

ESSO/Landscape Ontario Fuel Program

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Esso Business and Fleet Card Programs

- **Overview of Card Programs**
 - Online Account Management
 - Control
 - Savings
 - Convenience
- **Card Programs Comparison**
 - The Esso Business Card Program and Reporting
 - The Esso Fleet Card TigerPro Program and Reporting
 - The Esso Fleet Card TigerPro Plus Program and Reporting
- **Loyalty Programs**
- **Speedpass™**



Esso Business and Fleet Card Programs

**Saving money and working smarter are the keys to success and
The Esso Business and Fleet Cards help you do both**



Online Account Maintenance	Save time and manage your account anytime with a few easy clicks
Control	Create and monitor the restrictions that work best for your business
Savings	Valuable fuel discounts with no annual fees or set up charges
Convenience	Accepted at 1,850 stations in Canada, with customer service available 24/7

Esso Business and Fleet Card Programs: Online Account Management

Manage your entire account online with just a few easy clicks

- Enjoy the ease of making changes anytime to cards, vehicles, drivers, and authorization controls
- View available credit
- Retrieve invoices and reports at your convenience
- Make payments quickly and easily
 - Online at essofleetonline.com
 - Through your financial institution
 - By telephone



Esso Business and Fleet Card Programs: Control

Control everything about your drivers' card purchases, by group or individual card

- **Product Restrictions**

- *Unrestricted: any product or service*
- *Restricted: fuel, oil, top-up fluids and car washes only*

- **Card Control Options**

- *Set authorization controls by individual card or by group*
- *Establish how much a driver can buy, how often, and when*
- *Limit daily dollar amounts, number of transactions per day, dollars per transaction, and times of day / days of week*

- **Detailed Reporting**

- *Comprehensive, detailed product and summary reports, all available online*

- **Prompts at the Pump for Additional Security**

- *Driver ID (PIN)*
- *Optional odometer reading*



Esso Business and Fleet Card Programs: Savings

Save on fuel costs with valuable discounts and better control

- Valuable discounts based on volume
- No annual fees or set up charges
- Established controls and detailed tracking and reporting help prevent fraud and misuse
- Prompts for driver ID (PIN) and odometer readings also help prevent fraud
- Online account management and reporting saves time and paperwork



Esso Business and Fleet Card Programs: Convenience

Ultimate convenience for you and your drivers

- **Online Self Service**

- Available anytime for viewing reports, making changes, or paying your invoice
- Make changes to cards, drivers, and authorization controls
- Retrieve invoices and reports at your convenience

- **Exceptional Toll-Free Customer Service**

- Reach a live person 24 hours a day, 7 days a week to help with any questions or needs

- **1,850 Esso locations welcome your drivers and provide a broad range of products and services to meet their needs**

- Large car wash network
- Tim Hortons restaurants
- On the Run convenience stores
- The Esso card is also accepted at all Exxon and Mobil stations in the U.S.

- **Online Esso site locator: www.essostations.com**

- Enter a town, city, or postal code and get a list of the closest sites
- List includes full details of address and services provided



Card Programs: Comparison

No matter how large or small your business, there is an Esso Card Program to meet your needs



Powerful Features	Business Card Program	Fleet Card TigerPro Program	Fleet Card TigerPro Plus Program
Volume Fuel Discounts	✓	✓	✓
Restricted & Unrestricted Card Options	✓	✓	✓
Detailed Statements	✓	✓	✓
Online Payment	✓	✓	✓
Online Reporting	✓	✓	✓
Online Purchase Controls	✓	✓	✓
Driver ID Security	✓	✓	✓
Purchase Activity and Summary Reports		✓	✓
Weekly Billing Option		✓	✓
Odometer Reading			✓
Exception Reporting			✓

The Esso Business Card Program



Ideal for businesses that want simple reporting

- **The Esso Business Card Program Offers**

- *Driver ID (PIN)*
- *Product Restrictions*
- *Simple, easy to read reporting that shows when, where, and how much was purchased on the cards, plus totals by card or by vehicle*



The Esso Business Card Program: Reporting

Imperial Oil Esso L'Impériale **ESSO BUSINESS CARD CARTE D'AFFAIRES ESSO** **INVOICE/FACTURE**

INVOICE NUMBER / NUMÉRO DE FACTURE: 12345678
JOHN DOE 11

4 CUSTOMER NUMBER / NUMÉRO DE CLIENT 123456	3 CREDIT LIMIT / LIMITE DE CRÉDIT 1500,00	2 TERMS / CONDITIONS 30 Days/Jours	CYCLE DAYS / CYCLE DE FACTURATION (JOURS) 30	BILLING DATE / DATE DE FACTURATION 2011-07-08	1 PAYMENT DUE DATE / DATE LIMITE DE PAIEMENT 2011-08-07	PAYMENT DUE / PAIEMENT DÙ 294,80
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CARD / CARTE	LOCATION / EMPLACEMENT	DATE (YY-MM-DD) / DATE (AAAA-MM-JJ)	TIME HEURE	TICKET / BORDEREAU	TRANSACTION COST / COÛT DE TRANSACTION		AMOUNT / MONTANT
					PRODUCT LITRES / PRODUIT LITRES	COST/LITRES / COÛT / LITRE	
PAIEMENT - MERCI							298,64CR
1234567891	ADDRESS	2011-06-27	07:11	11111	ORD 42.3	1,239	52,43
	ADDRESS	2011-06-08	16:18	22222	ORD 57.2	1,239	70,88
	ADDRESS	2011-06-16	16:38	33333	ORD 45.2	1,367	61,78
	ADDRESS	2011-06-29	11:41	44444	ORD 55.1	1,190	66,55
							250,64
1234567891	ADDRESS	2011-06-30	13:14	55555	ORD 39.5		47,00
							47,00

