



# Maximize Automated Inventory Management with Professional Setup

Automated inventory management systems are the way of the future. But to maximize efficiency and minimize maintenance, it's highly recommended to leave installation to experienced professionals.

Electricians play an important part in the setup of level sensors. They can also assist customers with the assembly of a **SmartSilo package** that includes **BinCloud® software**.

“Sensor setup is one time you shouldn't practice your DIY skills,” said Nathan Grube, BinMaster Regional VP. “A licensed electrician can save customers from future headaches such as dropped readings, loss of connectivity or a power system

overload. Installing multiple sensors and software in one visit can take your dollar even further.”

Many electricians have experience working with bins, silos, and tanks. Level sensors require power and a wired or wireless network to bring data to a control room or the cloud.

A licensed electrician can perform system setup **correctly, safely, and efficiently**. Their knowledge of required permitting, electrical codes, and best practices is crucial to ensure sensors are situated properly, aren't putting too much stress on the existing electrical system, and are sending data continuously and reliably.

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### KEYWORDS

smart silos, inventory management software, bulk material measurement

### OBJECTIVE

Learn how a SmartSilo system works, and how to best implement one.

### CONSIDER

Professional setup will help optimize bulk inventory management.

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Plus, handiness and convenience aren't the only benefits of hiring an electrician. Their expert recommendations can help customers make the most of their sensors, time, and budget. Through proper planning and strategic thinking, electricians might suggest combining multiple services into one visit, saving customers from added travel expenses and call-out fees, and requiring less time for setup and cleanup.

"Customers want honesty," Grube added. "If an electrician approaches a job with the customer's best interest in mind, that customer will reward them with loyalty."

BinMaster level sensor systems are modular and scalable, and by anticipating future needs, customers can save big on installation.

**Consider these two scenarios...**

## One Silo at a Time

Delta Company wanted radar sensors on each of their three silos.

They installed radars one at a time, every other month. After all radars were operational, Delta then decided to automate three conveyors with point-level rotaries.

Delta's total cost of equipment and installation was **30% higher than it needed to be**. It took extra service calls, call-out fees, mileage, invoices, scheduling, and financial oversight.



## Full-Day Comprehensive Install

Omega Company also has three silos, each with a conveyor. Omega's electrician suggested a one-day installation for all radars and rotaries.

As a result, Omega's **total costs were minimal**. They realized immediate ROI with accurate silo measurements, reduced manual work, and continuous reports on BinCloud.

Their electrician also suggested future setup of **Vendor Managed Inventory**, which would allow truck drivers and bulk material suppliers to take on inventory and order fulfillment on Omega's behalf with a simple remote login. This would create even more time savings for Omega's team.

## How Electricians Can Maximize Costs, Reputation

"It makes sense to install full automation systems up front," Grube said. "By bundling work into a one- or two-day visit, and with all the right equipment on hand, it's more convenient to install sensors, gateways, point level switches, and displays. An electrician can really boost their reputation by suggesting and implementing this."

Typically, respected electricians have a long line of jobs. Maximizing each trip fosters customer relationships and loyalty, which leads to better pay.

"BinMaster technicians are communicating online and over the phone with electricians every day," Grube said. "Sometimes it helps to talk through location, daisy chaining vessels, power requirements, and things like that. We want to make sure inventory measurements are available to customers as soon as possible."

"Let's talk about what you need now—and maybe even what you'll need in the next six months. I want to help you avoid **paying for mileage and call-out fees on extra visits.**"

## Electricians Might Say...

"I noticed you already have pressure and temperature sensors. If you like, we can get those **set up through the BinCloud software** so all your sensor readings are in one place."

"I can **request the manuals and drawings from BinMaster ahead of time** to save time during installation. Did you pick out your system yet?"

"These rotaries are great for point level control. I've also been seeing customers go for continuous measurements recently. Are you thinking of going in that direction eventually? **I can prepare the right wiring now to get your system set up for a radar.**"

## Anticipate Options for Bulk Material Measurement

Electricians can anticipate a customer's needs by understanding what constitutes a full SmartSilo package. "We'll see customers go from a simple point level indicator to a full-blown inventory system in phases. But ultimately, doing installations months apart just costs more," Grube said.

## What is a SmartSilo System?

SmartSilos include sensors that read material levels, temperature, and pressure, and feed all data into BinCloud, an easy-to-understand bulk material inventory software. **Components of this system include:**



### Continuous Level Sensors

Such as radars and SmartBobs. These sit atop a vessel to read material levels depending on the user's needs: once a day, once an hour, or once every 10 minutes.



### Point Level Indicators

Installed at high, mid, and low points on a vessel to activate an alarm, conveyor, or elevator when material hits the indicator. Rotaries and capacitance probes are popular.



### Bulk Material Inventory Software

Makes your measurements available on a phone or PC. BinCloud compiles data between level, temperature, and pressure sensors into one convenient report. It also collects information for quick views, stores history to reveal trends, and provides downloadable reports for easier material supply chain management.



### On-Site Displays

Provide material levels right on the vessel for drivers and operators to get a quick view of material. Combine with BinCloud to integrate your inventory experience further!



### Flow and Aeration Products

Ensure that material flow is detected to warn operators about plugs. Aerators prevent sidewall buildups and air flow by pushing air along vessel walls.

## Industry 4.0 and Electricians are Partners in Progress

As industrial needs shift toward automation, the demand for reliable electricians will grow. By familiarizing themselves with SmartSilo systems, electricians can get ahead of the curve and maximize each site visit with knowledgeable installation and great recommendations.

Customers can rest assured knowing that setup is done right the first time. That means less time spent troubleshooting and more time exploring their new leading-age level measurement technology.

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