



# Tank Monitoring Solutions

Enhanced tank monitoring solutions to help boost efficiencies

G.H. Berlin-Windward  
Manchester, N.H.

[www.se.com](http://www.se.com)

Life Is On





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G.H. Berlin-Windward is a lubricant distribution company that provides on-time delivery, reliable service and deep product knowledge to its customers. It delivers several million gallons of liquid product each year and has 100 tank and package trucks on the road during any given day. With more than 1,500 bulk products and many value-added services delivered from 10 locations, approximately 1,800 customers throughout the northeastern U.S. turn to G.H. Berlin-Windward for lubricants.

### Challenges

G.H. Berlin-Windward was operating from a handful of facilities and needed to more efficiently schedule and deliver lubricants to its customers throughout its region. Some customers were located many miles away and had to wait several hours for a refill if their tanks ran out of lubricant. G.H. Berlin-Windward needed a tank monitoring solution that could eliminate run-outs and help schedule more efficient and timely deliveries while keeping costs low.

### Solution

The company selected the Schneider Electric wireless tank monitoring system, which significantly streamlines and simplifies the normally complicated delivery optimization process. The system included cellular monitors to monitor liquid levels in customer tanks, Centeron WebView™ and Centeron OptiFill™. Schneider Electric helps dispatchers minimize total costs while maximizing asset utilization, resulting in more efficient deliveries, better use of capacity, lower dispatching costs and increased revenue.

## Goal

More efficient scheduling and delivery of lubricants

## Solution

Liquid product scheduling

## Equipment

Wireless tank monitors  
Centeron WebView™  
Centeron OptiFill™

## Customer Benefits

- More efficient deliveries
- Lower dispatching costs
- Better capacity utilization



The wireless tank monitoring devices provide superior radio strength and reliability. The cellular monitors are rated intrinsically safe, UL and CAN/CSA certified, and are approved for use in flammable liquids. Schneider Electric cellular monitors are easy to install and come with a long battery life and rugged enclosure to ensure long-term, reliable performance.

Centeron WebView is a web-based data center that allows G.H. Berlin-Windward users to summarize their customer tank inventories based on the data gathered from Schneider Electric cellular monitors. In WebView, a user can view a customer list along with a corresponding summary report for each customer's tank and inventory. Centeron WebView can help summarize trends, such as average product usage over a period of time. Schneider Electric monitor set-ups are managed in Centeron WebView, where device reporting frequencies and tank inventory set point crossing levels are customized by users based on business need. If abnormal usage is detected or customer tanks fall below their minimum levels, an alert is automatically sent via text or email so action can be immediately taken.

With Centeron OptiFill, G.H. Berlin-Windward expands the power of its system with the ability to collect tank-level data from Centeron WebView and apply a series of advanced algorithms to automatically determine which tanks, at which locations, need to be filled now and which ones can wait until later, as well as quickly and efficiently create orders and schedule product deliveries. After reviewing the current reports and priority customers that need fills, a dispatcher simply has to click a button to send the delivery schedule to a back office system that creates a work order for filling up the trucks. Centeron OptiFill is integrated with the company's back-office systems, supporting more efficient operations across the enterprise.

"We're convinced that we can reach more customers because we can make more efficient deliveries with Schneider Electric."

- Dave Waltz, CEO, G.H. Berlin-Windward

### The Bottom Line

Today, G.H. Berlin-Windward has 1,200 customer bulk tanks serviced across 10 facilities that are monitored with the Schneider Electric system. As a result of conducting more efficient deliveries, the company has been able to reduce the number of delivery stops it makes and maximize its current assets while increasing customers.

"We're convinced that we can reach more customers because we can make more efficient deliveries with Schneider Electric," said Dave Waltz, CEO, G.H. Berlin-Windward. "There's been a reduction to our delivery costs and that directly impacts our bottom line. We know exactly how much is in the bulk tanks at all times. From the day we started with Schneider Electric, it's positively impacted our business."

Customers also have the option of receiving secure access to selective inventory data within the Schneider Electric system.

"The simpler you keep your business processes, the better and more efficiently your business runs," said Waltz. "When we can eliminate mistakes and run-outs, we have fewer interruptions, our business runs more smoothly and we can serve our customers well."

"With 1,200 tanks, one of the most helpful features is the text and email alert system," said Waltz. "We always know when there is abnormal usage at a tank or when the minimum levels are reached. That's a very good feature."

More automated, accurate and efficient deliveries have directly benefited G.H. Berlin-Windward customers as well. "Customers can operate on less inventory because we know how far down we can run their tanks, so we're maximizing their inventory returns," explained Waltz. "There's no question that Schneider Electric has saved our customers money."

# 100

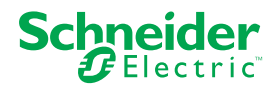
G.H. Berlin-Windward has 100 tank and package trucks on the road during any given day.

# 1,800

Approximately 1,800 customers throughout the northeastern U.S. turn to G.H. Berlin-Windward for lubricants.



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