

# The RouteMan Spotlight

EDITION 7

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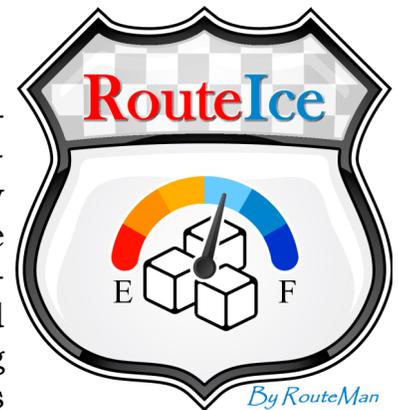
## Other Industries Using RouteMan

While the RouteMan line of products and services is mainly used in the ice industry, RouteMan has been highly effective in other industries. With clients in the coffee service, beauty shop supply, bottle water, propane gas, creamery, soft drink, snack food, and frozen treat industries, RouteMan is sure to exceed all your routing needs.



## What's New? RouteIce

RouteIce is RouteMan's newest innovation. We have partnered with Otodata, a Canadian tank monitoring company, to provide the ice industry with a blockbuster monitoring system. RouteIce utilizes revolutionary LiDAR technology that provides companies with accurate inventory, location, and temperature information, allowing for less time wasted and higher sales. This award-winning technology works with all ice box types and has over 1.7 million comm devices deployed.



## Happy Retirement Darrell!



Darrell Mount, the sales manager at KCS, is retiring after 13 years on the RouteMan team. He has been known for his dedication, positive attitude, and commitment to both our team and those of our clients. Darrell always speaks of the "RouteMan Family," and he will certainly be missed in many, many ways. Thank you for everything you have done, Darrell. We will miss you!

## What's Next?

**Have you ever wanted to access RouteMan, but been away from your computer?**

Soon, you will be able to do just that. RouteVia will give our clients the ability to do anything that they could do in RouteMan, but on any PC or mobile browser. With an updated look and new features, you won't want to miss out on RouteVia.



## Client Focus:



Recently, the owner of Crystal Cubes Ice, Vishal Patel, updated the *Ice World Journal* on RouteMan's newest innovation, RouteIce. Patel asserted that "RouteIce is going to change the way the ice industry makes deliveries." He shared that you no longer have to call your clients and be placed on hold just to ask about their ice inventory levels. Patel has been a RouteMan customer since 2013 and serves the Mableton-Atlanta area. He also shared that because of all the time he has been able to save through RouteIce, he and his team can more effectively and efficiently serve the people of Georgia. Patel likens RouteIce to a lie detector test. Now that you can remotely check the inventory, temperature, and power levels of your ice boxes, you no longer have to wholly rely on the words of your clients. You can rest assured that no phony issues will arise thanks to RouteIce.



"If you want insurance, facts, and a watchdog on your side, then you need RouteIce. Without RouteIce, you are making blind deliveries and burning profits out of the tailpipe." - Vishal Patel

## Still Using WiFi?

**Do your RouteMobile devices only use WiFi when making deliveries? Are you interested in utilizing data but don't know where to start?**

Based on information from RouteMan clients, RouteMobile utilizes a very small amount of data. Users tell us that on a shared data plan during peak season, each device utilizes under 200 MB. There are 1,024 MB in 1 GB; therefore, a 2 GB shared data plan can service about 10 devices.

