

TECHNOLOGY MEETS THE PROPANE GAS INDUSTRY

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Modern Gas Company
PO Box 1607
Albany, GA 31702

Dan Holloway
Owner

SPECIAL POINTS OF INTEREST:

- **Accountability for Cash**
- **Significantly Reduces Errors**
- **More Timely Information**
- **Saves Time**
- **Interface to Accounting System**

Modern Gas Company began as a business in Albany, Georgia in 1954. The owner was Dan Holloway. From that time, Modern Gas has grown to become a major retail LP gas supplier in Southwest Georgia. Since 1991, Modern has been a major Cylinder Exchange and Forklift Cylinder supplier across the entire region from Jacksonville, Florida, in the south to Dalton, Georgia, in the north. In addition to their cylinder plant in Albany, Modern has a mini-plant and distribution center in Lovejoy, Georgia to serve the north Georgia area. Modern Gas is still a family owned business with sons Mark and Steven handling the day to day operations.

The Holloway family has always been on the forefront of the industry. Both Dan and Steven have served as president of the Georgia Propane Gas Association. Steven is currently a director of the National Propane Gas Association. Modern Gas saw the need for computer technology and were one of the first to use on-board computers with their Retail LP Service. However, that system did not lend itself to the cylinder exchange business, so they were using handwritten tickets for that part of their business. Dan Holloway had seen companies in other industries using handheld computers for delivery, but had not found what

he needed until he saw RouteMan—Route Management System.

In early 2007, Dan heard of RouteMan—RMS from a friend who was using RouteMan for both his packaged ice business and his cylinder exchange business. Dan contacted Keet Consulting Services for a demonstration.

“We were looking for a system that would save us time and also provide more control for our cylinder business. The cylinder business has a lot of cash payments and we needed a better way of accounting for that cash. RouteMan has given us that accountability.”

Donna Dean handles the day to day operation of RouteMan—RMS. Donna says, “RouteMan is really good. It saves me a lot of time each day. It has significantly reduced the number of errors on invoices, the prices are correct, and the math is right! It really saves a lot of time when I have to lookup a past ticket. Before, I had to dig through boxes, now with RouteMan, just a click or two of the mouse and I have a printed copy with customer signature!” Modern Gas uses a VPN to connect the remote location to the main office so that the information from sales in north Georgia is transferred automatically to Albany

each day. “I can get sales reports for North Georgia whenever I need them,” said Donna.

While RouteMan—RMS has the capability to provide billing, payment processing, and accounts receivable functions, Modern Gas chose to continue to use their current accounting system for both Retail LP sales and Cylinder Exchange sales. Keet Consulting Services and Modern’s accounting system vendor are working together to provide a mechanized interface between the systems. When this is installed, Modern Gas will reap even more cost savings.

“I can truthfully say we are pleased with the operation of the system. It has met our objectives. Keet Consulting Services has been very good to work with over the past year. I would recommend RouteMan—RMS to anyone in the Propane Gas business,” said Dan Holloway. Modern Gas Company converted to RouteMan — Route Management System in June 2007.

For more information on RouteMan, please contact Keet Consulting Services at (205) 620-9843, or visit their website at:

www.kcsgis.com

