

# FLWSE

INSTRUMENTATION SOLUTIONS

CORPORATE OVERVIEW

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WORKING CLOSELY WITH CLIENTS

FLW SOUTHEAST HAS  
CONSIDERABLE STRENGTHS  
— **TALENTED AND DEDICATED**  
PEOPLE, A **QUALITY, SYNERGETIC**  
**PRODUCT OFFERING, STRONG**  
FINANCIAL RESOURCES, AND  
AN **EXCEPTIONAL COMPANY**  
**HISTORY** AND INFRASTRUCTURE.  
WE HAVE THE FOUNDATION AND  
LEGACY ON WHICH TO BUILD  
OUR FUTURE.

## OUR COMPANY

Established in 1981, FLW Southeast is an international supplier of Measurement Instruments & Control Systems to manufacturers in a wide range of industries. By combining world-class products, application expertise, and unsurpassed customer service, FLW Southeast enables its clients to increase manufacturing efficiency, reduce production costs, and improve product quality and value.

FLW Southeast maintains a group of direct sales engineers capable of working closely with clients to support product sales and application assistance. This group provides product, sales and service support for our entire Southeastern United States client base. Additionally, FLW Southeast supports a worldwide network of sales & service representatives. This group supports product & services sales efforts for efforts for manufacturers who employ FLW Southeast to act as their North American or worldwide sales and marketing channel.

At the core of FLW Southeast's business is our commitment to customer service excellence. As primarily an indirect sales channel of other manufacturer's products, FLW Southeast does not generally have control over typical differentiators like product quality, technologies, or pricing strategies. FLW Southeast can and will control how well we service and support our clients and the message that we deliver to them. It is our belief that providing customer intimacy is the primary factor in maintaining and growing a customer base, regardless of industry. This commitment includes everyone in the company - from management to sales to applications engineering to customer service to financial to administrative. This philosophy is shared in detail with every new company employee, regardless of position and supported through employee training and process improvement initiatives.



We will be the most responsive & professional company in our market to both our customers and our principals.



# PROCESS ANALYTICS



## METTLER TOLEDO PROCESS ANALYTICS

- **Transmitters** - High-performance transmitters for monitoring and controlling in-line analytical measurement.
- **pH Probe / ORP (Redox) Probes** - Reliable ORP / pH probe for measurement in process and water.
- **Dissolved Oxygen, CO<sub>2</sub> and Ozone Sensors** - High performance, in-line probes for accurate measurements.
- **Conductivity / Resistivity Sensors** - Accurate, reliable conductivity/resistivity sensors for process and pure water applications.
- **TOC Sensors and Real-Time Microbial Detection** - Real-time, at-line detection of microbial contamination and total organic carbon (TOC).
- **Gas Analyzers and Sensors** - Rethinking gas analytics with in situ and extractive technology for industrial installations.
- **Turbidity Sensors** - In-line, high performance turbidity meter / turbidity sensors for process control.
- **Sodium, Silica and Chloride/Sulfate Analyzers** - Reliable, on-line analyzers with automatic calibration.
- **Sensor Housings and Sensor Cleaning Systems** - Process adaptations and solutions for every challenge.



### MASELLI MEASUREMENTS

Maselli manufactures a full offering of laboratory & in-line process refractometers for the monitoring of liquid concentration for Food, Beverage, Dairy, Pharmaceutical and Chemical Applications.

- In-line process refractometer.
- Intrinsically safe, in-line process refractometer.
- Refractometric sensors.
- Laboratory refractometers.



### RC SYSTEMS

RC Systems manufactures a complete line of fixed combustible & toxic gas detection transmitters & controllers.

- Toxic & combustible gas detectors & transmitters.
- Flame detectors.
- Alarm controllers.
- Wireless gas transmitters & controllers.
- Gas sampling systems.



### ROSCID TECHNOLOGIES

Roscid Technologies manufactures a full line of humidity & dew point measurement instrumentation for pharmaceutical, metrology, automotive, chemical and industrial applications.

- Inline, precision hygrometers
- Portable dew point meters.
- High temperature hygrometers.

# PROCESS INSTRUMENTATION



## SIEMENS PROCESS INSTRUMENTATION

Your single-source solution for process instruments. Siemens' innovative SITRANS portfolio supports your business goals with a broad range of accurate and reliable devices for process measurements: pressure, temperature, flow, level, positioning, weighing, recording and control of virtually every industrial application.

- **Flow Measurement** – Coriolis mass flowmeters, clamp-on ultrasonic flowmeters, magnetic flowmeters, vortex flowmeters, belt scales, and solids flowmeters.
- **Level Measurement** – Capacitive point level sensors, vibrating point level sensors, capacitive continuous level transmitters,

ultrasonic level transmitters & controllers, through air & guided wave radar transmitters, submersible pressure transducers, and tank weighing systems.

