

Solutions Guide Overview For Distributors



PD9502 Signal Generator **GIVE AWAY**

All outside salespeople who request 25 Solutions Guides to be shipped to their HOME address will get a free PD9502 Signal Generator*

Request for Solutions Guides at predig.com/guide

*While supplies last. Guides must be shipped to home address.

Presenter



Joe Ryan
VP of Sales & Marketing

“Feel free to call me after the webinar to discuss any particular applications in more detail. I will be happy to talk to you.”

Phone: (508) 315-5231
Email: jryan@predig.com

Take Always



- Get the most out of the Solutions Guide
- Get the story behind the application photos
- Special offer to outside salespeople



Make the most out of the cover

- This is your opening line:

“My 4-20 mA Transmitters & These Meters Provide the Complete Solution”

- Add a contact information label to the cover so that your customers know to call you when they have questions!



Complete Product Line of Displays and Controllers
IN ALL SHAPES, SIZES & LOCATIONS

Explosion-Proof
ProfEX-MAX Series
• NEMA 4X, IP66 Rated Enclosure
• Safe-Touch Through-Glass Buttons
• Operating Temperature of -40 to 60°C
• Worldwide Approvals

Large Displays
Helios Series
• 12" High, Available From 100 Feet
• NEMA 4X, IP66 Rated Enclosure
• Operating Temperature of -40 to 60°C
• New US and CE Approvals

Panel Meters
ProVu Series
• NEMA 4X, IP66 Rated Front
• Programmable Function Keys
• UL, CE, and CSA Approvals
• 1.8 DIN Size

Go to PREDIG.COM for details on ProVu, ProfEX-MAX and Helios Series Meters

Actual size poster

- Included in every Solutions Guide



Show your customers the actual size poster

- They will be impressed by the size of the Helios and it's large display!
- Show it from a distance
- Simply and quickly demo \$4,000 worth of product all at once!

Message From Your Complete Solutions Provider

With Precision Digital meters and the various transmitters I sell I can provide you with the complete solution to a wide variety of measuring, displaying and controlling applications. Regardless of the transmitter we settle on, most, if not all, are going to need 24 VDC to power them; power that can be provided by the Precision Digital meter! This feature simplifies wiring and saves you the cost of an external power supply.

This Solutions Guide is designed to showcase how you can use Precision Digital products in real-world applications, such as level measurement. Precision Digital products have several key features that make them great for level applications:

- Control and alternate up to 8 pumps
- Display volume & height at the same time on one meter
- Display volume in round horizontal and non-linear tanks
- Display in decimal or feet & inches format

Let's talk about how I can help you with your level measurement and other 4-20 mA related applications!

I Can Help in These Areas

- **04 Level**
 - Pump control & alternation of up to 8 pumps
 - Dual-scale display of level in height and volume
 - Decimal and feet & inches display capabilities
- **08 Flow**
 - Display flow rate and total at same time
 - 4-20 mA or pulse inputs
 - Batch control
- **10 Industrial Wireless**
 - Simple, low-cost, wire replacement systems for 4-20 mA & Modbus signals
 - Point to point
 - Multi-point
- **11 Water & Wastewater**
 - Upgrade filter press panels with bigger, brighter displays
 - Display digester temperatures & levels
 - Display pump speed
- **12 Oil & Gas**
 - Upstream
 - Midstream
 - Downstream
- **13 Hazardous Area**
 - Explosion-proof
 - Intrinsically safe
 - Nonincendive division 2 panel meters
 - -40 to 65° / 75° C operation
- **14 More Applications**
 - Temperature
 - Weighing
 - High current & voltage
- **15 Gas Detection**

Here's what you say to your customers

Message From Your Complete Solutions Provider

“With Precision Digital meters and the various transmitters I sell I can provide you with the complete solution to a wide variety of measuring, displaying and controlling applications.

Regardless of the transmitter we settle on, most, if not all, are going to need 24 VDC to power them; power that can be provided by the Precision Digital meter! This feature simplifies wiring and saves you the cost of an external power supply.”

Light / Horn Accessory for ProVu, Helios, and Trident X2



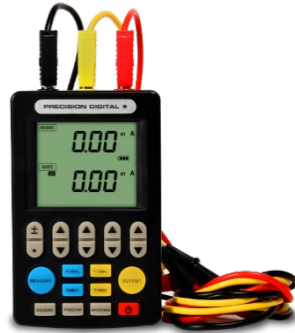
Helios and Enclosures can be equipped with a Light / Horn and Reset Button for audible and visual ways to indicate alarms. Available in various color combinations.

