

# Cabola ApS keeps customers happy and pools clean using cloud-based IIoT solutions

When Cabola ApS in Kolding (Denmark) wanted help delivering products to customers on time, Endress+Hauser stepped up.



## About Cabola ApS

With a focus on good service and flexibility, Cabola ApS supplies chemicals and filtration to all types of industries and businesses, especially swimming pools, water parks, and lakes on campsites.

Director and owner Kenneth Laursen began the company in 2004, and he and his dedicated team of seven strive to provide their customers the best products and solutions.

At Cabola ApS, "good chemistry" is the driving force behind everything they do, from creating products to working with staff, customers and business partners.

## Optimized monitoring of chemical inventories

In 2020, the company created an internal development project to

optimize product delivery so customers would never run out. Laursen about their first attempt: "In collaboration with an external supplier, we created a solution where a sensor is fitted to the end customer's tank and sends data on the contents back to the customer's logistics department via the mobile network. However, the solution quickly proved



Cabola ApS in Kolding

to be both costly and time-consuming. The sensor's design also required direct contact with the media. As many of the chemicals used are corrosive, the solution was not sustainable. So, I contacted Endress+Hauser. Endress+Hauser were very quick to turn words into action, and two days later we had our initial meeting."

The current process

Before Endress+Hauser's IIoT and cloud solution, Cabola ApS had to contact customers when experience predicted a supply would run low or scramble when customers called short notice, sometimes even during non-business hours. Of course, this inefficiency led to extra costs and stress for both customer and company in many ways. "Since, in many cases, these deliveries contain regulated chemicals, disposal of any remainders that may have been brought back requires extensive paperwork for environmental reasons, amongst others," Laursen explained.

A cloud-based solution

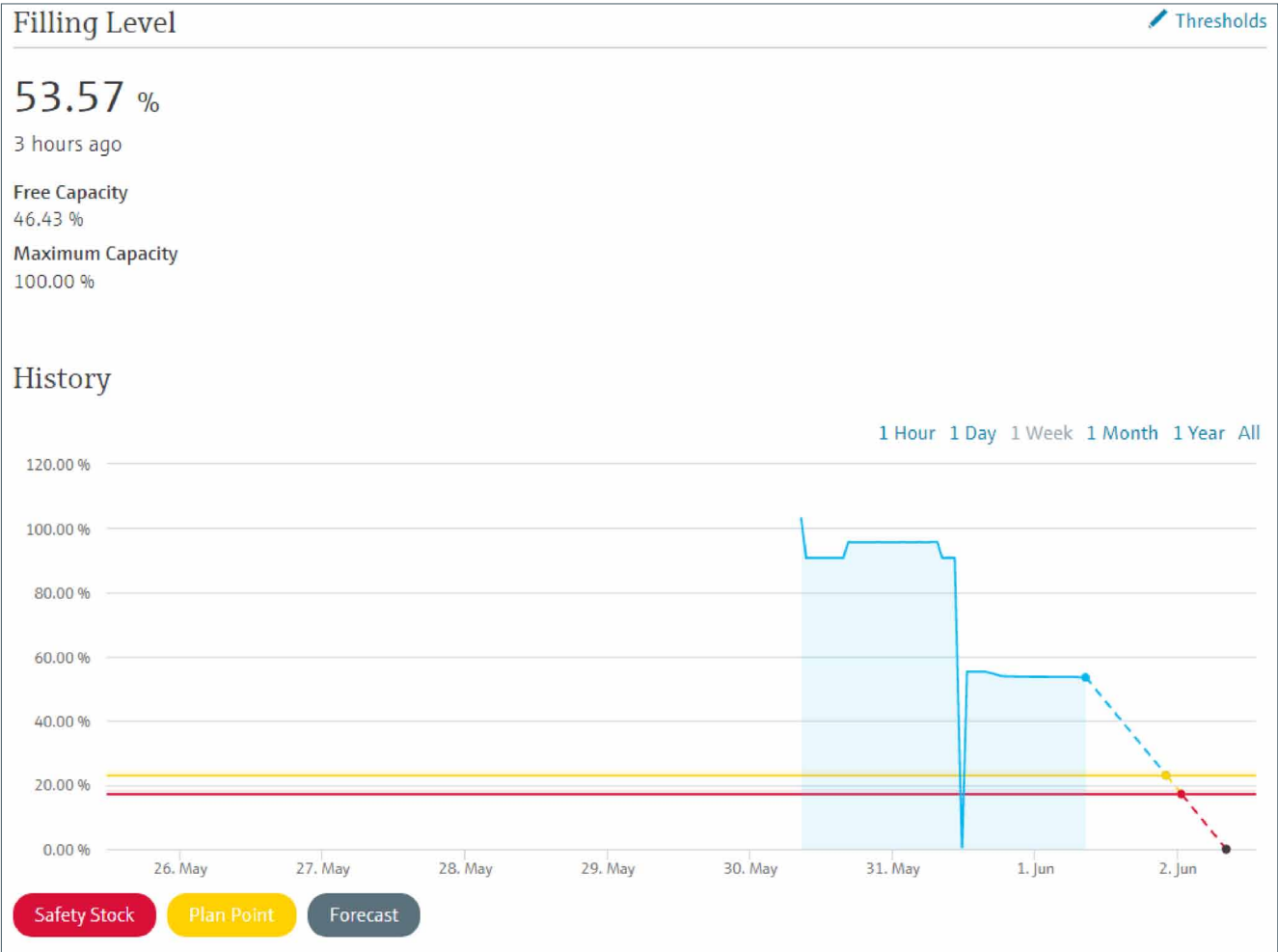
To help, Endress+Hauser introduced the Micropilot FWR30, a cloud-connected IIoT radar. This smart level transmitter has advanced communication and measuring technology built into a cost-effective package. Together with the digital service Netilion Inventory, the wireless, battery-powered level sensor can ensure reliable remote monitoring.

