

# Cost savings through better inventory control

In our current economic conditions most companies are looking for ways to cut costs.

One way is through better management of materials in your storage silos. Many companies still use just point level sensors, like a “paddle unit”, to let them know when the material in the silo is high or low. Besides detecting high and low levels, a continuous level sensor can actually help cut costs and even increase personnel safety. Although a continuous level inventory measurement system sounds like a good idea, the inclination right now may be that “a point level works ok, no need to spend any money to upgrade or change.” So how does one justify the extra initial cost of a continuous level system?

A company in Crystal Lake with 13 silos who provides pre-blended masonry products and automated mixing stations to construction sites or as they like to call it “mortar at a push of a button” was looking for a way to better control the inventory levels of their raw materials instead of having to do a “visual”. They are very proactive in trying to find ways to make themselves more cost-efficient and effective on all levels of operation. After some research they decided to go with the SiloPatrol® cable-based smart sensor (SMU) with the SiloTrack™ inventory management software from Monitor Technologies. Even though the system cost more than they initially were willing to spend, they were able to justify the expenditure because of the added benefits of time saved to manually measure the material levels and for the personnel safety reasons. Now with automatic or on-demand readings, they have better control of when they need to re-order raw materials and when the silos are getting full during refilling to prevent the downtime and clean-up costs of an over-filled silo. Plus, personnel make a lot fewer trips up the silos.

Their initial purchase was for 6 SMU's and the SiloTrack software. Once they realized the value of the continuous level measurement system, they were able to justify the purchase of additional SMU's for more of their silos.



Other features that they have come to appreciate about the SiloPatrol is the simplicity of installation (including wiring and set-up) for the sensor and the software, that the software works with the current PC on their desk, the sensor's compartmental isolation of the electrical and mechanical components which eliminates much of the dust from going into the electrical area, and the ability to replace the sensor's wiper and brush that cleans the cable without having to actually cut the cable for servicing. They also mentioned that technical support has been very responsive. They once had a computer board issue that caused software re-installation problems and technical support spent the time to talk them through the issue and shared knowledge for future prevention.

The SiloPatrol SE inventory management system is the second edition of the industry-leading cable-based smart sensor system that is designed to handle some of the most extreme and dynamic conditions imaginable.

The SiloPatrol SE system incorporates state-of-the-art sensors with a wide choice of operator interfaces to fit all types of situations.

For more information, please visit

[http://www.monitortech.com/product\\_conti.shtml](http://www.monitortech.com/product_conti.shtml) ▼

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