

Additives make the difference in  
**FUEL QUALITY**



AIS makes the difference in  
**FUEL CONSISTENCY**

The experts in  
**ADDITIVE INJECTION SYSTEMS –**  
AIS from Total Meter Services, Inc.

## Quality Additives Differentiate Your Brands



Current U.S. EPA minimum detergent requirements do not go far enough to ensure optimal engine performance.

Properly specified detergent chemistry and treat rates with AIS surpass current market requirements.

Marketers who prioritize fuel quality at their retail sites enjoy increased traffic which translates into higher in-store sales and profits.

► **Industry data report that 55% of customers will choose fuel quality over price.** ◀

### Fuel Marketing Advantages –

- Fuel Economy
- Superior Engine Performance
- Cleaner Valves and Injectors
- Lower Maintenance Costs
- Eliminates Manual Splash Blending
- Seasonal Blends
- Treat All Octane Grades and more

*Additives provide real-world benefits for a wide range of market segments including transportation, marine, agriculture, rail, mining, heavy equipment and LPG.*

**AIS**  
ADDITIVE INJECTION SYSTEM

**TMS**



# Serving all Markets and Installations



Existing sites have a multiplicity of layouts, piping systems, pumps, valves, tanks, and specialized components that may be above grade, below grade or in combination. AIS has developed an adaptable range of packages that will meet any particular situation.

*Installation of an AIS System does not mandate a fixed package of components. Existing assets will be incorporated into a practical and customized solution without redundancy requirements.*

*AIS has a system for every location's configuration.*



# AIS SYSTEM SELECTION: Avoid human error and ensure consistency

AIS is the leader in the design/fabrication and installation of fueling systems across a wide array of market segments. Automated precision, control and reporting translates into superior brand offerings and product differentiations that will have you standing head and shoulders above the competition.

## System attributes include –

- Automated Injections
- Precision Measurement
- Multiple Product Configurations  
(2 standard & customizable for more)
- Individualized Blend Ratios  
(per tank or product)
- Tank Siphon Fill and Sales Detection
- Blend Ratio Maintenance  
(auto adjustment during delivery)
- Up to Eight Tanks Served Simultaneously  
(and expandable)
- Fault Detection with Alarm
- Data Collection of Deliveries and Amounts
- Remote Monitoring Capabilities  
(with AIS Cloud feature)
- ...and more.

- ▶ **AIS Standard Kit** is the basic heart of each system and provides all of the major features and benefits.
- ▶ **AIS Plus** addresses additional requested components and may be ordered in a custom enclosure.
- ▶ **AIS Complete** is a portable turnkey solution that adapts to the existing forecourt and delivers total service from an all-inclusive system. It provides a fast dual delivery system for retail locations and is especially valuable for allowing remote or isolated stations to maintain high fuel standards.
- ▶ **AIS Cloud** adds convenient and simple system reporting. Wireless connectivity provides automatic monitoring and controls for wet stock management, alarm resolution, firmware upgrades plus detailed compliance reporting for traceability of treatments. Every transaction is captured and recorded.



# The VALUE of additives is established. The APPLICATION of additives is an open question.

## The Problem: Reliance on others.

Most retail marketers are reliant on terminals that may or may not be able to supply them at all locations and with a consistently high quality of gasoline or diesel. Especially susceptible are those applications that require even higher quality premium fuel filtered to fine micron levels.

► ***Low fuel quality is a leading industry problem and results in significant costs, such as down time, lost hours, and injector damage.*** ◀

On the commercial side fleets and heavy equipment are dealing with growing challenges around fuel quality and access to top treated detergent fuels. Product may leave the terminal on spec but through normal handling contamination is introduced during transportation, storage and transfers. There are also supply issues such as availability, proximity or the ability to treat products to desired levels.

- Inconsistent Additive Treatment
- Limited Delivery to Remote Locations
- Low Quality Product
- Improper Blend Ratios
- Contamination

## The Solution: Control your own additive injections.

Design and implement your own fuel quality and additive program.

An AIS solution addresses all concerns and keeps you in charge.

- Automatic Operation
- Precise Injection Ratio Measurement
- Standard Two-Product Configuration (Customizable for Multiple Products)
- Auto Adjust to Maintain Blend Ratio
- Fault Detection with Alarm
- Data Logging (deliveries & amounts)
- Simultaneous Eight Fuel Tank Operation (and expandable)
- System is matched to site needs  
...and more



# AIS

**ADDITIVE INJECTION SYSTEM**

Total Meter Services (TMS) was founded nearly 45 years ago as a service company offering meter repair and calibration services to the refined fuels industry across Canada. From these beginnings our customers wanted more and TMS was there every step of the way to assist. We quickly became experts in fueling systems including design, fluid delivery, measurement, filtration, fabrication, additive injection and more.

Today, TMS is a full service solutions provider for fuel management and automation that is trusted around the world. TMS will work with you to analyze your needs and will create the innovations needed to resolve any issues. TMS will integrate the systems, the controls and build the tools required to achieve success.



***Moving Industry Forward***

**INNOVATION - INTEGRATION - AUTOMATION**