This secure, certified solution provides access to sensor data and inventory status from anywhere at any time. An online dashboard monitors every customer's stock and needs, giving Cabola's logistics department the ability to optimize the delivery routes for the company's three trucks. Laursen on the improvement: "For a long time, we have wanted to be able to say to our customers *"Don't worry, we will keep your inventory up to date."* With the new solution, we can now ensure that the customer always has the required amount of chemicals available to allow them to

keep their swimming facilities open without any disruption."

Netilion Inventory – monitoring via IIoT and cloud-based dashboards

Using Netilion Inventory in conjunction with the Micropilot FWR30 provides a wide range of benefits. Creating the customer's tank digitally in Netilion Inventory allows the user to set up a range of alarm values to stay on top of the customer's need for a top-up. "By entering a plan point and a safety stock, the underlying algorithm is able to give a forecast, which is a major benefit for us in terms of logistics planning," explained Laursen. Furthermore, the GPS on the Micropilot FWR30 gives the sensor's location on a map on the dashboard. Now the drivers can see the sensors and their data on their smartphones. The daily overview on the general dashboard allows the logistics department to sort customer tanks based on capacity and view the color codes assigned to specified alarm values.



Forecast used in logistics planning



Location data combined with content data give Cabola drivers an overview

### Increased trust and stability

With the new solution from Endress+Hauser, Cabola ApS can now provide customers more stability with optimized refill intervals. Laursen also observed other advantages:

- More freedom in the logistics department for other tasks
- Greener deliveries with better route planning
- Just-in-time delivery security to give customers peace of mind
- Closer relationships and increased trust with customers
- Addition of "market developer" as well as "market leader" to the Cabola ApS brand

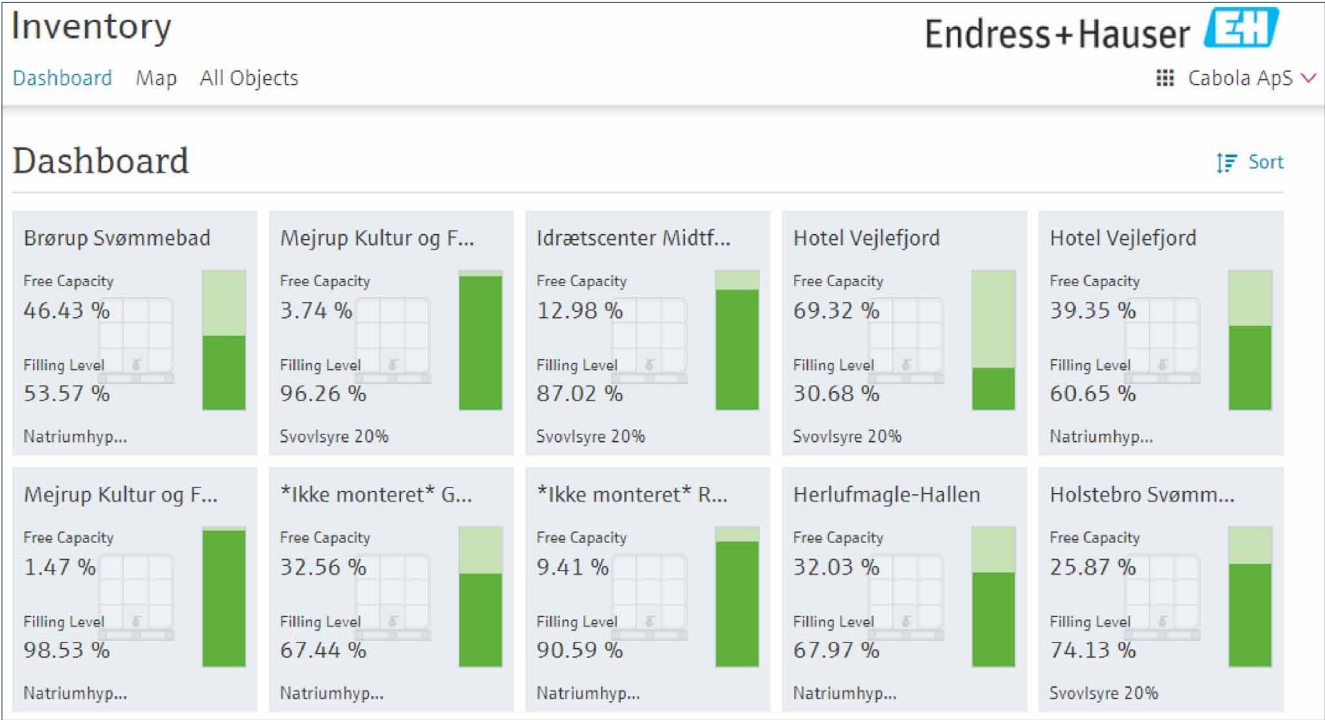
If you'd like to learn more about Cabola ApS, visit the company's website: [www.cabola.dk](http://www.cabola.dk)



Micropilot FWR30



Netilion Inventory



Daily overview as seen on the general dashboard

[www.addresses.endress.com](http://www.addresses.endress.com)