

# NEW SAMPLING/SENSOR INITIATIVE

New Orleans - March 7, 2001

## QUESTIONS

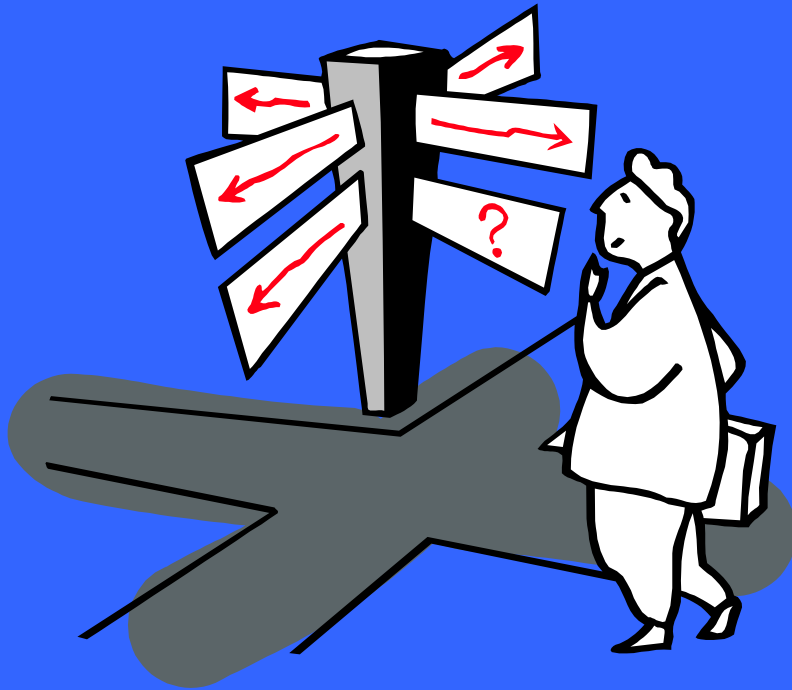


- SYSTEM/COMPONENT COST? HOW MUCH IS TOO MUCH?
- WILL INTRINSICALLY SAFE DEVICES BE ACCEPTABLE
- HOW INTELLIGENT DOES THE SENSOR NEED TO BE?

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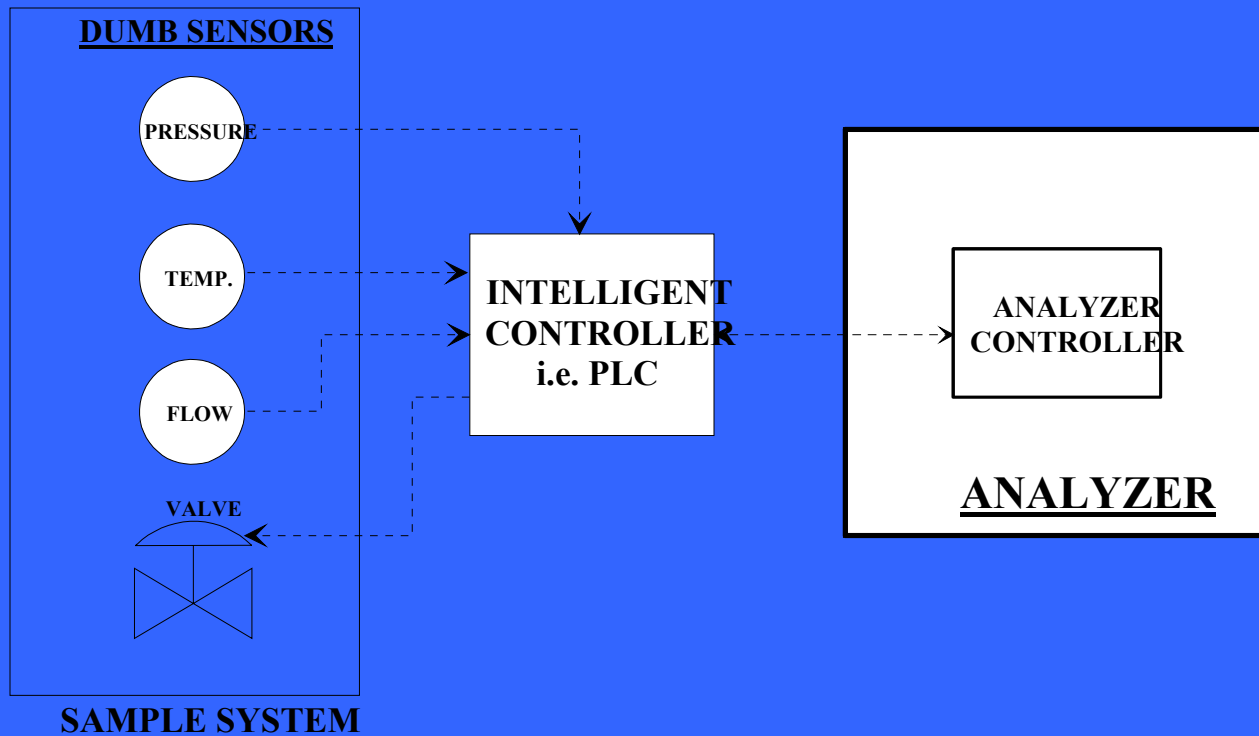


- WHAT MATERIALS/SEALS ARE NEEDED?
- DESIGN FOR WHAT MAXIMUM PRESSURE, TEMPERATURE AND FLOW?
- HOW DO WE HEAT THE SYSTEM?
- WHERE IS THE INTELLIGENCE LOCATED

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## WHERE'S THE SMARTS?

