



Committed to the future of rural communities.

# BACKING THE BUSINESS OF RURAL AMERICA

## FLEXIBLE FUEL PUMPS

### FLEXIBLE FUEL PUMPS AND E85 ARE THE FUTURE OF INCREASED ENERGY INDEPENDENCE

#### What Are Flexible Fuel Dispensers?

Nearly all retail gasoline stations dispense an E10 blend, which contains 10 percent ethanol and 90 percent gasoline. There is a growing trend in the United States towards fuels with higher ethanol content. Flexible fuel pumps are specifically designed to make available ethanol-gasoline blends, up to E85, an ethanol blend that contains 85 percent ethanol and 15 percent gasoline. In addition, they may also dispense mid-level blends, such as E15 and E30. Flexible fuel pumps are also referred to as E85 dispenser/pumps, FlexFuel dispenser/pumps, and ethanol blender pumps.

#### What Are Flexible Fuel Vehicles?

Unlike conventional gasoline engines, the engines in flexible fuel vehicles (FFVs) are specifically designed to use a wide range of ethanol/gasoline blends, up to E85. Currently, there are nearly 10 million FFVs on the road in the United States, with more than 1 million being added every year.

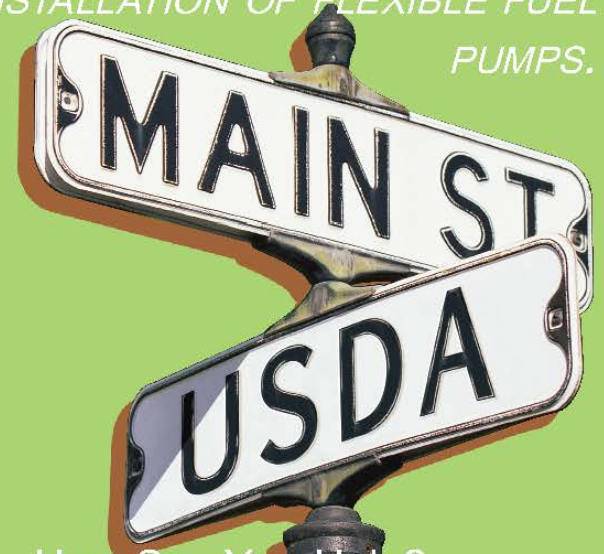
An estimated 90 percent of the Nation's FFVs do not have access to the higher blends of ethanol. Although these vehicles can be identified by a logo on the vehicle or by the gas cap, an equally high percentage of FFV drivers are unaware of their vehicles' unique "flexible fuel" feature.

#### Why E85 and Mid-Level Blends?

Our country has established a national security goal of producing 36 billion gallons of biofuel per year by 2022. To meet this goal, it is imperative that fuels with ethanol content higher than E10 be made available for use in FFVs. Presently, the majority of vehicles in the United States use E10 blends, which are about to reach market saturation (referred to as the E10 blend wall).

In 2010, 13.3 billion gallons of ethanol were produced, roughly 10 percent of the amount of gasoline sold in the United States. To break through the E10 blend wall, higher blends, such as E15, E30, E50, and E85, must be available to give consumers a choice at the pump. These higher blends will help to substantially reduce both fine particulate and greenhouse gas emissions, reduce our dependency on imported oil, provide greater sales opportunities for gasoline station retailers, and consume the billions of gallons of ethanol that are produced each year. They will also allow the biofuels industry to continue to grow and to expand to new areas of the country with new, non-cornstarch feedstock and to create 1 million jobs across rural America.

*THROUGH USDA'S RURAL ENERGY FOR AMERICA PROGRAM (REAP), RURAL SMALL BUSINESSES AND AGRICULTURAL PRODUCERS NOW HAVE ACCESS TO GRANTS AND LOAN GUARANTEES FOR THE INSTALLATION OF FLEXIBLE FUEL PUMPS.*



#### How Can You Help?

To meet this National security goal and to capture the economic development impacts of producing 36 billion gallons of biofuel per year, we need your help. As a Rural Development leader in your State, you can get the word out to station owners and intermediaries about the REAP flexible fuel pump provisions. Talk to your local Clean Cities Coordinators, gasoline dispenser manufacturers, ethanol industry representatives, agricultural organizations, gasoline marketer associations, and other stakeholders in your area and let them know that grants and loan guarantees are available for the installation of flexible fuel pumps. Work with these stakeholders to set up information exchange meetings and to provide information to their constituents through their information networks.

