

ENERGY SECTOR FUEL MANAGEMENT



The client is a US based airline that operates over 4,500 flights daily and serves an extensive domestic and international network that includes 334 destinations in 64 countries on six continents. The airline engaged Trident to evaluate their fuel management program due to excessive inventory write-downs caused by physical and accounting losses.

\$3.1MM
ANNUALIZED SAVINGS

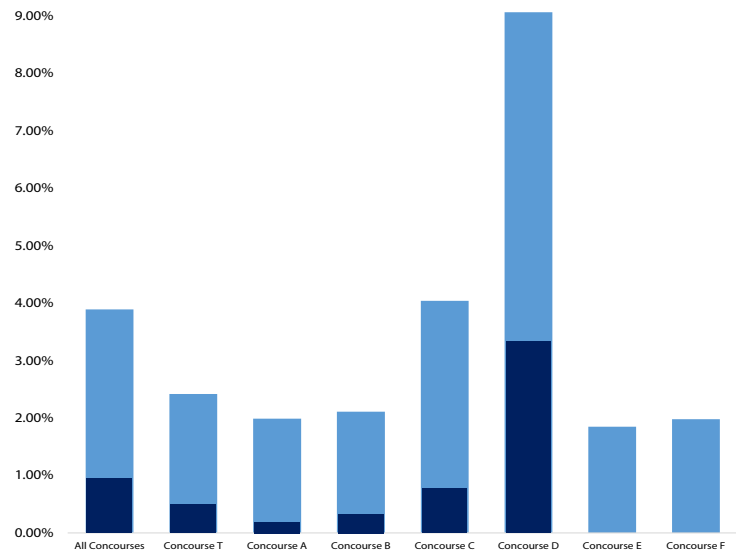
HOW WE MADE IT HAPPEN:

- Installed the Fuel2Flight protocol to eliminate missing tickets:
 - Changed the missing ticket process to create 'fail fast' function
 - Designed a dashboard to track missing tickets by fueler/concourse
 - Improved missing tickets by 62% and improved disbursement losses by 86%
- Created a meter skip report to increase the accuracy of inputs on physical tickets:
 - Reviewed on a weekly basis during Dashboard review meetings
 - Improved the number of missing totalizer numbers on hydrant carts/trucks by 83%
- Increased proving and tanking compliance to the American Petroleum Institute best practices:
 - Proving frequency of third party meter increased by 100%
 - Designed meter proving control charts as well as tank gauging variance dashboards
- Designed a claims escalation process to reduce losses associated with receipt variances:
 - Generated 12 claims totalling greater than 150,000 gallons
 - 66% improvements in receipt losses due to measurement accuracy
 - Redesigned accounting procedures to enhance accuracy of billing process to inventory holders

RESULTS:

The client realized \$3.1MM in annualized savings after the implementation of the method changes. Three tank farm losses improved by 48%. Overall, the engagement delivered 400% ROI.

62% Improvement in Missing Tickets



We are here to Make It Happen™.

Contact us for a complimentary assessment to help solve your complex business issues at info@trident.com.