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Fuel Oil News New Vendor Awards



New blood drives opportunity and innovation in any industry. *Fuel Oil News* created its New Vendor Awards to highlight companies that are fresh entrants in providing new products and services to our industry. These companies have seen a need and feel that they can provide fuel dealers and marketers with their version of a better "mousetrap." The criterion used to identify these companies is participation as a new exhibitor at one of the major, industry focused trade shows during the year. This year, those shows were the Atlantic Regional Energy Expo and the National Association of Oil Heat Service Managers. Next year it will include the New England Fuel Institute which is bi-annual.

The *Fuel Oil News New Vendor Awards* will be presented in three classes, as available each year:

1. Fuel Handling and Storage. These companies provide solutions relative to the fuels and include: bulk plants; trucks, truck tanks and truck equipment; additives and filters, etc.; and home oil tanks.

2. Heating Appliances and Combustion Technologies. These companies provide boilers; furnaces; hot water heaters; solar and other alternative solutions; hydronic solutions; warm air solutions; and burners and combustion components.

3. Business Solutions. These are typically home office and operational solutions. They would include back office software vendors; accounting and other professional service providers; environmental service providers; business forms and related; and HR solutions.

Fuel Handling and Storage

Winner!

ENERTRAC – New at AREE and NAOHSM

EnerTrac designs and manufactures the world's best residential and commercial fuel, oil, and propane tank monitoring products. They are the best because they were specifically designed by fuel dealers for fuel dealers, so you can be confident that they will maximize your operational efficiency and improve your bottom line.

BigDrops is the most affordable tank monitoring system on the market, and best of all: NO UP FRONT COST. You only pay a small monthly fee and you will know exactly how much fuel is in each tank to run your operation efficiently. You already have and are using the required software: That's correct, with BigDrops, you do not have to change the way your business is run in order to get improved operational efficiencies. BigDrops is already built into your Back Office Software and works in harmony with Degree Day so you get the best of both. Just install the monitors and watch your operation become more efficient.

EnerTrac

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