



REGIO

IT Solution for P&L Control

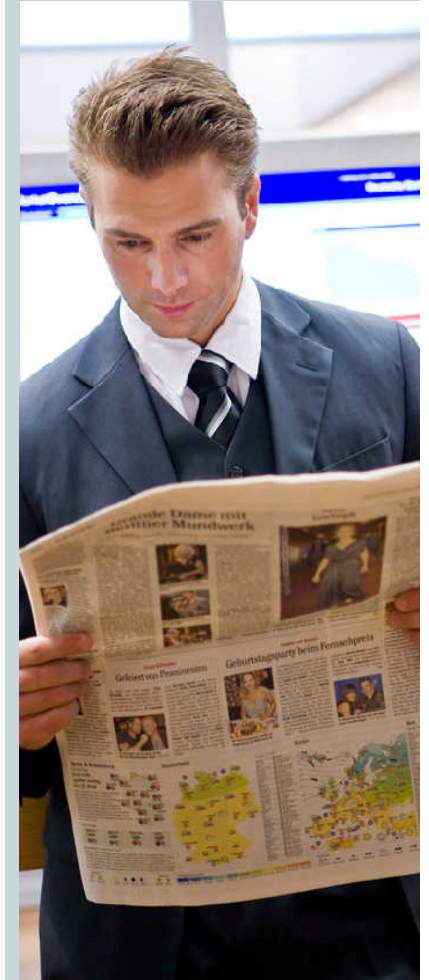
Constantin Grecea

**General Manager
Regio Impex SRL Romania**

**International ARGPL Congress
Constanta, Mamaia, September 15-17 2010**

Regio – LPG auto – organization

- Direction: LPG, Dispensers, IT, consulting
- Employees: 65 specialists with ISCIR, MF, Microsoft and other certifications
- Turnover: 80 mil Ron
- Customers: in all the Romanian county



Regio – LPG auto – organization

Head quarter:

- Bucharest

Branches:

- Pitesti
- Oradea
- Iasi
- Tg. Mures
- Bacau
- Alba



DLCC - Efficiency

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- The DLCC module receives the signal sent by the Hall Effect transmitter and these signals are transformed into the digital signal. Also this module indicate to an digital display the level form the tanks.
- DLCC decreases the mechanical reading errors up to +/- 1%, providing a better management of LPG real stocks and putting end of the actual fight between LPG transporters and beneficiary.
- It can be easily connected with RegioPOS fuel management solution which ensures a properly software CALIBRATION of the DLCC.



DLCC – Live presentation



Recalibration

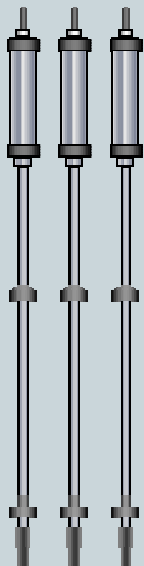
Tank	Cm	Old Volume	New Volume	Differences
1	25	1250	1250	0
1	26	1300	1300	0
1	27	1350	1346.625	-3.375
1	28	1400	1396.5	-3.5
1	29	1450	1442.75	-7.25
1	30	1500	1492.5	-7.5
1	31	1550	1542.25	-7.75
1	32	1600	1584	-16
1	33	1650	1633.5	-16.5
1	34	1700	1683	-17
1	35	1750	1732.5	-17.5
1	36	1800	1782	-18
1	37	1850	1831.5	-18.5
1	38	1900	1881	-19
1	39	1950	1911	-39
1	40	2000	1960	-40
1	41	2050	2009	-41
1	42	2100	2058	-42
1	43	2150	2107	-43
1	44	2200	2156	-44
1	45	2250	2205	-45
1	46	2300	2254	-46
1	47	2350	2303	-47
1	48	2400	2352	-48
1	49	2450	2401	-49
1	50	2500	2500	0

TLS 2 – System Architecture

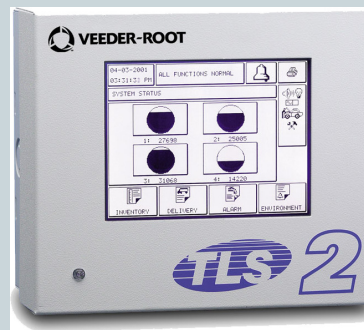
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Probes

