



Both pressure trend and tendency can be presented on the local display of the PTB220 series digital barometers.

Météo France Orders Digital Barometers for Marine Use

SETIM of Météo France has concluded a second contract with Vaisala on the delivery of PTB220 series digital barometers. This A-class barometer was chosen after a series of competitive tenders, the last of which was performed in 1998. Some of the barometers have been installed for synoptic observations on board ships.

SETIM (the Technical and Instrumentation Service) of Météo France, responsible for instruments, equipment and new product evaluations, has taken delivery of Vaisala's PTB220 series digital barometers.

This high-performance and extremely stable barometer has been configured for Météo France in both the RS232 and RS485 communication modes. The barometers are mainly intended for integration in the existing automatic weather stations of Météo France's network, and are manufactured by a local supplier. The applications are mostly aeronautical and the major international airports in France are equipped with the PTB220 series barometers.

In this second contract, some of the barometers are additionally equipped with a display and keyboard included in the cover lid. These barometers are used for synoptic observations on board ships, on the command bridge. The simultaneous presence of the display and serial connections makes the PTB220 a very versatile instrument. The user can read the pressure at a resolution of two decimals and communicate the pressure information with trend and average data to the information system on board, for further transmission to meteorological centers.

The integrated display and keyboard enable the user to control parameters as display backlight, and to access code for further internal functions and height correction ± 50 m without altering the calibration. The last feature is very useful for small but important corrections on ships, where the installation height might vary from one ship to another. ■



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Sanko Controls Co. Ltd. relies on Vaisala's products

Offering Process Control Systems Expertise

The Japanese company, Sanko Controls Co. Ltd., is dedicated to supplying services for process control systems. "This includes finding the measuring instruments that best suit each customer's needs," explains Mr. Jun Tamura, the Manager of the Calibration Laboratory. He became acquainted with Vaisala for the first time about 15 years ago.

Founded in 1965, Sanko Controls Co. Ltd. is based in Yokohama, Japan. Its main business is offering process control systems consultation, integration, maintenance and calibration services. "This includes finding the measuring instruments that best suit each customer's needs, designing integration software, designing and manufacturing racks, and carrying out installation and maintenance," says Mr. Jun Tamura, the Manager of the Calibration Laboratory.

Sanko Controls has about 330 employees, many of whom are involved in the maintenance and field calibration of systems at customer sites.

Solutions for high-quality control

Sanko Controls has specialized in supplying solutions for the exacting needs of customers in the power industry, oil refining, and the chemical and pharma-

ceutical industries. Concerning these customers, the key measurement items are flux, levels, electricity, pressure, barometric pressure, temperature, humidity, density and time. "It is typical of these customers that they insist on a very high level of quality control in their processes. This naturally puts extremely high demands on the measurement instruments used," points out Mr. Tamura.

According to Jun Tamura, if the customers want reliable measurements and regular maintenance, then this is what Sanko Controls must be ready to offer them. But that's not all. For the pharmaceutical industry, for example, validation, ISO certification and traceability to standards are just as important.

To ensure that customers get the reliable, high quality maintenance and calibration that they require, Sanko Controls has established a laboratory in which customers' field calibration instruments and other instruments can be calibrated. In



Mr. Jun Tamura with Vaisala's transmitters in the calibration laboratory.

Sanko Controls' traceability system, the physical quantities are electricity, pressure, temperature, time and length.

Using Vaisala's transmitters as a standard

Sanko Controls uses Vaisala's PTB220 barometric pressure transmitter and HMP233 relative humidity transmitter as its standards for monitoring conditions in the calibration laboratory. The engineers also carry Vaisala's HMI41 with HMP45 probes whenever they perform field calibrations at customer sites. "We chose Vaisala because of its reliability and long-term stability," emphasizes Mr. Tamura.

To ensure the continuation of good service and a full understanding of customer processes, Sanko Controls has developed impressive training facilities for its engineers. "Even our customers send their engineers to our training courses," notes Mr. Tamura.

Sanko Control's training facilities are based in Yokohama.

Need for low humidity and dewpoint measurements

According to Jun Tamura, it can be expected that customers will become even more demanding in the future. Sanko Controls therefore needs to ensure that the instruments they supply are traceable to standards, that the documents are traceable, and that the engineers are sufficiently highly trained to be able to offer the most reliable measurements.

Mr. Tamura became acquainted with Vaisala for the first time about 15 years ago in connection with a project to supply Vaisala's wind sensor to Saudi Arabia. Since then Sanko Controls has integrated many of Vaisala's humidity transmitters into its customers' process control systems. "We believe that measurements of low humidity and dewpoint will become increasingly important in the process industry," says Mr. Tamura – a prediction which we at Vaisala are happy to hear. ■



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ORIX Rentec Corporation responds to new challenges in Japan

High Tech Equipment on a Rental Basis

ORIX Rentec Corporation, established in 1976, was the first measuring instrument rental company in Japan. It became Vaisala's customer soon after the establishment of Vaisala KK in 1983 in Tokyo, and is now the leading company in its field.

ORIX Rentec has two technical centers, an Electro Magnetic Compatibility center and forty offices spread throughout Japan. It also has offices in Singapore, Malaysia and Korea. The total number of employees is 1,300. The business idea of ORIX Rentec is to supply its customers with measurement instruments, analyzers, computers, workstations and other high tech equipment, on a rental basis.

Rental business expertise

The rental business is quite different from leasing or selling. There are differences in terms of ownership, payment conditions and the time frame involved. When a customer purchases a product, the ownership changes to him and he is responsible for its maintenance, etc. On the other hand, when a customer leases a product, he makes a contract with a leasing company for a certain time period which is always quite long, usually years. The leasing company owns the product, it is delivered to the customer by the manufacturer, and the customer is responsible for maintaining it.

"When you rent a product, the rental company owns, maintains and delivers it from its stock, and you can use the

ORIX Rentec has forty offices in Japan.

