



Fact Sheet

Gilbarco[®] Encore[®] S Dispenser with Ecometer[™] Technology

Experience the proven performance, precision and profitability benefits of the Ecometer in your Encore S!

Traditional meter designs featuring piston technology have dominated the market for many years. With the high number of moving parts required to allow these meters to function, friction and wear within the metering system is inevitable.

The result of the friction and wear within the metering system is "meter drift." "Meter drift" is defined as the inaccuracy mechanical meters experience as their worn parts lose the ability to maintain calibration. In the US alone, meter drift results in an estimated \$200 Million in fuel lost by retailers each year due to imprecise dispensing. With the cost of fuel rising at 17% annually since 2002, the impact on the profitability of retailers is growing daily.

Introduced 10 years ago as an upgrade to the SK 700 product family in Europe, the Ecometer is a proven metering solution offered by Gilbarco to improve customer profitability. Through its simple, precise design, the Ecometer has proven to be a solution that eliminates the impact of meter drift while reducing dispenser downtime.

With over 80,000 Ecometers installed across Europe, the product is established as a trusted mechanism to increase profitability. European customers have saved over 20 million gallons in lost fuel through the installation of the Ecometer. This fuel saving has had a direct, positive impact on their bottom line.

Encore S with Ecometer combines best in class marketing capability with a simple, precise meter design that provides sustainable accuracy second to none!

With 10 years of experience in the market with the Ecometer, Gilbarco is the clear industry expert in axial flow metering technology, which is the basis for the Ecometer. Our expertise has enabled a 75% reduction in moving parts and 33% reduction in leak points compared to traditional piston meters. Encore S with Ecometer reduces service costs and increases profits for retailers, resulting in a shorter return on investment.

The Encore S with Ecometer reduces costs for fuel station operators in three ways:

1. Reduces meter drift
2. Reduction in expenses associated with recalibration
3. Reduction in fuel loss related to theft and tampering will be provided through an integrated pulsar system.

Our experience in the European market shows the average retail site with fuel throughput of 125,000 gallons per month can save as much as \$3820 per site per year.



FAQ

Encore[®] S with Ecometer[™]

1. When will Ecometer upgrade to the Encore S be available?

Gilbarco is ready for orders today on the Ecometer product. Contact your customer service representative for lead times.

2. Is this upgrade compatible with the other optional upgrades offered within the Encore product line?

Yes, the Ecometer can be used in conjunction with all other Encore product upgrades.

3. Is the Ecometer available with any other Gilbarco Dispenser Models?

Currently the Ecometer is only available in the Encore S.

4. Can I upgrade my existing dispenser with the Ecometer?

A retrofit kit will be available for customers who currently operate Encore S dispensers but a timeline has not been established at this time.

5. Can the Ecometer be used with alternative fuels?

The Ecometer is currently approved for use with standard gasoline and diesel. Gilbarco expects to provide the Ecometer for use with alternative fuels in the future.

6. Is the Ecometer available for Ultra Hi Flow applications?

Currently, the Ecometer is available only in standard Encore S dispensers.

7. How does the Ecometer work?

The Ecometer is a proven, mechanical fuel metering system. The fuel measured by the Ecometer flows in axially, which causes spindles to rotate smoothly and evenly. The number of rotations is a result of the volume of fuel flowing through the chamber and is counted by an electronic pick-up, which transmits the pulses to a calculator for display.

8. How does the Ecometer differ from other meters leveraging axial flow technology?

The Ecometer is the only industry metering system proven to leverage axial flow technology and reduce the impact of meter drift. With over 10 years of experience, an 80,000 meter installed base, and over 21 billion gallons of fuel pumped in the field, Gilbarco is the unquestioned leader in the use of axial flow technology for fuel metering systems. Gilbarco has optimized the Ecometer enabling it to provide consistent, accurate performance.

9. How does the Ecometer differ from the Smart Meter?

In contrast to the working principles of the Ecometer described above, the Smart Meter employs "inferential flow" technology which uses temperature, flow rate and viscosity in conjunction with advanced algorithms to calculate fuel delivery volume.

10. How do I purchase an Ecometer?

The Ecometer can be ordered as an optional upgrade to the Encore S on the standard Encore Product Order form.