Cool New 4-20 mA Tools For Your Bench & Toolbox



PD420

Panel Mount 4-20 mA
Set-Point Generator



PD9501

Multi-Function
Calibrator



PD9502

Low-Cost Signal
Generator



PDA1001

USB
Power Bank

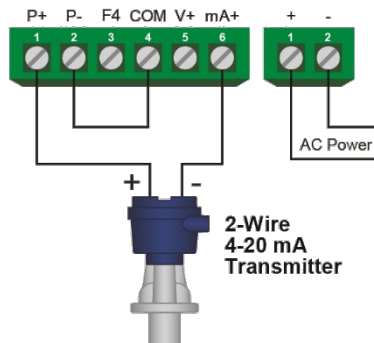
Learn more about our new products at
predig.com/whatsnew

Level Solutions

ASK: Do you want to stop climbing tanks to get level measurements?



Hazardous Area Level Display in Tank Farm

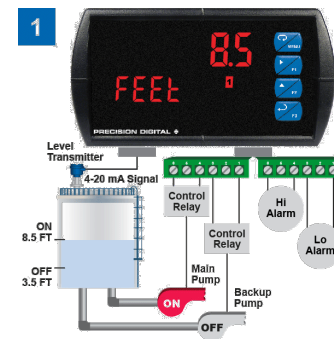


Powering Up the Level Transmitter

ASK: How were you planning to power your transmitter?



Dual-Scale Feature for Level



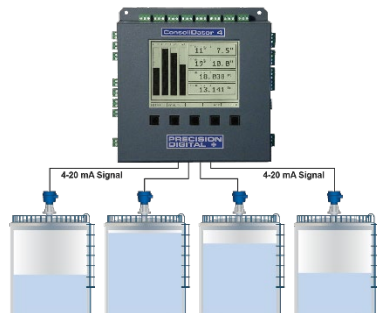
Pump Control with Alternation of up to 8 Pumps

ASK: What are you doing for sump-pump control?

Level Solutions



**Meter in Enclosure
with Light / Horn on
Side of Tank**



**Level Monitoring of
Multiple Tanks**

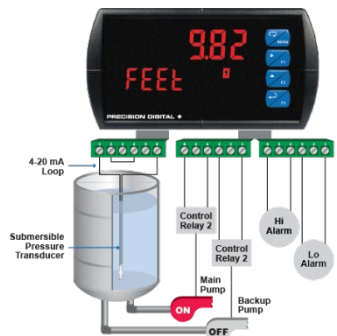


**Level, Temperature &
Interface**

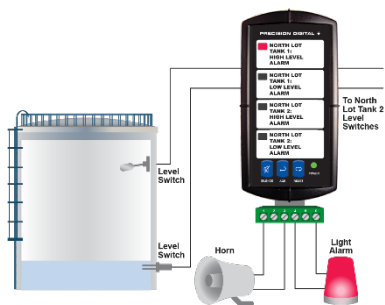


**Display Tank Height in
Feet & Inches
Outdoors Next to Tank**

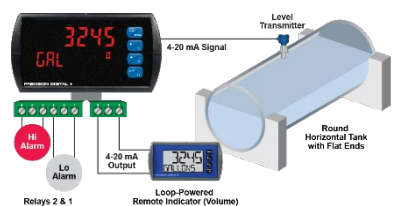
Level Solutions



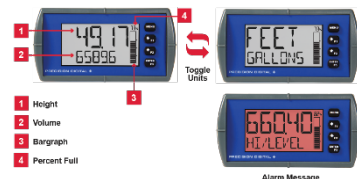
Level with Submersible Pressure Transducers



Level Switch Monitoring & Annunciation



Volume of Non-Linear Tanks



4 Ways to Display Level

Flow Solutions

ASK: Is your flowmeter mounted in a place where it is hard to see its built-in display?



