

ROI Impact Report



35%
of route
efficiency gains



35%
reduction in
miles driven



85%
reduction in
emergency
deliveries per month

Remote Tank Monitoring ROI Calculation for a Regional Fuel Distributor

Company Profile

Company	Midwest Fuels Distributor(Name Changed)
Industry	Petroleum distribution
Products	Diesel, gasoline, heating oil, DEF
Customer base	350 commercial customers
Monitored tanks	500 tanks across 280 sites
Geography	6-state region, mix of urban and rural
Fleet	22 delivery trucks

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CHALLENGE

Before TankScan, Midwest Fuel Distributor (Name Changed) relied on a combination of:

- **Customer phone calls** when tanks were getting low (reactive)
- **Fixed delivery schedules** (e.g., every Tuesday) regardless of actual need (wasteful)
- **Seasonal estimates** based on historical usage (inaccurate)
- **Driver-reported levels** from sight glasses during deliveries (infrequent)

This resulted in:

- **12-15 run-outs per month** during peak season
- **30% of deliveries** at less than half-full (inefficient partial loads)
- **4 full-time dispatchers** coordinating deliveries by phone
- **Average 18 stops per truck per day**

SOLUTION

Deployed TankScan wireless monitoring on all 500 customer tanks over 6 months:

Phase	Tanks	Duration	Focus
Pilot	50 (largest customers)	Month 1 - 2	Prove concept, train staff
Phase 1	200 (high-volume)	Month 3 - 4	Integrate with dispatch
Phase 2	250 (remaining)	Month 5 - 6	Complete coverage



RESULTS

Key Metric: 35% Route Efficiency Gain

Metric	Before TankScan	After TankScan	Improvement
Delivery stops per truck per day	18	12	33% fewer stops
Average gallons per delivery	620	940	52% larger drops
Miles driven per month (fleet)	142,000	92,000	35% reduction
Run-outs per month	12 - 15	0 - 2	87% reduction
Dispatch staff	4 FTE	2 FTE	50% reduction
Customer satisfaction score	72/100	91/100	26% improvement
Emergency deliveries per month	20	3	85% reduction

FINANCIAL ANALYSIS

Category	Annual Value
Fuel savings (35% fewer miles)	\$142,000
Driver labor savings (fewer stops, optimized routes)	\$185,000
Dispatch labor savings (2 fewer FTEs)	\$120,000
Run-out prevention (10/mo x \$2,000)	\$240,000
Overtime reduction	\$45,000
Total Annual Savings	\$732,000
Total Annual Cost (TCO)	\$199,000
Net Annual Benefit	\$533,000
ROI	268%
Category	Annual Value
Payback Period	4.6 months