

## News From ETA Associates

As your safety and Instrumentation experts, we provide good advice and money saving ideas.

Learn how you can rebuild or repair a battery, or make an easy decision about renting vs owning an instrument.

Our new product features include the Kahn Easidew I.S Hygrometer and Testo's 880 Series Infrared cameras. Call one of our sales Reps today for answers and solutions to all of your facility needs.



## Smart purchases for long term use - buying vs renting

Renting of instruments has become more and more common over the past few years. Many companies believe that it is less expensive, or more cost-efficient, to rent rather than own instruments. For intermittent instrument needs, this is true, but for routine needs renting is a very expensive option.

What's a routine need, or when does buying become more cost-effective than renting? Portable instrument rentals typically cost 5-10% of the instrument's cost per week. So, as few as 10 rentals can be equivalent to the cost of the instrument. Since many instruments now have a warranty of 2 years instead of 1 year, the payback on purchasing has become more attractive than ever before.

Portable instruments continue to get smaller, easier to use, and less expensive to purchase. As

an example, a few years ago many confined space meters (typically equipped with 4 sensors to monitor oxygen, combustibles, carbon monoxide, and hydrogen sulfide) were very costly to maintain because the sensors needed to be replaced every 12-18 months at a cost of \$ 200 - \$ 300 per sensor. The typical purchase price of the instrument was \$ 1500 - 2000. Today, confined space meters are available with sensor warranties of 2, 3 or even 5 years, and replacement sensors are now \$150 - \$ 250 per sensor. In addition, purchase prices are now typically \$ 1000 - \$ 1500. Confined space meters with a cost as low as \$ 600 are available with 1 year sensor warranties, essentially making them disposable after a year.

Maintenance on portable instruments is also now much less expensive, and much easier, than just a few years ago. A

typical confined space meter can be calibrated in under 15 minutes, and a full cleaning and overhaul can be done in under 1 hour. For customers with 1-3 instruments, it is often more cost-effective to have our service department perform annual or bi-annual calibrations than for the customer to purchase calibration gas and have their internal staff do the work.

At Safety Inc and ETA Associates, our professional sales reps have many years of technical expertise on the instruments we sell (and rent). When you purchase an instrument from us, we're available for a free training session on the use and routine maintenance of the instrument. In addition, our service department can provide fast repair or calibration service for any instrument (even if you purchased it elsewhere).

## ETA Associates

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## Kahn - Easidew I.S. Hygrometer

FM and CSA certified, low cost, 2-wire, intrinsically safe dewpoint transmitter for continuous measurement of moisture content in hazardous area applications.

- FM and CSA certified for hazardous area applications

- -148° F to + 68°F (-100°C to +20°C) dewpoint range
- 0-3000 PPMv moisture content
- 2-wire and 3-wire operation
- 12 to 28 VDC operation
- Linear 4-20 Ma signal
- NEMA 4 housing
- Fast and reliable
- NIST traceable



## Testo - Infrared Camera



The 880 is a versatile diagnostic tool in predictive maintenance and general plant troubleshooting applications. See hot spots in electrical gear, overheated bearings from misalignment or wear, hot motor windings, tank levels, and much more. Spot problems

before they create unexpected downtime. The 880 is available in three models:

- 880-1 Thermal imager with an integrated digital camera
- 880-3 also includes motorized focusing, LED floodlights, two moveable measurement spots and a protective lens for dusty conditions
- 880-3 Expert Set includes a telephoto lens, a two-port battery charger, an extra battery, and a sunshield for the display

### Key Features include:

- Large full screen display and high thermal sensitiv-

ity (<0.1°C NETD) provides a sharp, clear image presentation

- Lightweight (2 lbs.) ergonomic design
- 1 GB SD card holds up to 1000 images
- All models include IRSoft software for file management and customized report generation displaying IR and visual images side by side
- Standard lens offers a wide 32° field of view, optional optional 12° telephoto lens available.
- Two year warranty

## Keeping charged - Battery Rebuild & Repair

Did you know that many rechargeable batteries for portable instruments can be easily repaired/rebuilt for about half the cost of a new battery? When new batteries are no longer available, this can be a great option to keep an older instrument, that is otherwise in good working condition, in service. Most rechargeable batteries are actually a series

of cells, not one single cell. A defective cell can often be replaced, and the battery reconditioned to the equivalent of a new battery, for a much lower cost than complete battery replacement.

Since we can't guarantee that every battery can be repaired, or repaired economically, we charge a nominal fee of \$35.00 (USD) to evaluate a battery and generate

an estimate. If you decide not to repair the battery, we will either bill you for the \$35.00 evaluation fee, or waive the fee if you buy a replacement battery from us.

There is no risk. You either save a lot of money by having the battery repaired/rebuilt, or you buy a new battery, which you would have to do anyway.

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