

COMPANY PROFILE

“EXSTREAM ENERGY SOLUTIONS”

“Fueling Innovative Retail Solutions”

FORWARD

EXSTREAM Energy Solutions is a unique Kenyan based Company Providing Wetstock management Solutions to the petrol retailing industry. We deliver world class services, monitoring over 60 tanks in Kenya and aim to provide the best wetstock management service countrywide. Our solutions in wetstock monitoring, analysis and loss investigation service is the most effective way to detect and eliminate fuel loss, reduce costs and meet environmental and regulatory compliance helping our customers in the industry make significant annual savings in both capital and operating expenditure. All stock is monitored from fuel supply depot to your storage tanks and into your customer vehicles. Our service identifies wetstock loss and equipment faults anywhere on the forecourt.



Established in 2014, **EXSTREAM ENERGY SOLUTIONS** has specialized in providing third party evaluation services to the retail petroleum industry. We have over 30 years of experience in the petroleum Industry plus we ran our own stations which have very minimal losses on PMS and positive gains on IK and AGO so you can be assured you are dealing with experts.

Our service utilizes real-time data allowing our wetstock analysts to identify, diagnose and report any unusual wetstock losses, and then work towards eliminating those losses.

GOAL

Our Goal is to bring down the fuel losses and variance experienced at your station to acceptable industry standard levels as listed below.



PMS -the acceptable percentage variance is 0.5 % of your monthly sales

AGO -the acceptable percentage variance is 0.3 % of your monthly sales

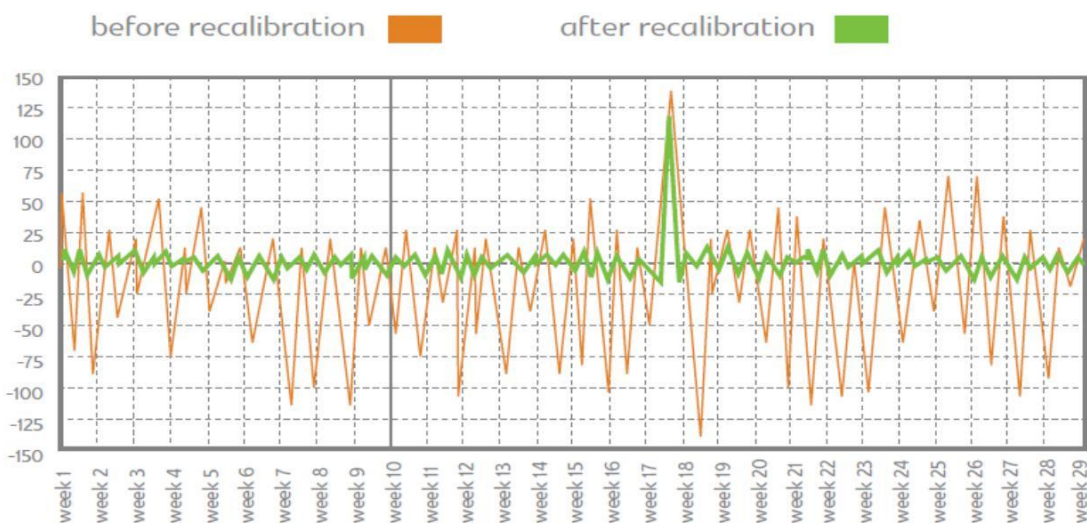
IK- the acceptable percentage variance is 0.3 % of your monthly sales

Wetstock Management

Proper wet Stock management enables the early detection of potential problems such as leaks, fuel losses and poor operational management practices. We will show you how to maintain proper records, do daily stock reconciliation and identify where your losses are coming from and minimize or stop those losses.

Dispensing Pump Check

EXSTREAM ENERGY SOLUTIONS monitors over-dispensing at the pump so the right fuel amount is always delivered and also ensures your pumps are within the required legal tolerance. Each fuel nozzle is checked for accuracy and flow rate. Our technicians are certified by Kenya Weights & Measures. They will perform pump verification using calibrated equipment. And then produce a full site report, including individual nozzle activity, to advice you of the savings that you could be making. If recalibration is required, we can adjust and re-stamp meters on the same day.



The graph above highlights the effect that our **recalibration** services could have on your data.

Case study

Recently, our team was called out to a forecourt that we monitor to complete a pump measure check, during which several, problematic (over-dispensing) nozzles were identified. Using historical data, a cost-benefit report was subsequently produced, which highlighted an annual saving of Ksh. 489,858, savings of approximately 500ltrs a month. After seeking authority from the site owner, the pump meters were adjusted and resealed.

Tank & Metre Calibration Services

How accurate is your storage tank calibration?

