



Control Systems International®



When one major oil company merged with another in 2001, this new company became the second largest oil company in the United States and the fourth largest in the world. This oil company now produces 2.7 million barrels of refined product each day utilizing 22 refineries worldwide.*

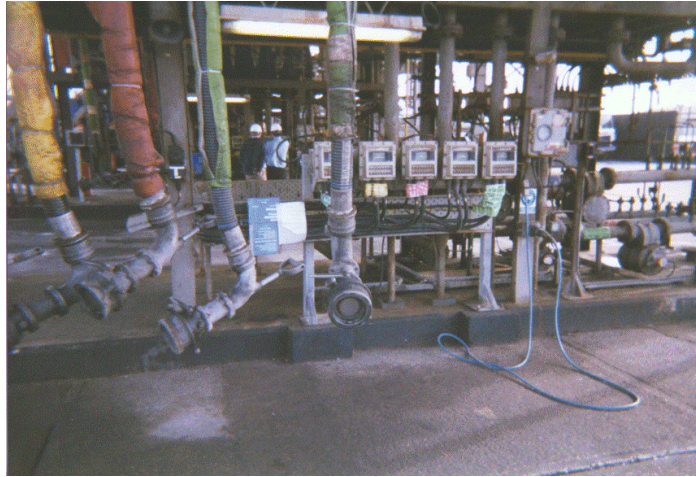
In the United States alone, this oil company's downstream subsidiary dispenses refined products from 38 proprietary terminals spanning the country from California to Florida and including Alaska and Hawaii.

As the oil company and its subsidiaries grew, it faced several new challenges. The management wanted to integrate all the terminals' business data into one central system which could also communicate with its SAP® back office system. Management also wanted to install new fuel terminal automation systems in its 38 U.S. terminals but keep the existing PLC and I/O hardware. Another requirement was that the company installing the new system have a successful track record in worldwide petroleum terminal automation and a 24/7 support staff.

*After an extensive investigation of terminal automation systems, the oil company's management judged **Control Systems International, Inc.'s (CSI) FUEL-FACS+** supply chain and information automation system as the application that best met all of its requirements. CSI could also demonstrate worldwide terminal automation success over its 35-year history while providing 24/7 support for its FUEL-FACS+ product.*

Project Profile: Major Oil Company

FUEL-FACS+® Automates a U.S. Enterprise



When fully installed, FUEL-FACS+ will monitor and control product movement, storage, inventory, and dispensing for each of the oil company's 38 U.S. terminals and two California labs. It will also manage the business transactions among suppliers, customers, exchangers, and carriers.

Since FUEL-FACS+ is an open system able to support a wide range of hardware, CSI did not need to replace existing programmable logic controllers (PLCs) or I/O subsystems during installation anywhere in the U.S. FUEL-FACS+ also supports the oil company's existing driver entry terminals and card readers creating a substantial cost savings for them because no new hardware was required and no field wiring needed to be changed for the FUEL-FACS+ installations. FUEL-FACS+ operates on Windows NT or 2000 which offers even more open connectivity to third-party software.

FUEL-FACS+ keeps track of all customers, suppliers, allocations, exchange agreements, and credit. It tracks every drop of product coming in, transferred, stored, and dispensed, and it provides all of this data at the terminal level as well as the corporate level.

FUEL-FACS+ will also interface with the company's SAP enterprise resource planning system allowing for efficient and accurate invoicing and accounting management.

* This major oil company chooses not to release its name, at this time for security reasons.

By utilizing the highly adaptable and powerful FUEL-FACS⁺ terminal supply chain and information automation system, the oil company was able to realize substantial savings in development time, installation time, and hardware and materials costs.

The oil company maintains 38 fuel distribution terminals between the West and East Coasts, and in Alaska and Hawaii. The terminals have between two and ten truck loading bays each. The terminals dispense refined products including diesel, jet fuel, and 85 through 93 octane gasoline. FUEL-FACS⁺ monitors and controls the injectors for additives and blending ethanol with gasoline.

Control and Accounting

At the terminal level, FUEL-FACS⁺ monitors and controls gate security, driver entry terminals, loading permissives (such as proper grounding and vapor recovery hookup before loading), and bill of lading generation after loading. It also tracks all terminal business data, including product receipt, product transfers, product storage, and product dispensed.

FUEL-FACS⁺ will provide the appropriate reports at each terminal, such as tank inventory, customer lifting, and end of day reports. It also provides trending reports and alarms.

In the future, the oil company's terminal databases can be replicated to the FUEL-FACS⁺ Central Business System (CBS) with guaranteed data delivery. Using Crystal Reports[®], the oil company's personnel could generate terminal-specific or enterprise-wide custom reports by accessing the centralized databases on the CBS.

By installing the CBS in the oil company's headquarters, management could use FUEL-FACS⁺ to monitor and archive in real time the operations at all of its 40 sites. This would allow the company to streamline its billing process and accurately account for inventory nationwide.

FUEL-FACS⁺ increases the oil company's terminal efficiencies throughout the U.S. helping to keep it highly competitive in the ever-changing petroleum distribution landscape.



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