



“Lowering Fleet Operating Costs”

It is the constant focus of day to day operations at Castle Fuels. We work with our customers to find new and creative ways to achieve lower operating costs.

We cannot claim to have control over the commodity prices for fuel and lubricants but we can influence the total fleet operating cost in many ways. Our customers save through one or more of the following methods:

1. Our experienced “local” dispatchers help **lower delivery costs** for fuel and lubricants (while maintaining the highest service level in the industry).
2. A **superior network of cardlock locations** and lubricant warehouses save customer’s time and money.
3. **Wireless tank monitors** for customer tanks ensure no “run outs” and efficient deliveries.
4. Knowledgeable staff and support persons help customers design **custom lubricant programs** to maximize savings through bulk equipment programs, extended drain intervals and many problem-solving specialty products.
5. Customers can receive **lubricant training** and ongoing survey and analytical support.
6. We **negotiate special purchases** on behalf of customers, using our leverage and contacts to find the best deals on products and equipment.
7. We **de-mystify the fuel and lubricant price** structures and help customers become expert at purchasing these products.
8. **Payment terms are customized** to fit the customer’s circumstances and to provide the best value and most flexibility.
9. In some cases, we are able to offer **market hedging** in the form of “futures contracts” resulting in fixed or collared pricing for the contract term.

If you would like to discuss your fleet operating costs, we would appreciate the opportunity to present some potential cost-saving strategies. You may contact us at:

Kamloops Office: 1-877-372-5035

Salmon Arm Office: 1-866-558-0558

Castle Fuels Website: www.castlefuels.ca