PURCHASES, RETURNS AND PAYMENTS MADE JUST PRIOR TO BILLING DATE MAY NOT APPEAR UNTIL NEXT MONTH'S INVOICE STATEMENT
LES ACHATS, RETOURS ET PAIEMENTS EFFECTUÉS PEU DE TEMPS AVANT LA DATE DE FACTURATION SONT SUSCEPTIBLES DE FIGURER SUR LE RELEVÉ DU MOIS SUIVANT

YTD BILLED PURCHASES / ACHATS FACTURES ACI 1704,27	PREVIOUS BALANCE / SOLDE PRÉCÉDENT 298,64	(-)PAYMENTS / (-)PAIEMENT 298,64	(-)FUEL DISC / (-)REMISE CARB 2,84	(-)LATE FEE / (-)FRAIS DE RETARD 0,00	(+)NEW PURCHASES / (+)NOUVEAUX ACHATS 294,80	(+)ADJUSTMENTS / (+)AJUSTEMENTS 0,00	(-)NEW BALANCE / (-)NOUVEAU SOLDE 294,80
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The Late Fee is determined by applying a daily rate of 0,05%
Les frais de retard sont calculés à partir d'un taux quotidien de 0,05%

Which is an EFFECTIVE ANNUAL RATE of 19,6%
Ce qui correspond à un TAUX ANNUEL EFFECTIF de 19,6%

The Average Daily Balance Subject to Late Fees for the period is 0,00
Le solde moyen quotidien assujéti aux frais de retard pour la période est de 0,00

For account information or to report a lost or stolen card, call: 1 888 662-4510
Pour des renseignements sur votre compte, ou pour signaler une carte perdue ou volée, veuillez appeler au : 1 888 662-4510

For address changes, fax request and account number to: 1-800-395-0809
Pour les changements d'adresse, faxez la demande et le numéro de compte au : 1-800-395-0809

MEMO GST	MEMO HST	MEMO QST
11,11	0,00	22,22

IMPERIAL OIL TAX ID NUMBERS / NUMÉROS D'INSCRIPTION AUX FINS DE TAXE - L'IMPÉRIALE
IOL GST/TPS - CPIL : R121461107
IOL GST/TVQ - CPIL : 1015506284

INCLUDE BOTTOM PORTION WITH YOUR PAYMENT./JOINDRE LA PARTIE INFÉRIEURE DE LA FACTURE À VOTRE PAIEMENT.

Imperial Oil Esso L'Impériale **ESSO BUSINESS CARD CARTE D'AFFAIRES ESSO**

Use enclosed return envelope or mail payment to:
Utilisez l'enveloppe de retour ci-jointe ou postez votre paiement à l'adresse:
IMPERIAL OIL
PO BOX 1700 / CP 1700
Don Mills, ON
M3C 4J4

Payable at most Canadian financial institutions. Make cheque payable to Imperial Oil.
Payable dans la plupart des institutions financières canadiennes. Faire le chèque à l'ordre de la Pétrolière Impériale.

CUSTOMER NUMBER / NUMÉRO DE CLIENT	123456
INVOICE NUMBER / NUMÉRO DE FACTURE	12345678
CLOSING DATE / DATE DE FERMETURE	2011-07-08
NEW BALANCE / NOUVEAU SOLDE	294,80
AMOUNT PAID / MONTANT VERSÉ	
PAYMENT DUE / MONTANT DÙ	2011-08-07

JOHN DOE
ADDRESS
ADDRESS

PAYMENTS RECEIVED AFTER THIS DATE SUBJECT TO LATE FEES
LES PAIEMENTS REÇUS APRÈS CETTE DATE SÉRONT ASSUJÉTI À DES FRAIS DE RETARD

IOL-025.7/11

- 1** Payment Due Date
- 2** Payment Terms
- 3** Esso Location
- 4** Credit Card Number
- 5** Balance Due
- 6** Account Adjustments
- 7** New Purchases
- 8** Late Fee
- 9** Applicable Discounts
- 10** YTD Purchases



The Esso Fleet Card TigerPro Program



Ideal for businesses that need more thorough reporting

- **The Esso Fleet Card TigerPro Program Offers**

- *Driver ID*

- *Product Restrictions*

- Restricted: fuel, motor oil, top up fluids, and car washes only
 - Unrestricted: any product or service with a maximum of \$75 on convenience store items

