

## The way to success

Trip optimisation at PRIMAGAZ in Kitzbühel, Austria

PRIMAGAZ is a wholly owned subsidiary of the worldwide biggest fuel oil provider, SHV Gas, based in Hoofddorp. PRIMAGAZ-Austria, with 90 employees, achieves an annual turnover of about 25 million Euros and are market leaders in business from new customers. PRIMAGAZ supplies over 12,000 tank gas customers in Austria, from one-family houses to terraced house settlements and apartment complexes, as well as supplying both industrial and commercial properties. "The major target with implementing OPTITOOL LPG was to reduce the costs of the distribution logistics and increase the efficiency of dispatching", said Patrick Silberberger. "Furthermore the new system should be integrated in the existing IT environment without problems and the customer service has to be really good". As the market leader for trip optimisation in the Energie Business Sector (fuel oil, pellets, mineral oils and lubricants) OPTITOOL has also established a ground-breaking business solution for the Fuel Oil Business: OPTITOOL LPG.



"The resources supplied by OPTITOOL were optimal, even outside business hours. The implementation went without problems and as a result we noticed a significant reduced workload and economisation."

Patrick Silberberger, commercial manager PRIMAGAZ, Kitzbühel, Austria

Patrick Silberberger was amazed by the straightforward implementation of OPTITOOL LPG and the simple integration. The dispatcher is supported by the digital map, the reproduction of company and business-specific particulars in a treeview and a report wizard. The automatic optimisation which suggests cost-optimal trips considering necessary restrictions helps the dispatcher to make right decisions for the planning period.

**The result:**                      **Significant reduced dispatching workload**  
**Reduction of trip costs**

We would be pleased to discuss the individual possibilities using OPTITOOL LPG/4 in your company.



**OPTITOOL**  
optimize your business

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