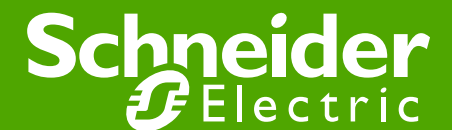


Remote Level Monitoring, (RLM)

Robertshaw Industrial Products



Goals



Use Technology in Delivery Operations to:

- Maximize asset utilization – trucks/fleet, more efficient use of drivers
- Reduce overhead costs & improve margin on gallons delivered
- Predict product demand & manage inventories better
- Improve customer service & retention – prevent “run-outs” and emergency deliveries

Existing Situation

Centeron®



Many distributors using outdated methods to run their delivery operations as costs continue to rise & margins shrink:

- **Vehicle Expenses**
 - Fuel, Insurance, Maintenance, Replacement Cost
- **Personnel Expenses**
 - Driver wages and benefits
 - Dispatching & administrative
- **Operational Inefficiency**
 - Lost sales and customer dissatisfaction due to product “run-outs”
 - Emergency deliveries
- **Other**
 - Driver shortages & retention issues
 - Driver training and compliance
 - Product pump-backs & inefficient inventory management

Solution

Centeron®



A Remote Level Monitoring, (RLM) program can be a foundational technology to improve delivery efficiency:

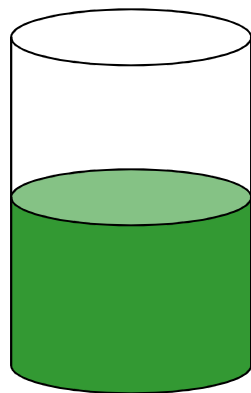
- Installation of stand alone monitors in customer tanks
 - Report inventory level on a scheduled basis via cellular network or other means
 - Additional reports and notifications for exception conditions like low level or excessive usage.
 - Email and/or text alerts for exception conditions highlight action needed.
- Data Center
 - Central place for level information, delivery planning tools and management reports. Accessible via Internet.
 - Controlled access to information by user role and hierarchy

Financial Analysis

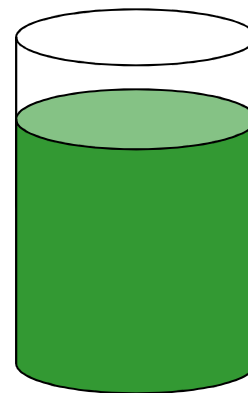
Centeron®



- Key Performance measure is percentage of tank capacity filled at each delivery
 - The greater fill percentage the fewer number of deliveries over time.



Typical Fill
40%-50%



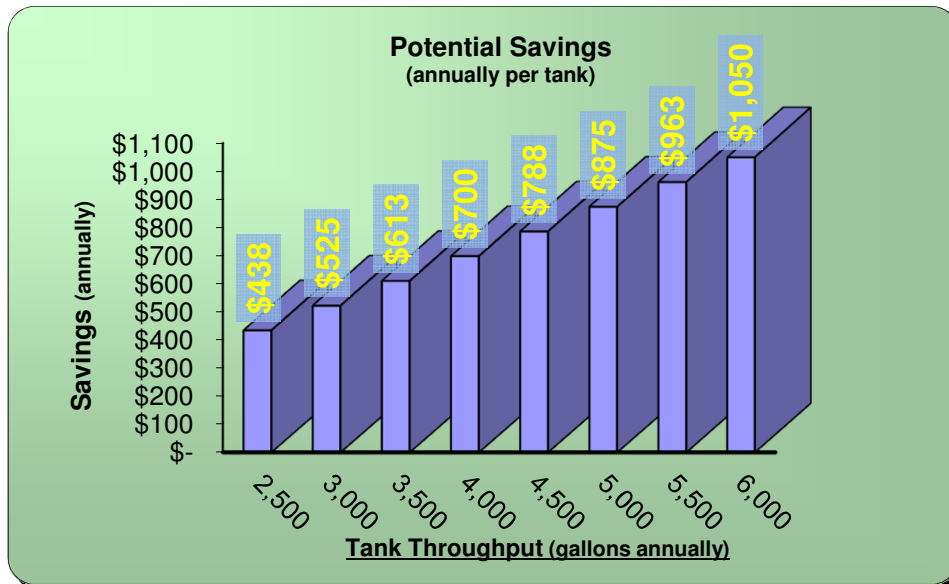
Desired Fill
70%-85%

Financial Analysis

Centeron®



- Impact from moving from a 40% average fill to a 75% average fill*



- ROI

- Investment payback approximately 1 year
- 25% reduction in overhead costs by improved tank fills and reduced deliveries
- Better use of resources for dispatch and fleet management
- Fewer invoices to process
- Win new customers with more reliable delivery and service

