

## F & F Oil leverages technology innovation to meet industry compliance and company growth

F & F Oil is a Midwest-based wholesaler of renewable fuels, headquartered in Lincoln, Nebraska. With over 45 years experience in the petroleum industry, 25 years experience as a wholesaler of top-off loads of ethanol, F & F Oil has leveraged its vast level of experience and Midwestern approach to building and maintaining customer relationships to succeed in a volatile and competitive industry. Today F & F Oil does business as Crandall Wholesale Fuels, Trop Fuels, and Midwest Ethanol, selling ethanol via almost a dozen terminals across the Midwest.

Industry regulations create compliance challenges for wholesale petroleum market.

With the advent of the Renewable Fuel Standard (RFS) program in 2007 created the need for wholesale distributors and producers of renewable fuels to dedicate resources to ensure their compliance with this program.

The RFS program was established by the EPA to monitor and manage the amount of renewable fuels produced or imported in the US. A unique 38-digit number, called a RIN (Renewable Identification Number), was created as part of the RFS program. A RIN is required and must be assigned to every gallon of renewable fuel manufactured or introduced into the US marketplace by producers or importers. Significant fines can be assessed daily for non-compliance with the RFS program, up to \$32,500.

Many companies have had to modify their accounting systems to generate the transfer documentation, and provide for the recordkeeping requirements under the regulations. One of the biggest challenges, as a result, is the management of RINs via conventional accounting practices. A RIN is subdivided throughout the distribution or transfer process of renewable fuel, and must be accurate and validate each time to ensure a successful transaction.

Best-of-breed technology innovation and collaboration provides an all-encompassing solution.

F & F Oil has been utilizing one of the industry's leading back-office and enterprise accounting solutions – COMPAS from AIMS, Inc. Significant gains in efficiency and accuracy have been recognized by F & F Oil through the implementation of an electronic BOL import, automated tax-deferent and reporting, and customer EFT receipts collection offered in COMPAS.

With the new challenges and recordkeeping required by the RFS for the selling of renewable fuels, F & F Oil needed to find a RIN management solution that would integrate with COMPAS enabling them to be compliant, while controlling operational cost and continue company growth. RINsource, from Guru Alliance, has provided all the features and capabilities required by F & F Oil to meet the RFS regulations with acquiring, validating and transferring RINs.

RINsource is a comprehensive industry compliant secure web-based platform that enables all registered producers, importers, and obligated parties to manage the acquisition and distribution, record-keeping and reporting of RINs, while complying with industry regulations set by the EPA.

COMPAS and RINsource leverage of technology innovation and latest Microsoft technologies has enabled a seamless integration of these industry solutions providing F & F Oil a complete back-office and RIN management solution, significantly reducing the administrative cost per gallon of renewable fuel sold.

“As a wholesaler of renewable fuels, it is important that we comply with industry regulations, and deliver accurate and timely information associated with every transaction. RINsource has enabled us to improve the acquisition and management of our RINs, while reducing operational cost associated with each transaction of the renewable fuels, ensuring we comply with EPA regulations.”

*Mike Foster, President, F & F Oil*

#### About RINsource

RINsource is a comprehensive secure web-based platform that enables all registered producers, importers, and obligated parties to manage the acquisition and distribution, record-keeping and reporting of RINs, while complying with industry regulations set by the Environmental Protection Agency (EPA).

RINsource provides companies with an easy, user-friendly way to facilitate and manage RINs transactions, and confidence that each transaction is accurate and compliant. RINsource offers several comprehensive features and functions, including the following:

- Automated acquisition / distribution of RINs PTD's
- Effortlessly correct invalid transactions
- Automated "Recall" functionality
- Electronic RFS compliance reports
- Performs extensive RINs sequence validation
- Automatically suspends RINs sequences until cleared
- Automatically separates RINs sequences
- Individually track all RIN activity
- Reconcile with weekly / monthly RINs summaries
- 24/7 secure internet access
- Standard / ad-hoc reporting
- Secure, distributed access by employees / authorized trading partners

#### About Guru Alliance

Guru Alliance is a Midwest-based, multi-national software development and outsource solutions provider for the Petroleum industry. We assist companies in the wholesale petroleum industry with meeting regulatory compliance, improving operational efficiencies and most importantly increase revenues, through technology innovation.

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