

May 2011

## Issue 7

### **New partnership with Swan Environmental Ltd.**

**PPM Technology** is delighted to announce a new distribution partnership with **Swan Environmental Ltd** of India. They will initially distribute our Formaldehyde detection instruments for IAQ and fumigation residuals detection. We are also hopeful of a future market for our multi-parameter IAQ instruments in India.



SWAN ENVIRONMENTAL PVT. LTD.

**Swan Environmental Ltd** was established in 1987, they are pioneers in supplying instrumentation manufactured by various international companies to the Indian market.

[www.swanenviron.com](http://www.swanenviron.com)

They have vast experience in the field of Environmental Health, Safety and Security Products and have supplied many instruments to government organisations, institutions and industries all over India.

They are developing the IAQ market by continuous efforts to raise awareness of the issue, which has brought in many enquiries in regards to monitoring IAQ parameters.

**Swan** have a set up to cover all of India, having their head office at Hyderabad and branches at New Delhi, Mumbai, Chennai, Kolkata and many sub branches at various other Indian cities.

We have high hopes that this co-operation will see an increase in interest and demand in our instruments in India and the partnership will prove to be mutually beneficial for both parties.

### **Exciting new project with a major multi-national company.**

A representative from PPM recently visited the European Headquarters of a major multi-national IT company. Successful meetings were held to discuss a project for monitoring IAQ in their numerous office buildings worldwide.

Although in many of the countries in which the offices are located no official guidelines or legislation exist; the company are keen to ensure the comfort, health and well being of their employees. Initially the monitoring units would contain sensors for 3 parameters - temperature, humidity and carbon dioxide.

In countries where IAQ guidelines are in place the units would include sensors for the parameters covered by these guidelines, such as formaldehyde and TVOC's.

Following the meeting, PPM will soon be installing a number of units for a 2 week trial period at the headquarters, we are confident that all will go well, as the project would be very significant for PPM Technology.

If you have any relevant stories, including any recent or upcoming exhibitions, application stories or customer testimonials that you want to be included in the next newsletter please feel free to contact us:

[gevans@ppm-technology.com](mailto:gevans@ppm-technology.com)

## Value engineering will cut manufacturing costs.

PPM has in the past few months undertaken a value engineering exercise to drive down the manufacturing costs for our range of multi-parameter IAQ monitoring instruments.

We have designed our own boards for the instruments, this should significantly reduce the manufacturing costs, and in turn reduce the purchasing price for distributors and customers. The new boards are currently being tested, they will especially improve performance for the 4-20 milliamp sensors, including CO, NO<sub>2</sub> and SO<sub>2</sub>. PPM has a policy of continuously improving our products and developing new products. We also see great benefit in always asking customers/distributors for their specific requirements for sensors and the instruments.

*We would be happy to listen to suggestions or requests you may have relating to the specifications and capabilities of our instruments. Contact - [rnd@ppm-technology.com](mailto:rnd@ppm-technology.com)*

## New Ozone sensors sourced.

We have now sourced a new Ozone sensor for our IAQ Monitoring instruments. Our previous sensors supplied by City Technology would frequently 'dry-out' therefore its lifespan was not of a satisfactory length of time. We would like to apologize to customers who have experienced problems due to this.

We are currently testing the newly sourced sensors. We find their performance are much better as they are easier to calibrate, offer long-term stability and have a lifespan up to 2-3 times longer. They will have the added benefit of being cheaper, because we will be able to use our own boards.

## Wireless units supplied to Tennants for monitoring the air in indoor swimming pools.

Our Wireless IAQ Profile Monitor system is currently being demonstrated in an indoor swimming pool environment; the units contained sensors for Temperature, Humidity, Chlorine, Ammonia, Carbon Dioxide and Carbon Monoxide.



Chlorine products are used in swimming pools to prevent growth and spread of bacteria and viruses. Nitrogen pollution is produced from organic derivatives. (sweat, urine) The combination of the Cl<sub>2</sub> & N<sub>2</sub> containing compounds reacting together can produce Trichloramine (NCl<sub>3</sub>). NCl<sub>3</sub> can produce the same effect as Tear gas and is found in dangerous levels in indoor pools. The instruments took longer than we had hope to build and dispatch, for which we apologise, however we are confident this is the first of many instruments we will supply for the indoor pool market.

Tennants specialise in chemicals and testing kits used in swimming pools; with their expertise in the field we are confident there will be considerable opportunities for the product in this environment.

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***This year the UK had multiple bank holidays all falling within a 2-week period in April. We would like to apologise to any customers who had difficulty with deliveries or in contacting us. We hope all outstanding issues have now been resolved.***

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## Event aims to attract Japanese businesses to Wales.

John B Jones recently attended a dinner hosted by the Welsh Assembly government, the dinner aimed to attract Japanese companies to relocate their manufacturing sites to Wales. Many companies were affected by the recent natural disaster in Japan, which has resulted in problems in supplying parts worldwide. The First Minister of Wales, Carwyn Jones attended the event, his Welsh Labour Party have been returned to power at recent elections. We are hoping this government will bring opportunities for small business in Wales, particularly companies who rely heavily on the international market.

## Carbon Monoxide emitted indoors from vehicles must be monitored.

Many facilities are vulnerable to the effects of an unhealthy indoor environment when fuel-burning vehicles are used indoors. Placing an IAQ monitoring system in buildings and facilities enables immediate identification of IAQ problems, the sources and causes of any problem can be eliminated before symptoms become evident.

PPM Technology's IAQ monitoring instruments are frequently used to monitor dangerous levels of Carbon Monoxide and Nitrogen Dioxide in indoor ice rinks and arena's. These facilities are vulnerable to these pollutants equipment such as the ice-resurfacing vehicle are used indoors.



Our technology is also suitable for use in any other buildings where fuel-burning vehicles and machinery emit Carbon Monoxide and other harmful pollutants. For example in buildings where forklift trucks are present, indoor parking areas and any other facilities where vehicles are used indoors. Other sources of Carbon Monoxide include from improperly vented furnaces, malfunctioning gas ranges and poorly maintained combustion devices (e.g. boilers, furnaces). Any building, which uses machinery, equipment or vehicles that emits carbon monoxide or nitrogen dioxide into the indoor environment should have a proper monitoring system in place.

Carbon Monoxide, known as the silent killer is extremely dangerous as it cannot be seen or smelt. Therefore it needs to be regulated and monitored, it is also imperative that there is adequate ventilation within the area where the vehicle will be operated.

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gevans@ppm-technology.com

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