* 500 gallon tank
\$75 cost per delivery

Implementation



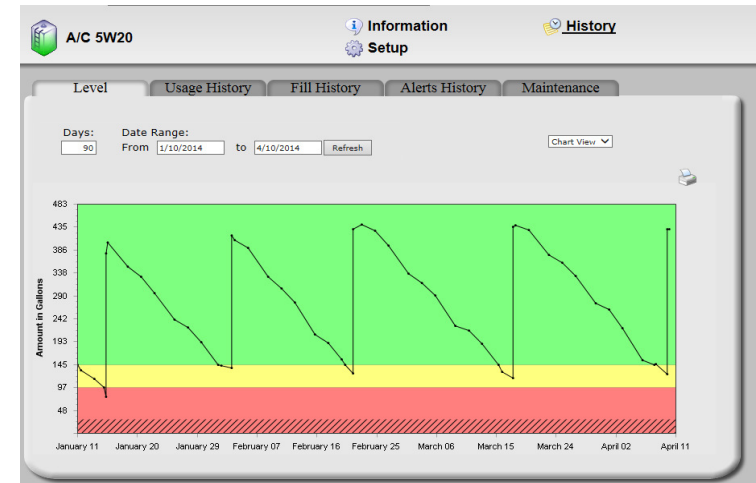
- Starts at the top
 - Senior management focus and direction
- Internal Customers
 - Notification and training of dispatch, service & admin personnel
 - Culture change – dispatch to the fill percentage goal vs. “milk runs” – Use the data for decision making!
 - Process change – resist “topping off” tanks
 - Reassurance – technology to help do the job better, not eliminate jobs
- External Customers
 - Announcement – new program with customer service benefits
 - Convert scheduled and will call customers to “keep-fill”
- Tank Selection Criteria
 - Unpredictable usage and distant locations
 - High throughput “keep fill”
 - Critical strategic customers
 - Cluster for synergy

Management

Centeron®



- Goal Setting
 - Set tank fill percentage performance goals
 - Establish roll out program with quarterly goals for monitor installations
- Evaluation and Analysis
 - Use data center tools to evaluate performance on regular basis
- Additional Tools
 - Tank fill optimization software
 - Vehicle dispatching and routing software
 - Back office software integration for order automation



Summary

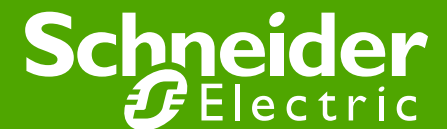
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- Costs to run delivery operations are many and continue to rise.
- An RLM program is a fundamental technology to help reduce costs associated with bulk product delivery.
 - Reduce direct costs and overhead
 - Better asset utilization
 - ROI can be rapid
 - Improved customer service
 - Better demand forecasting and inventory management
- Successful implementation requires top down support and attention
 - Culture and process change
 - Reinforcement of goals and data analysis
 - Marketing to external customers – advantages of “keep-fill” business model
- Additional technology tools can be used in conjunction with RLM
 - Tank Fill optimization software & vehicle routing software
 - Back office software integration

Remote Level Monitoring, (RLM)

Data Center Screen Capture Examples



Example Data & Analysis

Centeron®

The screenshot shows the Centeron Webview 2.0 interface. The browser address bar displays "http://webview.centeron.net/Master.aspx". The page title is "Centeron Webview 2.0". The main header includes the "Centeron Wireless Tank Monitoring System" logo and a "Logout" button. The left sidebar shows a tree view of the system structure, with "East Knoxville" selected. The main content area displays the "Current Path: Demo\Fuel Distributor\Knoxville\East Knoxville\" and a summary of tank and controller data. The data is organized into three columns: Tanks, Controllers, and Assets. The Tanks column shows a total of 38 tanks, with 1 late, 4 yellow, and 0 red. The Controllers column shows a total of 11 controllers, with 1 late. The Assets column shows a total of 0 assets. The bottom of the page shows a "Current View: Information" dropdown and a "Hardware" button.

Tanks	Controllers	Assets:
Total: 38	Total: 11	Total: 0
Late: 1	Late: 1	
Yellow: 4		
Red: 0		
Errors: 0		
Low Batteries: 0	Current: 0	

