

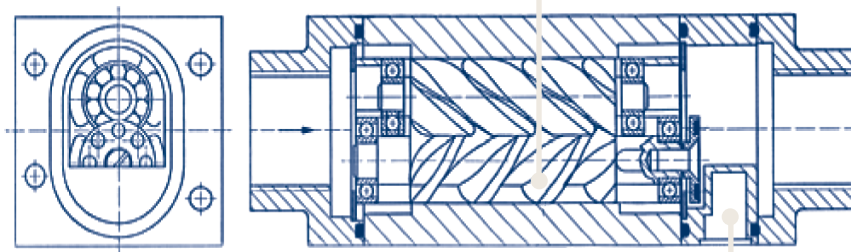
Gilbarco Veeder-Root's Ecometer™ Fact Sheet



Background and History

Launched in 1997, there are now over 45,000 Ecometers™ in operation in the field in over 25 countries throughout Europe and the World.

Its working principle is based on positive displacement. The key difference to traditional piston meters lies in how fuel is measured.



Rather than measuring off piston cups of fuel as traditional meters do, the fuel measured by the Ecometer flows in axially, causing spindles to rotate smoothly and evenly. Number of rotations caused by the volume of fuel flowing through is counted by an electronic pick-up, which transmits the pulses to a calculator for display.

Key Benefits of Ecometer™ over Traditional Piston Meter

- 1 No touching parts means minimal wear and minimal meter drift means reduced fuel losses & fewer re-calibrations
- 2 Low pressure loss and smooth, linear flow across the meter means higher flow rates and eliminates “pulse bunching” leading also to more accurate metering
- 3 Less than half of the leak points of a 4-piston meter, no possible friction leak points means very low chance of leakage
- 4 Electronic calibration enables simpler and quicker servicing

Field Performance

In Q1 2004 in a benchmarking exercise conducted at UK retail sites, Ecometer™ drift performance was compared against traditional meters. The results showed a clear advantage for the Ecometer™:

The average annual drift found in traditional competitors meters was 0.22%, compared to -0.003% average drift of the Ecometers™.

Comparison statistics	Ecometer	Competition
Number of meters	63	61
Data extrapolated to represent 1 year		
Throughput in litres	113,048	282,811
Average drift as % of throughput	-0.003%	0.22%

Testimonials

Over the years, Gilbarco Veeder-Root's Ecometer™ has proven itself again and again, and many customers have already "discovered" the lower cost of ownership the meter delivers.

A number of our customers have done their own performance studies on the Ecometer™ and reached similar conclusions:

- Customer 1 analyzed that Ecometer™ performance reduced dispenser TCO by 40% through fuel loss reduction and reductions in meter calibration.
- Customer 2 compared fuel loss characteristics of Ecometer™ against competitive units at 15 stations and concluded Ecometer™ saved them more than 0.2% in throughput loss.

As a result many of our customers have adopted Ecometer™ as standard in all of their dispensers.

Business Case Example

Assuming your annual throughput per site is 3,000,000 litres per year, and the fuel cost to you (pre-sales to end user customer) is € 1 / litre.

In such a case, a potential 0.15% throughput loss savings from the meter would give a benefit of € 4,500 per site per year.

For more information on Ecometer™ or any other of Gilbarco Veeder-Root's extensive product range, please contact your nearest distributor or sales representative.

Ecometer drift vs competitive meters
Annualised on 1 year

