

Sales Guide

3130 Portable Pressure Calibrator

(v. 1.0)



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1. Objective

Get a quick introduction to the key product features, learn about the target industries and customers, see how the 3130 compares with the competition, and learn where to find available marketing materials.

2. Introduction

The Fluke Calibration 3130 is a portable pressure calibrator that provides a complete solution for pressure calibrations up to 2 MPa (300 psi). With the dual pressure generation means of both an internal pump and external gas supply connection, it is simple and efficient to use in the field or in the instrument shop/cal lab.

2.1. Key Features at-a-glance

- Measure and generate pressure from vacuum to 2 MPa (300 psi)
- Internal pump can generate vacuum to -80 kPa (-12 psi) or pressure to 2 MPa (300 psi)
- Includes variable volume for fine adjustment of pressure
- Pressure measurement accuracy of 0.025% reading +/- 0.01% FS
- Electrical measurement and 24 V dc supply for closed loop calibrations
- Measure or generate 4 to 24 mA
- Measure 0 to 30 V dc
- Powered by internal, rechargeable, high capacity NiMH battery or universal ac mains adapter
- Compatible with Fluke 700P Pressure Modules



2.2. Product Positioning

The 3130 provides a complete solution for calibration of pressure transmitters, gauges, switches, and other such devices for pressures up to 300 psi. With its dual method of pressure generation of a built in pump and external supply pressure connection, it's equally simple and efficient to use in either the field or in the instrument shop/cal lab.

2.3. Summary of Value Proposition

- The internal electric pump is easier to use and more ergonomic than traditional hand pumps
- The 3130 can be used with external supply pressure up to the full working pressure of the unit (2 MPa, 300 psi) compared to competitive products that are limited to as low as 700 kPa (100 psi).
- The simplified pneumatic interface makes the unit easier to use, resulting in less of a learning curve.
- The electrical measurement capability is sufficient to handle process loop calibration.

3. Target Customers and Applications

The target application for the 3130 is calibration of pressure transmitters and similar devices in either the field or in a shop/laboratory type environment. This application is especially found in a process plant. Example industries would include pharmaceutical, chemical, oil & gas, water treatment, and energy generation.

3.1. Common Job Titles

- **Process manufacturers:** Quality Assurance Manager, Quality Control Inspector, Process Engineer, Validation Engineer, Compliance Manager
- **3rd party cal labs:** Metrologist, Lab Manager, Calibration Technician
- **Manufacturing:** Manufacturing Engineer, Asset Manager, Test Engineer, Production Manager

3.2. Workload

- Dial Gauges
- Pressure Transmitters
- Pressure Transducers
- Pressure Switches

4. Key features

4.1. Pressure Generation

- **Internal Pump** – The 3130 includes an internal pump capable of generating both vacuum and pressure
- **External Pressure Supply** – The 3130 can optionally be used with an external gas supply. The external gas supply needs to be a clean, dry gas. The supply pressure is metered in using a needle valve
- **Fine Tuning of Pressure** – When using either the internal pump or the external pressure supply, the pressure can be fine-tuned using the built in variable volume.

4.2. Pressure Measurement

- **Internal Pressure Sensor** with a range of 2 MPa (300 psi) and an accuracy of 0.025% reading +/- 0.01% FS
- Can be used with the Fluke 700P pressure modules, an industry leading solution for process pressure calibration

4.3. Electrical Measurement






- 24 V dc supply power (can be turned on or off)
- Measure 0 to 24 mA (accuracy of 0.015 % of reading \pm 0.002 mA)
- Source 4 to 24 mA
- Measure 0 to 30 V dc (accuracy of 0.015 % of reading \pm 0.002 V)

