

Detering fuel theft digitally

Automated fuel monitoring system for farmers comes to Ontario



BY LILIAN SCHAER
The writer is a freelance journalist based in Arkell

(Images courtesy of Intra-Grain Technologies Inc.)

Keeping track of fuel – both usage and on-farm theft – has become a little bit easier with the launch of a new automated monitoring system in Ontario.

Saskatchewan's IntraGrain Technologies Inc. introduced its trademarked Fuel Lock to the province at Canada's Outdoor Farm Show earlier this fall.

It controls fuel tank access with a keypad, and using a PIN system and smartphone app, farmers and other businesses with vehicle fleets can track fuel consumption by employee.

The system can also monitor tank levels and automatically request tank refills from fuel suppliers.

"Sometimes authorized people take unauthorized amounts of fuel," said Chuck McConnell, IntraGrain's Business



Landon Fahlman began working on the Fuel Lock system when his family's Saskatchewan farm was looking for a way to secure their on-farm fuel tanks.

Development Director in a news release. "We've had managers contact us to check their records because of an unexpected notification of a fill up. In fact, they were discovering internal theft in real-time."

Fuel Lock was invented by Landon Fahlman, a journeyman electrician and farmer who now serves as IntraGrain's technical coordinator. He began working

on the system in 2017 when his family's farm was looking for ways to secure their fuel tanks.

"I started tinkering with different things and played with key pads and components to make a sophisticated device that would automatically lock," he explained. "I made a first version of Fuel Lock that retrofitted onto our fuel tank – and then some other customers I had in the area



Using a smartphone app, Fuel Lock lets users monitor fuel levels and usage for different employees and equipment.

said they would like it."

As he began building more of the systems and started becoming aware of the business opportunity in front of him, Fahlman investigated adding more features, like fuel management to track litres and levels and managing employee fuel use.

Recognizing that this would involve software development and building an app, he realized he needed a partner.

IntraGrain Technologies had the expertise he needed – the company was known for a wireless grain bin monitoring system called BIN-SENSE® it had launched in 2011 to alert producers to the risk of grain spoilage caused by heat and moisture, and he knew founder Kyle Folk who happened to come from the same home town.

The rest, as they say, is history.

As Fuel Lock has evolved, the fuel management feature makes it appealing to trucking, landscape and construction sectors as well.

"Agriculture is still a primary market for us, but Fuel Lock is becoming more of a commercial product too, giving us the option to cater to a wide variety of industries," Fahlman said.

Fuel Lock is available in three different versions – online at fuellock.ca or through a dealer network, including Listowel's WireQ in Ontario.

The base level system mirrors the one Fahlman originally developed, providing simple automated locking for a fuel tank.

The next level provides litre tracking and the smartphone app, and the most advanced version offers the complete suite of fuel management and monitoring capabilities.

According to Fahlman, Fuel

Lock can be easily retrofitted onto existing or new tanks by a licensed electrician. There is a one-time cost for hardware ranging from \$1,749 to \$5,499 depending on the version selected, and the two more advanced options also require payment of a data fee.

"Fuel theft is a growing problem. There are lots of ways people are trying to steal fuel and we're here to provide as much as we can to deter fuel theft," Fahlman said. "The other big reason is that as farms get bigger and are hiring more employees, they now have monitoring to do of fuel usage per employee and equipment for tax reasons."

An entry into the U.S. market may be in the future, but for now, the focus is on expanding into Ontario, where IntraGrain is now actively seeking customers and dealers.

Two meat recalls issued

Two companies are recalling meat products because of food-poisoning bacteria.

G. Brandt Meat Packers Ltd. is recalling Brandt brand Extra Lean Kolbassa Sausage due to possible Listeria monocytogenes contamination. Globe Meats Fresh Market & Grill is recalling Globe Meats Fresh Market & Grill brand Regular Ground Veal due to possible E. coli O157:H7 contamination.

The sales were from its premises in Toronto.

In both cases, the Canadian Food Inspection Agency's testing identified the problems. No illnesses have been reported linked to either product.

FALL SAVINGS!!!

 CIH 2020 \$19,900 35FT, 2010 UNIT	 CIH 2020 \$10,000 25FT, 2010 UNIT	 CIH 2020 \$14,500 25FT W/CRARY AIR REEL	 CIH 1020 \$5,000 25FT, 2005 UNIT
 CIH 2020 \$14,500 25FT W/CRARY REEL	 CIH 2020 \$7,500 25FT, 2010 UNIT	 CIH 2208 \$14,900 30" HYD ADJ. FITS CUR M'S	 MAC DON FD75 \$76,500 OBO PRICED TO MOVE 40FT DBLE KNIFE DRAPER, FULL POLY
 CIH 3020 \$19,500 30FT, 2012 UNIT	 CIH 3020 \$21,900 30FT, 2012 W/CRARY REEL	 CIH 6130 \$230,000 2012, 1200 HRS, ONE OWNER	 CIH 6088 \$159,000 1725 HRS, LOADED

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