

Petrol PLAZA

Taking wetstock management to the next level



Leighton O'Brien has significantly reduced fuel losses and improved the overall functionality of fuelling networks through its innovative SIRA wetstock management solution, exemplified by the following case study:

Key Features & Benefits of the Solution

Cost savings totaling \$18,248 through reduction in fuel losses

Alert to UST leaks using 3rd party certified leak detection with 99.6% accuracy

Optimized dispenser calibration maintenance costs

Improved wetstock management practices across the network

Highly configurable & intuitive reporting suite on desktop, tablet & mobile

Client Overview

Our client is a mid-tier fuel retailer comprising 150 company-owned sites and 450 tank systems with mostly manual dips. Sites record daily sales and delivery data which is then centralized at head office.

Challenge Description

The company was experiencing consistent fuel losses and suspected leaks. It sought to minimize its environmental impact by enhancing its leak detection practices to identify the cause and magnitude of fuel loss, which would also achieve significant cost savings across its network.

Leighton O'Brien's Solution

Our client implemented a 90 day pilot of Leighton O'Brien's market-leading SIRA wetstock management solution. The trial involved deploying a Daily Weekly Monthly service for 10 sites and 34 tank systems whereby three months of both historical data and live data was screened daily for any sudden and unusual change in fuel losses or gains. Weekly analysis of all tank systems was also conducted as well as investigation into any FAIL results.

Leighton O'Brien's analysis identified an average FAIL rate of 15% over the historical three-month period, which was attributed primarily to meter drift. Our examination also identified some tank gauge calibration issues as another cause of fuel loss. Further monitoring, reporting and investigation over the subsequent three months resulted in improved data quality and a reduction in the average FAIL rate to 11.7%.

From a commercial perspective, Leighton O'Brien was able to achieve significant cost savings for our client. Documented losses of 12,200 litres worth \$24,400 USD primarily caused by undetected dispenser meter drift and unexplained losses were identified. With the pilot SIRA program, our client could recover 9,124 liters worth \$18,248 USD (\$86.90 per tank per month), resulting in a return on investment of 248%.

Other Benefits Included:

- Reduced maintenance spend by identifying meter drift to optimize dispenser calibration maintenance costs as part of the client's internal meter program
- Further potential cost savings achieved through targeted testing of suspected leaking tank systems (as another cause of fuel loss identified through SIRA analysis) thereby reducing the number of tank systems our client would otherwise have chosen to test
- Increased overall visibility of wetstock operations and better understanding of the 'health' of their network
- Greater focus and improved wetstock practices including training and a KPI reporting platform for all sites

Leighton O'Brien is a global market leader in fuel analytics software and services to minimise fuel losses and increase profit margins. We specialise in real-time wetstock management, tank and line integrity testing, tank cleaning and fuel restoration. Our expertise is based on 56,000 analysis on more than 20,000 underground storage tanks per month, enabling customers to achieve tighter storage systems, lower fuel losses, more accurate wetstock management, faster pumps, more accurate gauges, higher compliance and cleaner fuel. Leighton O'Brien has grown to 45 service distributors globally operating in 19 countries.

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