



Bell FTS

Fuel and Tank Services

The fuel that companies rely on has changed dramatically in recent years. The Bell FTS program offers turn-key treatment and preventative maintenance programs for fuel and fuel storage systems. Whether gasoline or diesel fuel, we are dedicated to helping our partners improve Fuel Management practices and ensure your fuel and equipment works when it's needed.

Are You Fuel Ready?

ARE YOU FUEL READY?



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Bell FTS: Treatment and Preventative Maintenance for Diesel Fuel Storage Systems

The fuel that companies rely on to operate has changed dramatically in recent years. Government regulation, decreased supply and increased demand have yielded the most problematic fuels we've yet seen. The Bell FTS program offers the most turn-key and cost-effective approach to guarantee the fuel that companies rely on remains in clean, stable and working condition. It ensures that your fuel does what you need it to, when you need it, all while serving to mitigate costly risks such as equipment component damage, engine failure and general liability.

The Problem

Subpar Storage Life: In years past, a typical load of diesel would remain stable and usable for between 3-5 years. Today, you might get 6-12 months*. What's changed? Greater worldwide demand combined with a dwindling oil supply requires the use of "cracking" methods to get the highest yield of fuel possible from each barrel of crude. More cracked stock means more unstable molecules in the fuel and a shorter shelf-life than ever before.


*Under optimal conditions

More Microbial Growth: In 2006 the government mandated the introduction of Ultra-Low Sulfur Diesel (ULSD) fuel. Sulfur content in diesel fuel was drastically slashed to make it better for the environment. Unfortunately, with this positive comes a significant negative for

users of ULSD – huge problems with microbial growth in the fuel. Sulfur acted as a natural preventative and, prior to 2006, there was enough sulfur in diesel fuel to keep naturally occurring micro-organisms at bay. Today, ULSD (including Red Diesel which is now also ULSD) is far more susceptible to microbial growth than diesel fuel used to be. This has given way to massive infestations of mold, fungus and bacteria (often referred to as "algae") in today's diesel fuel, storage tanks and the equipment it powers.

Excessive filter plugging, corrosion and equipment shutdown are the costly effects.

Water Accumulation: Most diesel storage tanks accumulate water through the effects of natural condensation. In fact, anytime there is a seven degree temperature change, condensation can start to occur. This free water is detrimental to fuel quality and is a necessary component to microbial growth, which leads to poor fuel stability. Water also has oxidative effects that, when combined with low pH (highly acidic) environments created by microbial infection, can result in significant corrosion problems for storage tanks and components. Today's advanced diesel equipment also has much lower tolerances for fuel-borne water than equipment in years past. Thus, the fuel storage protocols that previously provided for an "allowable" amount of water in storage tanks have now shifted to a "Zero Water Tolerance" policy today.



A Majority of Diesel Engine Failure is Fuel Related

Times Have Changed... Diesel Fuel is NOT Maintenance Free

Industries Served:

- Healthcare
- Government
- Telecommunications
- Fleet and Facility Management
- Generator Service
- Fuel Distributors

ARE YOU FUEL READY?

Bell FTS: Treatment and Preventative Maintenance for Ethanol Gasoline Fuel Storage Systems

The fuel that companies rely on to operate has changed dramatically in recent years. Government regulation, decreased supply and increased demand have yielded the most problematic fuels we've yet seen.

The Bell FTS program offers the most turn-key and cost-effective approach to guarantee the fuel that companies rely on remains in clean, stable and working condition. It ensures fuel does what you need it to, when you need it, while serving to mitigate costly risks such as equipment component damage, engine failure and general liability.

The Problem

Subpar Storage Life: Greater worldwide demand combined with a dwindling oil supply requires the use of "cracking"- methods to get the highest yield of fuel possible from each barrel of crude. More cracked stock means more unstable molecules in the fuel and a shorter fuel shelf-life than ever before.

Ethanol Content: Government mandates for an increase in ethanol concentrations in gasoline can lead to big problems in fuel storage tanks such as:

Water Accumulation: There's no way to avoid it. Most fuel storage tanks accumulate water through the effects of natural condensation. In fact, anytime there is a seven degree temperature change, condensation can start to occur. Often, water is introduced from new fuel deliveries. Regardless of source, ethanol pulls water into fuel wherever it is. This can cause the ethanol to separate from the gasoline blend, stripping the octane from the fuel and leaving a layer of poor quality gasoline on top, with a layer of ethanol + water on the bottom of the tank (which, if burned, can cause performance problems at best and engine damage at worst).

Corrosion and Component Damage: This results from the oxidative effects of **water accumulation** on metal surfaces such as tank walls and, pumping and metering equipment. This can lead to rust and catastrophic deterioration resulting in big repair or replacement costs. Ethanol can wreak havoc by dissolving rubber and plastic components such as gaskets, seals and hoses.



The Best Solution

Forward-thinking organizations are now adopting fuel-specific preventative Maintenance programs. Bell FTS offers a turn-key partnership that allows our customers to remain worry free and guarantees the quality of the fuel you rely on.

The Bell FTS program starts with our comprehensive fuel analysis and testing slate to eliminate guesswork and ensure our customers have the benefit of a clearly defined problem. Based on these findings, two distinct but complimentary treatment methods may be chosen: Chemical and Mechanical; we call it our “Hybrid Solution”.

