

SAVAGE ASSOCIATES



FUELING TECHNOLOGIES MASS GAUGE IS THE MOST UNIQUE NEW PRODUCT WE'VE EVER SOLD!

"NOTHING BUT NET SIGNAL"

There are times that selling the FTI gauge feels like being part of the old Nike ads featuring Magic Johnson and Larry Bird. They call out and take a shot from the Empire State Building, bounce it off the roof of Madison Square Garden, off the GW Bridge and sink it with "nothing but net".

We have bounced wireless signals across public roads, around larger tanks, across streams and off large abandoned tanks. We use antennas and repeaters to "duck around" steel canopies and difficult angles. We deliver the most accurate data ever with most of the usual install costs disappearing in favor of "nothing but signal!"



One FTI console can monitor up to thirty tanks

WE THINK IT IS A NEW RECORD!

I was on top of one of the forty footers when the probe was installed on the terminal job shown in one of the enclosed pictures. With the riser already piped in, total time to lower the probe and wire it was well under twenty minutes.

WHEN YOUR LIFE IS ON THE LINE.....

If you've ever heard the pilot of an aircraft order fuel, you must recall that he or she ordered it in POUNDS, not in gallons. It is simply the only safe and predictable way to account for fuel and the energy content needed to do a job. This gauge is as innovative for its function as a Coriolis meter is for resale measurement. Weigh it when your life or your budget is on the line!

WHY DO WE WANT TO SURVEY YOUR TANKS?

If we ask to survey tanks for you, it is so we can assure we have the right bungs to do the job, that radio signals are clear and unimpeded at our frequencies. We can tell whether added antennas are needed and get accurate distance measurements with a laser range finder. Best of all, we never charge for a site survey because we hope it shows the quality of our work if you are kind enough to buy from us. More than half the sites in the Northeast are repeat customers doing additional sites and the Northeast leads the nation in FTI installations.



Three vertical #2 fuel oil tanks with signal sent across a public road and at a 40 degree downward angle



Retrofit to 50 year old LPG tanks



1880 bbl. (70,000 gallon) rectangular tanks for Propylene Glycol



#2 Fuel Oil Tanks with obscured view to largest tank



Four new LPG tanks in a high volume cross-border transfer application



LPG Wholesaler with multiple plants



**Twelve tank terminal application several miles from the office that controls its operations.
Repeater used to gather signal from 180 degree arc of tank locations.**



**May we survey and quote on
YOUR unusual application?**

**Totally enclosed refurbished fuel oil plant with
line of sight to an office 40' below. Vertical 120,000
gallon tank and four compartments in two 40,000 tanks of
horizontal storage.**



VERTICAL PROPANE TANKS

As of this writing, we have completed one 30,000 in Montreal and have three more in New England waiting for tanks to be delivered. These tanks are over 60 feet in height and cannot be gauged by any other method without using three gauges. This digital photo is an artist's conceptual drawing used for permitting of the Maine site. FTI spent some time at City Hall with the owner helping to secure Planning Board and Fire Department approvals for this unusual site.



THREE GENERATIONS OF RELATIONSHIPS

Our FTI rep (Dick Trask) is second generation in this industry. His father built the first hydrant aircraft refueler as Gregory and my father built the first loading rack and swing joint for bulk plants. We all agree this is the most innovative and feature-rich gauge we have ever worked with. Between us all there are over 200 years of cumulative experience in handling bulk liquids.



Bill Stehl supervising the install of FTI's patented "pass-through" on a propane gauge.

WE WANT YOUR BUSINESS AND WILL WORK HARDER FOR IT.

Let us show you how we can increase the operating capacity of LPG tanks. Take advantage of our engineering on chemicals from Ammonia to Vinyl Acetate. Ask for a demonstration of the gauge and the Excel® driven reporting software. We have quoted (and in most cases installed), special jobs ranging from solar-repeaters to tanks at the critical point where overseas phone cables are brought ashore.

HOW TO REACH US.....

Brian Savage (office) 908-322-6920
Dick Trask (cell) 781-789-1106
E-Mail msav123@aol.com
FTI's Factory 888-487-6454

Ask for:

Chuck Northrop or Bob Hartle (Sales)
Bill Stehl (Tech Service)

Website: <http://www.fuelingtechnologies.com>

Please mention the Savage Newsletter!

Best regards,
Savage Associates

Brian J. Savage

“PLEASE MR. NORTHROP, DON’T SEND YOUR TECH REP!”

29 September 2004

On the face of it, this would be a pretty scary call to get, but FTI *did* get it on September 30 (less than 6 weeks ago). Did Bill Stehl inadvertently antagonize someone or make some unforgivable mistake on the last job? After all, this call was from a repeat customer and one of the more important ones, someone who had installed the Fueling Technologies gauge for both propane and vented tank applications. Ever the “worrywart” and justifiably proud of the fact that no reasonable expense has been spared to keep our customers happy, Chuck surged “into the breach”:

Chuck: “What’s wrong, we can have him there before the end of the week!”

Customer: “We just don’t need him!”

Chuck: “ Why?”

Customer: “ We weighed the truck before and after our third delivery at the satellite site. According to the scale, the driver delivered 39,040 lbs. of propane. Your gauge said 38,947 lbs. (that is 93 lbs. difference). The terminal delivery ticket showed a meter reading of 9203 net gallons at 60°F. Your gauge said 9242 net gallons (that is a 39 gallon difference)”.

Chuck: “With a quick calculation, that is 0.12667% to the minus side over full scale”.

Customer: “Yes, so please don’t send Bill, even he couldn’t make it any better!”

Chuck: “May I quote you?”

Customer: “Sure!”

This is an absolutely true story. If you feel you would like to talk to the customer, we can arrange it; just set it up through Chuck Northrop or Dick Trask.

The calculations are on the reverse of this page.



Ending	Gross Fluid	Net Fluid	Vapor	Gross Fluid plus vapor	net fluid plus vapor = total product	Total Mass = total product	Start	Gross Fluid	Net Fluid	Vapor	gross fluid plus vapor	net fluid plus vapor	Total Mass
Sp Gr 0.505													
	14,656	14,727	481	15,137	15,208	64,092							
	14,647	14,718	481	15,128	15,199	64,054	5,242	5,317	655	5,909	5,972	25,168	
	14,660	14,731	473	15,134	15,204	64,075	5,239	5,314	645	5,897	5,959	25,113	
	14,664	14,735	473	15,138	15,208	64,092	5,239	5,314	645	5,897	5,959	25,113	
Total 4 Readings	58,627	58,911	1,908	60,537	60,819	256,313	15,720	15,945	1,945	17,703	17,890	75,394	
Average of 4 readings	14,657	14,728	477	15,134	15,205	64,078	5,240	5,315	648	5,901	5,963	25,131	
Delta, or change	9,417	9,413	171	9,233	9,241	38,947							
Starting Numbers versus Ending Numbers													
Truck			0	9238	9203	39040							
Sp Gr 0.505													
Variance of Gauge to Delivery Ticket				5	38	93							
Tank Capacity 30,000 gallons													
Error rate of full scale					0.12667%								

If this were a service station meter, the weights & measures allowable variation ("maintenance") would be:
Gallons 30000

dividing factor 231
allowance at one cubic inch / gal **129.87** **Gallons of Error Allowable**
(the same as 5 cubic inches in a 5 gallon test bucket)



The gauge to use if you believe it is wise to:
"Trust but Verify"