

SeaMetrics

FLOW MATTERS

SPRING
2004

Innovations and Industry News

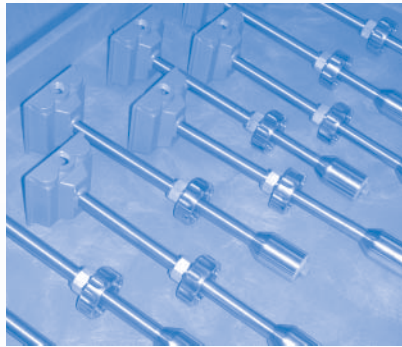
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EX Series Takes Off!



The new EX series has been living up to our expectations – since its release in November, we have shipped over 500 meters. Reports from the field have been good.



The EX magmeter offers excellent accuracy and a minimum flow (0.2 feet/second) that is lower than any paddlewheel on the market. Pulse output is standard, 4-20 mA optional. Modular design permits the addition of optional data logger and flow switch modules. For the modest increase in price over older style mechanical meters, the EX series gives superior performance in a broader range of applications.

EXcellent in dirty applications

The EX is particularly useful in many “dirty” applications that mechanical meters just aren’t designed to handle. One of our distributors recently sold eight insertion magmeters to a well-known vacation theme park to replace existing paddlewheels in one of their water rides. The paddlewheels were getting clogged with hair and grit and frequently breaking down. For this warm weather park, winter is the only economically feasible time of year to shut down the water rides. The mechanical meters were costing the park too many hours of downtime.

With no moving parts to jam, the newly installed SeaMetrics magmeters – a mix of EX82’s and EX101B’s in 4” to 12” pipe – solve this problem. Meter-mounted FT420’s are used in conjunction with the EX meters to display flow rates and totals.



Kudos to distributor Mike Ferguson (RAM Services, New Waverly, TX) for thinking outside the box!

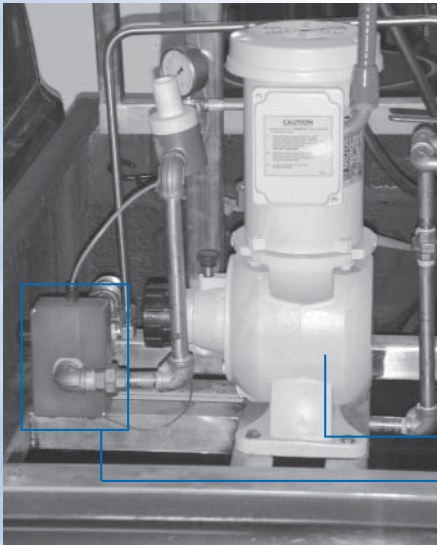
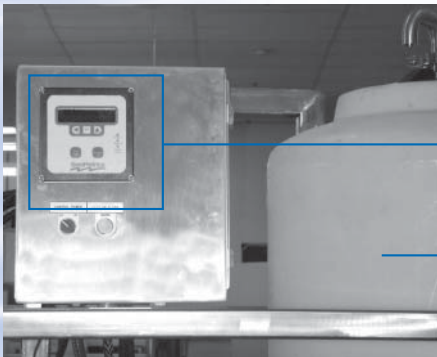
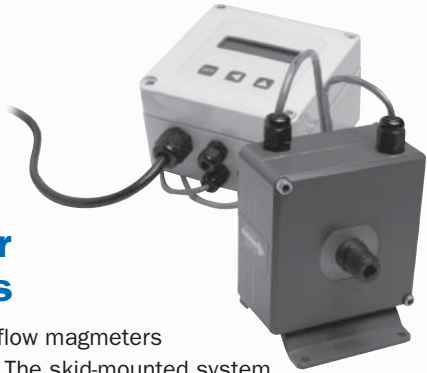


SeaMetrics production staff assembling a 40-plus EX order destined for Saudi Arabia.

Product Applications:**The EM Low-Flow Magmeter in Clean-in-Place Procedures**

We had a chance recently to see one of our EM100 low-flow magmeters connected to the output of a Milton Roy metering pump. The skid-mounted system shown in these photos is for use in food plants for the “clean in place” (CIP) process. For those of you unfamiliar with this application, it involves running various solutions through the piping to sanitize between batches. This particular system, which was headed for the Territory of Guam, pumps caustic from the meter to a FT520 batch controller that shuts the system off when the desired quantity has been pumped.

