

TECHNOLOGY MEETS THE PACKAGED ICE & PROPANE CYLINDER EXCHANGE INDUSTRY

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SOUTHERN ICE EXCHANGE, INC.



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Reed Ice & Cylinder
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Tab Reed
President

**SPECIAL POINTS
OF INTEREST:**

- Works for Both Packaged Ice & Propane Cylinders
- Saves At Least One Hour Per Driver Per Day
- Improves Business Controls
- Provides Immediate Information
- Greatly Reduces Errors

In 1972, the Reed family owned a poultry processing plant in Lincolnton, GA and needed a reliable supply of ice for the plant. They installed an ice plant for their own use but soon began selling packaged ice to a nearby convenience store. In 1980, the family sold the poultry plant but the packaged ice business had grown to the extent that they continued operating the ice plant. About twelve years ago, Reed added propane cylinder exchange to their company. Propane cylinder exchange made a nice fit with the same customer base as the packaged ice business. Tab Reed is second generation in the business and is President of Reed Ice and Cylinder Exchange.



Tab Reed, President

“Our business had continued to grow,” said Tab Reed, “and I felt that I needed to get more control over my routes.” “When you are small, you can keep up with things in your head. But as you grow, you need something like RouteMan—RMS” Tab asked advise from a close friend Tim Dyar, then President of The Southern Ice Exchange (SIE), an ice trade association. Tim rec-

ommended he look at RouteMan—RMS from Keet Consulting Services. Tab called for a demo and purchased the system shortly thereafter.

“With RouteMan-RMS, when I come into the office each morning, I can immediately see what we sold yesterday, who we sold it to, when we were at each stop, and who declined delivery. This has allowed me to keep up with what is happening on my routes,” said Tab Reed.



Connie Boswell, Office

Another benefit of RouteMan-RMS is that, “we now get our billing out on time,” said Tab. “Before RouteMan-RMS, we would get several weeks behind with entering our tickets during July. Now, billing gets out on time!” This fact was echoed by Connie Boswell, Office Manager. “RouteMan-RMS has really saved me a lot of time. Before RouteMan-RMS, I would have to separate cash from charge tickets, run totals, enter the tickets into our accounting system, and then try to balance. Now RouteMan-RMS takes care of everything,” said Connie. “I used to spend a lot of time correcting pricing and

math errors on tickets. With RouteMan-RMS, the errors have stopped!”



David Newberry, Driver

David Newberry drives a propane cylinder exchange truck for Reed. David commented, “I love RouteMan-RMS! I average working about 20 stops a day on my route. With RouteMan-RMS, I save over one hour each day in paperwork. At the end of the day, I really like being able to return to the office, sync my handheld, and go home! No more paperwork!” David also likes the interface to TomTom® Navigator to get directions to new customers.

“RouteMan-RMS has really simplified my business,” said Tab Reed. “I should have installed it sooner!” Reed Ice and Cylinder Exchange installed RouteMan—RMS in February 2007.

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

www.kcsgis.com

