

On The Level



December
2002

EFFECTIVENESS AT ITS FINEST

Low Flow Triumph



Several months ago, a chemical company in Charleston, SC purchased two thermal dispersion IX switches for extremely low flow (down to 3 cc/minute). The switches feature pressure capabilities of 4000 psig / 275 bar (standard). The company was skeptical and requested a money-back guarantee, which K-TEK approved. The switches are currently installed, in service and work like a charm. The project engineer told a representative at Frischkorn Inc. that they have requested funding for a project to install 20 more of these switches in this low flow application.

Success in Desalting



A few years ago, a refinery in Ponca City, Oklahoma added a new desalter system. The customer was looking around for a better way to measure the rag layer. After looking at several options, they decided on a system made by

Dry Product Training



Pictured at left is Rick Ayers, Sales Manager for Dry Level Products at K-TEK. He is currently training new K-TEK employees and M-TEC Rise employees. Be on the lookout for Rick coming to a city near you!

K-TEK. Pictured above is the system, which consists of two KM26 Magnetic Level Gauges, side by side. One KM26 has a float weighted to operate at the water level (bottom of rag layer) while the other KM26 has a float weighted to operate at the rag/oil interface level. This method ensures that the customer knows where the top and bottom of the rag layer are located at all times.



Each KM26 is outfitted with an AccuTrak AT200 Magnetostrictive Level Transmitter, which senses the float position and transmits that back to the plant DCS via a 4-20 mA signal. As you can see from the above picture, each side of the KM26 has 6 process taps into the vessel. This allows the user to obtain true rag layer level indication from the K-TEK Magnetic Level Gauges. The KM26 floats were carefully designed and weighted to operate in this difficult environment. The plaque to the left of the gauges gives detailed information on the K-TEK system operation.

The KM26 units are all steam traced and insulated, which is a great option that K-TEK offers. Also, the two AT200 transmitters extend out from the gauge to prevent overheating of the electronics. This is the KM26 L9 option. The desalter system has been in service for three years now with no problems.

Dry Bulk Training at K-TEK, December 16th. Clockwise from bottom left. Curt McCain, John Metz, John Guillory, Rick Ayers (standing), Kevin Hambrice, Trey Weil and Chad Hall.

K-TEK would like to thank Greg Allert of Input/Output Controls in Tulsa, Oklahoma for this K-TEK success story.

CORPORATE NEWSLETTER:

Beginning the first quarter next year, K-TEK will be putting out a quarterly corporate newsletter. Please supply us with any customer email addresses to place on our distribution list.

2003 PRODUCT TRAINING SCHEDULE

March 27-29.....Baton Rouge, LA
November 6-8Baton Rouge, LA



**2003 1st & 2nd Quarter
TRADE SHOW SCHEDULE**

March 4th, 5th & 6th **Electric Power**
Houston, TX

April 5th, 6th, 7th & 8th **Middle East Oil Show & Conference**
Bahrain, UAE

April 9th & 10th **ISA Calgary Instrumentation Show**
Canada

May 5th, 6th, 7th & 8th **Offshore Technology Conference**
Houston, TX

May 6th, 7th & 8th **Dry Bulk Powder Forum**
St. Charles, IL

Lunch & Learn

November 19th, Alberta, Canada



David Melligan, representative of BHD Instrumentation demonstrating the KM26/AT200 to two engineers.

Power Gen 2002

December 10-12, Orlando, FL

EMPLOYEE NEWS:



We would like to welcome new employees, Patrick Hanahan (Regional Sales Manager of North Central U.S. and Canada), Aftab Patel (Regional Manager of Middle East) and James Bruce (Inside Sales). We would also like to say good luck to Edwin Zamora on his relocation to Austin, TX. Edwin is K-TEK's Regional Sales Manager of Latin America.

NEW REPS:



AVI Industrial Engineering (Ecuador), Beijing Level Tech (Beijing), Hastalindo Perkasa Abadi (Indonesia) & HIRSA (Brazil)

HAPPY HOLIDAYS



Everyone at K-TEK, wishes you and your family a safe holiday season and a Happy New Year! Below are K-TEK's holiday hours: **The office will be closed on December 24th & 25th, as well as January 1st.** The rest of K-TEK's hours are business as usual!



Side view of the K-TEK booth. (Making sure everything is ready to go!)



Overall view of the K-TEK booth. Demo tank equipment on the right showcases a system of K-TEK's point level switches.



Great looking demo set up. (KVIEW100, MT2000, AccuTrack, A38 & LM02 Laser)



Kudos:

1. Procon Instrumentation: 59 KM26's, 58 AT200's & 2 EC's
2. BHD Instrument & Control: 180 AT200 transmitters to replace a competitors defective magnetostrictive transmitters
3. Input/Output: 18 KM26's
4. Allison Engineering: 4 EC's, MT2000, & KM-26
5. Yates & Associates: 7 AT100's
6. Greengrass International: 2 KM26's, 2 AT200's & 8 MS-40/EX



Send pictures of your show, customer functions or news articles to the Marketing Department at jwhite@ktekcorp.com for upcoming issues.



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