

# TRENDS IN PROPANE DELIVERY TO RETAIN DRIVERS



UNITED IN MEETING TODAY'S CHALLENGES:

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# AGENDA

- Where We've Been
- Current State
- Future Trends



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# CURRENT STATE



- 3,200 – 3,499 gallon vessel
- Single axle chassis
- In-cab slip printer
- Base remote
- Automatic transmission



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# WALKAROUNDS WITH DRIVERS

## OPTIONS



- Lighting
- Delivery location
- Fill location
- Base remote
- Tool boxes
- Reel capabilities
- Size of tank
- Size and length of hose
- Piping material
- Service pack cabinet
- Pump stabilizer
- # of spray fills
- Flow rates



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# MORE SAFETY & COMFORT IN CHASSIS



## STANDARD AND UPGRADE OPTIONS

- Manual or Automatic Transmission
- Upgraded driver's seat
- Power mirrors
- Tighter turn radius
- Corner windows for visibility
- Backup camera
- LED lights
- HP and Torque
- Adaptive cruise control
- Collision mitigation systems
- On board computers
- Digital dash



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# TANK MONITORS

## BENEFITS



1. Improve routing efficiencies
2. Mobil app to interact with customers
3. Reduce runout risk and optimize tank fill rates
4. Ease of doing business
5. Increase the number of budget plans (keep fills)
6. Transparency with the end user
7. Ability to record usage to increase risk management and exposure
8. Monitor irregularities to head of problems



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# ROUTING SOFTWARE

## BENEFITS

1. Increased billing accuracy
2. Improved customer satisfaction
3. Optimize gallons per mile delivered - Decrease dead miles
4. Enable real-time adjustments to routes
5. Evaluate right tank and bobtails sizing



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# FINDING DRIVERS THAT FIT YOUR BUSINESS MODEL

- Determine your future business model
- What will the future customer demand of your drivers
- Use tools to attract the right candidates
- Training
- Involve drivers in business decisions



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# Questions

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