

ADEPT™ Performance



+12% **AVERAGE DELIVERY SIZE**

Average delivery size to customers increased by >12%



275 GALLON TANKS

+40 GALLONS

Monitored ADEPT 275-gallon tanks realized an increase in **delivery size** of over 40 gallons



550 GALLON TANKS

+100 GALLONS

Monitored ADEPT 550-gallon tanks realized an increase of over 100 gallons **per delivery**



4.9%

AUTOMATIC DELIVERY CUSTOMER BASE GROWTH

The automatic delivery customer base grew by 4.9% **without adding a single delivery vehicle**



RUNOUTS TO ADEPT CUSTOMERS

<0.4%

Runouts to ADEPT customers represented **<0.4% of deliveries**



RUNOUTS TO ALL CUSTOMERS

<0.9%

Runout to all customers was **<0.9%**. **Zero with a remote monitor**



-10%

JANUARY DELIVERIES

January deliveries, as a % of annual deliveries, fell **>10%** vs. prior Januarys. **Flattening the Curve!**