

**Dead River Company Selects FuelQuest for Fuel Management and Tax Compliance**  
*New England Petroleum Distributor to Automate Fuel Supply Chain and Excise Tax Compliance*

**HOUSTON – January 13, 2010** -- [FuelQuest](#), Inc., the leading on-demand software and services company for the global downstream energy industry, announced today that [Dead River Company](#) has entered into a five-year agreement with FuelQuest for the use of their [Fuel Management System](#) (FMS) and [Zytax Compliance Solution](#). Dead River, the largest distributor of petroleum products to residential and commercial customers in Northern New England, will deploy FMS to optimize retail and commercial fuel inventory, decrease operational expenses, and reduce the costs of procuring and managing their purchases of petroleum products. Dead River will deploy the Zytax compliance solution to automate their state fuel tax filing processes, enabling them to efficiently meet the requirements of the jurisdictions in which they operate.

“As a bulk distillate company, we needed a solution that addressed all of our business needs - not just our fuel retail needs,” said Dick Roderick, senior vice president, Dead River Company. “FuelQuest is that solution. It will address the needs of our entire supply chain, automating all of our processes, including tax compliance, allowing us to focus on our customers and their energy requirements.”

Leveraging FuelQuest’s on-demand software solutions, Dead River will be able to:

- Maintain accurate inventory management with demand forecasting
- Minimize the cost of procuring spot quotes without jeopardizing contractual allocations
- Accurately reconcile supplier invoices, reducing the incidences of billing errors
- Monitor daily and cumulative inventory variance in bulk terminals for improved inventory control
- Decrease the number of unplanned split loads, retains and run-outs
- Enhance compliance accuracy and efficiency and mitigate risk.

“FuelQuest is pleased to add an established and well respected leader like Dead River to our expanding Northeastern client base,” said [Matt Tormollen](#), president and CEO of FuelQuest, Inc. “Our collaboration with Dead River further validates our solution fit to diversified distributors and broadens our solution coverage for bulk inventory management across multiple products including heating oil and propane.”

FuelQuest’s Fuel Management System (FMS) is the most comprehensive, end-to-end supply chain solution focused on reducing the cost of procuring, managing and accounting for bulk fuel. FMS powers the largest fuel management network in North America with more than 15 billion gallons managed annually. The Zytax compliance solution is used by more than 600 customers to automate accurate reporting and payment to the appropriate state and federal jurisdictions, and processes over \$65 billion in excise motor fuel taxes annually.

#### **About Dead River**

Dead River Company is one of the largest distributors of petroleum products in Northern New England. Its offerings include a variety of petroleum products on both the wholesale and retail levels, including home heating oil, kerosene, diesel fuel, propane and gasoline. In addition, its professionals provide 24-hour burner service and heating equipment installations. Dead River Company offers an array of services and payment options, including credit privileges, budget plans, automatic delivery, [service plans](#), and [price protection plans](#). Dead River Company also owns and operates a number of [convenience stores](#) located throughout Maine, many of which are equipped with fast food and delicatessen facilities. The Dead River family of companies continues to grow throughout Northern New England with offices in Maine, New Hampshire, and Vermont. Find out more online at [www.deadriv.com](#).

#### **About FuelQuest**

FuelQuest, Inc. provides on-demand, web-based fuel supply chain management and tax automation software and services for fuel suppliers, distributors and buyers in global downstream energy. FuelQuest’s Fuel Management System (FMS) automates all aspects of the fuel management process from procurement, inventory management, demand forecasting, strategic sourcing and financial reconciliation to margin analysis and environmental compliance monitoring. The FMS solution powers the largest fuel management network in North America with more than 15 billion gallons managed annually. Zytax supplies strategic software automation solutions for indirect tax determination and excise motor fuels compliance for the energy industry.



Five Greenway Plaza, Suite 1310  
Houston, TX 77046  
phone 713 222 5700  
fax 713 808 6220  
[www.fuelquest.com](http://www.fuelquest.com)

Zytax processes billions of dollars of motor fuel excise taxes per year. Find out more online at [www.fuelquest.com](http://www.fuelquest.com).

**Media Inquiries:**

Allison McNulty  
FuelQuest, Inc.  
(713) 222-5742  
[amcnulty@fuelquest.com](mailto:amcnulty@fuelquest.com)