

CASE STUDY: **BELL ALIANT**



STORED DIESEL **INTEGRITY**

THE CHALLENGE

Refuel's innovative closed-loop Mobile Fuel Filtration System makes fuel transfers and fuel reclamation easy.

With more than 5.3 million customers in Canada alone, Bell Aliant is one of North America's largest telecommunications providers. They promote industry-leading technology and unrivalled Internet, television and cellular products; service interruptions are not acceptable.

The Bell Aliant building in Halifax kept plenty of reserve fuel onsite, but a recent inspection revealed that their underground tank had expired. With a new above ground tank replacement installed, Bell Aliant had to decide what to do with the 13,000 litres of dirty, unusable diesel that remained in the old tank.

Discarding the oil and refilling the tanks would have caused significant environmental damage, consumed significant staff resources and would required a costly replacement fuel expenditure. Bell Aliant needed a speedy, cost-effective alternative.

OUR SOLUTION

Our Mobile Fuel Filtration Units can be deployed quickly, which is important when timing matters.

Refuel's Mobile Fuel Filtration Unit made transferring the fuel easy and efficient while also filtering and reclaiming the dirty fuel by filtering the diesel as it was drawn out of the old tank. We pumped the dirty fuel from the old underground tank, through the mobile unit's Integrity Series Filter, and then stored the clean fuel in a holding truck as a means of transferring the fuel to the new tank. We filtered the oil a second time before transferring it to the new tank to ensure it was in premium condition.

It took only 6 hours to salvage 13,000 litres of fuel.



CLIENT SAVINGS

Deploying our Mobile Fuel Filtration Unit saved more than \$16,900 in fuel replacement costs alone and avoided considerable environmental damage.

Had Bell Aliant opted to dispose and replace the 13,000 litres of fuel (which has been the industry standard for many years) it would have cost nearly \$1.30 per litre (including transportation), not to mention the environmental waste that would have been created. Even with Refuel's fees Bell Aliant saved significant money.

DISPOSING AND REFILLING

Associated Costs:

- Purchasing 13,000 litres of new fuel
 - Disposal permits
 - Disposal and trucking costs for 13,000 litres of old fuel
 - Staff time
-

Project Length: 1 day

Environmental Impact: High

MOBILE FUEL FILTRATION UNIT

Project Cost:

- Refuel Mobile System rental
 - Intermediate storage rental
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Project Savings:

- Eliminated new fuel purchasing costs
 - Eliminated disposal permits
 - Eliminated disposal and trucking costs
 - Reduced staff time
-

Project Length: 6 hours

Environmental Impact: Very low

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THE CHALLENGE

Refuel's engineering team recently proved that our innovative closed-loop Mobile Fuel Filtration System is a fit for any challenge.

CBC/Radio-Canada is the nation's largest public broadcaster. They stake their reputation on reflecting Canadian culture and creating a shared experience from coast to coast that is "available how, where, and when Canadians want it," so even short-term broadcast interruptions are unacceptable.

CBC's Toronto-based broadcasting facility relies on reserve fuel from two 20,000-litre tanks to power their generators. The stored diesel had degraded over time, and a test determined that it was unusable in its current state. Discarding the oil and refilling the tanks would have had significant environmental implications and cost approximately \$1.30 per litre (including transportation) – approximately \$52,000.

CBC needed a cost-effective and environmentally sustainable solution, but there was a problem: the fuel tanks were three floors underground and only accessible by elevator.

OUR SOLUTION

Our Mobile Fuel Filtration Units are engineered for compact efficiency, making them a perfect solution for hard-to-access locations.

Using alternate fuel management methods would have been complicated given the remote location of the reserve tanks, but Refuel provided a simple solution: our team transported the compact Mobile Fuel Filtration System down three floors, using the building's freight elevator.

Once the system was in place, filtering the fuel took only a few hours.

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Had CBC opted to dispose of the fuel (which has been the industry standard for many years) it would have cost nearly \$52,000 to replace the fuel alone, not to mention the environmental waste that would have been created.

DISPOSING AND REFILLING

Project Cost:

- Purchasing 40,000 litres of new fuel
- Disposal permits
- Disposal and trucking costs for 40,000 litres of old fuel
- Staff time

Project Length: Two-stage process completed over 48 hours

Environmental Impact: High

MOBILE FUEL FILTRATION UNIT

Project Cost:

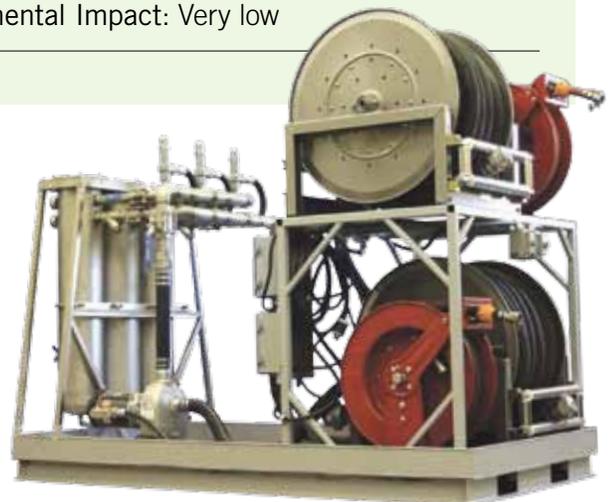
- Refuel Mobile System rental

Project Costs Eliminated:

- Eliminated new fuel purchasing costs
- Eliminated disposal permits
- Eliminated disposal and trucking costs
- Reduced staff time

Project Length: 9 hours

Environmental Impact: Very low



THE CHALLENGE

Refuel's innovative diesel filtration system delivers fuel integrity you can count on.

Canadians depend on government services to keep them safe in times of crisis, so reliable backup power is a necessity for mission critical operations. Recently, a mission critical government data centre enlisted Refuel to ensure their readiness should a blackout take place.

The data centre had installed a new, top-of-the-line backup generator that was supplied by two 20,000-litre reserve tanks and a 6,000-litre day tank. Although their reserve fuel was of the highest quality, the government was concerned about long-term storage because the generator's warranty didn't cover failure caused by fuel problems.

The data centre needed a permanent solution, with a 100% guarantee, that would secure the integrity of their fuel reserves while also protecting the generator and generator warranty – a taxpayer investment.

OUR SOLUTION

Our unique, closed-loop filtration system maintains fuel integrity 24 hours-a-day, 7 day-a-week, 365 days-a-year.

We supplied three fixed diesel filtration systems, one for each tank. Our unique closed-loop filtration systems are easy-to-install and designed to be compatible with existing infrastructure.

Refuel's proprietary Integrity Series Filter provides premium filtration at an attractive price point, making it the first choice for mission critical operations.

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CLIENT SAVINGS

Security of critical information is the most important benefit there is.

- Installing Refuel's innovative diesel filtration systems helped the government avoid potential maintenance and fuel replacement costs, thus extending the life of their back-up system and saving taxpayers.
- Refuel ensures your stored fuel is compliant with your generator manufacturer's warranty avoiding costly warranty defaults attributed to fouled fuel being used during testing and full operation cycles.
- Most importantly, the data centre ensured that by protecting the integrity of their fuel reserves they will be ready and reliable in an emergency situation, should the need ever arrive.

