

AuctionConnect forges five-year partnerships with feeder giant, X-Press Feeders

The digital bunker procurement and reverse-auction platform, AuctionConnect, has signed a five-year strategic partnership with X-Press Feeders, the world's largest independent feeder carrier. The collaboration marks a significant step forward in the digitalisation of physical bunker trading, confirming that the industry is ready to move decisively toward more transparent and data-driven sourcing.

“We are proud to partner with X-Press Feeders, and this partnership confirms that the industry is ready to take the next important step forward in digitalising the actual trading of physical bunkers. It proves that the platform creates tangible value for both the industry and its users. With the partnership, we will scale the use of AuctionConnect for X-Press Feeders' global fleet and cover all ports during the coming quarters,” says CEO of AuctionConnect, Kenneth Juhls.

AuctionConnect and X-Press Feeders have already collaborated successfully in several regions, and the phased rollout will cover all X-Press Feeders fleets in Asia, Middle East, Africa, Caribbean, Latin Americas, Mediterranean and Europe. The rollout aligns local teams on a single, data-driven process, using AuctionConnect's platform for real-time auctions among vetted suppliers to strengthen price transparency and auditability.

“We are very happy with the partnership with AuctionConnect as this allows us to take a significant step forward in our digitalisation journey. We see real value in applying the auction platform for our global procurement activities; specifically, we are seeing improved pricing, built-in compliance and audit trail, and reduced time spent on administration. We see the platform as an integral part of our procurement ecosystem that compliments the strong relationships we have with our suppliers and partners.” says Global Head of Operations at X-Press Feeders, Capt. Vijayachelvan Silva Raju.

Advancing digital transformation

The partnership between AuctionConnect and X-Press Feeders signals a new phase in the bunker-market modernisation, where digital transformation and stronger governance take centre stage. By shifting from manual email and phone-based procurement to standardised, data-driven workflows, carriers gain faster decisions, cleaner audit trails, and a scalable foundation for continuous improvement.

With tangible benefits such as improved bunker pricing, enhanced market insights, robust audit trails, and reduced administrative overhead, X-Press Feeders is able to redirect resources toward strengthening partnerships and driving strategic initiatives.

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About AuctionConnect

AuctionConnect provides a digital platform purpose-built for the bunker industry, delivering transparent, real-time bunker sourcing to maritime buyers and suppliers via auctions, digital workflows, and analytics. Built to enhance industry relationships, AuctionConnect improves price discovery, governance, and efficiency, with support for alternative fuels.