



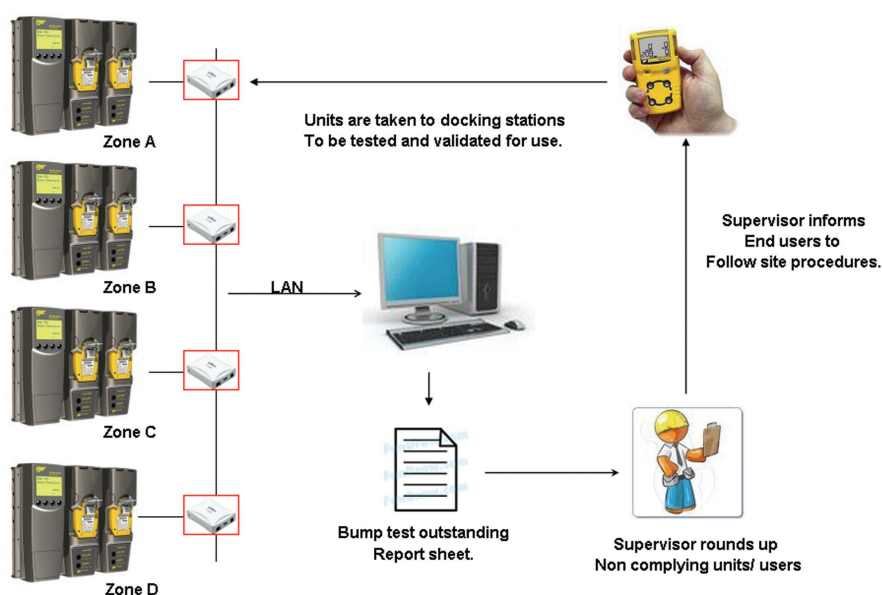
Improve Site Safety and Reduce Operational Costs with a New Portable Gas Detection Philosophy

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In a World with so much commercial competition, it is not surprising that products are becoming more user-friendly and more value added. Today's manufacturers need to work hard to entice customers in the crowded market places that mass capitalism has brought about.



These trends are affecting industries like gas detection, and this is bringing about the emergence of not only extended variety and single source solution providers but highly innovative products. In fact, today's portable gas detection purchaser has a veritable Aladdin's Cave of options to choose from. The devices on offer don't just protect users from flammable, toxic and Oxygen gas hazards, they add true value in other ways such as helping to reduce the ongoing cost of gas detection and providing a minimal training solution that is easy to use. For example, companies like BW Technologies by Honeywell improve the user experience and reduce training costs by offering simple "single button" operation on all their new portable devices.

Reducing the ongoing cost of ownership is also a key concern for today's portable gas detection manufacturer; particularly in the global climate of financial uncertainty, we now face. Customers need to make budgets stretch further and are more focused on purchasing devices that help to reduce operational costs. Portable gas detection devices can deliver this through a number of aspects; multi-gas simultaneous monitoring capabilities, auto calibration functionality, automatic data logging and plug and play pre-calibrated sensors all help to reduce the ongoing cost of gas detection by up to 40% over a three year operating life.

Cost reductions can also help to catalyse increased site safety. For example, a reduced cost of ownership for a portable fleet can enable more operators to have a gas detector of their own for the same overall budget of the site, meaning that more lives can be protected. This also helps to drive the trend towards multiple gas detection over single gas detection, providing workers with better protection against multiple risks than ever before.

Why Compromise?

The good news for today's customer is that choosing a cost-effective solution doesn't necessarily mean that you have to compromise on device functionality. A device like GasAlertMicroClip XT, the latest 4-gas portable from BW Technologies by Honeywell, offers impressive protection against toxic, flammable and Oxygen gas hazards, simplified use that helps to reduce training costs and innovative functionality to help enhance on-site safety; all at an attractive price point.

In fact, devices like GasAlertMicroClip XT prove the point that you don't have to spend a lot to get a smart solution. GasAlertMicroClip XT is the smallest, most lightweight and simplest 4-gas portable gas detector in its class, providing users with a comfortable, unobtrusive and easy to use solution to simultaneous multiple gas detection.

Despite its small and sleek design and low cost, GasAlertMicroClip XT offers superior detection

of up to four classes of gases (H₂S, CO, O₂ and combustibles), without the compromise of dual sensor technology; unlike many comparable units on the market.

The device's one-button operation with intuitive interface ensures minimal training is required. This also provides a solution that operators are comfortable using, helping to ensure that devices online and protecting workers each day.

