



Control Systems International®

For Immediate Release

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Control Systems International, Inc. Partners with LomoSoft GmbH in the Americas and Africa.

LENEXA, Kan. - Control Systems International, Inc. of Lenexa, Kan. USA (CSI) is pleased to announce it has joined, in a contractual relationship, with German software manufacturer LomoSoft GmbH. LomoSoft provides fuel-tanker truck scheduling solutions for the downstream oil and gas industries. Control Systems International provides refined product terminal automation solutions for the downstream oil and gas industries. Together, CSI and LomoSoft will work in unison on several oil and gas automation and truck scheduling projects throughout North America, South America, and Africa.

”CSI’s FUEL-FACS⁺ fuel terminal automation suite is the most state-of-the-art and versatile system we have studied,” said Juergen Spanuth, managing director of LomoSoft.

“We find that the open system, scalability, and functionality of FUEL-FACS⁺ is consistent and complimentary with the quality and robust scheduling capabilities of our WinDMS Autodispatch Option Fleet Optimization System.” Spanuth said.

The agreement between CSI and LomoSoft gives CSI exclusive rights to promote and market the LomoSoft WinDMS scheduling solutions in North America, South America, and Africa.

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FUEL-FACS⁺ provides all of the functionality, control, and accounting capabilities required to fully automate a fuel terminal. It manages and controls product receiving, product stored, and accounts for every drop of product dispensed whether it's metered or weighed. FUEL-FACS⁺ also generates and prints myriad of reports, including bill of lading, end of day, end of month, or customized data. FUEL-FACS⁺ automation systems can be operated from any place on the globe. Many gas and oil companies use it to control and account for their entire enterprise worldwide from one central location or home office.

CSI will market WinDMS in the Americas and Africa as a stand-alone scheduling system or as a compliment to its FUEL-FACS⁺ automation solutions. The WinDMS system manages entire fleets of fuel tankers using state-of-the-art Global Positioning Systems (GPS) and online communications.

WinDMS combines the strengths of a good fleet and order scheduling system with an automatic replenishment system. Based on fuel consumptions on sites WinDMS will calculate the best next delivery, looking at all tanks on site and making sure they all receive just enough just in time. The automatic replenishment or Vendor Managed Inventory(VMI) allows for better fleet usage, better on site stock management and ensures product availability on site.

Both VMI orders and orders placed by customers are transmitted in real time to the fleet. Online communication with the trucks is used to transmit routes, product information, product availability, staff availability, and delivery dates automatically to onboard computers installed in a fleet of fuel tankers. The more pertinent information each driver receives, the more efficiently the fleet operates. This efficiency translates into savings of time, fuel, and other operating costs.

“Lets say you have a run on a product at one of your sites. WinDMS allows the dispatcher to instantly, in real time, change carrier priorities,” Spanuth says. “It makes it possible to quickly and efficiently meet the demands of each customer because they have instant, real-time information at their fingertips.”

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“It also makes normal day-to-day operations more effective because we can make use of known traffic patterns, avoid the busiest times of day, and pre-route trucks for optimum planning solutions,” he said.

Over the years, LomoSoft has perfected automated scheduling for gas and oil companies. Like FUEL-FACS⁺, WinDMS system also exchanges data with SAP, Oracle, and other ERP applications. This back office data exchange increases billing efficiencies and much of that data, once entered, is automatically propagated to other applications, further reducing or alleviating manual input.

“This agreement will definitely enhance CSI’s capacity to provide even more services to our oil and gas customers.” Nelson Shirley, president and CEO of CSI stated. “In today’s business environment adding quality services to existing platforms is often the proven method for retaining customers or enticing new clientele. WinDMS is definitely the kind of breakthrough product that can stand alone or compliment an automation system like FUEL-FACS⁺. We think this partnership is a win-win-win for CSI, LomoSoft, and mostly our customers.” Shirley said.

WinDMS allows users to collect information from several sources to help make better transportation decisions: site fuel sales, tank levels, load availability, load contract, vehicle availability and location through GPS, product pricing, roadmaps and traffic information. WinDMS creates status reports, performance reports, and position reports. It also minimizes paper and manual administration.

LomoSoft can also take full advantage of radio-frequency identification (RFID) technology for tracking product movements around the truck in even greater detail.

Both LomoSoft products and CSI products can be seen at major tradeshow, worldwide.

Control Systems International, Inc. is a control and information system supplier to industry since 1968. CSI is headquartered in the Kansas City suburb of Lenexa, Kansas, with additional engineering offices in Los Angeles, CA; London, UK; and sales and service representatives around the world. The company is privately held.

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Some of CSI's customers include: Alyeska Pipeline Services Company, ARCO Products Company, Abu Dhabi National Oil Company, BP, Caltex, Chevron Canada, Chevron, City of Phoenix Water Services, Conoco, Copec, Egypt Grain, Engen, ExxonMobil, Hong Kong Airport Authority, Horizon, Irving Oil Ltd., Kenya Pipeline Company, Kinder Morgan Pipeline Company, Kuwait National Petroleum Co, National Vegetable Oil, Nigerian Oil Company, Nustar, ONEOK, Petróleos Mexicanos (PEMEX), Petrol Bulgaria, SHELL, Statia, Valero, Vopak, WOQOD, Williams, and others.

Based all over Europe, LomoSoft provides services close to its customers. LomoSoft was founded in 1989 by Andreas Bonifer and Juergen Spanuth and has developed to an IT service provider employing more than 30 software and transportation experts. LomoSoft is currently expanding its activities to Southern and Eastern Europe, the Middle East, Africa, and the Americas. LomoSoft's core offering is for the Oil and Gas industry and have recently also attracted interest from the chemical industry. Lomosoft's customer base includes: BP, EXXON, Texaco, Chevron, YX Energy, Hoyer, Schenk, Bonifer, Agip, Total, Lukoil, Tamoil, Adnoc, WOQOD and others

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