Area Snapshot

Centeron®



Centeron Webview 2.0

Centeron Wireless Tank Monitoring System

Logout

Support Center Online Help

Current View: Tanks

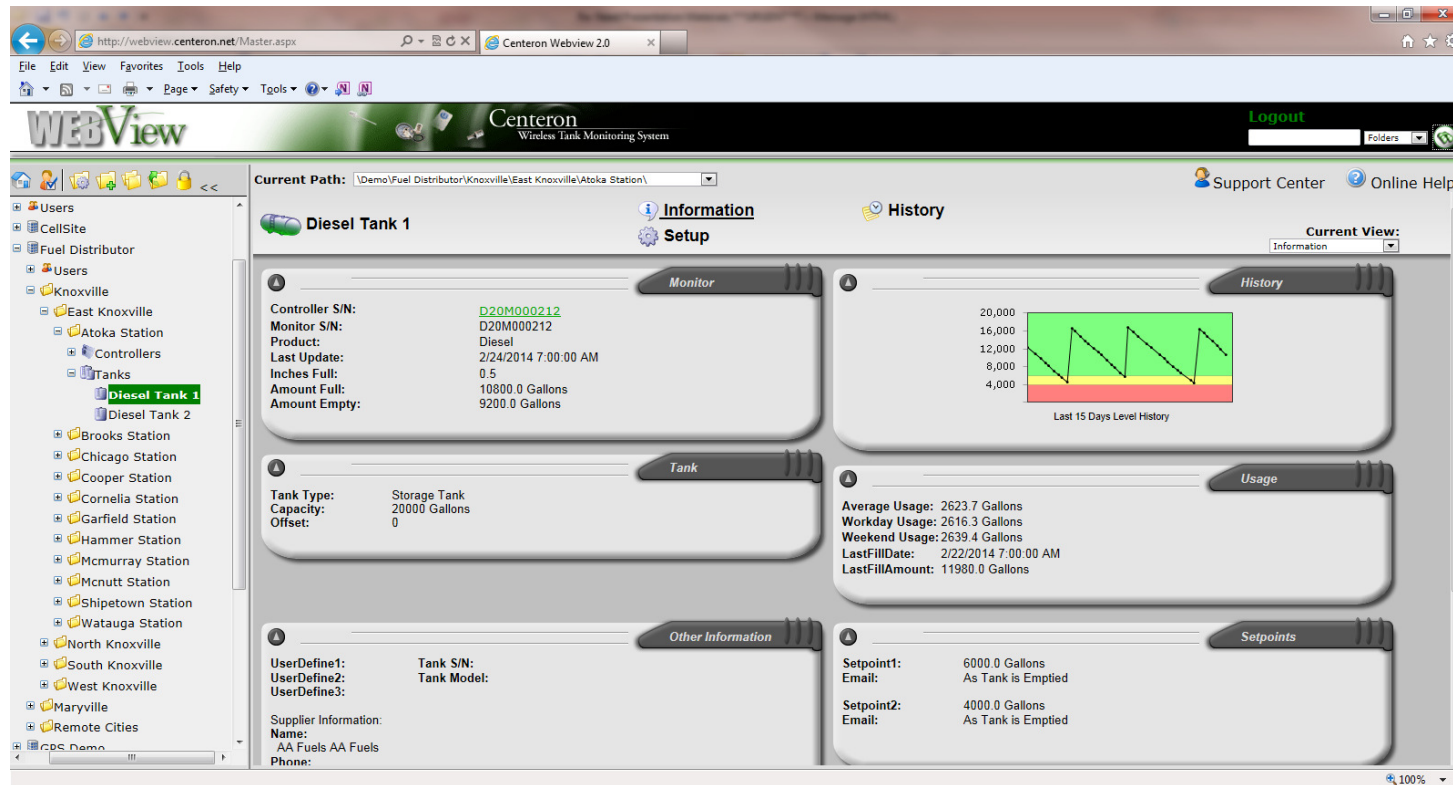
Current Path: Demo\Fuel Distributor\Knoxville\East Knoxville\