Rate & Total

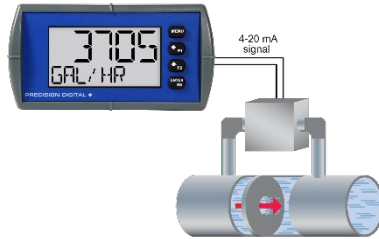
Display Rate and Total at the Same Time



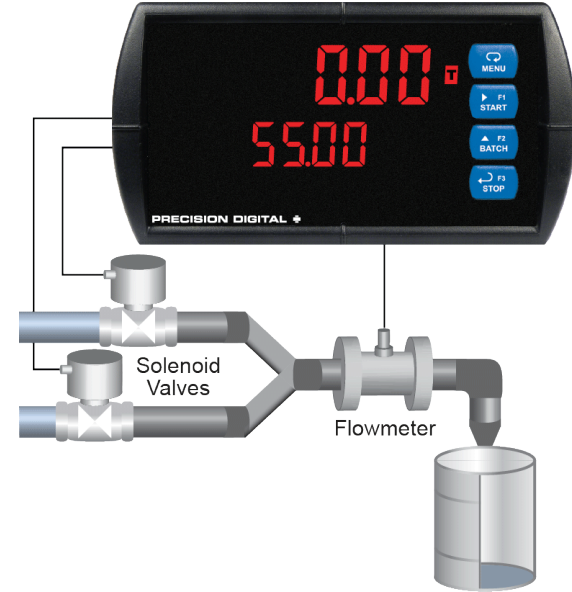
Convert Pulse to 4-20 mA with PD6300



Open Channel Flow



Differential Pressure Flow



Batch Control

Wireless Solutions

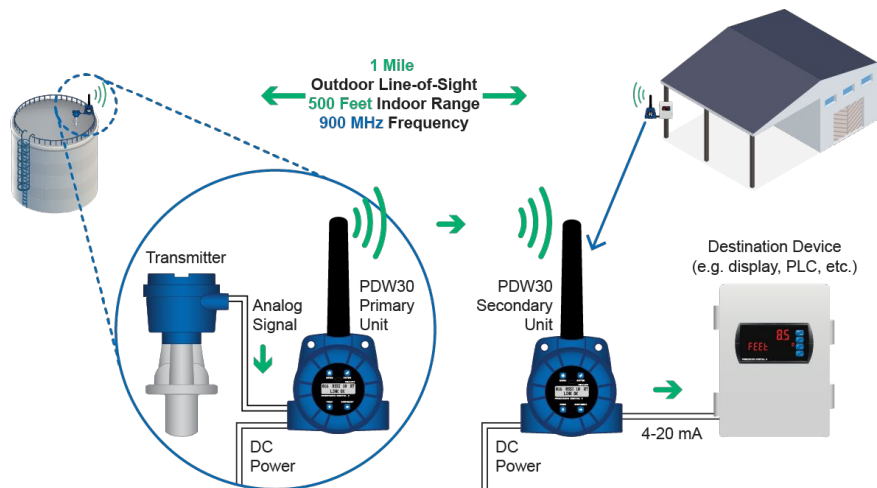
ASK: Is it too expensive or inconvenient for you to run conduit for your 4-20 mA signals?



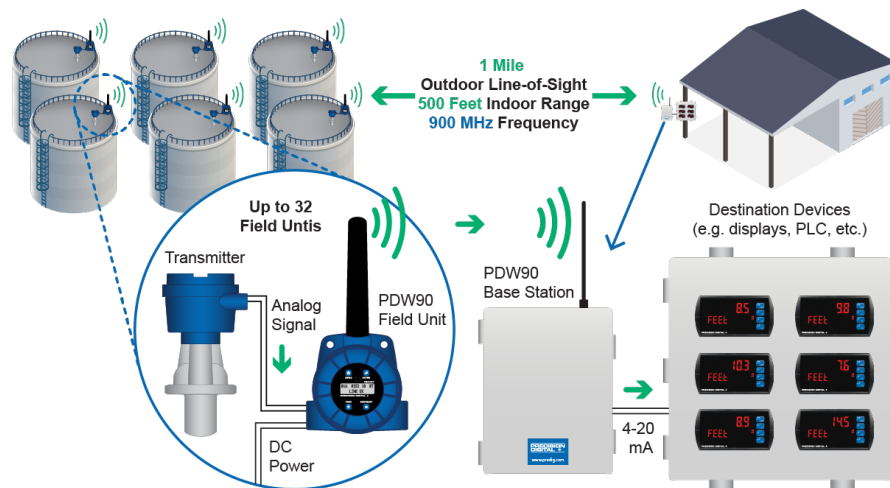
Make Your 4-20 mA Level Transmitter a Wireless Device

1. A level transmitter connected to the PDW30's primary unit, sends the transmitter's signal wirelessly to a secondary unit.
2. The secondary unit receives the signal and sends it to a digital panel meter in a control room.

