

ON THE MONITOR LEVEL

September
October

2001

Information provided by:
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LECORP

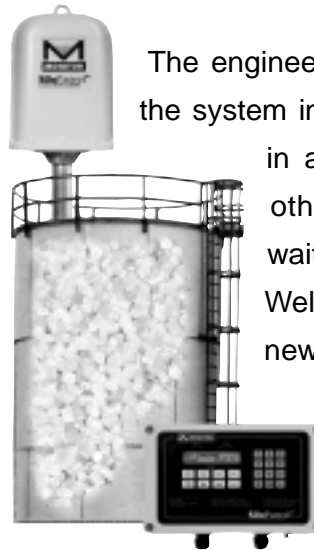


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On a recent sales call to Fortune Plastics of Lebanon, TN, Scott Wells received assistance from a photograph and the recommendation of a sister plant.

Fortune Plastics manufactures plastic bags including garbage bags and the bags groceries are put in. At their plant they have five 15' diameter 40' high silos containing plastic pellets. The customer wanted an inventory monitoring system that would take reliable daily measurements. Wells was bidding against Monitrol (Tyler, TX).

Monitrol was given the first shot. Wells arrived a week later. While waiting in the lobby, Wells noticed two photos of Fortune Plastics' Florida plant. On top of the silos was an easily recognizable orange rectangular device (A CM-3A unit). When the engineer arrived, Wells pointed to the photo and said he was there to sell him the latest version of the equipment in the picture.



The engineer was not aware of the system in Florida, so he put in a phone call to the other plant. While waiting for a return call, Wells reviewed how the new **SiloPatrol®** system operated and expected low maintenance. As the conversation was wrapping up, the Florida engineer called.

TN: Hi Joe. I didn't know you had an inventory system.

FL: Sure. Works great!

TN: What brand?

FL: Monitor

TN: How long have you had it?

FL: 9 years

TN: Any maintenance?

FL: Use it everyday and haven't touched it yet!

TN: Thanks.

Monitrol was beat out for the bid. Fortune Plastics purchased five SMUs and a HMI.▼





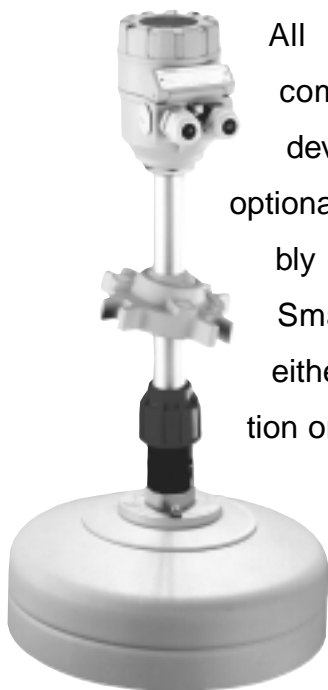
News Briefs

New Smart Transmitters For Continuous Level Applications

ELBURN, IL – Monitor Technologies' has recently added Smart Transmitters to their **BulkSonics**® continuous level line. **BulkSonics** utilize ultrasonic technology to provide non-contact continuous level measurement in bulk solid and liquid applications.

The new Smart Transmitters combine state-of-the-art transducer technology with the latest software techniques. The software contained within each Smart Transmitter features many programmable parameters allowing the user to easily customize the equipment even in the most challenging applications.

Additionally, the new transmitters provide a 4-20mA signal proportional to material level, a programmable relay output and a local display.



All Solids Smart Transmitters come with a joystick aiming device and are available with an optional split-flange for easy assembly and mounting. The Liquid Smart Transmitters come with either a 2" NPT process connection or a modified ANSI flange.

Making the **BulkSonics**® Smart Transmitters even smarter than other devices on the market is the option-

al HART® field communications protocol. This feature is available to allow up to fifteen Smart Transmitters to be addressed by a single computer for remote programming and monitoring. Monitor Technologies also offers PC-based software for a complete remote programming package.



BulkSonics® have been used successfully with a variety of materials including flour and fly ash. Because **BulkSonics** utilize non-contact sensors, they can also be used with sticky or corrosive liquids. For bulk solid applications, **BulkSonics** can provide a nominal measuring range up to 230 feet and for liquids the nominal measuring range is 82 feet.▼

Sales Kits

Sales kits for Monitor's **BulkSonics**® line will be mailing soon. Included in these kits will be updated copies of Sales Bulletins 333A and 333C. Until you receive your sales kit, you can access the updated bulletins online. Information is available for viewing and downloading in PDF format.

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