Max Results: 25 Refresh

		Status	Tank Name	Product	Amt Full	Units	% Full	Ullage	Ullage %	Last update	Mon Status	Days Left	Controller S/N	Avg (M-F)	Full (inches)	Last Fill A
East Knoxville	Atoka Station	●	Diesel Tank 1	Diesel	10800	Gal	54%	9200.0	46%	2/24/2014 7:00 AM	0	4.0	D20M000212	2616.3	0.5	11980
East Knoxville	Atoka Station	●	Diesel Tank 2	Diesel	15180	Gal	76%	4820.0	24%	2/24/2014 7:00 AM	0	5.7	D20M000212	2570.9	0.8	12540
East Knoxville	Brooks Station	●	Diesel Tank 1	Diesel	6963	Gal	85%	1200.0	15%	2/24/2014 7:00 AM	4	6.3	D20M000561	1093.0	0.9	5143
East Knoxville	Brooks Station	●	Diesel Tank 2	Diesel	6955	Gal	58%	5140.4	43%	2/24/2014 7:00 AM	0	4.3	D20M000561	1550.4	0.6	7765
East Knoxville	Brooks Station	●	Diesel Tank 3	Diesel	2325	Gal	47%	2675.0	54%	2/24/2014 7:00 AM	0	3.4	D20M000561	656.6	0.5	3025
East Knoxville	Brooks Station	●	Diesel Tank 4	Diesel	4298	Gal	61%	2702.0	39%	2/24/2014 7:00 AM	0	4.5	D20M000561	912.0	0.6	3969
East Knoxville	Brooks Station	●	Plus Tank 1	Plus	3008	Gal	75%	940.0	25%	2/24/2014 7:00 AM	0	9.3	D20M000561	319.1	0.8	2792
East Knoxville	Brooks Station	●	Regular Tank 1	Regular	6712	Gal	84%	1288.0	16%	2/24/2014 7:00 AM	0	6.3	D20M000561	1033.6	0.8	5088
East Knoxville	Chicago Station	●	Diesel Tank 1	Diesel	3020	Gal	75%	990.7	25%	2/24/2014 7:00 AM	0	5.7	D20M000191	519.4	0.8	2090
East Knoxville	Chicago Station	●	Diesel Tank 2	Diesel	1717	Gal	43%	2294.3	57%	2/24/2014 7:00 AM	0	3.2	D20M000191	520.6	0.4	2623
East Knoxville	Chicago Station	●	Diesel Tank 3	Diesel	1872	Gal	31%	4128.0	69%	2/24/2014 7:00 AM	0	2.3	D20M000191	777.5	0.3	3564
East Knoxville	Chicago Station	●	Regular Tank 1	Regular	3167	Gal	53%	2842.7	47%	2/24/2014 7:00 AM	0	4.0	D20M000191	758.8	0.5	3209
East Knoxville	Cooper Station	●	Diesel Tank 1	Diesel	612	Gal	31%	1388.0	69%	2/24/2014 7:00 AM	0	2.2	D20M000194	264.1	0.3	1120
East Knoxville	Cooper Station	●	Premium Tank 1	Premium	2076	Gal	35%	3924.0	65%	2/24/2014 7:00 AM	0	6.8	D20M000194	299.0	0.3	3402
East Knoxville	Cooper Station	●	Regular Tank 1	Regular	3550	Gal	36%	6450.0	65%	2/24/2014 7:00 AM	0	2.7	D20M000194	1264.5	0.4	5830
East Knoxville	Cornelia Station	●	Plus Tank 1	Plus	2450	Gal	25%	7550.0	76%	2/24/2014 7:00 AM	0	2.9	D20M000211	803.1	0.2	6540
East Knoxville	Cornelia Station	●	Premium Tank 1	Premium	7100	Gal	71%	2900.0	29%	2/24/2014 7:00 AM	0	14.0	D20M000211	501.8	0.7	6020
East Knoxville	Cornelia Station	●	Regular Tank 1	Regular	2370	Gal	24%	7630.0	76%	2/24/2014 7:00 AM	0	1.7	D20M000211	1296.8	0.2	6190
East Knoxville	Cornelia Station	●	Regular Tank 2	Regular	8410	Gal	84%	1590.0	16%	2/24/2014 7:00 AM	4	6.3	D20M000211	1299.6	0.8	6350
East Knoxville	Garfield Station	●	Regular Tank 1	Regular	10188	Gal	85%	1812.0	15%	2/23/2014 9:00 PM	0	6.0	D20M000206	1566.5	0.8	7272
East Knoxville	Hammer Station	●	Diesel Tank 1	Diesel	5550	Gal	37%	9450.0	63%	2/24/2014 7:00 AM	0	2.7	D20M000208	1981.5	0.4	9030
East Knoxville	Hammer Station	●	Diesel Tank 2	Diesel	3400	Gal	43%	4600.0	58%	2/24/2014 7:00 AM	0	3.2	D20M000208	1018.0	0.4	4336
East Knoxville	Hammer Station	●	Plus Tank 1	Plus	3800	Gal	48%	4200.0	53%	2/24/2014 7:00 AM	0	5.8	D20M000208	647.3	0.5	5112