# USDA IS BACKING THE BUSINESS OF RURAL AMERICA

## GRANTS AND LOAN GUARANTEES ARE NOW AVAILABLE TO FINANCE FLEXIBLE FUEL PUMPS

USDA's Rural Energy for America Program (REAP) now provides grants and loan guarantees for the installation of retail flexible fuel pumps and related equipment and the retrofitting of existing infrastructure to dispense E85. With these new pumps, station owners can service the rapidly growing fleet of flexible fuel vehicles, help America increase biofuel use, and reduce our dependence on imported oil.

### Eligibility Overview

An applicant is generally eligible if the applicant: (1) meets the definition of a rural small business or an agricultural producer; (2) is current on all Federal debts; (3) is not debarred for receiving Federal assistance; and (4) has made satisfactory progress on any prior REAP grants/guaranteed loans.

A project is generally eligible if it: (1) is for the installation of a retail flexible fuel pump; (2) is located in a rural area; (3) uses a commercially available, replicable technology; (4) has technical merit; (5) is owned by the applicant, who must control the revenues and expenses of the project and must have a place of business in a State; (6) has satisfactory sources of revenue for the life of the project; and (7) has its site controlled by the applicant for the financing term of any associated Federal loan or loan guarantee.

NOTE: If the flexible fuel pump makes available more than one type of blended liquid transportation fuel, at least one of the blends must exceed the highest requirement, which may be a State or Federal level, for the percentage volume for a renewable fuel.

### Financial Assistance

Both loan guarantees and grants are available. Grant awards are limited to no more than 25 percent of total eligible project costs, with a minimum grant of \$2,500 and a maximum grant of \$500,000. Applicants must secure the remaining funds. Loan guarantees of up to 75 percent of total eligible project costs are also available.

Eligible project costs include, but are not limited to: (1) post-application purchase/installation of equipment, including underground storage tanks; (2) post-application construction or

improvements; (3) energy audits/assessments; (4) permit and license fees; (5) professional service fees, except application preparation; (6) feasibility studies/technical reports/business plans; and (7) retrofitting.

Additional sources of funds may be available (e.g., a 30-percent U.S. Department of Treasury tax credit for the investment in renewable refueling infrastructure and industry/State financial incentives).

### Application Overview

An application and a technical report must be submitted. Applicants can apply on a per station basis or across multiple locations on a single application. The technical report must cover: (1) qualifications of the project team; (2) agreements, permits, certifications; (3) resource assessment; (4) design and engineering; (5) project development schedule and economic assessment;

(6) equipment procurement/installation; (7) operations and maintenance; and (8) dismantling/disposal of components.

For FY2011, applications must be submitted by June 15, 2011.

### Additional Resources

- Clean Fuels Foundation's National FlexFuel Vehicle Awareness Campaign: Infrastructure Development Guide;
- Growth Energy (website designed for ethanol retailers);
- American Coalition for Ethanol & Renewable Fuels Association;
- Blend Your Own Ethanol (gasoline retailer education campaign);
- Protec (full service install-fuel);
- Dresser Wayne (pump manufacturer);
- U.S. Department of Energy (DOE)/National Renewable Energy Laboratory Alternative Fuels and Advanced Vehicle Data Center; and
- DOE's Clean Cities Program.



# Rural Energy for America Program Grants



Committed to the future of rural communities.

USDA Rural Development's Rural Energy for America Program (REAP) has grants, guaranteed loans and combination grant/guaranteed loans available to help agricultural producers and rural small businesses purchase and install renewable energy systems and make energy efficiency improvements.