We ensure your tanks and meters have the correct measurements to avoid fuel losses and increase the accuracy of your dipping. A well-calibrated tank gauge benefits your business by providing you with accurate stock readings at the end of each day. Poorly calibrated tank gauges may result in fuel losses going unnoticed, which could ultimately impact upon the profitability of your business. We also sell **20L calibration cans**.

Expert Analysis

A team of highly-trained consultants maintain daily independent data for comparison with your metre readings and sales data. Our analysis centre is always busy monitoring thousands of litres of fuel every day. We have several analysts identifying issues of concern such as tank, line, or pump leaks, meter calibrations, short deliveries and blocked filters. They then manage any subsequent investigations to pinpoint the source and find the quickest possible solution, thus reducing the potential for fuel loss incidents.

Fuel Theft Prevention

Detect and eliminate fuel losses and employee theft. If you are experiencing theft of your product, we will help you identify the problem and give you solutions to prevent this from happening again.

Leak Detection

Protect against Line & Tank Leaks that reduce your profits. We will notify you of suspected leaking and carry out tests to confirm the leaking.

Truck Calibration

Your vehicle is checked for accurate measurements in all the compartments and adjusted if necessary to ensure it delivers the right fuel amount always and a Weights and Measures certificate issued. Reduce the **transit losses** incurred at your station.

Equipment Repair

We check on your retail station's equipment and carry out any needed repairs such as servicing of breathers, replacement of blocked filters on your pumps among others and also supply spare parts.

Ullage Bar/ Dipsticks

We make new dipsticks for petrol stations that have worn out or inaccurate dipsticks to enable the station operator to have an accurate measurement of their fuel stock levels. The dipsticks are engraved with large legible markings for ease of reading. These will come with a calibration chart to match the readings on your dipstick.

Fuel Truck Escort and Delivery

Trucks are escorted from the depot all the way to your station to avoid diversion incidents and fuel adulteration.

Vehicle Tracking

For busy station owners we will track your vehicle for you and let you know when it makes unauthorized stops or diversions to help prevent adulteration of fuel or theft of fuel. If you have installed tracking leave the rest of the work to us. We will do the follow up and let you concentrate on managing your sales.

Issues which our analyst look into intensely:



BENEFITS OF FUEL LOSS INVESTIGATION SERVICES

- Quickly pinpoints the source of fuel loss
- Tank recalibration services
- Fuel theft alerts
- Comprehensive investigations led by a dedicated analyst
- Accurate wetstock management
- Identifies under and over dispensing pumps
- Highlights slow flowing nozzles

EXSTREAM ENERGY SOLUTIONS in SUMMARY

- All stock is monitored from fuel supply depot, to the tanker, to your storage tanks and into your customer vehicles.
- Our service identifies wetstock loss and equipment faults anywhere on the forecourt.
- Our monitoring protects against theft occurring day or night.
- A dedicated wetstock analyst monitors the data for each of your service stations.
- The analyst collects data daily therefore keeping you up to date with all your wetstock data.
- When an unacceptable wetstock loss is detected the cause is quickly pin-pointed and our analyst will immediately inform the retailer ensuring that losses are minimized and dealt with quickly.
- Fuel tanks are monitored every day and any unusual losses are reported immediately.

Key Benefits – To the Retailer

Leak Detection

Helps protect against line and tank leaks that can prove costly to your business, the environment and your brand.

Fuel Theft Protection

We will identify any theft occurring in your station and alert you immediately.

Improve wetstock management

Monitors and reduces over dispensing at the pump and ensures that the correct amount of fuel is delivered each time.

Expert Analysis

A team of highly-trained consultants bring value to your data through continuous analysis and a hands-on approach to investigations.

Return on Investment

You get an independent source of accurate wetstock data that is proven to give tangible benefits and savings across your business including; Logistics, Maintenance, Finance.

What does our team & Clients have to say;

“eXSTREAM ENERGY SOLUTIONS ensures potential losses are spotted before they become problematic. It saves clients thousands of litres of fuel per annum by carefully analyzing powerful wetstock data to increase efficiencies across their organizations.” – Operations Manager, eXSTREAM ENERGY SOLUTIONS

“The cost of using eXSTREAM ENERGY SOLUTION services is very quickly recovered because they’re able to identify losses that we didn’t know we had.” – Dealer -Kobil Petrol Station,

Stop Fuel Loss and Increase Revenue

“Chances are you are giving away fuel each time a customer refuels their vehicle, and it is adding up to considerable profit losses. Up until now, fuel retailers have viewed these significant costs as a necessary business expense because there was little that could be done about them.

Now, you no longer have to tolerate fuel loss and slow flow rates as an unavoidable problem. Don’t sacrifice your profits to inaccurate pumps and meters. – Marketing Manager,



Watching every litre... Every step of the way