



## Case Study

Thompson Gas



### THE CHALLENGE

Thompson Gas continues to grow rapidly through acquiring smaller regional propane companies and integrating them into their current operations. Ensuring the fleet is the right size is crucial to maximizing the bottom line of these acquisitions. Rapid growth through acquisition can easily result in too many delivery trucks making too few deliveries in an inefficient manner - resulting in high delivery costs. When it comes to solving the problems of high demand and fleet management, manually trying to figure out the numbers is simply not an option. What Thompson Gas needed was a software they could depend on to put an end to inefficiency.

### THE SOLUTION



Vertrax's SmartDrops Mobile Logistics was exactly what Thompson Gas was looking for. The user-friendly platform provides tools to the regional operational centers to fully understand how best they can deliver on customer demand for propane in the most efficient way possible. With SmartDrops, routes are sized correctly every time to meet the specific demands of each company. SmartDrops also provides a mobile delivery platform that makes life very easy for the driver in terms of navigating the optimized route, delivery of propane or heating oil, leak test, adding stops on the fly, and payment transactions. Being a live management system, SmartDrops provides dispatch teams with a real-time view into the progress, location and activities of the drivers, allowing operations the ability to shuffle the workload in real-time in order to maximize the utilization of company assets.

### THE RESULT



After implementing SmartDrops into their daily routine, Thompson Gas has seen a dramatic, sustainable increase in the efficiency of their delivery operations. The consistent benefits of SmartDrops can be counted on as an integral part of their ongoing acquisition strategy.

#### ***George Koloroutis, COO of Thompson Gas, had this to say:***



"Few, if any investments we've made have delivered such immediate, real and measurable results. In dollars and cents, payback exceeded our most optimistic projections. In our recent MN-based acquisition, we delivered 17% more gallons with the same number of bobtails and traveled 70,000 fewer miles. At over \$4.50 per mile, you do the math!" (\$315,000 in savings!)

#### ***Thompson Gas President and CEO J. Randall Thompson reported even more successes:***



"Delivery efficiency is something we strive for every day. Vertrax's SmartDrops is an invaluable tool to help us manage our deliveries. The ROI is exponential as we learn new ways to use the software and related products every day."