

## **Washita Valley Enterprises is cutting fuel costs and management labor time with the QuikQ Fuel Purchasing System**

*“The QuikQ Fuel Purchasing System has lowered our fuel costs 27 percent combined by reducing fuel loss due to theft, misreporting, and overall inaccuracy during the input of information by drivers. QuikQ FPS has also helped eliminate approximately four hours of labor time per week internally; by streamlining our fuel use and tax reporting processes. QuikQ’s innovative thinking has made a difference in our daily business success.”*

**Emilee Wallis - Gonzalez**  
**DOT Compliance Manager**  
**WVEI**

Washita Valley Enterprises, Inc. (WVEI), an Oklahoma City-based provider of oilfield inspection services with over 12 locations nationwide was established in 1975. Today, the company offers transportation of drill pipe and tubular goods utilizing a fleet of 100 tractors and 200 field service vehicles, flatbed trailers and forklifts from multiple locations in seven central and northeastern states.

### **Challenge**

An investigation into the nearly 27% differential between fuel used and fuel purchased by Washita Valley Enterprises, Inc. revealed misreporting, possible theft or misuse, and card swapping among drivers.

WVEI drivers are issued (non propriety) credit cards (MasterCard) for fuel purchases at truck stops and independent retailers, but even with strict spending parameters; there were instances of drivers filling up other trucks and cashiers charging merchandise purchases as fuel.

Lowering fuel costs required streamlining the management of the fuel purchasing process, reducing the risk of fuel fraud and errors in processing fuel transactions.

### **Solution**

In 2013, based on a conversation about fuel cost issues, longtime Washita Valley Enterprises, Inc. fuel supplier Love’s Travel Stops presented WVEI with an opportunity to take part in a pilot evaluation program of the cardless, RFID-based QuikQ Fuel Purchasing System (FPS). In January 2014, WVEI began using the technology on about 100 vehicles at Love’s Travel Stops in the central and eastern U.S.

Love's fueling locations are equipped with the QuikQ FPS cardless direct fuel connection between truck stop point-of-sale (POS) and motor carrier enterprise systems. RFID tags on the company's vehicles activate Love's fuel pumps, saving time and ensuring accuracy in the fueling transaction in addition to providing fleets and truck stops with live data for real-time reporting.

For WVEI, the accuracy of the data and improved control over fuel transactions with the system was apparent in a recent audit in one state, where QuikQ FPS-based reports supplied by Love's resolved auditor's questions quickly and efficiently. This entirely new way of processing fuel transactions saves money for truck stops and carriers and manages the entire process from carrier back office to truck stop back office.

## **Results**

Using the QuikQ FPS at Love's Travel Stops, Washita Valley Enterprises has realized an overall reduction in fuel costs of 27 %; by eliminating misreporting and the inaccuracies during the inputting of information by drivers; resulting in a significant reduction in fuel fraud and theft.

WVEI attributes a four-hour per week drop in management labor time for internal fuel use and tax reporting processes to its use of QuikQ FPS. In the future, further labor savings may also be realized from using the system's data to match fuel records to driver logs for Hours of Service and routing compliance verification.

*"The QuikQ Fuel Purchasing System streamlines fueling, eliminates misreporting and misappropriated fuel purchases, and has put a screeching halt to card swapping among drivers. We are sold on the phenomenal accuracy and margin of human error it takes out of the equation. While not every fleet will have such a dramatic improvement, even a fraction of what we've saved would make an investment in QuikQ FPS worth it."*

**Emilee Wallis - Gonzalez**  
**DOT Compliance Manager**  
**WVEI**

**About Love's Travel Stops & Country Stores**

Love's Travel Stops & Country Stores is headquartered in Oklahoma City, Oklahoma. Founded in 1964, Love's has more than 350 locations in 40 states. Love's provides professional truck drivers and motorists with 24-hour access to clean and safe places to purchase gasoline, diesel fuel, travel items, electronics, snacks and more, as well as a selection of restaurant offerings. On-site Love's Truck Tire Care centers offer roadside assistance, tire care and light mechanical services for professional truck drivers. Showers, CAT scales and other services for professional truck drivers are also available. Love's, which remains family-owned and operated, employs more than 12,000 people and is currently ranked No. 13 on Forbes Magazine's annual listing of America's Largest Private Companies. To learn more, visit [www.loves.com](http://www.loves.com).

### **About QuikQ**

A privately held software development company based in Franklin, Tennessee, QuikQ creates and develops innovative fuel transaction processing solutions for motor carriers and truck stops. Redefining the entire fueling process, the QuikQ Fuel Purchasing System (FPS) is the first fuel transaction software that is designed to manage the entire fuel transaction through real-time direct "carrier to truck stop" connectivity. QuikQ's RFID-based fueling system is currently being installed at truck stops nationwide and is being adopted by a growing number of motor carriers. For more information, visit [www.quikq.com](http://www.quikq.com).

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