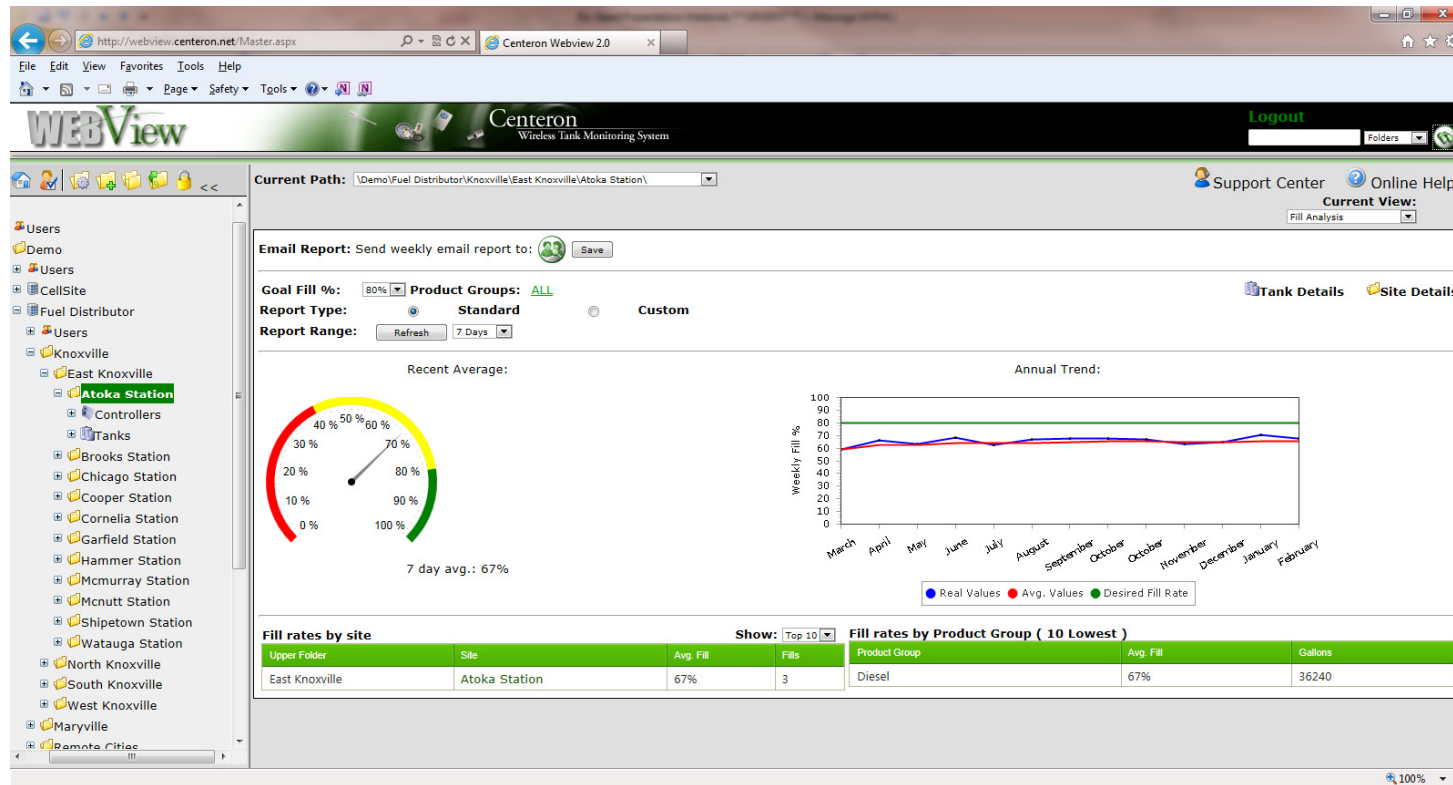
Tank Summary

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Fill Analysis

Centeron®



Suite of Devices

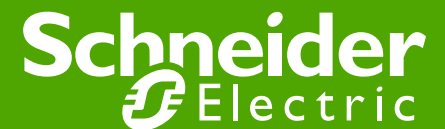


Schneider Electric - Centeron



Remote Level Monitoring, (RLM)

OptiFill & Dispatch Compass Screen Capture Examples



OptiFill

Centeron Opti-Fill

Welcome Profile:

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New Orders Created Orders Exported Orders

Site Group: All Delivery Date: 5/6/2014

The following orders will be generated. 82 Orders 12 Sites

Show Filters

Edit	Create	Order Amt.	Due Date		Location	Container Name	Product	% Full*	Days Left	DBF	Webview Folder	Part Num	CustNum1
Edit	☒	510	5/6/2014	●	Cecil Station	5W20 Tank 1	5W20	0	1.1	7	Cecil Station	5W20	
Edit	☒	460	5/6/2014	●	Dodson Station	5W30 Tank 1	5W30	75	8.4	8	Dodson Station	5W30	
	☒	740	5/6/2014	●	Dodson Station	5W20 Tank 1	5W20	13	2.7	8	Dodson Station	5W20	
	☒	1540	5/6/2014	●	Dodson Station	10W30 Tank 1	10W30	18	5.3	8	Dodson Station	10W30	
Edit	☒	340	5/6/2014	●	Henrietta Station	5W20 Tank 1	5W20	21	3.3	7	Henrietta Station	5W20	
Edit	☒	410	5/6/2014	●	Highland Station	5W20 Tank 1	5W20	7	1.8	7	Highland Station	5W20	
Edit	☒	210	5/6/2014	●	Loma Station	5W20 Tank 1	5W20	13	2.4	7	Loma Station	5W20	
Edit	☒	350	5/6/2014	●	Lynnview Station	5W20 Tank 1	5W20	20	3.3	8	Lynnview Station	5W20	
Edit	☒	230	5/6/2014	●	North	5W20 Tank 1	5W20	10	2.1	7	North	5W20	
Edit	☒	240	5/6/2014	●	Piney Grove Church Station	5W20 Tank 1	5W20	0	0.0	8	Piney Grove Church Station	5W20	
Edit	☒	120	5/6/2014	●	Valleybrook Station	5W30 Tank 1	5W30	44	5.5	8	Valleybrook Station	5W30	
	☒	130	5/6/2014	●	Valleybrook Station	15W40 Tank 1	15W40	41	7.6	8	Valleybrook Station	15W40	
	☒	320	5/6/2014	●	Valleybrook Station	5W20 Tank 1	5W20	22	3.6	8	Valleybrook Station	5W20	
	☒	100	10/14/2013	13	Alma Station	Alma Station - 10W30	10W30	0	0.0	0		10W30	
	☒	100	10/14/2013	13	Alma Station	Alma Station - ATF V	ATF V	0	0.0	0		ATF V	
	☒	100	10/21/2013	13	Alma Station	Alma Station - 10W30	10W30	0	0.0	0		10W30	
	☒	100	10/21/2013	13	Alma Station	Alma Station - ATF V	ATF V	0	0.0	0		ATF V	

OptiFill displays suggested orders for monitored and scheduled tanks based on selected delivery criteria



Webview Orders Configuration

You can set conditions here that will select which sites will be selected as new orders. Only sites having tanks that match the following conditions will be selected.