- *Purchase Restrictions*

- Set limits for how much drivers can buy, how often and when
 - Define maximum limits on purchases



The Esso Fleet Card TigerPro Program

- *Simple, easy to read reporting that shows when, where, and how much was purchased on the cards, plus totals by card or by vehicle*
- *Enhanced reporting that also includes discounts, year to date summary, and date and time for purchases*
- *Separate activity reports available by division, department, or cost centre*



The Esso Fleet Card TigerPro Program: Reporting

Imperial Oil



CLOSING DATE: 2011-01-13
 TERMS: 30 DAYS
 CUSTOMER NUMBER: 12345
 CUSTOMER NAME: XYZ COMPANY
 DELIVER TO:
 JOHN SAMPLE
 XYZ COMPANY
 123 ANYSTREET
 POINTE-CLAIRE QC 111 222

Customer Summary

FLEET	DATE		GST/HST MEMO	LITRES	FUEL \$	SERVICE & OTHER \$	DISCOUNT \$	NET TRANS \$										
11111 SAMPLE 1 2222-33-44444-5	2011-01-13	FLEET SALES THIS PERIOD	GST 0.00 HST 328.33 QST 0.00	2,440.4	2,761.40	92.58	0.00	2,853.98										
		FLEET SALES - YTD		2,440.4	2,761.40	92.58	0.00	2,853.98										
22222 SAMPLE 2 1111-22-33333-4	2011-01-13	FLEET SALES THIS PERIOD	GST 17.88 HST 160.03 QST 28.72	1,574.9	1,794.96	0.00	0.00	1,794.96										
		FLEET SALES - YTD		1,574.9	1,794.96	0.00	0.00	1,794.96										
DISCOUNT RATE SUMMARY																		
UNL	UNe	EXT	SUP	DSL	Mle	SUe	BOL	PRO	CNG	JTA	JTB	AVA	MKR	OIL	OTH			
0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0			
DISCOUNT RATES ARE PROVIDED FOR YOUR CONVENIENCE IN CALCULATING DISCOUNTS - THIS SALE MAY BE SUBJECT TO VOLUME DISCOUNT																		
PROVINCIAL SALES TAX																		
PST ON THIS INVOICE WHICH MAY BE ELIGIBLE FOR RECOVERY	YT	NT	BC	AB	SK	MB	ON	QC	NS	NB	PE	NL	TOTAL					
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,300.00	0.00	0.00	0.00	0.00	3,300.00					
CUSTOMER PURCHASE PROFILE - BASED ON BILLING CYCLE NOT CALENDAR MONTH																		
JANUARY	YT	NT	BC	AB	SK	MB	ON	QC	NS	NB	PE	NL	TOTAL					
UNLEADED	0.0	0.0	0.0	0.0	0.0	0.0	35,000.0	29,000.0	38,000.0	17,000.0	100.0	28,000.0	147,100.0					
ETHANL8S	0.0	0.0	163.9	0.0	0.0	0.0	94,000.0	200.0	0.0	0.0	0.0	0.0	94,200.0					
EXTRA UNLEADED	0.0	0.0	0.0	0.0	0.0	0.0	200.0	700.0	600.0	200.0	0.0	1,000.0	2,700.0					
SUPER UNLEADED	0.0	0.0	0.0	0.0	0.0	0.0	3,000.0	6,000.0	4,000.0	700.0	0.0	1,500.0	15,200.0					
DIESEL	0.0	0.0	0.0	0.0	0.0	0.0	5,000.0	1,500.0	2,000.0	300.0	0.0	600.0	9,400.0					
MIDGRADE WITH ETHANOL	0.0	0.0	0.0	0.0	0.0	0.0	900.0	0.0	0.0	0.0	0.0	0.0	900.0					
JANUARY TOTAL	0.0	0.0	163.9	0.0	0.0	0.0	138,100.0	37,400.0	44,600.0	18,200.0	100.0	31,100.0	269,500.0					
YTD TOTAL	0.0	0.0	163.9	0.0	0.0	0.0	138,100.0	37,400.0	44,600.0	18,200.0	100.0	31,100.0	269,500.0					

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- 1 View sales in current billing cycle
- 2 View YTD sales
- 3 Amount spent on fuel
- 4 Amount spent on non-fuel items
- 5 Summary of discounts that have been applied
- 6 Summary of provincial sales tax
- 7 Summary of purchases, by billing cycle



The Esso Fleet Card TigerPro Program: Reporting

Imperial Oil



CLOSE DATE: 01-31-2004
 TERMS: 30 DAYS
 CUSTOMER NUMBER: 10003
 CUSTOMER NAME: N/A/E
 DELIVER TO: CONTACT
 NAME:
 ADDRESS:
 CTY, P/V: A/B 2/C/A

