers on the fuel trucks and at the bulk plant to EMR3 with Datalink to wirelessly and automatically track deliveries. At the same time, using the EMR3, the customer installed new valves and implemented automated valve and pump control, and pin access control to ensure only authorized and trained operators could use the equipment.

**The customer reported that after installing EMR3 + Datalink with control features, their daily fuel losses were eliminated. ZERO LOSS!**

Next, the customer replaced the older tank monitoring technology with Veeder-Root's tank level system (TLS), and 26 tank probes (Mag Flex for tall tanks, and Mag Plus for standard tanks). This enhancement was driven by the ability to link tank level information into Datalink, providing a single portal for managing and reconciling transactions and inventory.

### ■ Summary of Benefits:

- **Eliminated hand written, lost, missing and/or miswritten fuel tickets with wireless data capture**
- **Pin access gave direct visibility and tight control over who can access fuel and restricted unauthorized use at the rack and on the trucks**
- **Automated previously manual processes with electronic pump and valve control**
- **Remote web access insured that all key personnel had access to meter and tank inventory data on a real-time basis, anywhere in the world**
- **Upgrades to system allowed for daily, automated reconciliation of fuel sales and inventory**

### ■ Estimated ROI:

- **3 months for EMR3 + DataLink upgrades with valves**
- **12 months for the entire project**

**Evans Oil later reported that apart from complete elimination of their fuel losses, they realized a \$400,000 annual improvement in operations by implementing the EMR3 + Datalink system.**



Datalink Software was developed exclusively for Veeder-Root by TMS [www.totalmeter.com](http://www.totalmeter.com)

For EMR3 product information visit [veeder.com](http://veeder.com)