BATTLE CARD

TEGAM® INTRINSICALLY SAFE THERMOMETERS

SOLUTION OVERVIEW

Many industries have the need for capturing temperature measurements in potentially hazardous environments. To meet this need, Advanced Energy TEGAM designed a thermometer line that uses low-energy circuitry and is suitable for use in the continuous presence of potentially explosive gases, vapors, and mists.

These instruments also incorporate the advanced features and high-accuracy technology that leads the industry.

TEGAM 921B
Intrinsically Safe Thermocouple Thermometer

Target Markets/Customers

- Aerospace
- Oil & Gas
- Chemical
- Pharmaceutical
- Semiconductor

Anywhere critical temperature measurements need to be captured in potentially hazardous locations.

Customer Roles

Process engineers, chemists, technicians, QA personnel, persons responsible for heating or cooling operations.

Audience – who to engage and when

- Engage influencers and decision makers responsible for accurate capture and recording of critical temperature data.
- Engage process engineers, chemists, technicians, QA personnel, and other persons responsible for heating or cooling operations.
- Timing will vary by industry and company, but Q1 of calendar year is key opportunity when new expense budgets are established for many companies.

Business Benefits

- Ability to capture accurate temperature measurements in potentially hazardous locations

Differentiators

- For use in the continuous presence of flammable gases, vapors and mists
- UL/CSA/ATEX/IECEx certified for worldwide compliance
- Support for 8 thermocouple types
- ISO 17025 calibration option available

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Qualifying Questions

- Do you need to capture temperature measurements in potentially hazardous locations?
- Do you need high accuracy measurements?
- Do you need support for multiple thermocouple types?
- Do you purchase these items directly or use a distribution partner?
- Do you require ISO 17025 calibration?

Product Family

- 921B IS Thermometer; 1-Ch
- 922B IS Thermometer; 2-Ch

Customer Challenges

For many industries, machines and equipment sometimes need to be located in harsh environments. In these situations, processes still need to be monitored, so test equipment needs to be functional, and safe, in those environments.

Key Features & Specs

1. Designed for continuous use in the presence of flammable gases, vapors, and mists
2. UL/CSA/ATEX/IECEx certification for worldwide compliance
3. Supports 8 thermocouple types
4. Superior accuracy +/-(0.04%+0.3°C)
5. Probe offset function improves accuracy
6. Long battery life (2000 hours)
7. 2-yr calibration cycle
8. 3-yr warranty
9. Single and dual-channel models available
10. Convenient tilt-stand and magnetic hanger accessory available
11. SureGrip protective cover available

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COMPETITIVE ANALYSIS

Competitor	Their Positioning & Selling Points	Our Differentiation	Comparative Positioning
Fluke 1551/1552 "Stik" Thermometer & Temp Calibrator	▪ High Accuracy	▪ Supports 8 thermocouple types, including custom temp probes (vs. 1 RTD) ▪ Long battery life (2000 hours vs 300 hours)	▪ Meets or exceeds on critical features: accuracy, thermocouples supported, battery life ▪ Single and dual-channel models available ▪ ISO 17025 claibration option
ThermoProbe Intrinsically Safe Reference Thermometer TLC3-A	▪ High Accuracy	▪ Supports 8 thermocouple types, including custom temp probes (vs. 1 RTD) ▪ Long battery life (2000 hours vs 300 hours)	▪ Meets or exceeds on critical features: accuracy, thermocouples supported, battery life ▪ Single and dual-channel models available ▪ ISO 17025 claibration option