## **Des Moines State Office**

210 Walnut Street, Room 873

Des Moines, IA 50309

515-284-4714

### **Eligible Applicants:**

- Agricultural producer that is directly engaged in the production of agricultural products and obtains at least 50% of gross income from this business
- Rural small business as defined by the Small Business Administration's standards: [www.sba.gov/content/table-small-business-size-standards](http://www.sba.gov/content/table-small-business-size-standards) (Rural - less than 50,000)

### **Eligible Project Costs:**

- Post-application purchase and installation of equipment (new, refurbished, or remanufactured), except agricultural tillage equipment, used equipment, and vehicles.
- Post-application construction or improvements, except residential.
- Energy audits or assessments.
- Permit and license fees.
- Professional service fees, except for application preparation.
- Feasibility studies, Technical reports, and Business plans
- Retrofitting.
- Construction of a new energy efficient facility only when the facility is used for the same purpose, is approximately the same size, and, based on the energy assessment or audit, will provide more energy savings than improving an existing facility.
- Energy efficiency improvements, as identified in an energy assessment or audit. (Equipment identified by the audit to be replaced shall be replaced with equipment similar in capacity. If the energy efficiency improvement has a greater capacity than the existing equipment, the Agency will pro-rate the energy efficiency improvement's total eligible project costs based on the capacity of the existing equipment)

### **Grant amounts:**

- Energy Efficiency:  
Minimum - \$1,500; Maximum - \$250,000
- Renewable Energy Systems:  
Minimum - \$2,500; Maximum - \$500,000

### **Project Eligibility:**

- The project must be for a pre-commercial or commercially available, and replicable technology.
- The project must have technical merit.
- The applicant must be the owner of the project and control the revenues and expenses of the project, including operation and maintenance. A third party under contract to the owner may be used to control revenues and expenses and manage the operation and/or maintenance of the project.

### **Types of Projects:**

#### **Renewable Energy:**

- Bioenergy
- Flexible fuel pumps
- Anaerobic digester
- Geothermal – electric generation and direct use
- Small and large wind or solar
- Hydropower
- Hydrogen

#### **Energy Efficiency:**

- Improvements need to be verified by an energy audit or assessment

### **Application Process:**

- Applications may be submitted to any USDA Rural Development Area or State office and must meet all requirements, including technical and environmental.
- Applications are accepted any time. To compete for current Fiscal Year funding, contact your Area Office or visit [www.rurdev.usda.gov/ia](http://www.rurdev.usda.gov/ia) for specific due dates.

### **For More Information Contact:**

USDA Rural Development State Office

210 Walnut Street, Room 873

Des Moines, IA 50309

Phone: 515-284-4714

Fax: 515-284-4859

[www.rurdev.usda.gov/ia](http://www.rurdev.usda.gov/ia)



EQUAL HOUSING OPPORTUNITY

USDA Rural Development is an Equal Opportunity Lender, Provider and Employer.

Complaints of discrimination should be sent to USDA, Director, OCR, Washington D.C. 20250-9410

Rev. 4/2011

# Rural Energy for America Program

## Guaranteed Loans



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USDA Rural Development's Rural Energy for America Program (REAP) has grants, guaranteed loans and combination grant/guaranteed loans available to help agricultural producers and rural small businesses purchase and install renewable energy systems and make energy efficiency improvements.

### Des Moines State Office

210 Walnut Street, Room 873  
Des Moines, IA 50309  
515-284-4714

#### Eligible Applicants:

- Agricultural producer that is directly engaged in the production of agricultural products and obtains at least 50% of gross income from this business
- Rural small business as defined by the Small Business Administration's standards:  
[www.sba.gov/content/table-small-business-size-standards](http://www.sba.gov/content/table-small-business-size-standards) (Rural - less than 50,000)

#### Loan Amounts:

- Minimum - \$5,000; Maximum - \$25 million.
- May not exceed 75% of total eligible project costs.