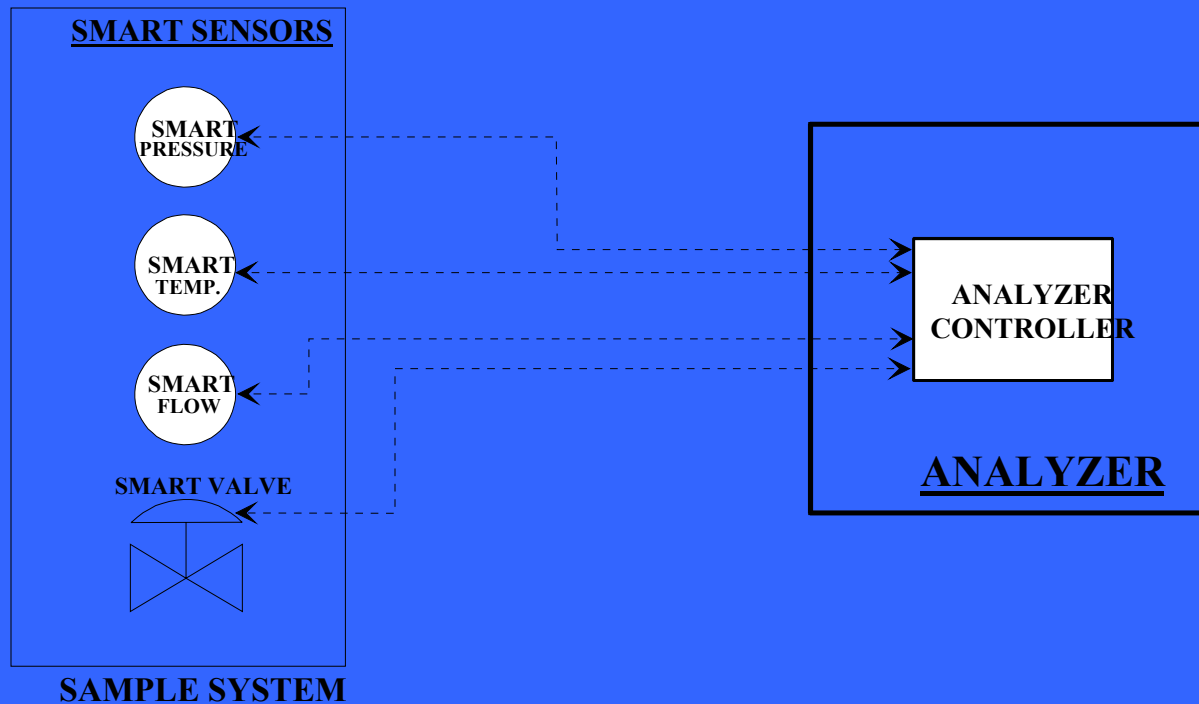


QUICKEST WAY

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## WHERE'S THE SMARTS?