- Fuel Height
- Water Height
- Temperature



TLS 2 Console



▪Functionality in TLS Console

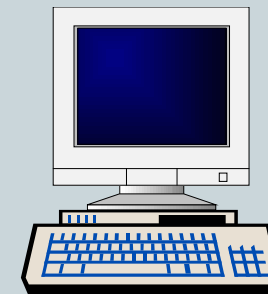
- Height to volume
- Leak detection
- Deliveries (net)

▪Full user interface

- Touch-screen display
- External printer (optional)

▪I/S Barriers

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▪Local Interfaces

- TLS output via RS232 or RS485
- DIS Driver display

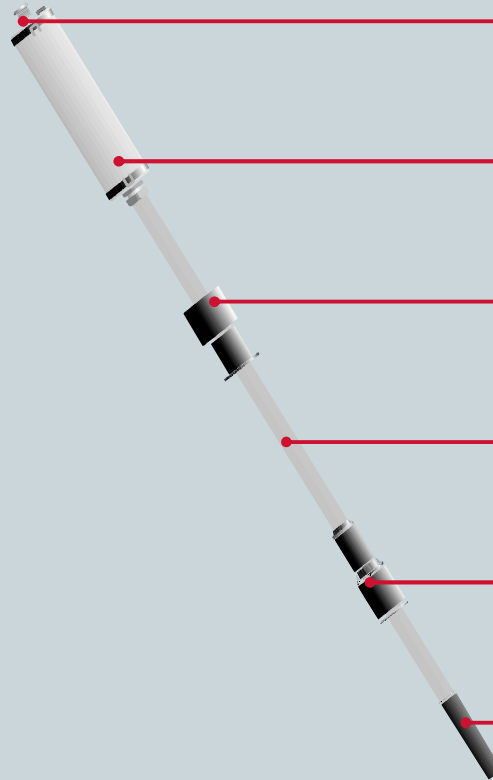
▪Remote connection

- External modem
- Data collection
- FMS / Inform reports
- Alarm dial out (FMS / Inform)
- Diagnostics

Magnetostrictive Probes – Mag 2

Mag 2

▪US EPA Certified for 0.76 LPH (0.2 GPH) static tank testing



Cable connector socket

- Connects probe leader cable

Probe Canister

- Houses probe electronics
- 3" or 2" (subject to probe type)

Product float assembly

- 3", 2" or 1" (subject to probe type)

Probe shaft

- Aluminium or stainless steel

Water float assembly

- 3", 2" or 1" (subject to probe type)
- Not used on non-water detect probes

Probe Boot

- Varies subject to probe type

DLCC – TE500



Double check for the “stock in” operation:

