

**In the Field:**

**Companies without Fuel Management Strategy Risk Millions:**

Mining and Oil & Gas Companies are under tight scrutiny by governments and environmentalists to ensure their operations are squeaky clean, however the risks continue to grow as the pressure for production and profitability increases. Fuel has become the second largest expense for most companies next to labour and although improvements have been made in fuel handling procedures, millions of dollars could be in jeopardy.

“These two industries have the most to lose,” says Jack Lee, President and CEO of 4Refuel Inc. “When you try to manage huge projects, thousands of pieces of equipment and a massive labour force mistakes happen. And when those mistakes happen during the refuelling process a domino effect occurs including wasted fuel, environmental damage, work stoppages during costly clean-ups, injuries, rising insurance costs...the list goes on and on. The biggest risk is overall lost productivity and profitability. Fuel is a massive investment and in many cases it is not being managed professionally. That’s where we come in with our Total Fuel Management systems.”

Total Fuel Management (TFM) cuts costs and eliminates all risks associated with refuelling. “When safety procedures improve, environmental risks are eliminated,” said Jack Lee. “TFM includes all aspects of refuelling from procuring the fuel at competitive prices to fuel delivery by certified operators and digital reporting of fuel consumption and equipment operation. We can help improve productivity for any company that is fuel reliant,” added Lee from 4Refuel’s head offices in Langley, BC.

4Refuel currently serves over 6,00 clients in all industries across Canada including CN Rail, AMEC Engineering, Suncor, Shell Scotford, Graham, Horton CBI, Jacobs Engineering, Kiewit, Lockerbie & Hole, Aecon, Groundwater Control and the City of Calgary.

TFM starts with fuel delivery done by 4Refuel’s exclusive Certified Refuelling Professionals (CRPs). “Our CRPs are certified based on our best practices policies. We have the lowest incident ratios in the business,” Lee points out. “Once we have completed a needs analysis with our clients we determine the best way to refuel, which is usually in off-hours so productivity is not interrupted. This saves time and improves productivity. Our CRPs work from custom built tanker trucks that are well suited for any job site. We are environmentally responsible and ensure each drop of fuel goes into your tank. And if a rare spill occurs we clean it up, at our cost.”

“If you do your own refuelling it takes you, on average, about 20 minutes”, says Lee. “So when you are operating a fleet of trucks and equipment, the time spent refuelling adds cost. We help our clients understand their true cost of fuel.” Most companies only consider the price at the pump, but, the price per litre is only part of your real costs.” Lee explains. “If you operate a few trucks and equipment and you fill them up three or four times per week, per unit the time spent refuelling adds up fast. A lot of time is invested in man-hours driving to and from the card lock, or your own bulk storage tanks. If you do simple math, for 10 units, 3 times per week totals 30 refuelling trips. At 20 minutes each you invest 600 minutes or 10 hours in labour costs each week just to refuel. Over a month this example is costing you 40 hours – one week’s production. That’s 40 hours of paid time, plus the lost productivity and profitability that you could have earned. Large Mining or Oil & Gas companies who consume more fuel waste even more time refuelling and the loss of productivity can be astronomical. On site refuelling can improve productivity easily by 15 to 20%” For more you can visit our special website [www.truecostoffuel.com](http://www.truecostoffuel.com) .”

## The Mining Industry is Unique...

Dean Buse, one of 4Refuel's Franchised Operators in Kamloops, has serviced the central BC Market for over four years. As a CRP he has worked with most industries. "The mining industry is unique. You really have to understand their industry and the differences between them and other clients."

Buse explains, "In many cases mining equipment is refuelled from a central on-site storage tank. The refuelling is done by the company's employees from a huge 100,000 litre tank to equipment that works above and under the ground. Refuelling takes a lot of time away from productivity, not to mention the hassle and the risks involved."

