

In the first newsletter of 2013 Katronic provide insight into some of the applications that the meters are being used for and present some exciting developments in export sales.

## Difficult installation conditions...



Installation on fibreglass pipe



New exclusive distribution partner for the Katronic flow products in France



## Dutch partners put Katronic flowmeters to the test

The proof, as they say, is in the pudding and if that it is the case Katronic's partners in Benelux certainly have a sweet tooth. Ultrasonic Flow Management ([www.U-F-M.nl](http://www.U-F-M.nl)) have become one of Katronic Technologies most successful partners through their ability to identify applications and prove the performance of the technology through demonstrations and trial installations.

One such trial (left) was to test the performance of a KATflow 200 on a 710 mm diameter, 12 mm thick carbon steel pipe containing very dirty waste water and sand. Not only did the flowmeter have to obtain a measurement on this difficult application, it was also being evaluated in comparison to a trusted electromagnetic flowmeter. As can be seen, the KATflow 200 performed impeccably, displaying 2535 m<sup>3</sup>/h compared to 2550 m<sup>3</sup>/h, results that were within 1% of the reference meter.

François Van Nijnatten and Leen de Jong of UFM have grown sales in Holland at an incredible rate owing to their market knowledge, customer support and their willingness to sell meters to varied applications, such as the measurements taken at Europe's largest biomass power station. At the Essent Amercentrale (below) a KF200 measured successfully on an 800 mm carbon steel pipe, in spite of the very poor condition. Other diverse examples include measurements large fibreglass pipes (below left) and on raw sewage, applications where traditionally clamp-on ultrasonic flowmeters might have struggled to obtain good readings.



## Vivre La FRANCE...

Katronic are pleased to announce that they have established a new exclusive distribution partner for sales in France. The new company Serv' Instrumentation ([www.servinstrumentation.fr](http://www.servinstrumentation.fr)) are based in Lyon and have sales offices covering the whole of France. Serv' are experts in process instrumentation are also a distributor for Emerson process instrumentation products in France. It is Katronic's hope that Serv' will be able to use their experience and knowledge to increase sales of the KATflow flowmeters in the potentially lucrative French market.

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