

The BW Technologies Monitor

A quarterly newsletter to keep BW's customers up-to-date on our products and our presence in the industry.

Vol. 3 :: Issue 2 :: June 2009



INSIDE THIS ISSUE

NPI Process	1
Feature Accessory	
MicroDock II Kits	2
Product Information	
Ask the Expert	3
GasAlertMax XT.....	3
Sensor Poisons.....	4

Notes from the Editor

What information would you like to see included in the distributor newsletter? BW's next newsletter will be released in September 2009. If you have an idea for an article you would like to see, please make suggestions to Sarah.Ursulan@Honeywell.com.

Sarah Ursulan

New Product Development: The NPI Process

The New Product Introduction (NPI) process helps guide Honeywell product creation from initial concept through to the launch. The phases include:

- Idea proposal
- Identify customer needs
- Concept definition
- Planning and specification
- Development
- Validation
- Delivery, support, improvement and obsolescence

Before the project progresses to the next phase, a review is held. Reviews act as a quality assurance measure by assessing relevant market, technical and business information.

One of the most important parts of the NPI process is the Voice of the Customer (VOC) research. VOC data helps capture customer insights and needs, and then translate them into the new product.

The NPI process provides a framework to guide project teams through the product development cycle by helping everyone see how all the pieces fit together. All new BW Technologies products are being created with the NPI process. Everyday, we are working together to provide the best gas detectors backed by exceptional customer service and support.

New Regional Sales Manager: EMEA

Thomas Gaborit, RSM
France North
515 avenue de la Tramontane
Zone Athelia IV
Immeuble Le Forum A31
13 600 la Ciotat, France
Off - 011 33 4 42 98 17 70
Fax - 011 (33) 4 42 71 9705

Feature Accessory

MicroDock II: Customize your own kit for total mobility

Both the Heavy Duty Case Kit and the Hard Case Kit are the ideal solution for portable and automated calibration, test and record storage. Configure your kit to suit your needs.

Hard case kits hold one base station, one docking module and a 34 L cylinder of calibration gas. Choose between the following configurations:

- Kit with one demand flow regulator (DFR) and no gas
- Kit with one DFR, a 34 L cylinder of LEL, O₂, CO or H₂S calibration gas
- Kit with one DFR, a 34 L cylinder of H₂S calibration gas



Heavy duty case kits hold one base station, one to three docking modules and one to three 58 L cylinders of calibration gas in a foam-lined, waterproof heavy duty case. The following configurations are available:

- Kit with one DFR, no gas
- Kit with one DFR, a 58 L cylinder of LEL, O₂, CO and H₂S calibration gas
- Kit with one DFR, a 58 L cylinder of H₂S calibration gas

For gases other than those listed, order a kit without gas and order the gas separately.



Use the MicroDock II configurator table to create a custom heavy duty case kit or hard case kit. The configurator is available at www.gasmonitors.com or in the 2009 price list.



Product Information

Ask the Expert

The following question was posed to our Applications and Training Specialist, William Ball:

Q We are using GasAlertMicro 5 gas detectors at both our training academy and in the field. During the training exercises we prepare Tedlar bags with various gas mixtures such as isobutylene and methane, and would like to incorporate phosphine into the training exercise. However, I'm concerned about the exhaust of these gases after they are processed through the instrument. How much of any specific gas is consumed by the sensors before it is exhausted by the instrument? Specifically, if we used a 5 ppm concentration of phosphine in Tedlar bags, would an unsafe amount be exhausted through the instrument?

A The GasAlertMicro 5 Series personal safety gas detectors use an electrochemical sensor for the detection of toxic gases such as phosphine. The target gas is not consumed by this detection technology. The target gas is fuel for the electrochemical reaction that occurs within the

sensor; the sensor is merely a catalyst for a specific reaction and virtually nothing is consumed in most electrochemical sensors. You should assume the concentration of gas exhausted by the detector is the same concentration as that being introduced.