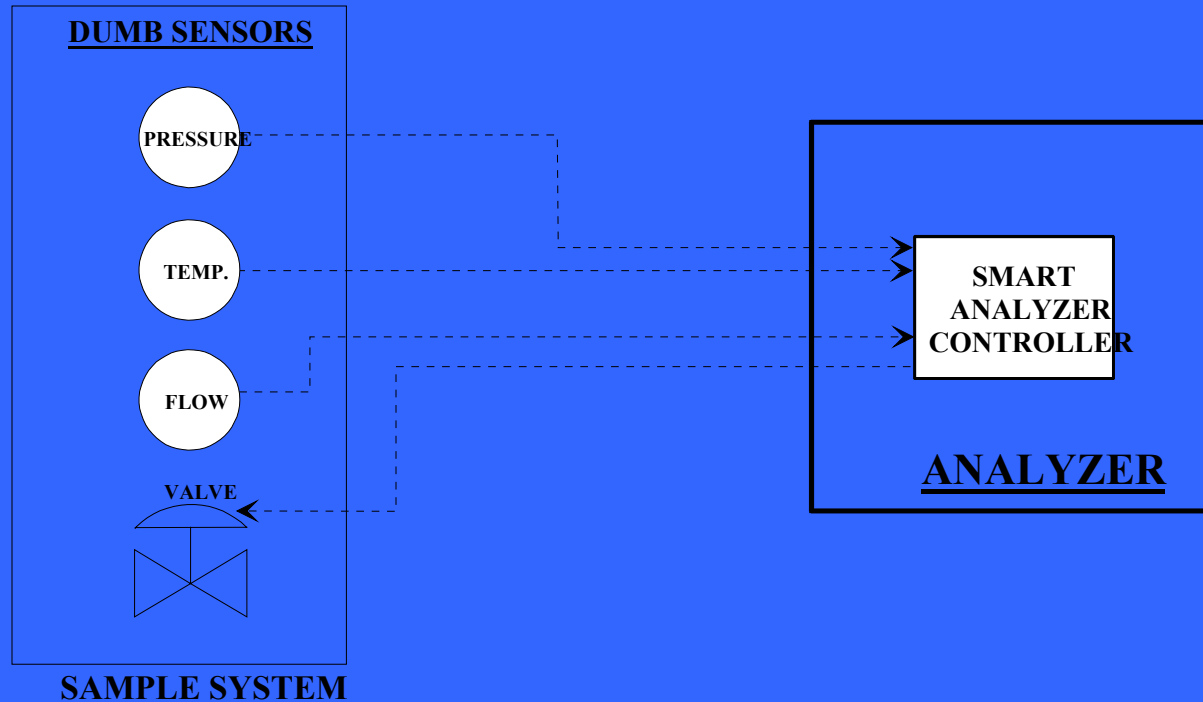


HARDEST WAY

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## WHERE'S THE SMARTS?

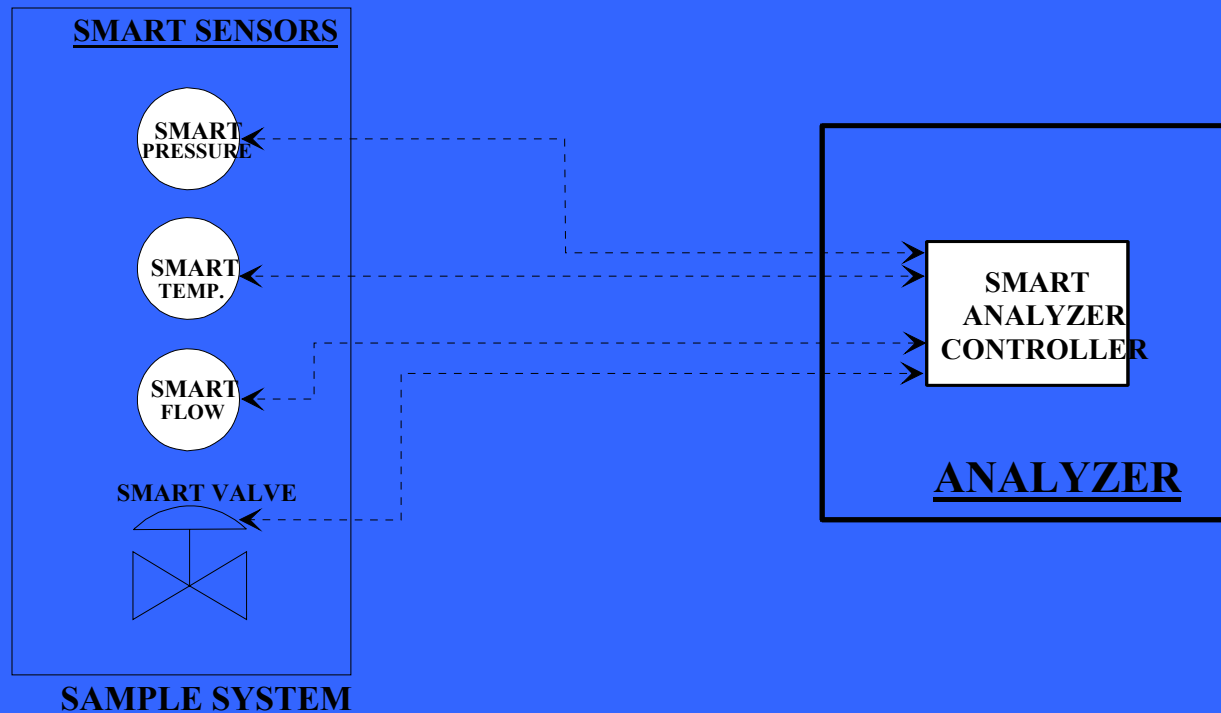


**EASIER WAY TO GET STARTED**

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## WHERE'S THE SMARTS?



ULTIMATE WAY

# WHERE IS THE INTELLIGENCE LOCATED?

- IN THE SENSOR?
- IN THE ANALYZER?
- IN ANOTHER SYSTEM, i.e. PLC?
- IN BOTH THE ANALYZER AND THE SENSORS?

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## BOTTOM LINE



- HOW MANY WILL YOU BUY?
- HOW MUCH WILL YOU PAY?