Fleet Activity Report

FLEET NUMBER	FLEET NAME
6003 00-000000-0	FLEET NAME

VEHICLE	DATE	TIME	REFERENCE #	LOCATION	GST/NET MEMO *	PRODUCT GRADE	LITRES	CPL	FUEL	SERVICE & OTHER	DISCOUNT \$	NET COST \$	
Quest ID Card 01 Card # 223448 123 12	01-14-2004		C2103406799	ADDRESS CTY P/V		UNL	58.8	45.0	24.00			23.74	
	01-11-2004	08:47	C212123279	ADDRESS CTY P/V	1.75	UNL	52.8	45.0	27.00		0.29	25.71	
	01-19-2004	08:47	C212397475	ADDRESS CTY P/V	1.57	UNL	52.8	45.0	24.25		0.28	23.98	
	VEHICLE SALES - THIS PERIOD				GST 4.67		183.6		78.25			0.81	74.44
	VEHICLE SALES - THIS PERIOD				HST 0.00		2041.0		1029.48	4.22	10.24		1023.48
Quest ID Card 01 Card # 223448 123 12	PREVIOUS ODOMETER												
	01-7-2004	14:52	C2456789123	ADDRESS CTY P/V	2.29	UNL	77.5	45.5	36.50		0.30	36.11	
	01-11-2004	09:41	C2062741903	ADDRESS CTY P/V	2.14	UNL	71.8	45.0	33.00		0.30	32.64	
	01-12-2004	13:12	C2798954123	ADDRESS CTY P/V	1.75	UNL	58.8	45.0	27.00		0.29	26.71	
	01-14-2004	10:34	C2198703862	ADDRESS CTY P/V	2.33	UNL	79.1	45.0	34.00		0.40	33.60	
	01-18-2004	12:24	C2741962056	ADDRESS CTY P/V	1.86	UNL	57.1	45.0	26.00		0.29	25.71	
	01-20-2004	08:01	C2789410303	ADDRESS CTY P/V	1.17	UNL	35.4	48.9	18.00		0.19	17.81	
	01-25-2004	12:57	C2446789321	ADDRESS CTY P/V	1.84	UNL	82.0	45.0	38.50		0.31	38.19	
	01-27-2004	09:41	C2361523847	ADDRESS CTY P/V	1.46	UNL	50.1	45.9	23.00		0.25	22.75	
	01-31-2004	11:29	C2748909302	ADDRESS CTY P/V	1.75	UNL	58.8	45.9	27.00		0.29	26.71	
	VEHICLE SALES - THIS PERIOD				GST 18.43		553.8		354.00			2.77	281.23
	VEHICLE SALES - YTD				HST 0.00		2982.8		1822.33	11.47	19.91		1813.69
	FLEET SALES - THIS PERIOD				GST 21.30		717.4		329.25			3.56	306.67
FLEET SALES - YTD				HST 0.00		6024.4		2961.01	15.69	30.15		2907.36	

00/00

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- 1 View transaction dates, special customer embossing and to-the-minute-times
- 2 To-the-minute-times of purchases
- 3 Review retailer addresses (cross-reference to Site Summary Report)
- 4 Track number of litres purchased and fuel costs
- 5 Review details of non-fuel purchases
- 6 View discounts that have been applied

The Esso Fleet Card TigerPro Plus Program



Perfect for businesses that want the most comprehensive reports available, at no additional cost

- **The Esso Fleet Card TigerPro Plus Program Offers**

- *Driver ID and Odometer prompts for optimal security*

- *Product Restrictions*

- Restricted: fuel, motor oil, top up fluids, and car washes only
- Unrestricted: any product or service with a maximum of \$75 on convenience store items

- *Purchase Restrictions*

- Set limits for how much drivers can buy, how often and when
- Define maximum limits on purchases

- *The most comprehensive reporting available*



The Esso Fleet Card TigerPro Plus Program: Reporting

Purchase and Transaction Data Reports	Financial Data Reports	Exception Reports
Drivers' names	Year (or periods) to date summaries	Unauthorized purchases or times
Odometer readings	Separate activity reports available by division or cost centre	Transactions exceeding cost or litre limits
Date / time / location of each transaction		Province deviations
Amount and cost per litre/average litres per 100 km/cost per km		Transactions that exceed the number allowed in a given time period
Service station purchase summaries		Odometer readings outside of set parameters
Discounts		Lets you know when maintenance is needed
Fuel grade		
Totals for non fuel products		



The Esso Fleet Card TigerPro Plus Program: Reporting

Purchase Report

Imperial Oil

Purchase Report

CLOSE DATE: 01-31-2004
 TERMS: 30 DAYS
 CUSTOMER NUMBER: 1560
 CUSTOMER NAME: NAME
 DELIVER TO: CONTACT NAME
 ADDRESS
 CTY, PV, A18 2G3

