



Mansfield Oil Co.

Empowering Clients and Suppliers

Mansfield is an established leader in the petroleum marketing, fuel supply, and convenience store industries. We got our start in 1957 and have enjoyed double digit growth for three decades.

Today, Mansfield annually delivers more than 2 billion gallons of fuel to thousands of clients in 49 states. Our customers are utilities, fleets, retailers, convenience stores and government agencies that demand the best value from a reliable fuel supplier and a strong return on investment from their fuel systems.

But that's just the beginning.

We focus on optimizing and controlling fuel-related costs with local service, nationwide. We have built our business by empowering relationships with both suppliers and clients. We partner with major integrated oil companies and independent merchant refiners to maximize their returns while ensuring supply security for our clients. Our commitment to defining service, integrity and best practices for superior fuel management makes us stand out from the crowd of regional fuel suppliers and local operators. We appreciate the trust and support of the many relationships that have been the foundation of our current success and upon which we plan to build even stronger solutions.

Bettering the Fuel Business

Mansfield was one of the first in the petroleum industry to help its clients optimize their petroleum supply chain. We create a profile of each of our client's sites based on fuel usage patterns and other strategic objec-

Mansfield Oil addresses the entire fuel management lifecycle so companies can maximize the value of every dollar they spend on fuel.

tives. Using technology and data aggregation, we supply fuel and site management services on behalf of all our clients, optimizing thousands of sites by leveraging the collective opportunity across all locations.

How We Help

Our value proposition is simple — better fuel distri-



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Mansfield Oil Company

bution. The way we do it is straightforward and succeeds for thousands of clients. We listen to your needs and design a custom, flexible fuel management solution that includes only the components you need, like:

- Benchmarking your current fuel demands enterprise wide
- Right-sizing your deliveries, inventory and sourcing options
- Minimizing risk through better site performance, emergency back-up supply, and environmental compliance monitoring
- Supplying bulk fuel at optimal prices according to your current contracts and the spot market
- Matching your site management needs with optimal repair and maintenance resources
- Putting technology in place that's integrated with your back office so you can streamline and automate the procurement to pay process and improve financial controls

A Single Solution for Multi-site Situations

From energy utilities to oil rigs, from quarries to transportation companies and retailers, we have the infrastructure and the operational intelligence to deliver. Our vision is to be the next generation downstream oil company and a true partner to our customers and suppliers alike. So let us know how we can help you with your business.

Statistics

- Founded: 1957
- Employees: 285
- 2008 revenue: \$4.6 billion
- Growth: Double digit growth for 30 years
- Service areas: End-to-end fuel supply, fuel logistics, fuel systems, and fuel retail site management
- National reach: Operates from 900 fuel supply points in 49 states
- Contact: 1-678-450-2119 or better@mansfieldoil.com