When uncertified workers handle fuel, they are *three times* more likely to cause a spill. He continues by saying, "Typically smaller more portable tanks are used to refuel equipment. An employee is paid to travel around filling equipment, refilling the portable tank, and so on. When you consider the filling and re-filling of tanks and equipment, by uncertified workers, the chances of a spill increases, plus the labour costs and equipment down time...the costs add up."

4Refuel makes it easier, adds Buse, "Our service provides safety, reliability and we help to cut costs and we eliminate all the risks associated with refuelling. First we figure out how to streamline the refuelling process. We deliver onsite, to above ground equipment wheel to wheel, which eliminates the travel to and from storage tanks. In many cases we do both; equipment and on site storage tanks. As a third party refueller we look after all the details and safety issues vs using your employees who may not be as qualified. Our drivers are trained CRPs who are familiar with all refuelling situations. We take the time to learn each client's unique situation and needs. We assess each job site to determine any special requirements. We provide service 24/7 so there are no delays or shut downs."

## Refuelling in the Oil Fields can be complex and complicated...

4Refuel's own ISO conforming national standards program is the best in the industry. Jack Lee says, "When you have hundreds of workers on a site covering thousands of hectares, using trucks, equipment, generators, light stands and pumps, refuelling can be a scheduling nightmare. But we are the experts. Over the years we have learned that before we pump a drop of fuel we have to analyze your needs then plan a safe refuelling schedule that won't get in your way. Our track record speaks for itself. Over the years 4Refuel has had the lowest incident rates reporting only 1 spill in every 10,000 refuellings."

Cost saving comes in two forms, "First we give you back the time it takes to refuel each piece of equipment, then we add a second benefit - our clients no longer need huge storage tanks on site."

Over the years, Buse has helped his clients cut costs. "Instead of having an onsite 100,000 litre storage tank which is a huge up front investment, our clients have a smaller tank holding 25-30,000 litres of fuel. The tanks cost less, take up less space and come with lower insurance premiums. We fill the smaller tanks based on weekly needs, to ensure they are always full and don't run dry. Because we do wheel to wheel refuelling direct to each piece of equipment at the site, the storage tank volumes are lower."

He adds, "We help eliminate fuel theft too. On these huge job sites thousands of litres of fuel can disappear undocumented. Every litre of fuel we pump is reported and accounted for. There is no opportunity for "spillage" or theft by workers. There are no surprises."

**Fuel spills are a hazard to the environment. In one case thousands of litres of diesel hit the ground...and it wasn't reported!**

At 4Refuel, safety, rules and regulations are a number one priority. Because 4Refuel uses CRPs and in many cases Franchised Operators, the same drivers service our clients every week. There is no need for re-training as is the case with some of the large oil companies. Dean Buse says, "They rotate drivers...you never know who is going to show up. We provide personal service, our CRPs have an invested interest in making sure the job gets done right, every time. Instead of a number of training sessions, we do one. This saves a lot of hassle for the client. If a spill occurs we clean it up, safely and professionally. There have been a couple of incidents where a client relied on his own people to do the refuelling and the guy fell asleep. The result? Thousands of litres of diesel hit the ground and it wasn't reported. They were not equipped to deal with the clean up, so it was just ploughed over. These situations cost a lot of money in lost fuel not to mention the long-term negative effects to the environment. Not only that, its embarrassing to hear that this happens when we are all supposed to be more environmentally responsible."

**4Refuel's exclusive Closed Loop Technology gives clients the ability to calculate the ROI on their fuel investment...**

If you are fuel reliant, 4Refuel's exclusive proprietary software systems help you control your fuel consumption and costs from fuel acquisition to delivery. "You can measure and manage your fuel assets to improve the return on your fuel investment. Our software systems give you instant accurate refuelling data that is easy to use," says Lee. "Companies that use our systems can calculate fuel consumption, by unit, hours of operation and other key operating data. An RFID chip about the size of a dollar coin is attached to each piece of equipment for positive identification. Data is collected then delivered to your desktop via email for quick analysis."

**For more information go to: [www.4Refuel.com](http://www.4Refuel.com)**

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