FLEET NUMBER	FLEET NAME
6300 01 00000 0	FLEET NAME

DATE	TIME	ADDRESS	TICKET #	ODOM	GETNET MEMO \$	PRODUCT/ GRADE	LITRES	OPL	FUEL \$	SERVICE & OTHER \$	DISCOUNT \$	NET COST \$	COST/KM \$	AVG L/100KM
CUST ID - CARD 01 CARD# - 22545 7247 8				PREVIOUS ODOMETER	0000									
J DRIVER	01-05-2004	10 16 ADDRESS	CTY PV	00001234	25407	1.95	UNL	52.2	46.0	24.00	0.26	25.74	0.05	10.0
J DRIVER	01-12-2004	10 16 ADDRESS	CTY PV	00001234	23677	1.75	UNL	58.8	45.9	27.00	0.25	26.71	0.05	10.3
J DRIVER	01-19-2004	10 47 ADDRESS	CTY PV	00001234	24487	1.57	UNL	52.8	45.9	24.35	0.25	23.99	0.05	10.1
VEHICLE SALES - THIS PERIOD				1081	GST 1.97		183.8		75.25		0.81	74.44	0.08	10.1
VEHICLE SALES - Y-T-O				2480	HST 0.00		2043.4		1029.46	4.22	10.24	1029.46	0.05	10.1
CUST ID - CARD 2 CARD# - 22545 7248 8				PREVIOUS ODOMETER	0000									
J DRIVER	01-04-2004	14 52 ADDRESS	CTY PV	00001234	13758	2.29	UNL	77.5	45.8	35.50	0.39	35.11	0.06	12.8
J DRIVER	01-05-2004	08 41 ADDRESS	CTY PV	00001234	13285	2.14	UNL	71.8	46.0	30.00	0.36	32.64	0.06	12.4
J DRIVER	01-11-2004	12 47 ADDRESS	CTY PV	00001234	14790	2.75	UNL	58.8	45.9	27.00	0.29	26.71	0.05	11.8
J DRIVER	01-14-2004	10 34 ADDRESS	CTY PV	00001234	15422	2.33	UNL	79.1	45.5	36.00	0.40	35.60	0.06	12.5
J DRIVER	01-17-2004	12 24 ADDRESS	CTY PV	00001234	15928	1.88	UNL	57.1	45.5	26.00	0.29	25.71	0.06	12.6
J DRIVER	01-18-2004	08 01 ADDRESS	CTY PV	00001234	15783	1.17	UNL	38.4	46.9	18.00	0.19	17.81	0.06	12.5
J DRIVER	01-21-2004	12 57 ADDRESS	CTY PV	00001234	16667	1.84	UNL	82.0	46.0	28.50	0.31	28.19	0.06	12.3
J DRIVER	01-25-2004	03 41 ADDRESS	CTY PV	00001234	17301	1.48	UNL	50.1	45.9	23.00	0.25	22.75	0.06	12.4
J DRIVER	01-28-2004	11 47 ADDRESS	CTY PV	00001234	17564	1.75	UNL	58.8	45.9	27.00	0.29	26.71	0.06	12.4
VEHICLE SALES - THIS PERIOD				3893	GST 16.43		553.8		254.00		2.77	251.23	0.06	12.4
VEHICLE SALES - Y-T-O				16667	HST 0.00		3982.8		1922.33	11.47	19.91	1913.89	0.05	10.2
FLEET SALES - THIS PERIOD				4549	GST 21.30		717.4		329.25		3.96	325.27	0.05	11.8
FLEET SALES - Y-T-O				41380	HST 0.00		6024.4		2951.81	15.88	30.15	2921.25	0.06	10.2



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- 1 Driver Display
- 2 Odometer reading
- 3 Vehicle Purchases per Period and YTD Totals
- 4 Cost of Non-Fuel Items Purchased
- 5 Cost per Kilometre
- 6 Average Litres per 100 Kilometres



The Esso Fleet Card TigerPro Plus Program: Reporting

Financial Summary Report

Imperial Oil		 		CLOSING DATE: 2011-07-08 TERMS: 30 DAYS CUSTOMER NUMBER: 12345 CUSTOMER NAME: SAMPLE DELIVER TO: JOHN DOE ADDRESS ADDRESS ADDRESS					
Financial Summary – Year to Date									
	1	2	3	4	5	6	7	8	9
	TYPE OF TRANSACTION	PRODUCT/GRADE	NO. OF TRANS	KMs	LITRES	NET TRANS \$	COST PER/ KM \$	AVG CPL	AVG L/100 KM
SAMPLE COMPANY 1111 22 333333 4	FUEL	ALL GRADES	8217	-139171	562,632.0	6631,819.61	-4.770	118.0	-404.27
FLEET TOTALS	SERVICE & OTHER		1313			9,788.91			
TOTAL SALES - YTD			9530			673,608.52			
			9530	-139171	562,632.0	673,608.52	-4.770	118.0	-404.27

- 1 Type of Transaction
- 2 Fuel Grade Purchased
- 3 Number of Transactions
- 4 Number of Kilometres Driven
- 5 Number of Litres Purchased
- 6 Transaction Total Less Discount
- 7 Cost per Kilometre
- 8 Cost per Litre
- 9 Average Litres per 100 Kilometres