In the past it has been very difficult to accurately measure the output of diaphragm and other chemical metering pumps, even with the use of pulsation dampeners.



EM low-flow magmeters combine high-frequency bipolar DC technology with plastic wetted materials to make it possible to directly and accurately measure a pulsing chemical flow.

In general, any flow of chemical down to 1.0 gallon per hour can be considered for measurement with an EM miniature magmeter. We realize that there are many flows lower than this, and a smaller unit is on our wish list for the future. In the meantime, there are many previously-impossible applications that can be addressed.

FT520 BATCH CONTROLLER

CAUSTIC TANK

MILTON ROY PUMP

EM100 LOW FLOW MAGMETER

RUSH!

Need it Fast?

In recent conversations, several of you have told us that one way we can better support your sales efforts would be through offering an EXPEDITED ORDER option for those instances when a customer needs a product immediately. Our new Marketing Manager, Maxine Covington, has interviewed many of you to learn what features of a RUSH policy are most important to you. With your comments in mind, and with the goal of fulfilling Rush orders without sacrificing reasonable Standard Delivery times, we came up with the following plan.

To Place a Rush Order

- **Rush orders received by 4:00 p.m. PST and confirmed in writing by Seametrics will be guaranteed to ship within 48 hours**
- **Please limit rush handling to 2 or 3 items**
- **Rush orders should be submitted on a separate PO from standard delivery items**
- **Please mark rush order PO's "RUSH" or "EXPEDITE" and "ship UPS Red"**
- **A flat rate of \$50 NET will apply to Rush orders**

Rush orders will be available beginning April 5th. We'd like to hear from you as you try this out.

New Faces

Director of Engineering

SeaMetrics welcomes Dave Starr as Director of Engineering. With 38 years of experience under his belt, he will supervise our engineering staff and oversee new product development from design to final documentation. Dave believes that production efficiency, product reliability, and cost containment begin with good design. To our distributors and their customers this means, quite simply, competitive products at competitive prices! We are glad to have Dave on board.



Dave Starr

Marketing Manager

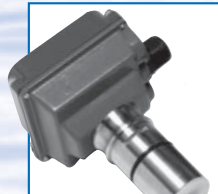
Maxine Covington joins the SeaMetrics team as our new Marketing Manager. She brings with her 20 years of business experience and a commitment to customer service. Maxine will be keeping our website current, overseeing advertising, and updating product literature, in addition to fulfilling her most important role as distributor liaison. Please contact Maxine by phone or email (Maxine@seametrics.com) with questions, suggestions, or for specific assistance. Welcome Maxine!



Maxine Covington

PRODUCT UPDATES

Keep an eye out for product changes and updates in this section of future SeaMetrics newsletters. This month, note the following product and literature updates:

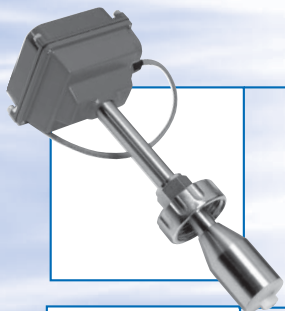


EX80 Spec Sheet Revisions

The newly revised EX80 Spec Sheet can be found on our website at http://www.seametrics.com/pdf/EX80Spec2_04.pdf.

Revisions include:

- **Pipe Size** The EX81 insertion magmeter fits 1-3" pipes; the EX82 fits 4-8" pipes. (Not 1-2" and 3-8", as previously reported.)
- **Fittings Availability** The Fittings Availability chart on the EX80 spec sheet has been updated.
- **Temperature Range** The maximum temperature on the PVC model is 130°F, while on Brass and Stainless it is 200°F.



EX Magmeter Power Requirements

A low power version of the EX Magmeter series is designed primarily for use with a storage battery or solar panel. It can be powered by other DC power supplies with the addition of a SeaMetrics Power Stabilizer Kit (capacitor plus resistor). Contact the factory for details for your application.



FT415 Display and EX Magmeters

The power demand of the magmeter is greater than the lithium battery of the FT415 can supply. An outside power source is required to run the magmeter. Call us about alternative power supplies for use in remote applications.



PC3 Power Converter

We recommend this 110-115 VAC, 24 VDC, plug-in power converter for use with EX magmeters. The PC3 will appear in the next edition of the SeaMetrics Price Book, but is available to order now.

Did You Know... SeaMetrics has a two-year warranty on all products?