



Cutting Propane Delivery Costs

Knowing how much is in the tanks at all times

Nantucket Energy, LLC was formed in 2008 by Nantucketers Phil Marks and Jamie Ranney in order to provide a locally-owned, competitive, alternative propane gas supplier for Nantucket.



Nantucket Energy developed a state of the art remote monitoring system that allows both NEC and the customer to monitor the level of their propane gas. Their monitoring system relies on EnerTrac for sensors and processing and transmitting fuel reading to NEC Back Office Software. The monitoring system ensures that customers will never run out of fuel and it has allowed NEC to be more efficient in their deliveries resulting in cost savings.

The monitoring system works by having an EnerTrac transmitter mounted on the propane tank at each customer location. This device automatically takes level readings throughout the day and updates the readings. This information is processed through an EnerTrac server and delivered back to Nantucket Energy's delivery system. Customers can log-in to a web based account page and monitor the actual fuel level in their tank from anywhere in the world.

Not only does the system provide tank readings, it also shows the air temperature at the receiver, this helps have peace of mind that their home is properly heated by being able to check in while they are away from home.

As a newcomer to an established market with existing propane service, Nantucket Energy faced the challenge of gaining market share. NEC relied on EnerTrac's sensors and monitoring service to provide a superior level of customer service compared to the existing fuel providers. NEC was also able to service accounts with a lower level of capital investment (fewer trucks) than its competitors because their trucks were dispatched less frequently and only when accounts needed to be refilled. This resulted in NEC being able to offer propane at a lower cost to customers than its competitors.

EnerTrac provides Remote Tank Monitoring Services for the Lubrication, Oil and Propane Marketplace and is located in Hudson, NH www.enertrac.com



EnerTrac, Inc.

94 River Road, Suite 101

Hudson, NH 03051

PH 603-880-8484 • FX 603-880-8480

info@enertrac.com

www.enertrac.com