Optifill Profiles:

Profile:

Default

Name:

Default



Default

Profile Conditions:

Select tanks that match: Any Condition

Condition1: Days Left < 5 And Adj. Percent < 30

Add Condition

Dispatch Compass

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Welcome, Dispatcher
Profile: Default
Log Out

ALL Lubes South Lubes North

Open Orders Delivery Date: 9/5/2007

Monitored Orders

Today's Information :
Total Orders : 127
Line Items : 501
Total Bulk : 11808
Total Packages : 1342

Average Day :
Total Orders : 0
Line Items : 0
Total Bulk : 0
Total Packages : 0

Sites

Group	Site	Address	Qty
Lubes South	AMATO HYUNDAI MAZDA	8301 N. NORTH STREET	3
Lubes South	ANDREW TOYOTA	1620 W. WISCONSIN AVE	1
Lubes South	AREA RENTAL & SALES	15885 W. RICHMOND DR	1
Lubes South	BERGSTROM CHEVROLET	11100 W. METRO BLVD	1
Lubes South	BROOKFIELD PONTIAC GMC	13000 W. CAPITOL	1
Lubes South	BUSCH PRECISION INC.	8200 N. FAULKNER ROAD	1
Lubes South	BUTLER TOOL INC.	4731 N. 125TH STREET	1
Lubes South	C U FLEET DEPT	2222 S. 114TH ST	2
Lubes South	CAR X MUFFLER & BRAKE (8131)	12455 W. CAPITOL DRIVE	1
Lubes South	CAR X MUFFLER & BRAKE (8144)	1212 S 108th St	1
Lubes South	COMO STEEL PROCESSING INC.	2637 N. HOLTON STREET	2

Orders

Site	Order #	DueDate	Qty
AMATO HYUNDAI MAZDA	378047	9/5/2007	3
ANDREW TOYOTA	379117	9/5/2007	1
ANDREW TOYOTA	379119	9/5/2007	2
ANDREW TOYOTA	379193	9/5/2007	1
AREA RENTAL & SALES	379240	9/5/2007	1
BERGSTROM CHEVROLET	379090	9/5/2007	1
BROOKFIELD PONTIAC GMC	379123	9/5/2007	1
BUSCH PRECISION INC.	377785	9/5/2007	1
BUTLER TOOL INC.	377423	9/5/2007	2
C U FLEET DEPT	378758	9/5/2007	1

Development Server

Dispatch Compass automatically shows OptiFill generated orders and "will-call" orders, (for both bulk and packaged goods)

Dispatch Compass™ calculates the most efficient routes.

Dispatch Compass

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Welcome, Dispatcher
Profile: Default
[Log Out](#)

ALL Lubes South Lubes North

Manage Routes

Delivery Date: 9/5/2007

All Runs Map

Run List

	Terminal	Truck	Run	Sites	Start	End	Duration	Efficiency
☐	Demo Oil South	01502	1	13	7:00 AM	08:00 AM	01:00	75.0%
☐	Demo Oil South	02040	1	15	7:00 AM	08:42 AM	01:42	83.3%
☐	Demo Oil South	01887	1	16	7:00 AM	08:10 AM	01:10	78.8%
☐	Demo Oil South	02080	1	16	7:00 AM	08:00 AM	01:00	73.3%
☐	Demo Oil South	01937	1	10	7:00 AM	05:18 AM	01:18	60.0%
☐	Demo Oil South	01915	1	4	7:00 AM	05:16 AM	01:16	67.4%
☐	Demo Oil South	01918	1	6	7:00 AM	03:49 AM	01:49	58.7%
☐	Demo Oil South	01919	1	8	7:00 AM	04:12 AM	01:12	56.2%
☐	Demo Oil South	01913	1	3	7:00 AM	02:04 AM	01:04	25.0%
☐	Demo Oil South	01915	2	4	4:08 AM	02:54 AM	01:14	57.5%

