



## CASE STUDY

# Fuel Savings: Large Beverage Distributor Saves \$226,000 on Fuel With Sokolis

### Client Profile:



#### A Leading Beverage Distributor in North America

Our client is a leading beverage distributor with 45 facilities across the United States. They sell over 6,000 brands of alcoholic beverages to retail locations around the country. To transport their products, they use a large fleet of tractor-trailers.

As the beverage distributor grew and acquired new locations, they struggled to track their fuel purchases. So, the company's leadership turned to Sokolis to strengthen their fuel programs and consolidate their data.

### Challenges:



#### Fuel Data Spread Across Many Locations

The distributor's branch locations managed fuel on their own, separate from the corporate office. This setup made it hard for the company to track spending. Without detailed reports of fuel purchases, they could not create accurate budgets, apply for tax credits or negotiate discounts.

Our client also did not audit their fuel invoices. Without a process in place to correct errors, they often overpaid for fuel. These costs amounted to thousands of dollars in lost revenue per month.

## Solutions:



### Centralized Data and Regular Audits

Sokolis uncovered fuel data from each of our client's branch locations — pulling it into a detailed monthly report. The reports enabled our client to monitor the price per gallon, gallons purchased and total spend at all locations for bulk, mobile and fuel card programs.

We also negotiated discounts with our client's bulk and mobile fuel providers. Using the benchmark price for fuel, we determined the markup our client was paying. We then used that data to negotiate a deal closer to the wholesale price.

After we had negotiated the discounts, we audited our client's invoices to ensure they were being charged the agreed-upon price. We then eliminated any fees or billing errors that fell outside of the negotiated deal.

With detailed fuel reports, better discounts and frequent audits, our client **saves hundreds of thousands on fuel while freeing up time to focus on their core business.**



## Results:



### Over \$226,000 in Yearly Fuel Savings

Sokolis' fuel management services save the beverage wholesaler:

- *More than \$1,500 per month in bulk fuel costs.*
- *More than \$17,000 per month in mobile fuel costs.*
- *An additional \$4,100 in credits from overbilling.*
- *A total of more than \$226,000 per year*

With detailed monthly fuel reports, our client can monitor purchases across all branch locations. They can use that data to allocate funds with more precision, detect potential theft and apply for tax credits.

The new discounts on bulk and mobile fuel save our client thousands of dollars per month. With regular audits, they have also claimed thousands in overbilling credits.

The new fuel management program enables our client to focus on their core business — expanding their fleet while controlling their fuel costs.