Wireless Solutions

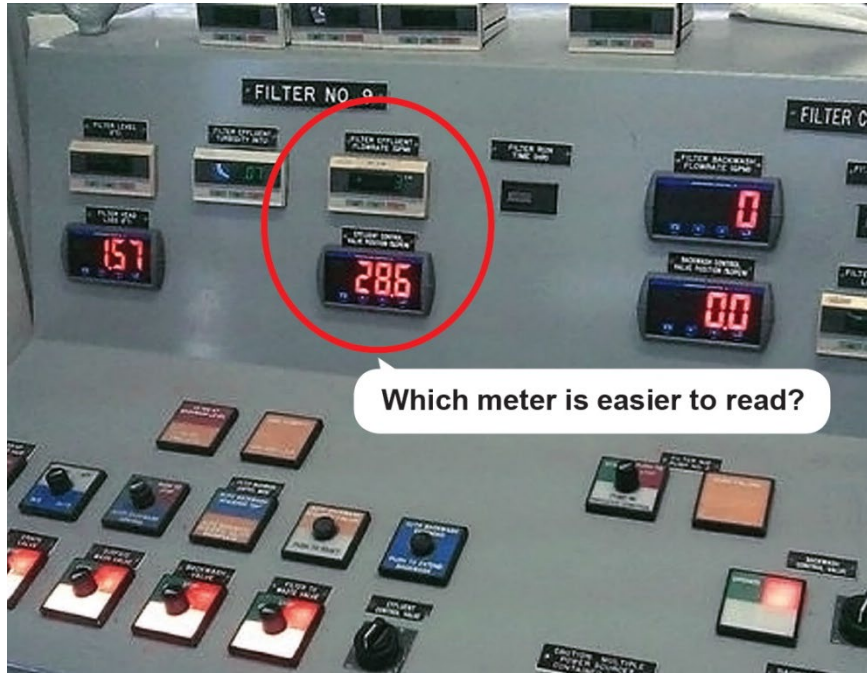


A Simple Wire Replacement Solution



Connecting Multiple Devices Wirelessly

Water & Wastewater Solutions



Filter Press Panels Upgrade



Digester Temperature



Digester Level



Pump Speed



Effluent Flow

Oil & Gas Solutions



Upstream



Midstream



Downstream

Hazardous Area Solutions



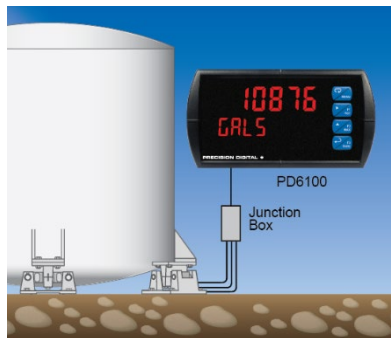
Explosion-Proof



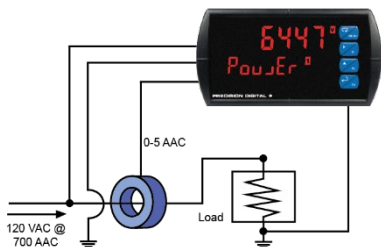
Intrinsically Safe & Nonincendive

-40 to 65° / 75°C operation

More Applications



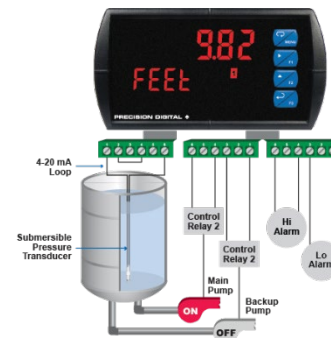
Tank Weighing with Load Cells



Apparent Power Calculation



Temperature Applications



Level with Pressure Transducers

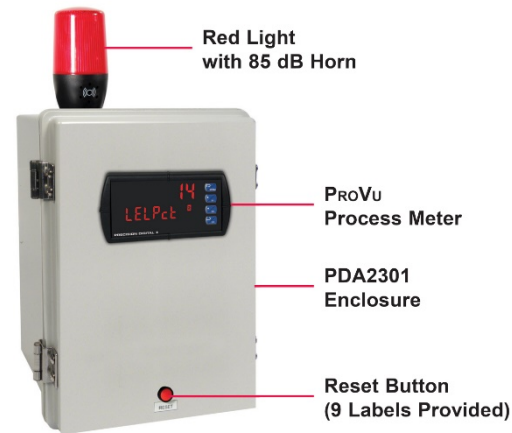
Gas Detection Solutions



Displaying Outside Ammonia



Chlorine Leak Detection



Display & Alarm System for Gas Detection

Selling Precision Digital with Just the Solutions Guide

- Use them to start conversations with the customer
- Leave one with customer to remind them of your conversation
- Use the 'Actual Size' poster to get customers' attention
- Request more Solutions Guide at any time



You will see success if (and only if) you are PROACTIVE!

This is your opening line:

“My 4-20 mA Transmitters & These Meters Provide the Complete Solution”

- ASK: Do you want to stop climbing tanks to get level measurements?
- ASK: Is your flowmeter mounted in a place where it is hard to see its built-in display?
- Use the ‘Actual Size’ poster to get customers’ attention
- Leave one with customer to remind them of your conversation



Sign Up to Make a Sales Call with One of Our Team Members



Owen Peters



Chuck Arcovitch



Mark Mackinnon



Sign up to make a sales call with a team member and we'll bring along 5 PD9502 Signal Generators to hand out for free to customers on the sales calls.
SIGN UP by e-mails me at: jryan@predig.com

Joint Sales Calls

- We'll bring demo units to show to your best transmitter customers
- Customers like playing with the demos!
- You lead, we'll provide support



CELEBRATING OUR **45th** ANNIVERSARY
1974 2019

Thank you.

For additional questions



sales@predig.com



1-800-343-1001



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