

Behind the Scenes

This column provides our customers with a glimpse at our valued employees who are working behind the scenes to provide you with the best products and services in the industry. Their experience and dedication allow us to continue to be the most trusted provider of integrated software and market data solutions for the refined petroleum products industry. This month's spotlight is on Sandy Abrizenski.

Sandy is an experienced IT and Communication services professional. Prior to joining AXXIS Petroleum in 1999, Sandy worked for Cenex Harvest States. Sandy heads up the Price Services team and manages the daily delivery of price information to our customers throughout North America.

Sandy and the team process prices electronically from a variety of sources. This electronic information is then gathered and stored together with other pricing that is received via fax and entered manually. Once all of the information is gathered, the data goes through a survey and validation process. The collected information is analyzed for completeness and to make sure that all source data has been received.

| LAKE CHARLES LA | | 9/22/03 | | 07:04 AM | | | | | | | |
|-------------------|----------------|-------------------|------|----------|------|-------|------|-------|-------|--|--|
| | | Conventional Gas: | | | | | | | | | |
| SUPPLIER | BU/TERMINAL | TERM | 87 | MOVE | MID | 93 | MOVE | C | DATE | | |
| VALERO | U Conoco WlK | 1-10 | 7690 | -0220 | | | | | 09/20 | | |
| PREMCO | U Conoco WlK | 1-10 | 7705 | -0110 | | | | | 09/20 | | |
| MURPHY | U Conoco WlK | 1-12 | 7850 | -0010 | 8400 | -0010 | | | 09/19 | | |
| CITGO | U Citgo LkCh | 1-12 | 7900 | -0320 | 8247 | -0320 | 8692 | -0320 | 09/20 | | |
| PLACID | U Conoco WlK | 1-12 | 7915 | -0585 | | | | | 09/18 | | |
| MURPHY | B Conoco WlK | 1-12 | 7925 | -0010 | 8475 | -0010 | | | 09/19 | | |
| DIAMSHVAL | B Citgo LkCh | 1-10 | 7951 | -0180 | 8446 | -0180 | | | 09/20 | | |
| EXON MOB | U Citgo LkCh | 1-10 | 8073 | -0065 | 8420 | -0065 | | | 09/19 | | |
| CITGO | B Citgo LkCh | 1-10 | 8163 | -0130 | 8559 | -0130 | | | 09/20 | | |
| CITGO | B Conoco WlK | 1-10 | 8262 | -0130 | 8658 | -0130 | | | 09/20 | | |
| CONOCO | B Conoco WlK | 1-10 | 8316 | -0225 | | | | | 09/19 | | |
| CONOCO | B Citgo LkCh | 1-10 | 8366 | -0225 | 8762 | -0225 | | | 09/19 | | |
| EXON MOB | B Citgo LkCh | 1-10 | 8509 | -0125 | 8955 | -0125 | | | 09/19 | | |
| TEXACO | B B Conoco WlK | 1-10 | 8578 | -0440 | | | | | 09/18 | | |
| RACK LOW | | | 7690 | | 8247 | | 8692 | | 8655 | | |
| RACK HIGH | | | 8262 | | 8658 | | 8692 | | 9202 | | |
| BRANDED LOW | | | 7951 | | 8446 | | | | 8941 | | |
| UNBRANDED LOW | | | 7690 | | 8247 | | 8692 | | 8555 | | |
| RACK AVERAGE | | | 7963 | | 8466 | | 8692 | | 8948 | | |
| BRANDED AVERAGE | | | 8125 | | 8554 | | | | 9115 | | |
| UNBRANDED AVERAGE | | | 7842 | | 8334 | | 8692 | | 8822 | | |

This analysis and quality control is what sets AXXIS apart from the competition. Sandy and the team survey the incoming data and determine any omissions, pricing errors and/or data that is out of tolerance ranges. We then quickly research, scrub and source additional data to provide highly accurate daily prices.

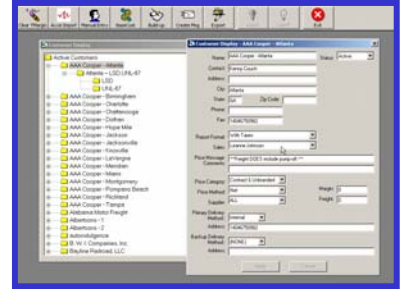
We also continually monitor the market, pull prices and provide midday price changes. Sandy and the team also insure that this commitment of providing the highest quality pricing data is carried over to the Price History reporting database which has over 5 years of archived daily price history for all of our 370+ rack cities and over 120 plus refined petroleum products.

If you would like more information on Price Services or Price History, please contact Art King at 651-644-8280 Ext:33.

Product Spotlight - PriceRite

The AXXIS PriceRite Application is the latest addition to the AXXIS Fuel Supply Chain software suite. It was designed to work in conjunction with Price Management to automate the daily workflow of price build-up and message delivery for the wholesale marketer, for fuel products scheduled to be sold on a specified day.

PriceRite eliminates the daily process of entering data manually into a spreadsheet to calculate price buildup. It also streamlines the communications process by eliminating the need to manually fax prices.



It will import the prices from the AXXIS Price Management system and create Market Areas based on your defined Terminal Grouping and automate price messaging.

There are two general methods of price build-up. The first is Base Cost, which allows the marketer to select a price based on the product and Market place, then add a margin for each customer. The second pricing method is to select a Pricing Category (branded, unbranded, ..), then select the Market area and product for each customer and location.

If you would like more information or would like to see a web demo of PriceRite, please contact Art King @ 651-644-8280 Ext:33 or email aking@axxispetro.com.

Industry Trends – Supplier Price Notification

One of the fastest moving trends in the industry today is the change in how suppliers are providing prices to their customers. In the past pricing was primarily fed to customers via satellite. To cut costs and leverage the widespread use of the Internet, many suppliers are changing the pricing notification process. More and more suppliers are moving their pricing notification away from our competition and instead are providing prices direct from their website, and/or our Internet based messaging solution – NotifyRite. This allows them to cut costs, and streamline the process. Unfortunately, this tends to create extra work for the customer or buyer as they now have to “pull” prices from multiple websites rather than receiving prices automatically. AXXIS is working directly with the suppliers to streamline the “pull” process for customers using the Price Management Communication module & scheduler.

If you would like more information on how we can help, please contact Rich Lisauskas @ 651-644-8280 Ext:32.