4.4. Enclosure, Battery, and Accessories

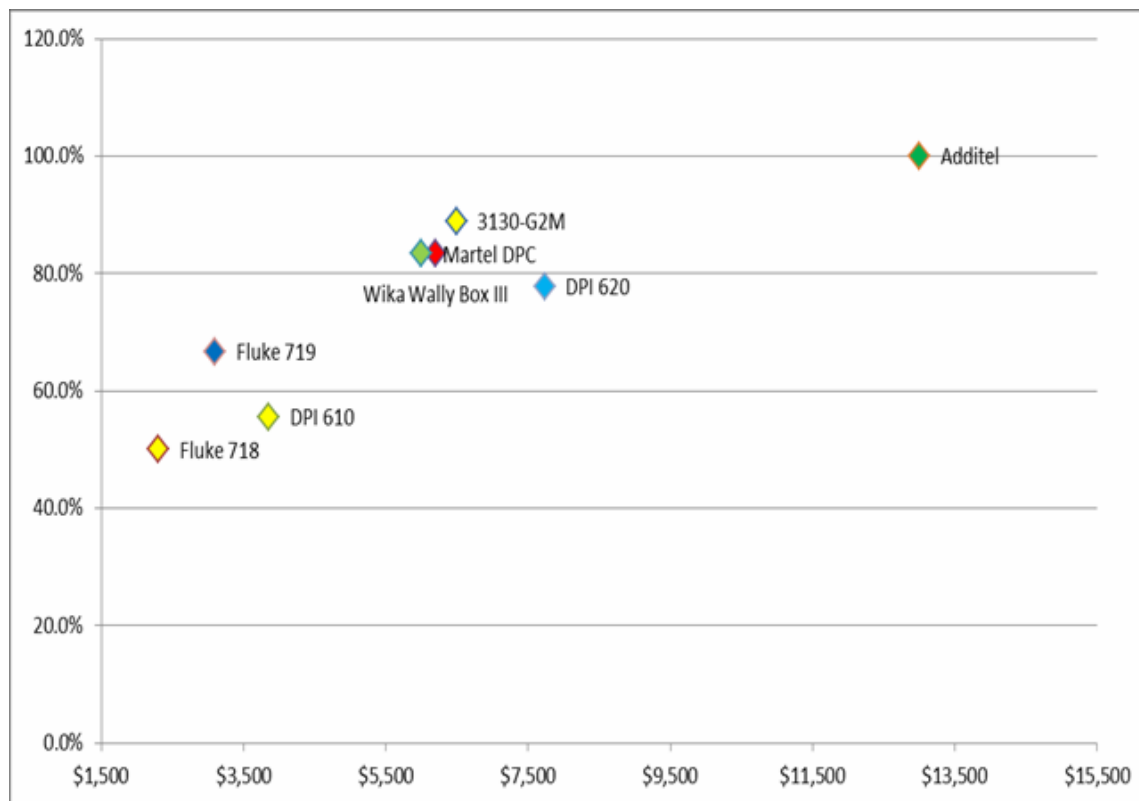
- Rechargeable NiMH providing up to 50 hours of operation on one charge
- Universal Power Supply
- Hard plastic enclosure
- Comes standard with test leads and fittings kit (including adapters for ¼ NPT and ¼ BSP)
- Built in storage for accessories including power supply, test leads, and fittings kit

5. Competitive comparison

5.1. Key specs/feature comparison

	Competitive Comparison					
		Internal Electric Pump	External Supply Pressure Connection	Pressure Measurement Accuracy	mA Measurement Accuracy	Intrinsically Safe
Fluke 3130		Yes (300 psi max)	330 psi max	0.025% reading \pm 0.01% FS	0.015 % of reading \pm 0.002 mA	no
Wika CPH7600		Yes (300 psi max)	100 psi max	0.025% reading \pm 0.01% FS	0.015 % of reading \pm 0.002 mA	no
Druck DPI 610		No	N/A	0.025% FS \pm 0.015% reading/year	0.05 % of reading \pm 0.002	available
Fluke 719		Yes (100 psi max)	N/A	0.035% FS	0.015 % of reading \pm 0.002 mA	no
Fluke 718		No	N/A	0.025% FS	0.015 % of reading \pm 0.001 mA	available

5.2. Price vs. Performance



5.3. How the 3130 wins

5.3.1. Pressure Generation

The 3130 is unmatched in its capability and flexibility by having both an internal pump and external supply pressure connection capable of being used to the full range of the unit.

5.3.2. 700P Module Compatibility

The Fluke 700P pressure modules are a popular, well accepted solution for performing industrial level pressure calibrations. The 3130 is compatible with the 700P modules, making it an easy, integrated solution for shops that already have 700P modules.

5.3.3. Reliability

The 3130 is provided by Fluke Calibration, the recognized experts in pressure metrology.

6. Specifications

2700G Specifications	
Pressure Range	2 MPa (300 psi)
Pressure Measurement Accuracy	0.025% reading +/- 0.01% FS
Internal Pump Range	-80 kPa to 2 MPa (-12 to 300 psi)
External Supply Pressure Max	2.2 MPa (330 psi)
mA Measurement Range	0 to 24 mA
mA Source Range	4 to 24 mA
mA Measurement Accuracy	0.015% reading +/-0.002 mA
V dc Measurement Range	0 to 30 V dc
V dc Measurement Accuracy	0.015 % of reading ± 0.002 V
Battery Type	Nickel Metal Hydride (NiMH)
Battery Life (typical)	No Pump Usage: 50 hours Pump Usage: 100 calibration cycles
Test Port Connection	1/8 NPT Female

7. Ordering information

ITEM #	NOUN	DESCRIPTION
4317885	3130-G2M	Portable Gas Pressure Calibrator, LC US, EU, UK, Chin/Aus
4334102	3130-G2M/C	Portable Gas Pressure Calibrator, LC US, EU, UK, Chin/Aus w/Acc Cal

8. Standard equipment included with each 3130

Name	Quantity
3130 Calibrator	1
Manual on CD-ROM in 3 languages	1
Printed Manual in English	1
Calibration Certificate showing traceability	1
Test Lead Kit	1
Universal Power Supply (with 4 power cords)	1
1/8 NPT to 1/8 tubing adapter	4
1/8 NPT to 1/4 NPT adapter	1
1/8 NPT to 1/4 BSP adapter	1
1/8 inch tubing	2

9. Sales and Marketing Materials

The following sales and marketing materials are available at: <http://eu.flukecal.com/3130-Launch-EU>

10. FAQ

Ref#	Question	Answer
1	Is the 3130 Intrinsically Safe (ATEX certified)?	No. For applications that require ATEX certification, we recommend the Fluke 718.