



# Energy Meet-Up

November 6<sup>th</sup>, 2019

2019 Annual Conference



# Energy Meet-Up - Issues

- Transportation - BOL/Delivery/jGPS
- Electronically exchanging information
  - Contracts (LP, liquid and diesel)
  - Orders & response
  - Invoice - timeliness
- Barcoding on package lubricants
- Others?
  - Tank Monitoring
  - Identifiers
  - Fuel Tax – reporting the tax

# Topics for Discussion

- Pain point discussion around energy
- Learn what others are currently doing (that they can share)
- Is tank location important for this discussion?
- What else? Other important items
- What's next?

# Pain Points

- Transportation - BOL/Delivery/GPS
- Electronically exchanging information
  - Contracts (LP, liquid and diesel)
  - Orders & response
  - Invoice - timeliness
- Barcoding on package lubricants
- Others?
  - Tank Monitoring
  - Identifiers
  - Fuel Tax – reporting the tax
  - Pricing – volital
  - Shrinkage

# What Others Are Doing?

- EDI X12 (B2B – 810, 214, 210, 204)
  - Invoice B2C – X12-810, XML
  - ShipNotice B2C – XML (AGW)
- Electronic BoL (B2B & B2C)
- Tank Monitoring – IoT(both bulk & end-use)
  - Cellular – carrier agnostic
- GPS & Cameras (in trucks & some in locations)
- Identifiers – Prop codes
- Lubricants – all proprietary
- Customer expectations

# Is Tank Location Important?

- Identified by Lat/Long
  - Multiple stakeholders (multiple billing)
  - Route optimization
  - Route consolidation
- Quantity going through the tanks
  - Leased tanks
  - Pricing tiers based on the turns/volume
  - Where you got the fuel for what tank
- New Drivers – to find them
- Bulk Plant – carriers need to know which tank
  - Mixing the fuel in the wrong tanks
- Greenfield – building a new location/plant
  - Eliminate some of the smaller locations (consolidation)

# Other Important Items?

- Identifiers
- Fuel Tax – reporting the tax

# What's Next?

- Where to start?
  - At the B2B Refined fuel:
    - BoL, pricing and invoicing – timing & accuracy
    - Unique identifiers for the product (and naming)
    - Barcoding
  - B2B – lubricant:
    - BoL, pricing and invoicing – timing & accuracy
    - Unique identifiers for the product (and naming)
    - Barcoding
  - B2B – LP:
    - BoL, pricing and invoicing – timing & accuracy
    - Unique identifiers for the product (and naming)
    - Barcoding
  - Contract balance/reconciliation



# Next Stop

- Who are the players we need involved?
  - CHS, MFA Oil, Growmark, CountryMark
  - 3<sup>rd</sup> Party Terminal (stay away from them for now)
  - Retailers & their AP
  - Phone call to follow-up
- F2F meeting – 2020 – February or early March
  - Technical people with energy knowledge