The Esso Fleet Card TigerPro Plus Program: Reporting

Exception Report

FLEET NUMBER		FLEET NAME		CLOSING DATE:		TERMS:		CUSTOMER NUMBER:		CUSTOMER NAME:		DELIVER TO:	
1111 22 333333 4		SAMPLE		2011-07-08		30 DAYS		1234		SAMPLE		JOHN DOE ADDRESS ADDRESS ADDRESS	
DRIVER	ADDRESS	DATE	TIME	ODOM.	PROD/ GRADE	LITRES	CPL	NET TRANS \$	CODE				
CARD NO: 1111111111 DRIVER 1													
	ADDRESS	CTY	PV	2011-06-07	18.59	117800	UNe	73.70	126.9	\$ 90.40	C, U		
	ADDRESS	CTY	PV	2011-06-09	07.47	118500	UNe	52.20	126.8	\$ 64.01	C		
	ADDRESS	CTY	PV	2011-06-14	16.50	119000	UNe	113.10	124.9	\$ 136.50	C		
	ADDRESS	CTY	PV	2011-06-20	16.31	119500	UNe	101.10	125.8	\$ 122.98	C		
	ADDRESS	CTY	PV	2011-06-26	15.18	120500	UNe	63.20	121.8	\$ 74.34	C, D		
	ADDRESS	CTY	PV	2011-06-27	17.02	121000	UNe	62.70	123.9	\$ 99.00	C, LM		
	ADDRESS	CTY	PV	2011-06-29	16.57	121000	UNe	90.40	124.8	\$ 109.05	U, LM, C		
	ADDRESS	CTY	PV	2011-07-02	13.59	122800	UNe	86.50	130.9	\$ 109.61	LM, U, D, C		
	ADDRESS	CTY	PV	2011-07-04	18.09	123500	UNe	98.50	124.9	\$ 118.85	C, LM, U		
	ADDRESS	CTY	PV	2011-07-06	16.13	125500	UNe	100.80	124.9	\$ 121.69	C, LM, U		
						862.20		\$ 1,046.43					
TOTAL EXCEPTIONS: 21													
CARD NO: 2222222222 DRIVER 2													
	ADDRESS	CTY	PV	2011-06-10	13.55	085200	UNL	18.80	123.7	\$ 22.47	U		
	ADDRESS	CTY	PV	2011-06-17	07.49	086800	UNe	71.30	126.2	\$ 87.01	U, C		
	ADDRESS	CTY	PV	2011-06-23	11.32	087000	UNe	49.80	124.5	\$ 59.91	C, U		
	ADDRESS	CTY	PV	2011-06-29	13.43	088350	UNL	41.40	120.8	\$ 48.28	U, C		
	ADDRESS	CTY	PV	2011-07-05	08:10	089300	UNL	62.90	120.8	\$ 73.37	C		
						244.20		\$ 291.04					
TOTAL EXCEPTIONS: 8													
CARD NO: 3333333333 DRIVER 3													
	ADDRESS	CTY	PV	2011-06-07	16.52	039934	UNL	48.30	124.3	\$ 57.99	C		
	ADDRESS	CTY	PV	2011-06-10	11.54	040498	UNe	54.50	126.6	\$ 66.71	C		
	ADDRESS	CTY	PV	2011-06-17	21.58	040901	UNe	54.70	126.3	\$ 66.78	C		
	ADDRESS	CTY	PV	2011-06-23	08.19	041439	UNe	55.50	124.5	\$ 66.75	C		
	ADDRESS	CTY	PV	2011-06-28	07.32	041751	UNe	48.50	125.9	\$ 59.00	C		
	ADDRESS	CTY	PV	2011-07-04	17.40	042173	UNe	49.60	123.0	\$ 58.95	C		
						311.10		\$ 376.18					
TOTAL EXCEPTIONS: 6													

- 1 Sorted by Driver Name
- 2 Total Number of Exceptions by Fleet
- 3 Esso Location of Purchase
- 4 Date Purchased
- 5 Time Purchased
- 6 Odometer Reading Entered by Driver
- 7 Fuel Grade Purchased
- 8 Transaction Total Less Discount
- 9 Exception Code



Build your Business with the Esso Business Card & The Esso Extra and Aeroplan Programs



Esso and Esso Extra are trademarks of Imperial Oil. Imperial Oil, licensee.
Aeroplan is a registered trademark of Aeroplan Canada Inc.



Two Great Programs Available at Esso Stations

Choose the one that is right for your business!



Practical, Everyday Rewards



Travel and Merchandise Rewards

Easy to....Enroll! Earn! And Redeem!

Get More Value, More Rewards, and More Savings!

Whether your employees choose to participate in Esso Extra or Aeroplan, both are a fast, simple way to earn great rewards and bring extra value to your business transactions at Esso stations.

Earn points every time eligible purchases are made just by swiping the Esso Extra or Aeroplan card when paying with the Esso Business Card or Esso Fleet Card.

Esso Extra and Aeroplan rewards can also help manage expenses and offer good value, so be sure to take full advantage of these programs. Both Esso Extra and Aeroplan are free to join and enrollment forms are available at approximately 1,850 Esso stations across Canada or online at essoextra.com or aeroplan.com.



Get More Value, More Rewards, and More Savings!



