

PLLD Pressurized Line Leak Detection System



Take the **Pressure** off your **Piping** systems.

Today's most profitable c-stores are putting their underground piping systems under more and more pressure.

C-Store Performance Comparison

	Lowest Performing 25%	Highest Performing 25%
Avg. Monthly: Throughput (Gallons)/Store	73,000	208,000
Pre-Tax Profit/store	(\$21,900)	\$110,100

Source: National Petroleum News 2002 Marketfacts

Hitting The Peak Without A Leak?

With an average store investment of \$1.5MM and \$1.8MM, can you afford to risk losing your store to an undetected leak or one detected too late to prevent damage?

What Would An Undetected Leak Cost You Or Your Business?

Insurance/LUST fund deductibles

+

Clean-up costs

+

Business interruption

= Enough to wipe out at least one year's profit.

Veeder-Root Pressurized Line Leak Detection Protects Your Investment While Helping Maximize Fuel Sales

- More than 50% of the largest c-stores have chosen Veeder-Root's Pressurized Line Leak Detection (PLLD) to protect their site investment.

Veeder-Root Red Jacket Quantum Series Pump with PLLD.



- Mechanical line leak detection systems provide only catastrophic protection, which can choke gas lines, and slow profits.
- Other electronic line leak detection systems simply choke profits or cannot provide the level of risk management that you need to protect your site investment.

Increased Flow Rate Alone Means PLLD Saves You Money

A site with 11 fueling locations using PLLD and a QV2 2 horsepower pump can actually provide increased flow rates versus traditional Mechanical Line Leak Detection or Competitive Electronic Line Leak Detection (ELLD) methods.

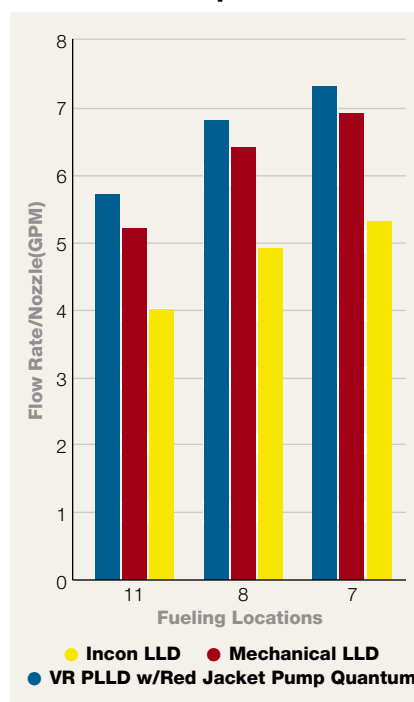
- .5 Gallons Per Minute per Nozzle higher flow rate vs. MLLD
- 2 Gallons Per Minute per Nozzle higher flow rate vs. FE-IST with Incon's ELLD

The resulting Margin Gain translates to increased profits on your site investment.

Annual Margin Gain

Fueling Locations	vs Incon ELLD	vs MLLD
7	\$3,611	\$1,062
8	5,284	1,113
11	5,738	1,148

Flow Rate Comparison w/QV2



PLLD protects your investment while helping maximize fuel sales and Margin.

How PLLD More Than Pays For Itself

For a store with existing conduit, or one that's raising and rebuilding their site, a \$3,000 - \$5,000 investment in PLLD (including installation) provides the following benefits:

- Increased flow rates
- Elimination of the recurring costs of using mechanical line leak detectors
- Continual protection for your site Investment



Veeder-Root PLLD Payback / NPV analysis vs. Mechanical Line Leak Detection

	Year 1	Year 2	Year 3	Year 4	Year 5	Total
COST						
Avg. Total Cost (Including Installation)	\$(4,000)	\$ —	\$ —	\$ —	\$ —	\$(4,000)
BENEFIT						
Replacement of Mechanical Line Leak Detectors	900	—	900	—	—	1,800
Avg. Annual Line Testing Cost	300	300	300	300	300	1,500
Avg. Annual Mechanical Testing Cost	220	220	220	220	220	1,100
Avg. Margin Gain through Increased Flow	1,100	1,100	1,100	1,100	1,100	5,500
Net Margin Impact	\$(1,480)	\$1,620	\$2,520	\$1,620	\$1,620	\$5,900
					*NPV	\$5,877

*Assumes a hurdle rate of or weighted avg. cost of capital of 15%

With a **payback** of less than **2 years**, the cost of providing **continual** protection for your sites **pays for itself**.

For more information call

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