



Letter to PUMP Insurance clients

The PUMP Insurance Protection Program not only provides you with outstanding coverage and unparalleled service, but works as your partner in loss prevention. The Loss Prevention Tips, available on our web site, are important reminders of good practices to incorporate into your business.

Now here is another tip that can help you avoid losses and improve efficiency. The PUMP program has become aware of a new, low cost system for continuously measuring tank levels in your customers' homes and businesses, right from your office. The system is called VisiTank, and it is made by Oil Equipment Manufacturing, a company that is familiar to you for their vent alarms, tank gauges, fill caps, and other tank accessories. OEM has been a dedicated supplier of oil tank accessories for more than 50 years. It's their only business.

OEM's new VisiTank system uses an ultrasonic sensor that mounts right on the tank, installs in minutes with no wiring, and lets you view continuous readings of tank levels from any personal computer with an internet connection. OEM has told me that a complete system that can monitor up to four tanks at one location, and can be purchased for about \$125, or leased over 12 months for the same amount.

As noted in the enclosed brochure, VisiTank can help you avoid runouts and freeze-ups because you no longer have to rely solely on degree day estimates for tank levels. And with the same information, you can improve delivery efficiency because your drops are known in advance.

If you would like to discuss VisiTank in more detail, I have made arrangements for PUMP members to speak with OEM's Vice President, Steve Whitman, who heads up the VisiTank program. You can reach Steve at OEM's toll free number, 800-556-3417. Just tell the operator that you are a PUMP member.