#### Percent of Guarantee:

- < \$600K = 85%
- >\$600K up to \$5MM = 80%
- >\$5MM up to \$10MM = 70%
- >\$10MM = 60%

#### Eligible Project Costs:

- Post-application purchase and installation of equipment (new, refurbished, or remanufactured), except agricultural tillage equipment, used equipment, and vehicles.
- Post-application construction or improvements, except residential.
- Energy audits or assessments.
- Permit and license fees.
- Professional service fees, except for application preparation.
- Feasibility studies, Technical reports, and Business plans
- Retrofitting.
- Construction of a new energy efficient facility when used for same purpose, is approximately the same size, and, based on the energy assessment or audit, will provide more energy savings than improving an existing facility.
- Energy efficiency improvements, as identified in an energy assessment or audit. (Equipment identified by the audit to be replaced shall be replaced with equipment similar in capacity. If the energy efficiency improvement has a greater capacity than the existing equipment, the Agency will pro-rate the energy efficiency improvement's total eligible project costs based on the capacity of the existing equipment)
- Working capital.
- Land acquisition.

#### Loan Terms:

- Not to exceed: Real estate -30 yrs; Machinery and equipment - 20 yrs, or useful life; Working capital - 7 yrs.
- Interest negotiated between Lender & Borrower, rate not to adjust more frequently than quarterly. No balloons.

#### Types of Projects:

##### Renewable Energy:

- Bioenergy, Flexible Fuel Pumps, Anaerobic digester, Geothermal – electric generation and direct use, Small and large wind or solar, Hydropower, Hydrogen

##### Energy Efficiency:

- Improvements need to be verified by an energy audit or assessment

#### Project Eligibility:

- The project must be for a pre-commercial or commercially available, and replicable technology.
- The project must have technical merit.
- The applicant must be the owner of the project and control the revenues and expenses of the project, including operation and maintenance. A third party under contract to the owner may be used to control revenues and expenses and manage the operation and/or maintenance of the project
- Sites must be controlled by the agricultural producer or rural small business for the financing term of any associated Federal loans or loan guarantees.
- Satisfactory sources of revenue sufficient to provide for the operation, management, maintenance, and debt service of the project for the life of the project.

#### Application Process:

- Applications may be submitted to any USDA Rural Development Area or State office and must meet all requirements, including technical and environmental.
- Applications are accepted any time. To compete for current Fiscal Year funding, contact your Area Office for specific due dates.

#### For More Information Contact:

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Rev. 4/2011



# Dresser Wayne Eco-Fuel Compatibility



## Industry Partners



## Industry-leading eco-fuel compatibility

Meet the increasing demand for economical, environmentally friendly fuels by adding Dresser Wayne alternative fuel dispensers to your forecourt. Eco-fuel Ovation® and Vista™ dispensers are specifically designed for ethanol blends and biodiesel\* providing retailers with the latest in fuel compatibility.



At Dresser Wayne we draw upon our extensive industry experience and involvement with leading sustainable energy organizations to develop advanced technology. The result is seamless alternative fuel delivery. And our eco-fuel dispensers are compatible with petroleum for the ultimate in flexibility and choice. You can continue to dispense gasoline now and be prepared to offer alternative fuels in the future.

Dresser Wayne eco-fuel Ovation and Vista fuel dispensers are available in a variety of configurations including blenders that offer the ability to blend alternative fuels with gasoline or diesel. They are constructed with special elastomers, electroless nickel-plating and an ethanol-compatible filter. The dispensers also feature hard anodized or nickel-plated castings and stainless steel piping to meet the unique requirements of eco-fuels such as biodiesel and E85, a blend of 85 percent ethyl alcohol (ethanol) and 15 percent petroleum.

## The Eco-Fuel Advantage

Fuel retailers who choose to respond the growing interest in green practices by offering alternative fuels stand to gain an advantage in the market. The demand for eco-friendly fuels is increasing in answer to rising fuel prices and environmental concerns about non-renewable energy sources. Consequently, the number of green, flex fuel vehicles on the road is rising. Plus, the government is offering retailers incentives for providing eco-fuels. Retailers with the flexibility to dispense alternative fuel can benefit from increased traffic and greater customer loyalty.

