

# The Devasting MEASUREMENT MISTAKE That Even Good Engineers Make.

**URGENT:** This new information could save your burners, your furnaces, your boilers, your compressors, your medical gas system, your capital equipment, your process-and your job.

What happens when your mechanical flowmeter doesn't measure accurately?

You know how **frustrating** and even **embarrassing** it is when you spend months or even years designing a new process, commission it, and get underwhelming results?

First you hear it from your **BOSS...**

then even the newest tech chimes in and starts asking questions like, "**Who** was that damn engineer that specified the wrong instrument?"

and the muttering continues with...

-**What** were they thinking by using older technology with all this new technology out there that could obliterate operation and maintenance costs?

-**When** are they going to realize we have 5-Instruments making measurement and we could have had 1?

-**Where** are my manuals and how do I verify this instrument is working accurately, don't they know there are newer meters that report continuous diagnostics & calibration verification?

-**Why** are there moving parts that cause us more maintenance?

-**How** are we going to control the process when thermodynamics change process pressures and temperatures?

The truth is... **even good engineers** are tasked with more and more responsibilities, tighter budgets, restraints on working conditions and not wanting to be **THAT ENGINEER** that puts their neck on the line for a technology that adds STRESS, ANXIETY, LOSS of SLEEP, TIME AWAY FROM FAMILY, and causes...**LOSS OF THEIR JOB.**

You're thinking by now, everyone can relate to this.

So what makes everyone work together as a team between bosses, engineers and techs?

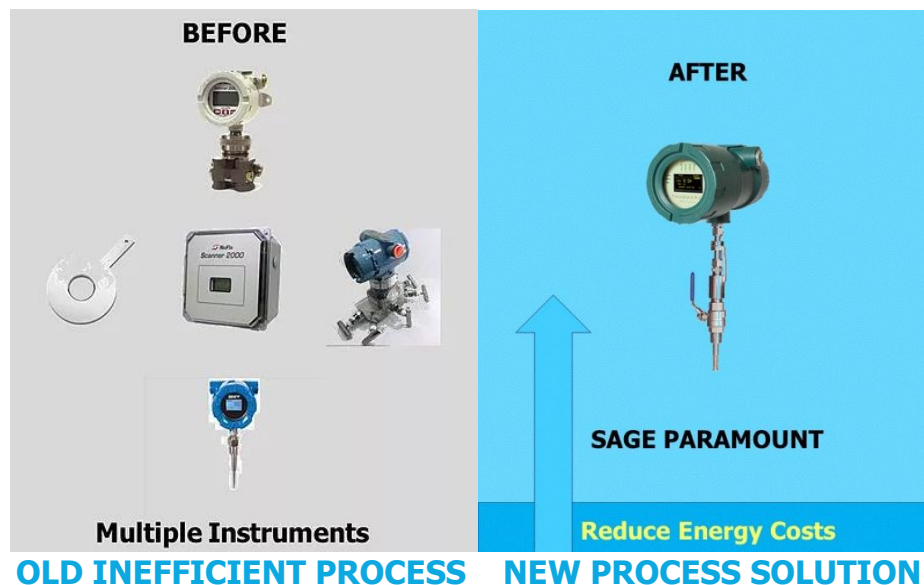
## A TECHNOLOGIST WITH A SOLUTION

**Hi, I'm Scott.**



I've spent my entire career in electronics and instrumentation—navigating through technology and back again — and it's **my goal** to help process plants stop wasting money on an inefficient process measurement design.

So in 2004, I started applying a new way and it has been a **GAME CHANGER** for me and for my clients.



Now, this isn't luck. And it isn't a "**one mass flow metering solution fits all applications**". Trust me since 2004 I have worked hard like every other entrepreneur. **The difference between my mass flow solutions is FOCUS.**

My business is growing because of four "**all-in-one**" mass flow metering solutions for gases, liquids, and steam.

You see...instead of trying to provide more and more solutions for flow, level, pressure and temperature applications, I stopped and **focused on ONE MASS FLOW SOLUTION at a time.**

**Just one.**

Got that one working then moved on to the next **MASS FLOW APPLICATION.**

**Before I knew it, I had unlocked my niche in the market.**

If you're thinking you've already heard all there is to know about running your process more efficiently, that's what I thought too.

I was wrong.

Here's what is different, **you don't need to do MORE measurement, you actually need to do LESS!**

If you're fed up trying to figure out how to get traction with your process, find out what you **MUST** know about mass flow and the Instrumentation Rat Race.

Most importantly, learn how you can finally get your own process working like a well-oiled machine.



**The Mobile Flowstand Trailer comes to you!**

# 4-Mass Flowmeters to Reduce Hardware and Unleash Your Process Efficiency Potential

See exactly how I went from recommending 5-instruments to one mass flowmeter and how it benefits you.

## 4-MASS FLOW METERING SOLUTIONS

### SAGE PARAMOUNT

- DSD Sensor ensures measurement stability
- SageCom™ software- allows for gas/gas mix changes in the field
- Field Zero Calibration Check-Validation
- Measures gas flow rate in SCFM, LBS/HR, and many more units
- Wide measurement range up to 1000:1
- Low flow sensitivity
- Insertion probes for pipes 1.5" and larger

### E&H PROMASS Q

- Mass flow, volume, density, temperature
- Custody Transfer, .1% Liquids .35% Gas
- Optimal performance for liquids w/entrained gas-MultiFrequency Technology (MFT)
- Heartbeat Technology integrated diagnostics, verification/monitoring
- WLAN & Bluetooth available
- Bi-directional flow
- Available 1" to 4"

### VORTEK M23

- Mass flow, density, pressure, temperature
- Monitoring of most liquids, gases & steam
- Computes standard volume, mass & energy
- Easy to install & commission, hot-tap
- Up to 1500 PSIG & 750 F temperature
- Measuring ranges from 205 lbs/hr to 3.3 million lbs/hr
- Rangeability 100:1 turndown

### AALBORG T10

- Graphic, LCD display for flowrate, alarms & diagnostic events
- Measuring range from 0.5 mln/min-938 ln/min
- Easily choose from 47 volumetric or mass flow engineering units
- Daisy chain up to 64 units with digital I/O
- Easily mount on both MFM's or MFC's
- Local KEY-PAD with 6-tactical buttons
- 10-Point Linearization



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**GAS MEASUREMENT SOLUTIONS**