☐ Show Areas

Run Statistics

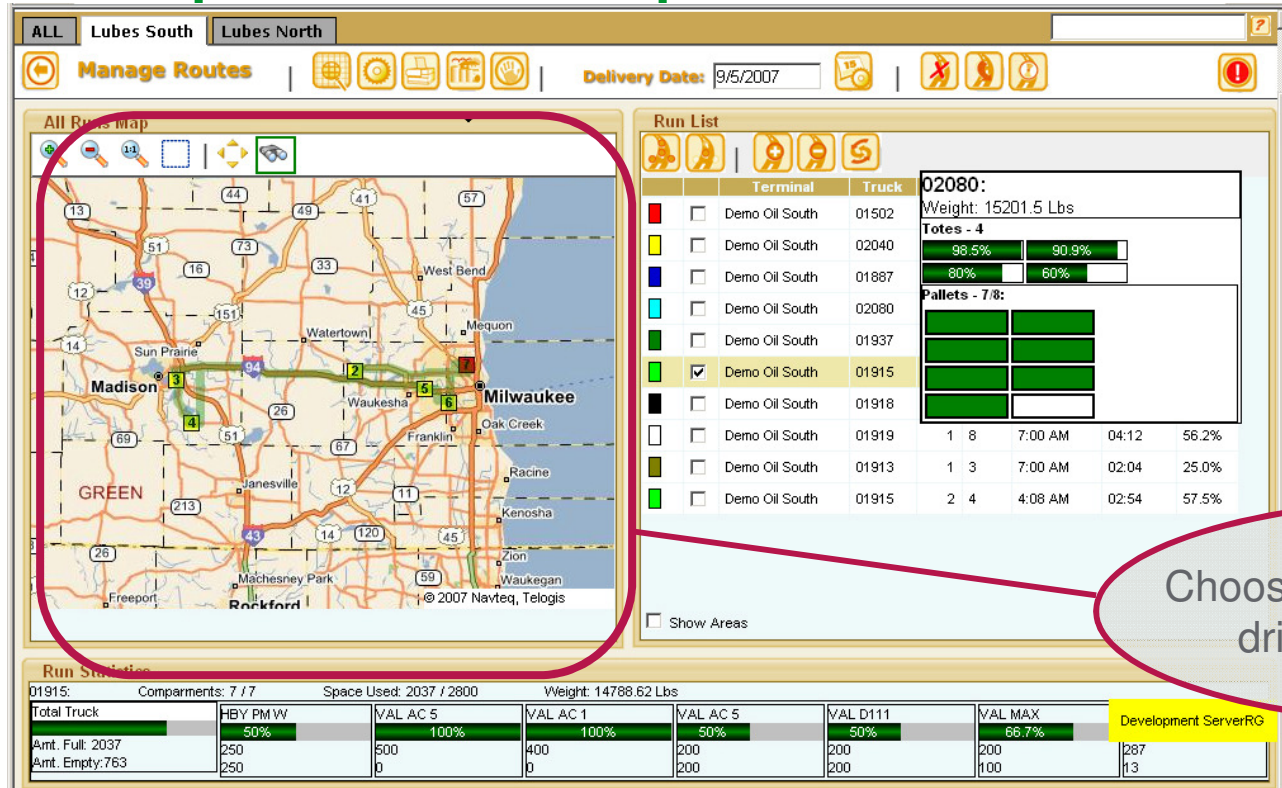
All routes view displays a color-coded map with each route that has been created.

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Welcome, Dispatcher
Profile: Default
Log Out

ALL Lubes South Lubes North

Manage Routes

Delivery Date: 9/5/2007

All Runs Map

Run List

	Terminal	Truck	Run	Sites	Start	Length	Full
☐	Demo Oil South	01502	1	13	7:00 AM	08:32	53.3%
☐	Demo Oil South	02040	1	15	7:00 AM	08:42	53.3%
☐	Demo Oil South	01887	1	16	7:00 AM	08:16	78.6%
☐	Demo Oil South	02080	1	14	7:00 AM	07:20	66.7%
☐	Demo Oil South	01937	1	10	7:00 AM	05:19	50.0%
☐	Demo Oil South	01915	1	5	7:00 AM	05:58	71.9%
☐	Demo Oil South	01913	1	3	7:00 AM	03:24	66.7%
☐	Demo Oil South	01918	1	7	7:00 AM	04:19	79.3%
☐	Demo Oil South	01919	1	7	7:00 AM	03:51	68.2%
☐	Demo Oil South	01940	1	5	7:00 AM	02:52	50.0%
☐	Demo Oil South	01919	2	3	6:55 PM	02:15	30.0%

Run Statistics

Order	Amount	Product	Truck
379135	287.00	VAL AC 5.30 BK	01915
379199	100.00	VAL D111M BK	01915
379202	2.00	VAL MAX 10.30 QT/CS	01502
379202	1.00	VAL MAX SYN 10.30 QT	01502
379202	3.00	VAL MAX SYN 5.30 QT	01502
379202	1.00	VAL P BLUE 15.40 4GL	01502
379202	1.00	VAL RAC 20.50 QT/CS	01502

Development ServerRG

Easily make manual adjustments
when needed.

