



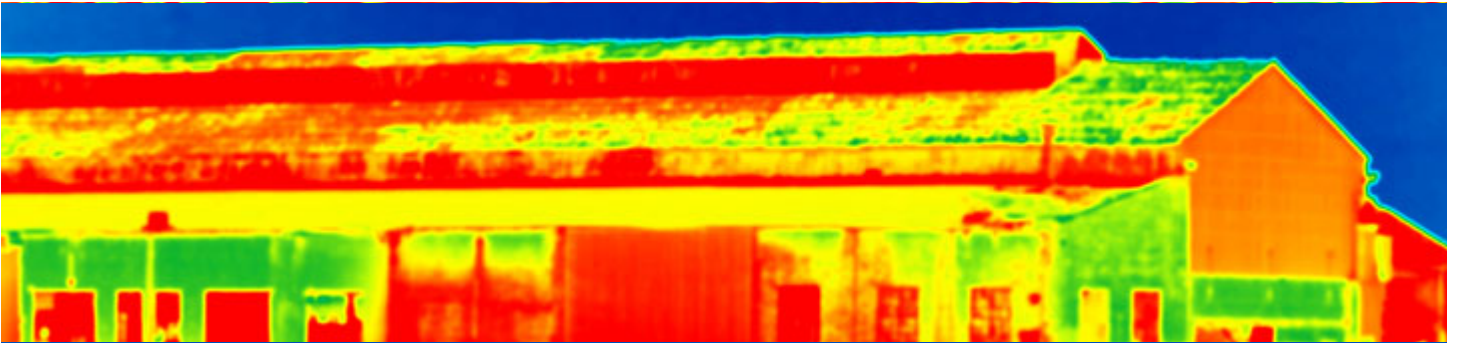
Summary

Industry: Other

Application: Thermal Imaging Seminar

Actual Saving: £n/a

Payback Period:



Regional Thermal Imaging Seminars

A hands-on approach to selling the benefits of the latest advances in thermal imaging

ISSUE

Several customers in the North West had expressed an interest for ERIKS to visit their sites to discuss thermal imaging and look at the various cameras on the market.

SOLUTION

With this in mind ERIKS decided to look at the opportunity of setting up a local ERIKS and Flir seminar on site at Carlisle.

The seminar covered an introduction to ERIKS and Flir Systems, including an introduction to Infrared Technology and its applications. On display were a range of thermal camera models available from Flir (Meterlink) as well as software packages. We were also able to offer a hands on with the latest cameras along with an on-site demo.

The day was well received with several enquiries and orders for both cameras and future ERIKS surveys.

OTHER BENEFITS

- Local customer training
- No costs were incurred by the customer
- Customers got the opportunity to share best engineering practice

FURTHER COMMENTS...

The day was very informative, including a comprehensive presentation backed up by the practical demonstration made it all the more meaningful. We gained a good insight into the capabilities of IR imaging and came away with a number of possibilities where we could benefit.

Roy Crosthwaite
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MORE INFORMATION

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