



# Customer Profile



## *Wholesale Fuel Automation and Business Intelligence Validation*

Musket Corporation serves as a wholesale distributor for travel stops and other fuel retailers. Their vast network of distribution includes access to every pipeline in the United States and more than 1,500 railcars.

When Director of Accounting, Ronda Walzer joined the company six years ago, Musket had more than 800 railcars, with an antiquated system to keep track of all its loads. "A lot of our processes were manual and the system we were using was archaic. We knew we needed something better, but did not find what we were looking for in the marketplace."

### *Collaborative Effort*

Walzer recalled, "We began working with MicroLogix, the parent company of FuelLogix. They understood our requirements to automate our transloading operation and worked closely with us to develop a system to handle our operation." The collaborative effort resulted in the development of LoadTrax.

"As you can imagine, we have a complex network of locations whereby we off-load fuel onto tanker trucks from railcars. These railcars are dispatched, often to remote sites, where the transloader pumps the fuel into fuel trucks for delivery to convenience stores and travel stops."

"With LoadTrax, we now easily track each load with an automated process at the transloading site. Using wireless communication, LoadTrax transmits all the bill-of-lading information to our home office for processing."

### *Productivity Enhancements*

"The system is quite user-friendly. Along with iFlex, FuelLogix's business intelligence software, we've experienced productivity enhancements, particularly during the month-end process."

"We track about 30,000 fuel movements every month. Each fuel movement has 10 lines of accounting data; that equates to 300,000 total lines of data. In any given month, we may have an additional 200,000 lines of data for adjustments, audit information, or corrections."

"The great thing about iFlex is we import those 500,000 lines of data into a database and consolidate the data down to between 1,000 to 2,000 lines for review on a summary level. If we discover something requiring more research, we simply slice and dice the information in a different direction to get to the data we need. It is faster and more accurate than our previous system."



"iFlex also is useful during the year-end process. We can take all the data and compare activity on a month-to-month basis and identify trends. iFlex has dashboards you can set up, which are handy for trending metrics and managing daily processes."

"Another area of productivity is the timeliness and accuracy of downloading changes from the home office to transloader sites. Previously, we sent CDs, which sometimes created information gaps between the time we sent the information and the time they received it and loaded it. Information is now downloaded and updated electronically."



### *Outstanding Customer Service*

"In working with the folks at FuelLogix and MicroLogix, I've been impressed with their customer focus and service. If we experienced any type of issue, they responded quickly."

"They are knowledgeable in the requirements and specifications of both the travel stop industry and wholesale fuels. Our collaborative efforts benefit not only our organization, but those companies who select FuelLogix in the future."



### *About Ronda Walzer*

Ronda is the Director of Accounting. She began working for Musket Corporation six years ago and is a Certified Public Accountant (CPA). Prior to joining Musket, Walzer worked for KPMG.

## About Musket Corporation

Founded in 1990, Musket Corporation is a fuel trading and distribution company that delivers products to its clients across North America using conventional pipelines, barges, vessels, trucking and rail operations. Musket is based in Oklahoma City, Oklahoma, with offices in Houston, Texas, Phoenix, Arizona, and Calgary, Alberta.

