



Case Study

Saving an Alberta Energy Company \$40,000 a Year Through Our Fleet Program

Challenge

Tidewater Midstream is a Western Canadian energy company focused on natural gas processing, liquids upgrading, storage and transportation, and the marketing of energy products.

When Tidewater approached us, their vehicle fleet was brand new, and they knew they needed the professional expertise of a fleet management company.

Their main goals were to:

- ensure they were tracking and monitoring fuel and maintenance costs effectively.
- find a partner that could manage their vehicle leases and roll out a vehicle replacement strategy.
- receive direction on how to set up internal processes to expand the fleet for their growing business.



Strategy

Here at Foss National, our technical team was able to strategically address each of Tidewater's goals and requests. This included providing data and analytics via our fleet portal, which enabled them to efficiently track all vehicle-related expenses.

The strategic consulting we provided allowed Tidewater to build a solid foundation that enabled them to effectively scale their fleet. Within 18 months, Tidewater's fleet grew from zero to 35 units, made up of half-ton, three-quarter-ton, and one ton trucks. The fleet is now 135 units strong.

Our involvement made this exponential growth easy to integrate into Tidewater's ecosystem.

Key Services



Vehicle leasing



Fuel and
maintenance card



Taxable benefits
management



Strategic consulting



SHOWCASE #1

Streamlining Accounting and Reducing Administration Workload

With our fleet card program, Tidewater is able to review all fuel and maintenance purchases on a single invoice. Each vehicle is assigned a card, which is used for all vehicle-related purchases.

At the end of each month, Tidewater receives an invoice from us with all purchases itemized and allocated to a specific vehicle or driver. The invoice is pre-coded and easy for them to review and input into their accounting software. All Tidewater has to do is review, sign off, and prepare one cheque for their entire fleet's activity.

Because of this, there's been no need for them to hire an in-house administration employee. This has saved them approximately \$30,000-\$40,000 a year, over the four years we've been working together. Additionally, Tidewater now receives meaningful fuel discounts through our vendor network.

If we had to do everything that Foss National does for us ourselves, I don't even think we could do it without a huge amount of manpower.

*Supervisor, TWL & TWP Divisions
at Tidewater Midstream*



SHOWCASE #2

Reducing Unauthorized Fuel Purchases

Getting approval for all fuel and maintenance purchases was extremely important for Tidewater. Since they're a publicly-traded company, their purchase processes are under a high level of scrutiny.

So we set up a system which:

- applies dollar limits to every driver's fuel and maintenance card.
- monitors all purchases and instantly reviews them before they're approved.

Additionally, our system identifies anomaly transactions (such as if a driver purchases more fuel than the vehicle's tank can hold) and notifies Tidewater with a fuel exception report within minutes of the transaction.

Purchase Date	Time	Odometer	Vendor Name	Location	City	Province	Invoice#	Category	Op Code
2019-10-01	15:38	0	FAS GAS	GENERAL DELIVERY	BUCK LAKE	AB	00002468	FUEL	02001
2019-10-03	16:37	0	FAS GAS	GENERAL DELIVERY	BUCK LAKE	AB	00002539	FUEL	02001
2019-10-08	09:32	0	FAS GAS	GENERAL DELIVERY	BUCK LAKE	AB	00002699	FUEL	02001
2019-10-16	07:14	0	FAS GAS	GENERAL DELIVERY	BUCK LAKE	AB	00002962	FUEL	02001
2019-10-17	15:28	0	FAS GAS	GENERAL DELIVERY	BUCK LAKE	AB	00003017	FUEL	02001
2019-10-21	10:24	0	FAS GAS	5001 50 AVE	DRAYTON VALLEY	AB	00568529	FUEL	02001
2019-10-22	16:47	0	FAS GAS	GENERAL DELIVERY	BUCK LAKE	AB	00003185	FUEL	02001
2019-10-23	16:51	0	FAS GAS	GENERAL DELIVERY	BUCK LAKE	AB	00003227	FUEL	02001
2019-10-25	17:46	0	FAS GAS	GENERAL DELIVERY	BUCK LAKE	AB	00003306	FUEL	02001
2019-10-28	08:08	0	FAS GAS	5001 50 AVE	DRAYTON VALLEY	AB	00572804	FUEL	02001
2019-10-29	18:22	0	FAS GAS	GENERAL DELIVERY	BUCK LAKE	AB	00003440	FUEL	02001
2019-10-30	17:45	0	FAS GAS	GENERAL DELIVERY	BUCK LAKE	AB	00003473	FUEL	02001
2019-11-30	00:00	0	FOSS FLEET MANAGEMENT			AB		MISCELLANEOUS	90001
2019-11-30	00:00	0	FOSS FLEET MANAGEMENT			AB		MISCELLANEOUS	90003

Example of Tidewater Midstream's fleet transactions

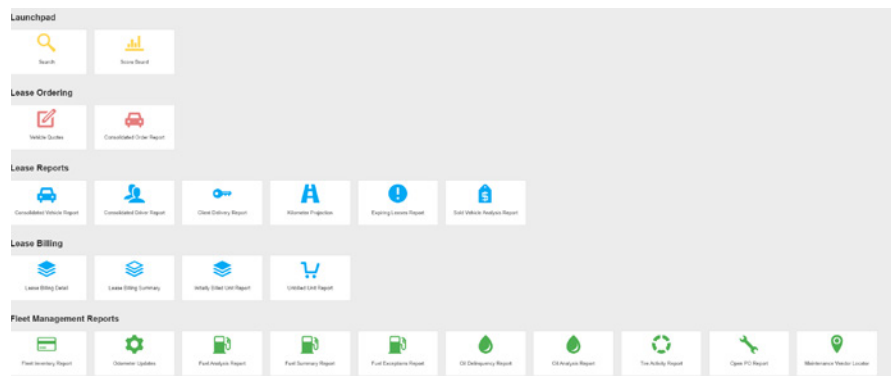
SHOWCASE #3

Comprehensive, Easy-to-Use Reporting Interface

It was critical that Tidewater access key reporting information when they needed it. Our system is easy to use and shows Tidewater:

- what lease payments are being made.
- what fuel is being charged on a vehicle.
- what vehicle maintenance is being done.

We also assist Tidewater with their Taxable Benefit program, tracking drivers' personal and business mileage on a monthly basis.



Foss National Leasing's fleet manager portal

The advice gained from Foss has been invaluable and has allowed us to grow our business without the usual chaos and expensive mistakes. I would recommend their services to anyone but especially a company just starting out.

Supervisor, TWL & TWP Divisions at Tidewater Midstream

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