

CASE STUDY

Foster Fuels Streamlines Fleet Operations and Boosts Shop Productivity with Collective Data



COLLECTIVE DATA



ABOUT FOSTER FUELS

Foster Fuels is a wholesale fuel delivery service company based in Brookneal, Virginia, delivering everything from heating oil and propane to jet fuel and potable water. The company also provides critical fuel support for critical facilities and emergencies, including hurricanes, floods, fires, and scheduled power shutdowns for facilities running on generator backup. With assets spread across multiple locations around the U.S., Foster Fuels depends on a well-organized shop operation to keep its delivery fleet running and its customers supported.

THE CHALLENGE

Before adopting Collective Data, Foster Fuels was using an older fleet management system that was slow, difficult to navigate, and not intuitive for the team. Creating work orders was a painful, time-consuming process, and the lack of accessible documentation was a serious liability for an operation where regulatory compliance and legal defensibility depend on thorough maintenance records.

THE SOLUTION

Foster Fuels implemented Collective Data to bring structure, speed, and accuracy to its shop operations. The platform streamlined the entire workflow, from work order creation and technician assignment to parts management, repair documentation, and reporting. Technicians quickly adopted the system and began managing their own work orders through the technician view, reducing the administrative burden on shop management.

Parts minimums and maximums are established in the system to keep the right stock on the shelf and prevent money from sitting in unused inventory. Reporting gives Foster Fuels a clear picture of shop value, tracking repair costs, labor hours, and parts usage to show upper management not just what was spent, but what was saved by keeping repairs in-house.

The platform also captures all required documentation for each asset, including state inspections, federal inspections, and the annual and five-year fuel tank inspections required in the fuel delivery industry. Since go-live, Foster Fuels has processed over 2,500 work orders and increased shop workload by 38%, with fewer staff.

Industry

Fuel Delivery / Transportation

Assets Managed

480+ assets



“Our shop output is up 38% from this time last year, and we actually have fewer people. Collective Data has really streamlined our entire shop operation, from the creation of a work order to getting vehicles out the door. The guys enjoy using it, which means they use it, and that takes a burden off of my back. It’s pretty easy to learn, the layout is great, and Collective Data’s team is very responsive. That alone is a bonus for anybody.”

Chris Bettez

Shop Manager, Foster Fuels

Solution Features

- Work order creation and management
- Technician view and task assignment
- Parts inventory management with min/max controls
- Maintenance and compliance documentation
- Regulatory inspection tracking
- Custom reporting and labor cost capture
- GPS integration (Samsara)
- Multi-location asset management



COLLECTIVE DATA

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