GasAlertMicroClip XT also features the acclaimed IntelliFlash technology developed by BW Technologies by Honeywell. IntelliFlash provides a visual indication of device compliance, delivering an instantly accessible indication to both supervisors and operators of a device's compliance to site standards and ensures non-compliant devices are easily identifiable; this also helps to improve operator safety and maximise device compliance on site; important aspects for today's fleet managers and safety supervisors.

Adding Dimensions to today's Portable Gas Detectors



When it comes to effective portable fleet management and ensuring workers on site are compliant to site standards, devices like MicroDock II - BW Technologies by Honeywell's automatic test and data logging station - can help to add additional dimensions to devices like GasAlertMicroClip XT.

By automating necessary activities such as bump testing and data logging, businesses can reduce the time spent maintaining devices. A portable gas detector like GasAlertMicroClip XT can be clicked into MicroDock II's docking station

in a second, and the user has the option of carrying out three tasks; performing a bump test; carrying out a data transfer; or performing a calibration. Each of these activities can be carried out with a single button press and are completed in just a few moments. Test gas levels are controlled and minimal training is required to use the device, reducing the time spent testing and ensuring the portable unit is ready to detect gas effectively.

Aside from creating a simple, minimal training solution, MicroDock II can also help to reduce operational costs in a number of ways; for example, a portable unit may be being tested as much as once a day. A manual bump test could take 5 minutes to complete compared with just two minutes using MicroDock II, equating to a time saving of 12 hrs over a year. At a site where 100 workers bump test their devices once per day, this 60% time saving expands up to 1,200-hours saved in total, per year. This example highlights the fact that small daily time efficiencies can equate to considerable savings over time.

MicroDock II's data logging capabilities also mean that data relating to portable testing can be stored and analysed; the device will keep records of the instruments that were tested, highlighting non compliant users and allowing the fleet manager greater visibility of device status.

Portable Fleets Made Easy

When combined with its accompanying Fleet Manager II software, MicroDock II adds additional dimensions of value. For example, a store manager can cut the time spent issuing a new portable device to an operator from about half an hour to just five minutes - with no paper trail or



forms to be filled out. At a site issuing just two portable device per month, the manager would have saved over half a working day carrying out this activity after a year (based on a working day consisting of two eight hour shifts).

The automatic generation of paperwork such as fleet status reports and calibration certificates can also be produced with devices like MicroDock II when combined with Fleet Manager II software. Data can be downloaded with a single button press and a two minute wait using the device's data logging facility and this information can be easily converted into a variety of reports by using the intuitive software interface and a PC.

Adding value is increasingly important in today's marketplace as suppliers and service providers fight to gain market share and differentiate from the competition. The combination of MicroDock II and Fleet Manager II, when used for ongoing care of a portable device like GasAlertMicroClip XT, is particularly beneficial to service providers, allowing them to add more value to their customers by giving them data on fleet use and status, facilitating better client advice and guidance.

Seeing is Believing

Safety is an aspect that is becoming ever more important. Enhanced on-site safety can help to reduce insurance premiums and prevent unnecessary injuries and accidents that are not only dangerous to life, but also potentially very costly to a business in terms of fines, legal fees and damage to brand and reputation caused by adverse publicity or devalued brand perception.



The benefits of IntelliFlash technology are further enhanced when a device like GasAlertMicroClip XT is used with MicroDock II and Fleet Manager II software; imagine a petrochemical site wishing to enforce portable device testing on a daily basis. An operator begins his shift, docks his device into MicroDock II and carries out an automatic gas test to ensure the device is detecting gases in the right way. After the bump test is completed, he also automatically logs data from the device. This means that the Fleet Manager has instant and easy access to all information relating to that device. The operator then begins his shift, and the fact he has carried out a bump test, causes the IntelliFlash technology in his GasAlertMicroClip XT detector to visibly show a clear green status indication to anyone working around him - his device compliance is instantly accessible to supervisors and workers. If he forgets to bump test his device the next day, the lack of visual status confirmation will highlight his non-compliance very quickly.

When you consider that the petrochemical site in question may be detecting dangerous toxic gas hazards such as H₂S, that can cause serious harm or even death at low concentrations, failure to bump test can mean the difference between life and death.

This scenario highlights the fact that combining the right portable gas detector with the right docking device, can provide a solution much greater than the sum of its parts, offering notable time and cost savings, whilst also increasing site safety.

