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Knowing What's on Hand

February 2006



PRINT ARTICLE

M2M Staff

Machine-to-machine technology has few if any industrial boundaries. In manufacturing it is allowing organizations to keep tabs on inventory levels.

Air Products and Chemicals Inc., www.airproducts.com, Allentown, Pa., has joined efforts with nPhase, www.nphase.com, Chicago, Ill., to bring a new M2M telemetry solution for remote electronic monitoring of inventory levels in tanks or other containers. The realtime data gathered could be used to automate forecasting, increase efficiency in production and delivery, and optimize energy use. Another benefit is it helps manufacturers and suppliers reduce the risk of inventory depletions while increasing customer satisfaction.

"We believe the North American market size is in the multiple billions of dollars and the adoption level is less than 5%," says Steve Pazol, CEO of nPhase and acting CEO of the joint venture. "Our business strategy will be to pursue business opportunities directly, while still working with some of the existing market players where there are mutual benefits of forming a partnership. The details depend on the types of partnerships we form and the industry sub-segments that we focus on."

The companies envision their solution to be adopted by the petrochemical industry, fuels, and lubricants, agricultural and specialty chemicals, and waste treatment industries.

Air Products and nPhase say they plan to launch these services under a new business name in Spring 2006.

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