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BinMaster & Device Solutions Announce Strategic Alliance and Launch of Cloud-Based Remote Monitoring IIoT Solutions

automates sensor data collection, dissemination and reporting for delivery, agriculture and other industries



(Lincoln, Nebraska—March 17, 2016) BinMaster of Lincoln, Nebraska and Device Solutions Inc of Morrisville, North Carolina have announced their strategic alliance that will revolutionize remote monitoring with end-to-end solutions for sensor-based networks. The companies have teamed up and designed systems that automate data collection, dissemination, and reporting. Customers across any industry will be able to monitor and manage data from all types of sensors for properties such as level, temperature, moisture, humidity or flow and be alerted when pre-determined thresholds have been met. Other system features include the ability to track assets and automatically optimize routes for delivery vehicles.

The backbone of the system is a wireless communication device based upon the Cellio® IIoT platform developed by Device Solutions that BinMaster will market as BinCom™. Transceivers and gateways send data from sensors to cloud-based application software. The BinMaster BinCom device roadmap will offer a variety of models compatible with Cellular CDMA, Cellular GSM, Wi-Fi, or Ethernet communication platforms. Remote data monitoring can be done via a PC, tablet, or SmartPhone and can be set up to send automated alerts via email or SMS text. Device Solutions has developed flexible dashboards that can be customized by each company, each user within a company, and by the type of sensor data they wish to monitor. BinCom is compatible with a variety of BinMaster sensors or currently installed sensors supplied by BinMaster or another manufacturer. The standard BinCom interfaces include both Analog and Digital and support 0-5VDC, 4-20 mA, dry contacts, Modbus, and RS-485 outputs.



The BinCom data monitoring and asset tracking solutions will be offered by BinMaster as complete systems including sensors, BinCom transceivers, gateways and asset trackers, cloud-based services and other options such as local monitoring consoles. “Customers today just don’t want to buy a sensor, they want a complete turnkey solution that is easy to implement and is extremely affordable,” stated Scott McLain, CEO of BinMaster. “Device Solutions is the perfect partner to round out BinMaster’s robust solutions. BinMaster is entrenched in industries such as agriculture, mining, plastics, food processing, cement, biofuels, chemicals, oil & gas that have complex and demanding supply chains. Teaming up with Device Solutions makes serving their diverse needs possible.”

“We are extremely excited about the opportunities that a BinMaster and Device Solutions partnership brings to reality,” stated Bob Witter, Co-Founder and CEO of Device Solutions. “Pairing BinMaster’s decades of experience and proven portfolio of sensor indicators and control systems with the Device Solutions Cellio Industrial IoT ecosystem, completes an affordable, scalable and reliable end-to-end data collection, analytics, and control solution that is ready for deployment in an amazing number of applications.”

About BinMaster

BinMaster is a division of Garner Industries – an ISO 9001:2008 certified company established in 1953 and headquartered in a 75,000 square foot manufacturing facility in Lincoln, Nebraska, USA. BinMaster is strategically focused on designing, manufacturing and marketing reliable, proven sensing devices for the measurement of bulk solid and liquid materials for the feed and grain, food, plastics, pulp and paper, power, mining, and concrete industries. The BinMaster product line is sold worldwide and features many diverse technologies for bin level indication and measurement, being well known for its SmartBob2 and 3DLevelScanner advanced inventory management solutions. For more information about BinMaster, visit www.binmaster.com.

About Device Solutions Inc

Device Solutions is committed to providing wireless and mobile devices for embedded applications. Device Solutions has successfully created many products that impact daily life. Examples of products on the market include a mechanism to control a car’s ignition through breathalyzer, wireless utility monitoring, an implanted heart device that serves those awaiting transplant, wearable electronics, and other innovative embedded and wireless product designs. Device Solutions created Cellio, an IoT/M2M/IIoT product, which simplifies connecting most any sensor or controller to the network. Cellio is designed to address the unique requirements identified across the variety of industries needing to monitor and control remote assets. For more information about Device Solutions, visit www.device-solutions.com

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