

NOTICE:

If you are wondering, while allowing for wear, whether your meters can be adjusted to your advantage within the allowable tolerance, the answer is – NO!

Weights and Measures Handbook 44 states, "Equipment in service at a single place of business found to be in error predominantly in a direction favorable to the device user and near the tolerance limit shall not be considered "maintained in a proper operating condition."

The Bottom Line:

Meter calibration must be as near zero as possible.

ACTION:

- Do not wait for the Weights & Measures Sealer to check the accuracy of your meters.
- Have your local PMP Distributor test your meters.
- Usually meters will only need a field adjustment.
- If they cannot be calibrated, have your distributor replace them with PMP remanufactured meters assuring accurate measurement.

No matter what type of meter, PMP has the parts and knowledge to correct your meter problems, and help your business be more profitable.

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**Why
give away
thousands
of dollars**

**at your
pumps
each year?**

FACT:

- Inaccurate meters can cause thousands of dollars in lost profits each year, even when they are within the nationally accepted tolerance.
- If you have a meter off by just one cubic inch per 5 gallons, you give away almost one gallon (.8658) per one thousand gallons pumped. If you pump 50,000 gallons per month, through out-of-calibration meters, you give away 43.29 gallons every month!
- A meter that is off by 6 cubic inches (the allowable tolerance in most states) gives away almost 260 gallons per 50,000 gallons dispensed. And that means you're pumping away profits!

QUESTION: How much are you giving away?

Here is an easy way to calculate your lost profits:

At \$3.50 per gallon
One cubic inch of fuel = 1.5 cents
250,000 gallons per month = \$757.58
Approximate annual loss = \$9,090.90

APPROXIMATE ANNUAL LOSS FROM METERS ONE CUBIC INCH OUT-OF-CALIBRATION			
Gallons Pumped Per Month	Sale Price Per Gallon - Amount of \$\$ Lost Per Year		
	at \$3.00 per gallon	at \$3.50 per gallon	at \$4.00 per gallon
50,000	\$1,558.44	\$1,818.18	\$2,077.92
75,000	2,337.66	2,727.27	3,116.88
100,000	3,116.88	3,636.36	4,155.84
250,000	7,792.20	9,090.90	10,389.60
500,000	15,584.40	18,181.80	20,779.20

CALCULATE YOUR ACTUAL GIVE AWAY:

Worn meters invariably over deliver. The wear allows the gasoline to pass through, without being metered. Most states allow a tolerance of 6 cubic inches per 5 gallons pumped. If your meters are averaging no more than 1 cubic inch per 5 gallons pumped, then you are giving away:

- 1 cubic inch per 5 gallons
- 2 cubic inches per 10 gallons
- 20 cubic inches per 100 gallons
- 200 cubic inches per 1,000 gallons

There are 231 cubic inches per gallon.
To calculate the gallons given away, divide

$$\frac{200}{231} = .8658 \text{ gallons given away per 1,000 gallons sold.}$$

HOW MANY GALLONS PER MONTH ARE SOLD AT YOUR STATION(S)?

Fill in the blanks and calculate how much you are giving away.

$$\frac{\text{(gallons sold per month)}}{\text{(gallons pumped away at 1 cu. in. per 5 gal.)}} \times .8658 \text{ gallon/per thousand} = \frac{\text{(gallons given away)}}{\text{(gallons given away)}}$$

$$\frac{\text{(gallons given away)}}{\text{(your cost per gallon)}} \times \text{(your cost per gallon)} = \frac{\text{($$ given away per month)}}{\text{($$ given away per month)}}$$

- **Double** your give away if your meters are over delivering 2 cubic inches.
- **Triple** your give away if your meters are over delivering 3 cubic inches.
- Continue the pattern of multiplication for each additional cubic inch.
The amount of give away increases the more your meters are out of calibration!

HOW MUCH CAN YOU AFFORD TO LOSE?