It is this hybrid solution that provides our customers with the most cost-effective and long-term fuel maintenance programs on the market. Bell FTS customers get the benefit of combining over 105 years of chemical fuel treatment expertise with advanced fuel filtration technologies

Program Components

- On-Site Fuel Sampling
- On-Site Fuel Assessment & Testing
- ASTM-Certified Laboratory Analysis
- Fuel Filtration
- Tank Sweeping
- Chemical Treatment
- Application Protocols
- Hazardous Waste Removal
- Training
- Customized Planning and Scheduling
- Full Reporting
- Compliance Certification
- Short & Long-Term Contracting

Neither Chemical nor Mechanical solutions are, in and of themselves, effective in every possible scenario, and there is no such thing as “one size fits all” fuel maintenance. Bell FTS offers the perfect combination of both in a customizable plan that fits our customers’ needs and budget to ensure they get the best possible solution.



Compliance

We understand that some organizations strive to or must adhere to fuel compliance standards with Local, State or Federal agencies. Bell FTS utilizes a full suite of third party ASTM laboratory testing, reporting and certification services. This ensures our customers remain in good standing with governing bodies such as the NFPA, AHCA and CMS and provides assurances against concerns of liability related to poor fuel quality.

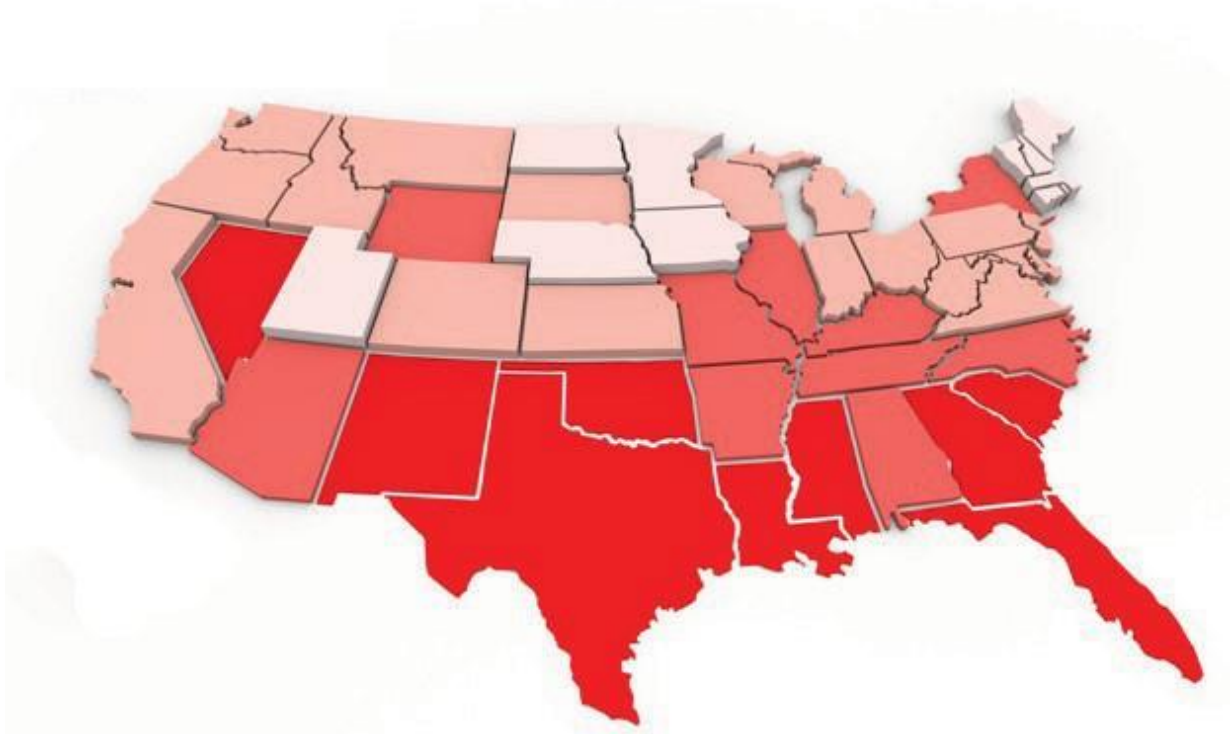


The Bell FTS 360 Guarantee

Bell FTS guarantees that the fuel treated within a “fully managed” program will meet ASTM specifications as “usable fuel” for the duration of our service agreement. Should we not deliver to those specifications, we will provide all necessary products and services required (at no additional charge) until ASTM specifications are met.

Geographic Coverage

Bell FTS has offices and affiliate partners throughout the lower 48 states. Our network represents one of the largest in the industry and ensures highly cost-effective, scalable solutions for our customers across the nation.



Why Bell FTS?

Government regulations, environmental factors, and unparalleled demand coupled with lagging supply have dramatically changed the quality of the petroleum-based fuels necessary for doing business today. Given these recent and rapid changes, it is clear that forward-thinking companies must adopt a fuel-specific preventative maintenance program to ensure long-term operation and protect fuel-related investments.

Bell FTS is the partner you need to deliver the most cost-effective and turn-key approach to Fuel System Management and Emergency Preparedness. Partnering with Bell FTS will reduce costs, mitigate liability and deliver the peace of mind assurance that only a Bell FTS guarantee can provide. Let Bell Performance be your one-stop-shop for all your fuel compliance and fuel quality needs. Let us make sure that YOU are fuel ready!