



CONVOY SYSTEMS, LLC

ELIMINATE FUEL TRANSACTION COST

JUNE 28, 2017

# WEX PURCHASE OF T-CHEK/EFS

- In the summer of 2016 after 22 years of being a T-chek customer, we received the new Wex fee structure schedule. Wex business back ground is in banking and that is exactly how the new fee schedule structure read. There is a fee for everything all, the way down to paying \$5.00 to wire them money if you don't spend enough with them. That was it, enough is enough.
- I called my credit contact at T-chek and said as soon as I can find away I'm leaving. He said he totally understood and that is what he has been hearing from most of his customers.

# LOOKING FOR A SOLUTION

- I met with my fuel purchasing department and my operations department and informed them of the problem and that we needed to find a way to solve this.
- The individual we have in charge of fuel purchases went to our two main fuel providers and worked on finding a solution.
- Over the course of the next 6 months we changed to direct bill with Pilot/Flying J and Loves. We also added Loves RFID's to our trucks.
- With direct bill all fees are eliminated.

# Cost Saving

- With T-chek we were spending \$450 to \$500 per week in fees as of today we are Spending under \$7.00 per week in fees. Our savings is over \$23,000.00 annually.

# Conclusion

- With this change we are still able to do business as usual. We continue to use our same fuel stops and keep competitive pricing by having more than one provider.