

Marketing Terminals The Brodie “SAVMOR” Way

In today’s business environment, change is the only constant. The Petroleum Industry sees ever accelerating examples of this. Marketing Terminals are no exception. Changing regulations, new fuels with significantly different loading characteristics and ever increasing client expectations are making Terminal Operations even more complex. Combining this changing environment in Terminal Operations with the requirement for improved loading performance and tighter cost controls, Marketing Terminal owners are driven to continually challenge every aspect of their business forever.

What should a Terminal owner be doing to address the compounding impacts of these multiple challenges? There are several distinct operational and maintenance programs that each terminal operator must consider in their drive for growth and improved profitability. Of course, improving the core custody transfer transaction is critical and must always be included as the basis for any program of change. An integrated approach that improves loading cycle efficiencies, reduces maintenance costs and

increases thru put, when combined with leading edge custody transfer measurement will contribute significantly to increasing a Marketing Terminal Operator’s performance and profitability.

Brodie has determined that to maximize the efficiency and effectiveness of the whole truck loading operation while exceeding required industry standards and customer expectations requires a best in class multi-faceted approach. Obviously, the objective is to accurately load as many trucks as possible without disruption, spills or downtime. At the core

of this objective is the custody transfer measurement technology used in the terminal. Delivering consistent performance day after day is paramount in reducing costs and increasing profits. To achieve this objective, downtime, maintenance costs and measurement inaccuracies must be driven from the equation. When using Brodie’s Bi-Rotor Plus Positive Displacement Meter integrated with the Brodie TruAct™ Digital Control Valves, custody transfer accuracies 60% better than API standards are guaranteed. This alone drives product loss to a minimum, delivering improved profitability.

Meter wear is a high maintenance cost leading to process disruption, downtime and reduced profitability. Using the Brodie Bi-Rotor Plus which does not have any moving parts that touch, wear is taken out of the equation. The Bi-Rotor Plus double case meter leads to unparalleled stability and reliability driving real money to the bottom line. For example, a 500 truck per day load rack using Bi-Rotor Plus was able to save on average over \$200,000 per year for the five years that data has been gathered. This was directly a result of reducing downtime and the efficiency of the meter. For those extreme critical application requirements, the Brodie Bi-Rotor Ultra provides an unequaled set of possibilities with its guaranteed .05 % accuracy.

A Marketing Terminal Operator must be constantly aware of and meet the myriad governmental requirements and regulations in place and growing. Foremost is the absolute focus on safety and regulatory compliance. Fuel spills and safety issues are not acceptable. A very critical but practical situation within Marketing Terminals is how does an

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Operator “Guarantee” that there is no flow or environmental evasive “LEAKS”. The standard perception in the industry is that once flow is below ten (10) gpm there is no known basis for determining whether there is flow or “LEAKS”. Brodie’s SAVMOR™ approach provides answers at what used to be unknown levels of 3-5 gpm. With the Bi-Rotor Plus, “LOW FLOW RECOGNITION” is finally a reality. Brodie’s SAVMOR™ solution can support a Marketing Terminal Operator in defining a “Leak Situation” so that there are “NO” environmental incidents developed. With the “LOW FLOW RECOGNITION”, a quantum leap in safety is possible.

Brodie’s new SAVMOR™ program is an integrated multi-prong approach for improving marketing terminal truck loading performance. Focusing on increasing equipment availability with industry leading accuracy and repeatability is the key. Improving truck loading efficiency through fast metering ramp up and topping increases the number of loads per day. Combining these two operating factors with Brodie’s unmatched reliability leads to low maintenance costs and minimal recalibrations which drive costs down and profits up.

The critical factor driving truck loading performance efficiency is the time it takes for measurement technology to ramp up so that accurate measurement can be guaranteed. Correspondingly, effective topping off requires metering solutions which do not lose their accuracy as flow slows. In these applications, having a single measurement device which can span these requirements through

best in class turn down ratios is the only practical answer. Only with the Brodie Bi-Rotor Plus solution are you able to get the required accuracy throughout a broad flow range that allows these faster and more accurate truck loads to be accomplished. Alternative flow meters have a much narrower flow range and significantly lower turn down ratios requiring higher flow rates to achieve accurate measurement, which in turn translates to losing accuracy across the flow rates compared to the BiRotor Plus.

When using the BiRotor Plus, product lost due to loading cycle meter errors is virtually eliminated driving margin improvement. As ethanol and bio diesel continue to move into the equation more and more, meter accuracy becomes even more challenging. (why) (what does brodie do?)

With the Brodie SAVMOR™ program significant benefits begin upon installation and continues to accrue over time. Employing this program provides a way for terminal managers to survive and prosper. Ask a Brodie representative for additional information on the high accuracy, low maintenance custody transfer measurement solution and the load cycle application description. Brodie has been providing quality, low total cost of ownership terminal custody transfer solutions for years. Now with the new Integrated Marketing Terminal “SAVMOR™” program, it again brings innovative answers to difficult questions.