- **Pressure Measurement** – Full line of pressure transducers and intelligent pressure transmitters for differential pressure, gauge pressure, and absolute pressure.
- **Temperature Measurement** – Sensor & thermowell assemblies, head & din rail temperature transmitters, intelligent temperature transmitters, wireless temperature transmitters, and multipoint, fiber optic temperature measurement systems.



## INDEECO HEATING

Indeeco designs and manufactures highly engineered electric heating and thermal management technologies for commercial and industrial markets and for military, marine and rail applications throughout North America and abroad.

- Tubular & finned tubular electric heating elements.
- Immersion heaters.
- Circulation heaters.
- Process air heaters.
- Impedance heating systems.
- Process skid & tank heating systems.
- Cooling tower heating systems.



## GPI FLOMEC

GPI is a leader in quality flowmeter manufacturing and distribution worldwide. GPI's FLOMEC flowmeters provide flow control solutions for commercial and lite industrial applications including; turf, landscape, water reclamation, HVAC, and petrochemical flow monitoring. FLOMEC flowmeters measure a wide variety of liquids from water to lubricants in commercial process operations. GPI is known for high quality durable meters, excellent customer service and on-time product delivery.

- Turbine Flowmeters.
- Positive Displacement Flowmeters.
- Fixed & Portable Clamp-On Flowmeters.
- Magnetic Flowmeters.



## WIKA PROCESS INSTRUMENTS

- Electrical Temperature Measurement - thermocouples, resistance temperature sensors (with optional on-site display), temperature switches as well as analogue and digital temperature transmitters for single & multi-point applications.
- Level Measurement - WIKA has a comprehensive range of level measuring instruments available, including magnetic, site glass, & magnetostrictive technologies.
- Flow Measurement - Orifice plates, meter runs, flow nozzles, Venturi tubes and pitot tubes are part of Wika's portfolio of primary flow elements and restriction orifices.

# PROCESS INSTRUMENTATION



## BADGER METER

Badger Meter manufactures a full line of flow measurement and control instrumentation for commercial, industrial, & municipal applications.

- Clamp-on & vortex flowmeters.
- Coriolis & magnetic flowmeters.
- Impeller & turbine flowmeters.
- Mechanical & variable area flowmeters.
- Control valves & actuators.



## MAX MACHINERY

Max Machinery offers a broad range of flow meter technologies & sizes; each with a wide operating range and high accuracy. We work with you to select the best combination of features for your project.

- Piston flowmeters.
- Gear flowmeters.
- Helical flowmeters.



## ACCUSONIC

Accusonic is a leading supplier of high performance flowmeter systems used in the water, wastewater, and power generation markets.

- Flexibility: Measurable pipe and channel sizes can range from 8 inches to 600 feet.
- Accuracy: Utilizing multiple chordal path transit-time technology, the 8510+ provides accurate flow measurement of  $\pm 0.5\%$  for full pipes and  $\pm 1.0\%$  for partially full pipes and open channels.
- Economy: The 8510+ is configurable to measure up to 5 separate pipes and/or channels simultaneously, thus significantly reducing the cost per measurement.



## SETRA SYSTEMS

Setra has designed and developed the most comprehensive product lines of sensing devices in the world. Setra has been innovating test & measurement sensor designs for over 50 years and has become a leader in the pressure transducer market.

- Absolute, barometric, compound, differential, gauge, submersible, and vacuum transducers.
- Room pressure monitors.
- Power meters & current transducers.
- Humidity transmitters.



## CELESCO

CeleSCO manufactures various types of potentiometers used for the measurement of position and displacement in a wide variety of applications.

- Cable actuated position sensors (string pots).
- Linear displacement sensors.
- Rotary position sensors.



## CLARKE ENGINEERING

The Shutter Valve™ is an aerospace-inspired valve that revolutionizes flow control efficiency for customers that demand precise flow processing and a low total cost of ownership.

- Bubble tight & low torque requirements.
- Reduces water hammer & turbulence.
- Small footprint and easy maintenance.



# TECHNICAL SERVICES

FLW Southeast specializes in supplying clients with world-class measurement instruments & control systems. As a value-added service, FLW Southeast factory certified engineers can provide on-site instrumentation start-up services, calibration services, or contract-based annual instrumentation check-up and calibration services. FLW service engineers have years of experience working on process instrumentation and applying their certified expertise will ensure maximum performance, accuracy and reliability of your equipment.



## ONSITE START-UP & CALIBRATION SERVICES

FLW Southeast offers one of the broadest ranges of instrumentation start-up & calibration services in the industry, and we continuously upgrade our standards and expand our service offerings to better serve our customers. Our service engineers can aid in the implementation of new instrumentation or provide calibration & maintenance services on a contract basis. From a single transmitter to a multi-instrument project start-up, our factory trained service engineers can provide the necessary support to get your instruments running properly. Onsite instrumentation start-up & calibration services include:

- Confirm Instrument Installation
- Confirm Instrument Wiring
- Calibrate Entire System Loop, Including Sensor & Transmitter (where applicable)
- Instrument Commissioning
- Provide Instrument Operation Training



## PROCESS INSTRUMENTS SERVICED BY FLW SOUTHEAST

- Combustible & Toxic Gas Detection Instrumentation
- Conductivity Sensors & Transmitters
- Dissolved Oxygen & Ozone Sensors & Transmitters
- Flow Sensors & Transmitters
- Level Sensors & Transmitters
- Pressure Transmitters
- Temperature Sensors & Transmitters
- pH/ORP Sensors & Transmitters
- Process Gas Analyzers
- Refractometer Instrumentation
- TOC Instrumentation
- Turbidity Instrumentation



**METTLER TOLEDO • SIEMENS**

*FLW Southeast is an Authorized Service Provider for Mettler Toledo and Siemens*

# TEST & MEASUREMENT



## CINCINNATI SUB-ZERO

Cincinnati Sub-Zero (CSZ) offers a full range of Environmental Chambers from benchtop to Walk-in to Drive-in chambers. CSZ Test Chambers are used to test, validate, or store your products in a variety of climatic conditions. CSZ environmental test chamber designs are customizable to meet your needs.

- Temperature/Humidity chambers & stability chambers.
- Walk-in & drive-in chambers.
- Vibration Test Chambers & HALT HASS chambers.
- Altitude & thermal shock chambers.
- Industrial freezers.
- Benchtop vibration table.



## DESPATCH INDUSTRIES

Despatch manufactures a wide range of industrial ovens designed to accommodate a variety of load sizes and production volumes. Our batch oven line includes forced convection ovens, pass-through ovens, inert atmosphere ovens, HEPA filtered ISO Class 5 clean room ovens and Class A ovens.

- Benchtop and Lab Ovens
- Cabinet Ovens
- Walk-in and Truck-in Ovens
- Conveyor Ovens



## KISTLER INSTRUMENTS

Kistler Instruments is a leading global supplier of dynamic measurement technology for pressure, force, torque and acceleration. Kistler technology is used to analyze physical processes, control industrial processes and optimize product quality. Kistler has a full range of sensors, electronics and systems for testing & process monitoring applications.

- Force & torque sensors.
- Acceleration & pressure sensors.
- Signal processing & process monitoring solutions.



## DEWETRON USA

Dewetron is a leading manufacturer of precision, highly intuitive end-to-end Test and Measurement Systems designed to deliver needs-based data acquisition capability to the Energy, Automotive, Transportation and Aerospace industries.

- High precision signal conditioning for any sensor input.
- Flexible, customizable all-in-one and modular measurement systems.
- Powerful and easy-to-use Oxygen software.

# TEST & MEASUREMENT



## ACUITY LASERS

Acuity manufactures a broad range of laser measurement sensors for industrial and testing applications, including gauging & process monitoring.

- Short & long range laser displacement sensors.
- 2D laser line scanners.
- Through beam laser micrometers.
- Process monitors & controllers.



## SHERBORNE SENSORS

Sherborne Sensors is a specialist sensor manufacturer that provides a wide range of high precision and ultra-reliable sensors, including accelerometers, inclinometers, load cells and force transducers to a global customer base through its UK and US operations.

- Accelerometers
- Inclinometers
- Load Cells
- Wireless Systems



## KAMAN SENSORS

Kaman specializes in inductive, eddy current technology. Our sensors provide non-contact indication of linear position/displacement by outputting an analog voltage, or, in some cases, a current that is proportional to the distance between the sensor face and the target being sensed.

- General purpose measurement sensors.
- Differential measurement systems.
- Application/environment specific systems.



## GANTNER INSTRUMENTS

Gantner Instruments is a leader in the development of flexible data acquisition and control systems targeted at test automation applications. Gantner Instruments provides complete and open platform solutions for OEM's, Systems Integrators, and End Users alike.

- Measurement data acquisition systems
- Configurable data acquisition software.



## ETS SOLUTIONS

ETS Solutions offers affordable, high quality vibration test equipment. Utilizing extensive and innovative technical expertise ETS delivers a reliable long term solution to meet your test requirements.

- Shaker Systems
- Power Amplifiers
- Slip Tables
- Head Expanders & Fixtures
- Vibration Controllers



## PERCEPTIVE INDUSTRIES

Perceptive Industries is a leading supplier of custom ovens & furnaces centered on the optimization of thermal process performance. From combustion performance to heat recovery, the art of optimizing performance equates to reduced energy requirements per unit of product.

- Industrial ovens.
- Thermal oxidizers.
- Heat recovery systems.



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