Communication with TE500
Single or Dual Electronic Register

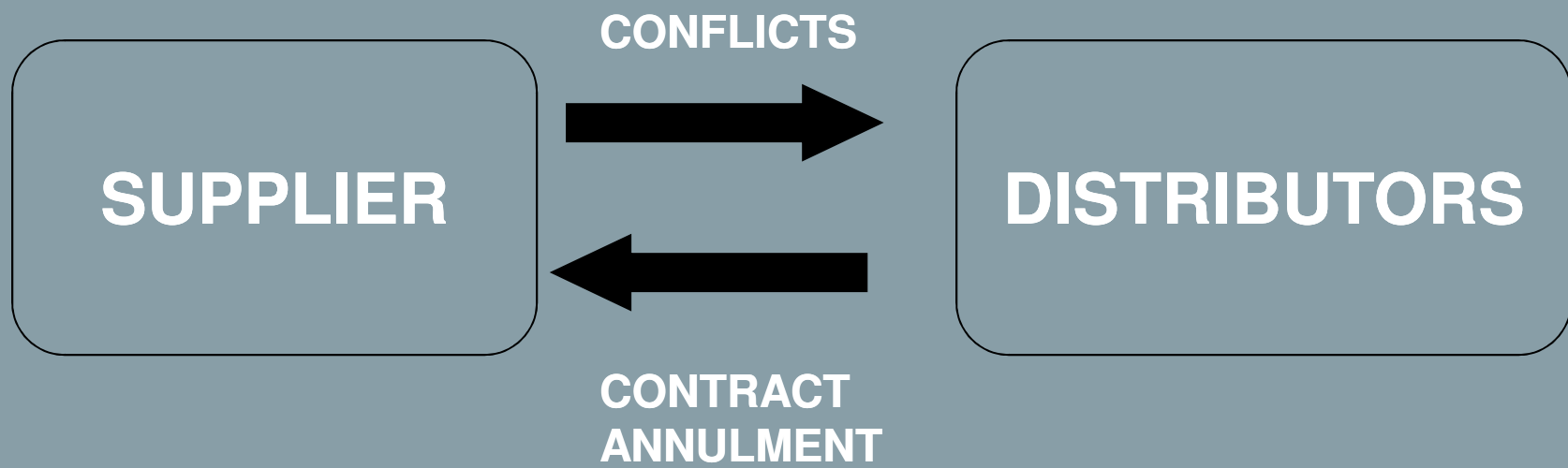
Communication with DLCC

Compare the quantities

No Issues

Suppliers – Distributors Issues

1. QUANTITATIVE DISPARITIES



Suppliers – Distributors Issues



Quantitative Disparities	Without DLCC	With DLCC - Pessimistic Assessment	With DLCC - Optimistic Assessment
Annual loss / 10 bulks	48000	12000	24000
Annual loss / 1 bulk	4800	1200	2400
Monthly loss / 1 bulk - aprox.	400	100	200
Price per LPG / liter	€ 0.50	€ 0.50	€ 0.50
Total loss / bulk / month	€ 200	€ 50	€ 100

Pessimistic Saving per month with DLCC = € 50 / bulk

Optimistic Saving per month with DLCC = € 100 / bulk

Suppliers – Distributors Issues

Target Spotted



Suppliers – Optimization

Transport Efficiency	Without DLCC	With DLCC	Saving
Route length (km)	400	400	
Bulks Number included in route	5	4	
Number of fillings / month	8	6	
Cost of transport per km	€ 1.00	€ 1.00	
Total cost of logistic / truck / route	€ 640	€ 600	€ 40

2. TRANSPORT EFFICIENCY

- Costs reduction
- Time gaining
- Routs efficiency
- Errors of route planning reduction