## Ovation® and Vista™ Eco-Fuel Dispensers

- Flexibility to dispense traditional or alternative fuels
- Corrosion-resistant internal components
- Industry-leading design and engineering
- The reliability and quality you've come to expect from Dresser Wayne
- Weights and Measures approved
- User-friendly fueling interface



### Customer-friendly Design and Technology which Supports your Business

Easily add alternative fuels to your retail or fleet organization while expanding your business's potential. The Ovation and Vista dispensers are both ergonomically designed around consumer behavior to help encourage customer loyalty and fast transactions. Our blending dispensers offer a range of options for retailers wanting the flexibility to offer multiple grades of mid or higher blend ethanol products. Based on our leading hydraulic control technology it's possible to offer up to five blends of alternative fuel which can be programmed for adjustment from 0 to 99% in 1% intervals.

At Dresser Wayne we are driven by our legacy of innovation which spurred the development of the multihose blender, another industry first that offers blended product out of more than one hose. With three fuel inputs and up to five grade selections the 3+2 allows retailers to offer traditional fuels along with a variety of higher ethanol blends from the same fueling point.

Further, all of our eco-fuel dispensers come equipped with the Xflo Meter, proven by independent testing to be one of the most accurate measurement devices ever produced. So retailers not only benefit from robust components compatible with any biofuel but also from being able to offer precision-blended products from meters that maintain accuracy over years of service

### Stop Fuel Loss with the Xflo™ Fuel Meter

Protect your fuel inventory by significantly reducing fuel lost to diminishing meter accuracy, or meter drift. Dresser Wayne's eco-fuel Xflo meter option delivers unprecedented accuracy for years\*\*. Its precision engineering virtually eliminates the need for recalibration so it saves maintenance costs in addition to saving tens of thousands of dollars in lost fuel over five years. And the Xflo meter's exceptional accuracy ensures precisely blended alternative fuel.

### Easy Installation and Maintenance Deliver a Lifetime of Value

Built to last for years even in the harshest forecourt environments, the eco-fuel Ovation and Vista dispensers are backed by Dresser Wayne's standard warranties and are supported by Dresser Wayne Genuine Parts. Rely on the dispensers' patented double-bump hydraulic connections for improved uptime, and servicing is simple thanks to the easy-access, hinged doors, modular electrical and mechanical components, and intuitively-grouped wiring.

\*Designed for compatibility with biodiesel blends up to B20.

\*\*According to tests performed by The SP Technical Research Institute of Sweden, a leading international research and certification lab.

## About Dresser Wayne

With offices on five continents, manufacturing facilities on four, and thousands of employees worldwide, Dresser Wayne has shaped the retail and fleet fueling industry ever since its modest beginnings in 1891. Known for combining cutting edge technology with exceptional customer focus and win-win industry partnerships, Dresser Wayne has become the leading supplier of integrated solutions to its customers in the retail and fleet petroleum industry. Dresser Wayne-headquartered in Austin, Texas-is largely responsible for the innovations that contribute to the look and functionality of the modern service station. From dispensers and POS systems to retail intelligence and after-sale support services,

Dresser Wayne is committed to continuing its long tradition of providing innovative, customer-centric solutions in all facets of the industry. Dresser Wayne is a business segment of Dresser, Inc.

## About Dresser, Inc.

Dresser, Inc. is a leader in providing highly engineered infrastructure products for the global energy industry. The company has leading positions in a broad portfolio of products including valves, actuators, meters, switches, regulators, piping products, natural gas-fueled engines, retail fuel dispensers and associated retail point of sale systems and air and gas handling equipment. Leading brand names within the Dresser portfolio include Dresser Wayne® retail fueling systems, Waukesha® natural gas-fired engines, Masoneilan® control valves, Mooney® regulators, Consolidated® pressure relief valves, and Roots® blowers and rotary gas meters. It has manufacturing and customer service facilities located strategically worldwide and a sales presence in more than 100 countries. The company's website can be accessed at [www.dresser.com](http://www.dresser.com).

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### Genuine Part

Protect your warranty, security, and regulatory certifications. Insist on Dresser Wayne Genuine Parts for all equipment repairs and upgrades.

#### Worldwide Headquarters:

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[www.DresserWayne.com](http://www.DresserWayne.com)