- Earn 1 point for every eligible dollar spent at Esso stations*
- Esso Extra points are easy-to-track online so you can focus on business
- Redeem Esso Extra points for rewards like gas, car washes, and Esso Gift Cards, right at the station. Points balances are shown right on the receipt.
- Or redeem from a selection of online rewards at essoextra.com



- Earn 1 Aeroplan Mile for every \$3 spent when at Esso stations*
- Aeroplan Miles are redeemable for travel rewards, Esso Gift Cards, merchandise and more. Visit aeroplan.com for details.

* Some exclusions apply. For complete Esso Extra program rules and details visit essoextra.com or for complete Aeroplan program rules and details visit aeroplan.com



The Esso Extra Advantage



- **EASY to enroll. EASY to earn. EASY to redeem.**
- **Compare Esso Extra earning rates with other leading competitors' programs and see how much faster Esso Extra gets you to the rewards you need to keep your business moving**
- **Everyday Bonus points for Extra Grade Gasoline (2X) and Supreme Grade Gasoline (3X) for higher customer value**
- **Rewards you want, value and need – Gas, Car Wash and Esso Gift Cards**
- **Access to leading loyalty programs through points exchange: HBC Rewards, RBC Rewards, Points.com, Club Sobeys/Club Thrifty Foods* (* this program is only available in Ont, Man, Sask, Alta and BC)**
- **Allows employees to enroll individually and enjoy the benefits.**
- **Groups of individuals may also link their Esso Extra accounts and combine their points to get rewards faster that can be shared, used to recognize performance or to donate to a worthy cause in your community. To find out more about “how to” link accounts visit essoextra.com**



The Aeroplan Advantage

aeroplan

- **EASY to enroll. EASY to earn. EASY to redeem.**
- **One of Canada's largest and most successful loyalty programs since 1984**
- **Earn at over 75 participating businesses and 150 Brands, including Esso stations**
- **Choose from a wide range of rewards including travel, hotels, merchandise, and a variety of Gift Cards, including the Esso Gift Card, to meet every need and help you manage your business expenses**
- **Allows employees to enroll individually and enjoy the benefits. (Linked accounts are not available through Aeroplan...only Esso Extra)**

Your Advantage... with the Esso Business Card

- Get the best value for you, your employees and your business
- Take advantage of all the Esso Business and Fleet Card Programs have to offer, including the benefits of rewards from Esso Extra or Aeroplan
- Enroll today!



For information about any of these programs visit essofleetoffers.com, essoextra.com or aeroplan.com



The smart choice for businesses on the move

- **Speedpass is the safe, simple way to pay**
 - *No personal or business information is stored in or transmitted by the key tag*
- **Get as many free key tags as you have cards**
- **At participating Esso stations, your drivers simply point the key tag at the Speedpass reader and start fueling – it's that fast and that easy**
- **Speedpass users can still participate in loyalty programs**
 - *Drivers simply swipe their loyalty cards*

™ Speedpass is a registered trademark of Exxon Mobil Corporation or one of its subsidiaries. Imperial Oil, licensee.

Esso Business and Fleet Card Programs

The perfect solution to your business's needs



ESSO/Landscape Ontario Fleet/Business Account Application Form

- **To enrol, simply print (double click on application – last page) and complete the attached Esso Fleet/Business Account Application then email, fax or mail it to Tim Jones at the below contact information.**

Return application to:

Tim Jones

Imperial Oil

PO Box 1870

Uxbridge, ON

L9P 1N9

Ph 416.441.7816

Fax 905.852.5964

tim.jones@sympatico.ca



ESSO/Landscape Ontario Fleet/Business Account Application Form



The Landscape Ontario/Imperial Oil Esso Fleet Card Program

Landscape Ontario and Imperial Oil are pleased to offer each Landscape Ontario member the **Esso Fleet Account Program**.

Each Landscape Ontario member may enjoy:

- ✓ A discount of **2.9** cents per litre off the retail posted pump price on any type of fuel at all Esso retail locations in Canada.
- ✓ Detailed monthly invoicing customized to your needs.
- ✓ Various card types for maximum control and ease.
- ✓ The largest retail network with over 1,900 Esso locations to serve you throughout Canada.
- ✓ Over 600 Esso Car Wash locations in Canada.
- ✓ Esso Speedpass.
- ✓ OnLine Services: Esso E-Account Manager.
- ✓ Esso Extra Card.
- ✓ Aeroplan Card Program.

To apply, simply complete the attached Esso Fleet Account application and fax or mail it directly to the program co-ordinator listed below:

Tim Jones
Imperial Oil
Fleet/Business Accounts
P.O. Box 1870
Uxbridge ON
L9P 1N9
Phone 416.441.7816
Fax 905.852.5964



ESSO/Landscape Ontario Fleet/Business Account Application Form



Esso Business Account Application Landscape Ontario - Group Code AZS

Please read the following before completing this form: (1) The Customer (being Applicant #1 and Applicant #2) represents that the information given in this Application is complete and accurate. (2) Signator for a company must be an officer of the company with authority to enter into contractual agreements. (3) Please sign Section 3 below before submitting your completed application.