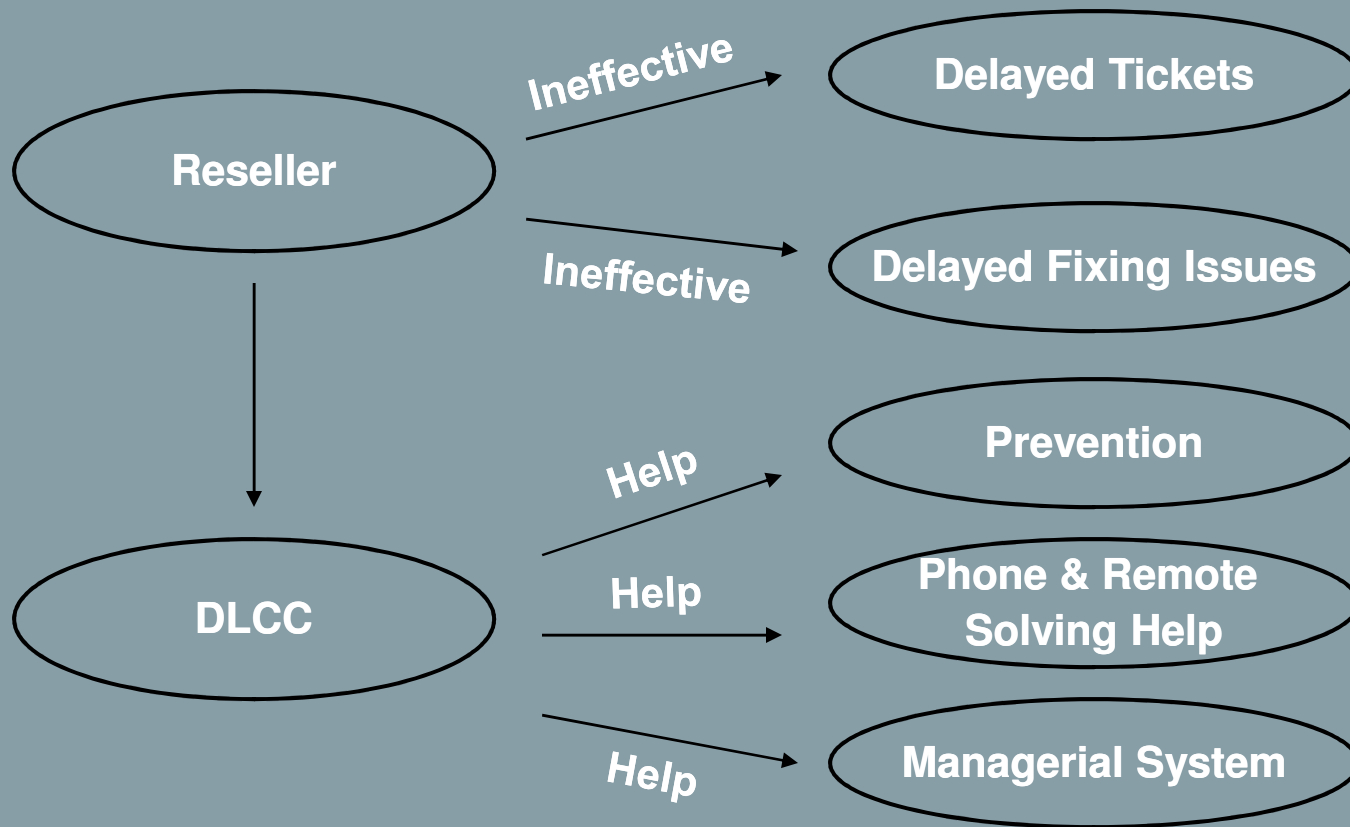
Monthly Saving - with DLCC = 10%



Suppliers – Optimization



3. DOWNTIME REDUCTION



Suppliers – Profit from costs savings



Downtime Reduction	Without DLCC	With DLCC	Saving
Medium downtime (hours)	14	7	7
Number of intervention for unfunctional bulk / month	20	20	0
Medium loss / unfunctional bulk (liters)	34	34	0
Total time for solving 20 unfunctional bulks	280	140	140
Total lost in liters	9,520	4,760	4,760
Price of LPG per liter	€ 0.50	€ 0.50	€ 0.50
Total value of costs	€ 4,760.00	€ 2,380.00	€ 2,380.00
Number of bulks	100	100	100
Unit cost per bulk / month - approx.	€ 48	€ 24	€ 24

Monthly Saving / bulk - with DLCC = 10%

Suppliers – Profit from costs savings



4. MAINTENANCE COSTS

Reduction of maintenance costs - bulk	With DLCC
Monthly maintenance costs per 100 bulks	10000
Monthly saving / bulk - with DLCC = 10%	1000
Number of bulks	100
Reduction of maintenance costs with bulk	10%
Costs saving per bulk	€ 10
Reduction of maintenance costs - managerial system	With DLCC
Number of on-site intervention per month	40
Medium Unit cost of on-site intervention	€ 195.00
Total value of costs for on-site intervention in one month	€ 7,800.00
Reduction of maintenance costs	90%
Real value of costs for on-site intervention in one month	€ 780.00
Total monthly saving with maintenance	€ 7,020.00
Monthly saving with maintenance per bulk - approx.	€ 70

Why DLCC ?

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Type of saving	Value
Monthly saving per bulk (Pessimistic & Optimistic average) from quantitative disparities	€ 75.00
Monthly saving cost of logistic / truck / route	€ 40.00
Monthly saving cost / bulk with downtime reduction	€ 24.00
Monthly saving cost / bulk with bulk maintenance	€ 10.00

ERROR: stackunderflow
OFFENDING COMMAND: ~

STACK: