

Success Story of INSTRAN Chromium VI Analyzer



FIG 1. INSTRAN Installed at site

In early year 2013, a very well-known customer in manufacturing fishing wheel and bicycle gear came to us that they are looking for an online chromium analyser for their new waste water plant.

The important criteria including:-

- High accuracy ($\pm 5\%$ of 0-100ppb)
- High repeatability
- Simple to operate
- Simple to maintain
- Low ownership cost

The initial persuasion was putting INSTRAN analyser at the lowest ranking as the customer never see this brand before. And the other two competitors are well known brands, Applikon and Applitek. In order to stand a better chance to win the job, we suggested to do a trial with a standard solution 100ppb and a sample from customer.

Only INSTRAN and Applikon agree to do the trial and the agent of Applitek refused to do the trial. The trial result was successfully convinced the customer with the accuracy was within the expected range of $\pm 5\%$ of measured value. In opposite, the Applikon failed to carry out the trial due to they did not able to produce a good reagent set to run the test.

After over 3 quarter of installation, the analyser was even successfully caught an unscheduled spillage of concentrated waste help the customer to take immediate remedy action to recover the waste water.

Now, the customer is very happy with the INSTRAN.

Things to take care for the Chromium VI analyser:

~ The shelf life of the prepared reagent is very short, typically good for about 3 week if stored in the dark and cold (5°C) area.

~ The reagent must be prepare by a well-trained chemist to produce a very accurate standard solution.

~ A normal small hotel refrigerator is used to store the installed reagent to keep them for working for atleast 3 weeks.



FIG 2. INSTRAN inside cabinet view



FIG 3. INSTRAN side view with sample overflow cell

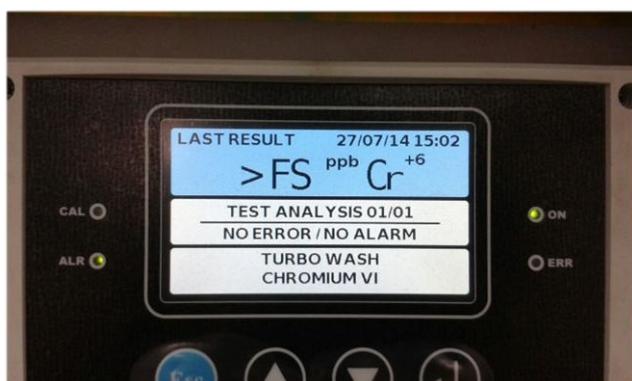


FIG 4. Screen shot of "over range" due to chromium spillage.