Standing by our customers:

How WEX partnered with FL Transport through judicial recovery

FL TRANSPORT

TRANSPORT & LOGISTIQUE





About the customer

FL Transport is a transportation company with a fleet of 60 trucks with 70 dedicated employees. Managing 120,000 liters of diesel consumption, FL Transport has weathered significant challenges while maintaining their commitment to reliable logistics services.

Their story shows the power of partnership during both prosperous times and periods of adversity.

60
Trucks

70
Employees

120,000
Liters of diesel consumption

What did FL Transport need during the most challenging time in its history?

FL Transport faced one of the most challenging periods any business can encounter - judicial recovery. This financial restructuring process threatened not only their operational stability but their survival as a company.

During this critical time, FL Transport needed more than just fuel supply; they needed a partner who would stand by them when the future was uncertain.

The pressure of managing fuel costs became even more critical during the recovery process. Every decision had to be strategic, every expense scrutinized, and every partnership evaluated for its long-term value.

Many suppliers might have walked away during such uncertain times.





How did WEX support FL Transport?

WEX demonstrated what true partnership means. Rather than stepping back, WEX stepped up to provide comprehensive support through Account Manager, Jean-Marie Benedet. This wasn't just about maintaining fuel supply - it was about actively participating in FL Transport's recovery journey.

WEX's approach included strategic guidance on fuel management, and helping FL Transport make cost-effective decisions that were crucial for their survival. The partnership involved negotiating rebates, directing the team to the most cost-effective fuel stations, and providing the kind of ongoing support that transformed what could have been just another supplier relationship into a genuine business partnership.

The benefits of genuine partnership

FL Transport has not only survived their judicial recovery but emerged stronger, now consuming 120,000 liters of diesel - a testament to their successful recovery and growth.

- **Strategic cost management:** Expert guidance on fuel purchasing decisions helped FL Transport optimise their spending during the most critical period.
- **Operational continuity:** Uninterrupted fuel supply and support kept FL Transport's operations running when efficiency was essential for survival.
- **Growth foundation:** The partnership provided the stability needed for FL Transport to focus on recovery and eventual expansion.

FL Transport's journey with WEX embodies our core value of relationships - building connections that weather challenges and celebrate successes together. This isn't just about fuel supply; it's about being there when our customers need us most, adapting to their circumstances, and growing together through every phase of their business journey.

Outcomes

Successful recovery: from judicial recovery to 120,000 liters of diesel consumption

16+ years of relationship spanning two business phases

Expert guidance during critical business decisions

Uninterrupted service during challenging recovery period

If you could share one message with someone considering WEX, **what would it be?**



"When we went through judicial recovery, WEX didn't walk away; they stood by us. We've been with them since 2009, and they've always been more than just a fuel provider. During that difficult period, WEX stayed by our side, through our Account Manager, Jean-Marie Benedet, helping us make smart choices from negotiating rebates to guiding us toward the most cost-effective stations. At a time when efficiency was critical to our survival, WEX helped us keep the business running. They weren't just a supplier, they were a real partner in our recovery."

FL Transport

Want to learn more about WEX and how you can save time and money for your business?

Get in touch with a WEX representative today.

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