Section 1a - Billing information and description of your business (applicant #1)

Company's full legal name (underline up to 30 characters to appear on card)		Business telephone number () () () () ()	Business fax number () () () () ()
Billing address	City	Province	Postal code
Billing address	City	Province	Postal code
Principal owner or officer name	Title	Contact name	Doing business as
Subsidiary of	In business since (month/year)	Type of business: <input type="checkbox"/> Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Government <input type="checkbox"/> Partnership <input type="checkbox"/> Religious <input type="checkbox"/> Non-profit <input type="checkbox"/> Other	

Section 1B - Business References

Bank name/branch	City and Province	Telephone number () () () () ()	Account number
Current fuel supplier	City and Province	Telephone number () () () () ()	Account number
Traffic reference	City and Province	Telephone number () () () () ()	Contact name
Traffic reference	City and Province	Telephone number () () () () ()	Contact name

Section 2 - (optional) Individual information (applicant #2).

If completed, must be completed by an authorized officer or person. The authorized officer or person will be liable if s/he completes this section and signs as Applicant #2 below.

First name	Initial	Last name (please print)	Date of birth (month/day/year)
Billing address	City	Province	Postal code
Social Insurance Number	Driver's license number	Home telephone number () () () () ()	

Section 3 - Customer Application Agreement

The Customer applies to Imperial Oil, a partnership of Imperial Oil Limited and McCall-Frontenac Petroleum Inc. ("Imperial Oil") for either: (a) an Esso Business Card Account (the "EBC" Account) or (b) a Fleet Account offering the "Espresso" or "Espresso plus" programs (the "EBC Account" and the "Fleet Account" are also referred to as the "Account").

The Customer consents to Imperial Oil's collection of the personal information (the "Cardholder Information") provided in this application or compiled internally by either Imperial Oil or its third party service providers for the purpose of offering the Customer either an EBC Account or a Fleet Account. The Customer acknowledges and agrees that Imperial Oil will determine which Account best suits the Customer's needs based on the Customer's number of vehicles, monthly fuel purchases, and Customer's preference if indicated.

If it is determined that the Customer is best served by a Fleet Account, Imperial Oil will process the Customer's application for a Fleet Account and forward additional documentation regarding the Fleet Account to the Customer. If it is determined that the Customer is best served by an EBC Account, Imperial Oil will process the Customer's application for an EBC Account and no additional documentation is required.

Pursuant to this EBC Account or Fleet Account, the Customer may charge goods and services up to this credit limit set by Imperial Oil and must pay the full balance as shown on each monthly billing statement, according to the general terms and conditions of this agreement (the "Agreement") relating to the Fleet Account or the EBC Account a copy of which will be sent to the Customer with its credit card upon approval of this Application; and upon approval of this Application, the Customer agrees with Imperial Oil to abide by and be bound by the terms and conditions set out in the Agreement.

By signing this Application the Customer represents and warrants that: (a) it is a valid business entity or a self-employed professional or business person, and duly registered as such under all applicable laws; (b) all purchases made on the Account, if approved, will be for business purposes and shall not include personal, family, or household use; (c) the individual signing the Application is an authorized representative of the business with authority to enter into contractual agreements; and (d) the Cardholder Information is complete and accurate.

Imperial Oil will, from time to time, (i) use or disclose the Cardholder Information, and information obtained subsequently from any source with the Customer's consent (collectively the "Information") to obtain credit reports from credit reporting agencies and to contact credit references and other sources disclosed herein as part of its assessment of the Information; and (ii) may transfer the Information to a third party as part of a transfer of all or part of the Imperial Oil credit card business (collectively the "Purpose"). Imperial Oil may provide some or all of the Information to third party service providers who process the Information only in furtherance of the Purpose or in accordance with applicable law. For any questions regarding the Information or Purpose, please call 1-800-267-0156.

The Customer consents to Imperial's use of the Information for the Purpose or in accordance with applicable law.

The Customer also understands that credit on the Account, once approved, will be extended by Imperial, and that there will be no binding contract between the Customer and Imperial until Imperial approves and accepts this Application.

Applicant #1 and Applicant #2 acknowledge and agree that both of them are responsible (solidarily liable in Quebec) for all purchases on the Account made by either Applicant.

<p>X Applicant #1 signature (principal owner or authorized officer) _____ Date / /</p> <p>X Applicant #2 signature _____ Date / /</p>	<p><small>Title-authorized officer must be one of the following:</small></p> <p><input type="checkbox"/> Owner <input type="checkbox"/> Chairman/President <input type="checkbox"/> Partner <input type="checkbox"/> Vice President <input type="checkbox"/> Treasurer/Financial</p>
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# of cards requested	Credit line required	Financial statements available?	Name or unit number required on card	Card type?
	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No	(select "N" if not required)	<input type="checkbox"/> No restrictions <input type="checkbox"/> Fuel/Fuel/Trash only
# of vehicles	Type of fuel required	Estimated monthly fuel purchased		Litres
		\$		

List any existing Esso account by name and number for your company or its affiliate: _____

Return application to:
Tim Jones
Imperial Oil (Esso)
P.O. Box 1870
Uxbridge ON
L9P 1N8
Phone: 416.441.7816
Fax: 905.852.5964

For office use only:	RPAT	5	5	5	5	E.D. Rate
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