

## HOW CAN I PREVENT CROSS DROPS IMPACTING MY CUSTOMERS?

Find out how Franklin Fueling Systems' Density Measurement Float Kits can help you.

Putting the wrong fuel in your car is a costly mistake that can cause serious damage to your engine. Thankfully, if you realize your mistake and avoid turning the engine on until the mis-fuel has been cleaned up, you can avoid the worst of the damage. As bad as it is putting the wrong fuel in your own car, it is far worse if the wrong fuel is delivered to the service station fuel tank. This is known as a "cross drop."

### EXPENSIVE ENGINE DAMAGE

In the case of a cross drop customers have no way of knowing that they have put the wrong fuel in their car until they start the engine and the damage is done. The incorrect fuel can cause damage to the customer's fuel pump, fuel lines, fuel filter, fuel injector and could even result in needing a total engine replacement. This could turn into a large expense and bad publicity for station owners.

### PROTECT YOUR CUSTOMERS



Franklin Fueling Systems' INCON® brand Density Measurement Float Kits can help you automatically detect a "cross-drop" before the wrong fuel is dispensed to your customer's vehicle

Density measurement is automatically detected based on the distance between the calibrated product and density floats. As the density of the fuel changes, the gap between the floats will increase or decrease

in proportion to the change. The tank gauge receives this information from the probe and uses it to calculate and display the current density of the fuel. Since diesel and petrol have different densities, the tank gauge will alert you to the discrepancy and even shut down the pumps before damage is done.

### INDUSTRY LEADING PROTECTION

INCON® brand Density Measurement Float Kits are compatible with the TS-550 evo™ fuel management systems as well as Colibri® automatic tank gauges. Programmable high and low density alarm points allow the user to determine the range of acceptable density fluctuations.



The same probes that provide inventory management and leak detection capabilities can also supply product density and mass without the addition of extra probes or sensors. If the density varies beyond the set alarm points the fuel management system will automatically shut down the affected pumps and send an alert to a designated individual. This prevents the fuel being dispensed to the customer and ensures that the issue is resolved as soon as possible.

### FUEL QUALITY ASSURANCE

Density Measurement Float Kits also help ensure the quality of fuel by monitoring volume, density and mass, alerting you to adulterated or low quality fuels. Adulteration of fuels mainly involves adding kerosene or diesel to petrol. Research shows that up to 70% of drivers and mechanics have experienced fuel adulteration.

Adulterated fuel can result in big revenue losses, including engine malfunctions, component deterioration and engine deposit formation. Adulterated fuel can also result in increased emission of hydrocarbons, carbon monoxide and particulate matter that are harmful to people and to the environment.

## JASON GRANT (Associate Product Manager, Fuel Management Systems)

As a member of the Franklin Fueling Systems team for 10+ years, I have developed an in-depth knowledge of the Fuel Management Systems product line. I have 20+ years of experience with the manufacture, installation, maintenance, and support of electronic equipment across several industries. In my current role as Associate Product Manager, Fuel Management System I will be focused on supporting and growing the product line, as well as developing and introducing new and innovative products.



### Do you have a question for a Product Manager?

If you have a question for one of our product managers, please submit your question to [info@franklinfueling.com](mailto:info@franklinfueling.com).