

## Cylinder Control

DataWeld's CYLINDER CONTROL SYSTEM is designed to keep track of one of your most valuable assets in a simple, easy manner.

### **WHAT MAKES IT SO EASY?**

To begin with, you decide what you want to call a cylinder. A 122 cubic foot oxygen cylinder can be referred to as: OX122, 122, OX or any other combination of letters and numbers that is easy for your people to remember and use.

When you ship a cylinder to a customer, all you have to do is enter the type of cylinder and how many were shipped. The system takes care of the rest. The volume of gas sold is automatically calculated, the appropriate gas price is selected and the transaction stored for end of the month rental or demurrage invoices. All in one operation.

### **WHAT ABOUT PRICING?**

If there is one overriding requirement regarding gas pricing for the Welding Supply Distributor, it's flexibility. Gases can be priced per cubic foot, per hundred cubic feet, per thousand cubic feet, per cylinder and several other ways, all automatically.

From time to time in order to meet competitive needs you may find it necessary to use different methods of pricing for the same customer. A customer can have one type of gas priced per cylinder, another per cubic foot and a third priced per hundred cubic feet. With this type of flexibility, you can not only meet the competition, but beat it!

To make sales and Gross Profit easy to compare, all gas sales are converted to cubic feet. Gas sales in both dollars and cubic feet

are maintained on a month-to-date and year-to-date basis with extensive historical data available. You can even maintain Gross sales by customer to determine if gas sales to that customer are rising or falling on a particular gas.

### **WHAT ABOUT RENT AND DEMURRAGE?**

Charging for the actual use of the cylinder should be as easy and flexible as the pricing just discussed. It is.

Unlimited rental and demurrage rates are available to fit almost any situation. Daily rent? You bet! You can even have the system select a different rate depending upon the number of cylinders the customer has on hand at the end of the month.

Leases or prepaid rentals can also be set up. A lease can be based on any number of months from two to well into the next century. Each lease is monitored closely and a report lets you know of any expiring leases. Set the system on automatic pilot and invoices will be created for all lease renewals eliminating potential lost revenue from expiring leases that have been overlooked.

Some customers want cylinders shipped to several different locations. If this happens in your business, we can help. Cylinder records can be kept by the location the cylinder was shipped to, even to the point of creating a rental invoice. This allows each location to reconcile its own account. For billing purposes, rental invoices for multiple locations can be billed to one address.

## **HOW MANY 244'S DO I HAVE?**

Before making any major purchases of cylinders, it helps to know what you currently have in stock. The reporting system will show you all cylinders by type at any given location or all locations. This allows you to know the exact mix of cylinders in circulation and on the docks.

Cylinders are one of your most valuable assets and an important revenue generator. DataWeld's **CYLINDER CONTROL SYSTEM** gives you the tools to get the most out of this resource.