You also need to be aware the gases are quickly dissipated in the atmosphere. I do not know the volume of gas in your Tedlar bag. But I can give you some calculations based on using our 34 L non-refillable cylinder of 5 ppm PH₃ in a fresh air environment:

- The volume of the 34 L non-refillable cylinder is 1.2 cubic feet
- Assume a room of 10' X 10' X 10' = 1,000 cubic feet
- 1.2 cubic feet = 0.12% of the volume of the room
- 5 ppm X .0012 = 0.006 ppm PH₃ dissipated into a 1,000 cubic foot room

As indicated on all of our calibration gas cylinders, they are recommended for use in areas with adequate ventilation. I would suggest conducting the training demonstration under a fume hood.

GasAlertMax XT New Firmware

Firmware version 5.0 has been released and is available for download on the BW Technologies by Honeywell website. Enhancements include:

- Adjustments to the sensitivity of the LEL sensor now allow calibrations like pentane and propane.
- The low battery alarm routine now includes audible notification when in normal operation and in confidence beep mode.
- IR communication with the IR connectivity kit and the MicroDock II has been improved.

Upgrade your GasAlertMax XT with Fleet Manager 2.1 (or higher). Your GasAlertMax XT gas detector displays its current firmware revision on the LCD during start up.



Come and Visit Us! Upcoming Tradeshows

June 23-26
MIOGE
Moscow, Russia

June 28 - 30
American Society of Safety
Engineers 2009
San Antonio, TX, USA

July 9 - 10
New York Law Expo 2009
New York, NY, USA

July 22 - 23
National Safety Show 2009
Auckland, New Zealand

August 24 - 26
25th Annual National VPPPA
Conference
San Antonio, TX, USA

August 28 - 29
Fire Rescue International 2009
Dallas, TX, USA



Retired Products: XD Single-Gas Family, X5 Multi-Gas Product Family, MicroDock for XD and X5

The Honeywell XD and X5 series will be replaced with the BW GasAlert product family, effective on the following dates:

- June 1, 2009, the XD single gas product family
- June 1, 2009, the MicroDock modules for the XD single gas product family and X5 multi-gas product family
- June 30, 2009, the X5 multi-gas product family

The GasAlert instruments are fully compatible with the XD units, offer a full range of gases and are available with either yellow or black housing.

Please contact your local sales representative for additional information.

Product Information

Sensor Poisons and Contaminants

A personal safety gas detector cannot properly protect a worker if gas molecules cannot get into the sensor or if the sensor's ability to detect the target gas has been compromised. High concentrations of sensor poisons can permanently damage sensors while chronic exposure can result in a gradual loss of sensitivity.

You can help prevent potential sensor damage by recognizing sensor poisons. Several cleaners, solvents and lubricants can contaminate and cause permanent damage to sensors. Before using cleaners, solvents and lubricants in close proximity to the detector sensors, review the following information.

- Use water based cleaners.
- Use non-alcohol based cleaners.
- Clean the exterior with a soft, damp cloth.
- Do not use soaps, polishes, or solvents.

The following table lists common products to avoid using around sensors.

Cleaners and Lubricants

- Brake cleaners
- Lubricants
- Rust inhibitors
- Window/glass cleaners
- Dishsoaps
- Citrus based cleaners
- Alcohol based cleaners
- Hand sanitizers
- Anionic detergents
- Methanol (fuels and antifreezes)

Silicones

- Silicone cleaners and protectants
- Silicone based adhesives, sealants, and gels
- Hand/body and medicinal creams containing silicone
- Tissues containing silicone
- Mold releasing agents

Aerosols

- Bug repellents and sprays
- Lubricants
- Rust inhibitors
- Window cleaners



Subscribe Now

To subscribe to The BW Technologies Monitor, please click here or e-mail Sarah.Ursulan@Honeywell.com. The Monitor is distributed via e-mail. Current and past issues are available on www.gasmonitors.com.