

Behind the Scenes

This column is a newly added monthly feature that 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 Cindy Kennedy.

Cindy Kennedy is an experienced veteran of the petroleum industry. Prior to joining AXXIS Petroleum in 1997, Cindy worked for Computer Petroleum Corp (CPC). Cindy is the Product Manager for Price Management software and communication module, the core of the AXXIS Fuel Supply Chain Management software suite. In her role as Product Manager, Cindy is responsible for overseeing all support, development and product direction elements for Price Management. "Our latest version of Price Management provides many of the features our customers are looking for", said Cindy. "Our customers who have already upgraded to Version 4.5 are very happy with the new easier to use design and the ability to group terminals for inquiry and reporting purposes." "One added benefit of the new design is that the administrative function can now be separated and secured so that you can have reporting only users".

The screenshot shows the 'Criteria' selection screen with various dropdown menus for Price, SuperFund, Origin Type, Origin, Product, Effective, and Products in Group. Below the criteria is a table with 7 records showing rack prices for various terminals.

Supplier	Terminal	Effective	UNL-07	RID-09	PRR-01	PRR-02
EXXONOB B	Harrisburg	6/17/2003 00:01	1.0215	1.0465		
EXXONOB B	HighgatePP	6/17/2003 00:01	1.0215	1.0665		
EXXONOB B	LancasterB	6/17/2003 00:01	1.0215	1.0665		
EXXONOB B	MechanicsPP	6/17/2003 00:01	1.0215	1.0665		
EXXONOB B	BaltimoreSH	6/17/2003 00:01	1.0235	1.0435		
EXXONOB B	Northbrid	6/17/2003 00:01	1.0315	1.0765		
EXXONOB B	SlackcovePP	6/17/2003 00:01	1.0425	1.0885		

Price Management automates the capture of daily rack prices by marketers and other buyers in support of their "Best Buy" decision making. Using Price Management, buyers can calculate gross, net, and "laid-in" or delivered prices and compare them directly, insuring that their daily choice of supplier and pickup location results in the best possible price. You can also export prices to various accounting packages.

With the recent release of Price Management 4.5, AXXIS is offering a special limited time upgrade program for users of older versions of the product. Please contact Art King at 651-644-8280 Ext:33 for information on pricing and availability.

Product Spotlight - Dispatch Rite

The AXXIS Dispatch Rite 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 for determining the best price, on a truckload-by-truckload basis, for fuel products scheduled to be purchased on a specified day.

Price Management captures, processes and forwards all the gross and net prices to Dispatch Rite to calculate truckload prices. Other necessary data, including freight and tax information, and information about stores and carriers is managed within Dispatch Rite. The application will produce and automatically deliver daily dispatch information to designated carriers and other reports to company management via fax or email.

Watch for an upcoming Imperial Oil Dispatch Rite success story. If you would like more information on Dispatch Rite, please contact Art King @ 651-644-8280 Ext:33

Industry Trends - Ethanol

In our last newsletter we announced that we are now providing Ethanol Price services. This was in response to your requests, as well as, a rapidly growing trend towards ethanol blends.

"U. S. consumers use more than 18 billion gallons of high performance, cleaner burning ethanol blended gasoline each year."

- American Coalition for Ethanol

The trend towards increased Ethanol consumption is being fueled by a combination of economic, legislative, energy conservation, and environmental issues.

In response to this trend, AXXIS is now offering the Ethanol "Cornbelt" Price Services package. This package provides daily pricing and weekly averages for Ethanol at over 80 rack cities throughout the Midwest Cornbelt. We also participated in the 16th Annual ACE Meeting & Ethanol Conference in Sioux Falls to keep abreast of the ever changing conditions in the marketplace.

Please contact us @ 651-644-8280 Ext:33 , if you are interested in adding this service to your existing service.