Dispatch Compass

Centeron®



Truck: 01937

Run Number: 1

Date: 9/5/2007

Pallets Used: 6

Totes Used: 4

Total Used: 10 / 12

Deliveries	Distance																									
5:04:00 AM: Depart '4033 W Custer Ave' and turn right onto W Custer Ave Immediately turn left into 'N 40th St' Take second right into 'W Silver Spring Dr' Take left after 2.3 miles into 'N Jean Nicolet Rd [N Port Washington Rd]' '6100 N Port Washington Rd' is on the left after 0.6 miles Arrive GREAT LAKES LUBE #012 - 6100 N Port Washington Rd Milwaukee, WI. Eta: Jan 1 1900 5:10AM	0.00 Mi 0.02 Mi 0.24 Mi 2.31 Mi 0.60 Mi 3.17 Mi																									
<table><tr><th>siteID</th><th>Order Num</th><th>Tank Name</th><th>Product</th><th>Order Amt</th></tr><tr><td>36084</td><td>379171</td><td></td><td>VAL SEMISYN 5.30 DR</td><td>1.00</td></tr></table>	siteID	Order Num	Tank Name	Product	Order Amt	36084	379171		VAL SEMISYN 5.30 DR	1.00																
siteID	Order Num	Tank Name	Product	Order Amt																						
36084	379171		VAL SEMISYN 5.30 DR	1.00																						
5:30:17 AM: Depart '6100 N Port Washington Rd' and turn left onto N Jean Nicolet Rd [N Port Washington Rd] Make a U-turn after 0.2 miles Take first right into 'W Silver Spring Dr' '1400 W Silver Spring Dr' is on the left 148 yards after 'N 13th St' Arrive CONCOURS MOTORS MERCEDES - 1400 W. SILVER SPRING DR MILWAUKEE, WI. Eta: Jan 1 1900 5:33AM	0.00 Mi 0.20 Mi 0.79 Mi 0.58 Mi 1.57 Mi																									
<table><tr><th>siteID</th><th>Order Num</th><th>Tank Name</th><th>Product</th><th>Order Amt</th></tr><tr><td>36076</td><td>379101</td><td></td><td>HBV PM WASH SOL</td><td>125.00</td></tr><tr><td>36076</td><td>379102</td><td></td><td>MOB 1 ESP 5.40 DR</td><td>3.00</td></tr><tr><td>36076</td><td>379105</td><td></td><td>MOB 1 0.40 QUARTS</td><td>12.00</td></tr><tr><td>36076</td><td>379105</td><td></td><td>MOB 1 ESP 5.40 QT/CS</td><td>12.00</td></tr></table>	siteID	Order Num	Tank Name	Product	Order Amt	36076	379101		HBV PM WASH SOL	125.00	36076	379102		MOB 1 ESP 5.40 DR	3.00	36076	379105		MOB 1 0.40 QUARTS	12.00	36076	379105		MOB 1 ESP 5.40 QT/CS	12.00	
siteID	Order Num	Tank Name	Product	Order Amt																						
36076	379101		HBV PM WASH SOL	125.00																						
36076	379102		MOB 1 ESP 5.40 DR	3.00																						
36076	379105		MOB 1 0.40 QUARTS	12.00																						
36076	379105		MOB 1 ESP 5.40 QT/CS	12.00																						
5:57:31 AM: Depart '1400 W Silver Spring Dr' and turn left onto W Silver Spring Dr '1620 W Silver Spring Dr' is on the left after 0.1 miles Arrive ANDREW TOYOTA - 1620 W. SILVER SPRING DR GLENDALE, WI. Eta: Jan 1 1900 5:57AM	0.00 Mi 0.12 Mi 0.12 Mi																									
<table><tr><th>siteID</th><th>Order Num</th><th>Tank Name</th><th>Product</th><th>Order Amt</th></tr><tr><td>36079</td><td>379117</td><td></td><td>MOB TOYOTA ATF T QTS</td><td>9.00</td></tr><tr><td>36079</td><td>379119</td><td></td><td>PEAK M/V 22" BLADE</td><td>1.00</td></tr><tr><td>36079</td><td>379119</td><td></td><td>PYR 4053 DR</td><td>1.00</td></tr><tr><td>36079</td><td>379193</td><td></td><td>MOB 1 5.30 QUARTS</td><td>1.00</td></tr></table>	siteID	Order Num	Tank Name	Product	Order Amt	36079	379117		MOB TOYOTA ATF T QTS	9.00	36079	379119		PEAK M/V 22" BLADE	1.00	36079	379119		PYR 4053 DR	1.00	36079	379193		MOB 1 5.30 QUARTS	1.00	
siteID	Order Num	Tank Name	Product	Order Amt																						
36079	379117		MOB TOYOTA ATF T QTS	9.00																						
36079	379119		PEAK M/V 22" BLADE	1.00																						
36079	379119		PYR 4053 DR	1.00																						
36079	379193		MOB 1 5.30 QUARTS	1.00																						
6:17:43 AM: Depart '1620 W Silver Spring Dr' and turn left onto W Silver Spring Dr Take ramp to N Green Bay Ave [W-57] '6100 N Green Bay Ave [W-57]' is on the right 0.1 miles after 'W Florist Ave' Arrive DAVID HOBBS HONDA - 6100 N GREEN BAY AVENUE GLENDALE, WI. Eta: Jan 1 1900 6:19AM	0.00 Mi 0.12 Mi 0.61 Mi 0.73 Mi																									
<table><tr><th>siteID</th><th>Order Num</th><th>Tank Name</th><th>Product</th><th>Order Amt</th></tr><tr><td>35164</td><td>379160</td><td></td><td>PC STB CLEANER 55GL</td><td>1.00</td></tr></table>	siteID	Order Num	Tank Name	Product	Order Amt	35164	379160		PC STB CLEANER 55GL	1.00																
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With the printable Dispatch List, you never have to worry about new or replacement drivers - Dispatch Compass calculates the most efficient routes and provides driving directions to each tank

Remote Level Monitoring, (RLM)

Robertshaw Industrial Products

