

# 2024 DRAGON SYMPOSIUM



# WELCOME





## WEDNESDAY’S AGENDA

Time	Topic	Presenter
8:00 – 9:00	Wilcoxon growth strategy, sales organization, regional sales goals, market trends	Chris Kramm
9:00 – 10:00	Case study presentations from each company	Participants
10:00 – 10:15	Break	
10:15 – 12:15	Case study presentations from each company	Participants
12:15 – 13:00	Lunch in 57th Street restaurant, lobby floor	Chris Kramm
13:00 – 20:00	Team building outing and dinner	

# 2024 DRAGON SYMPOSIUM



# SALES & STRATEGY





## HISTORICAL SALES RESULTS & 2024 TARGETS

- 2021: \$3.5MM
- 2022: \$3.28MM (+6.7%)
- 2023: \$ 3.20MM (-2.5%)
- YTD (Jan & Feb): \$0.42MM, on pace to achieve \$2.52MM!!
- 2024 Target: \$3.52MM (+10%)      ← Why do I believe we can reach this target?





## NEW PRODUCTS TO HELP YOU GROW WITH WILCOXON

### 2024 AND 2025 FOCUS

- Expand offering of complementary Condition Based Maintenance products
  - **Ultrasound Receiver** – bearing health and lubrication monitoring, leak detection for all gases, electrical safety inspection, valve and steam trap monitoring
  - Oil analysis products – oil debris & oil quality monitoring
  - Thermography and temperature monitoring products
  - Electrical signatures analysis products – voltage and current monitoring
- Economy sensors
  - **78x Integral Cable Sensors**
  - **Injection molded sensors**
- Data connectivity products
  - **Data gateways** – wired and wireless gateways, 1CH and 4CH versions, MMQT connectivity to Cloud servers
  - **Digital sensors** – HART, Modbus, and other protocols



## WE'RE HERE TO SUPPORT YOU



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## CHALLENGES SELLING WILCOXON PRODUCTS

- Catalog / eCommerce distributors; faster delivery; lack of order protection due to non-exclusivity
- Strong local vibration sensor brands; offer long payment terms; \$30-35 price expectations; 200-250 rmb



## OPPORTUNITIES TO GROW SALES OF WILCOXON PRODUCTS

- Market is shifting away from large CMS solutions (Emerson, RA, ect) to IoT infrastructures; new players; new opportunities for smaller-more focused solutions or secondary players
- Optimization projects with existing and new customers/markets
- Offer packaged or engineered solutions
- Opportunities to deliver packages, kits or sets;



## LET'S RISE TO THE CHALLENGE AND **GROW 10%** IN 2024

- Follow-up with your customers to identify new opportunities
- Introduce our new products to your customers
- Explain the quality and value of Wilcoxon



\$100,000



\$200,000



\$300,000



\$400,000



\$500,000



# 2024 DRAGON SYMPOSIUM | SALES & STRATEGY

assertive  
creative  
ambitious  
talented  
generous  
fearless  
persistent  
confident  
intelligent  
idealistic  
wise  
courageous  
decisive  
enterprising

dragon





# 2024 DRAGON SYMPOSIUM



# CASE STUDIES





## ADVANCE SIAM TECH

KOSIN JIJATURUNT

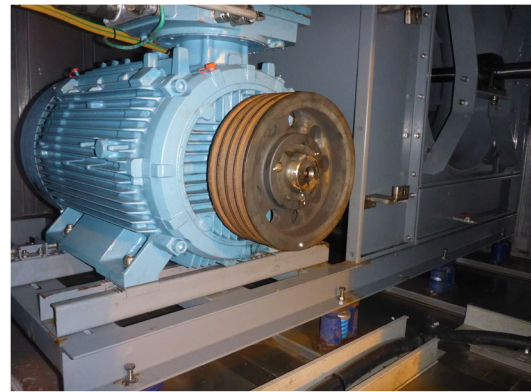




## ADVANCE SIAM TECH

### PTT EXPLORATION AND PRODUCTION

- **Customer operations:** Petroleum business activities: crude oil production and natural gas production
- **Customer problem:** Inaccessible area of critical rotating equipment
- **Customer equipment:** gas cooler fan, gas turbine compressor AC lube oil pumps



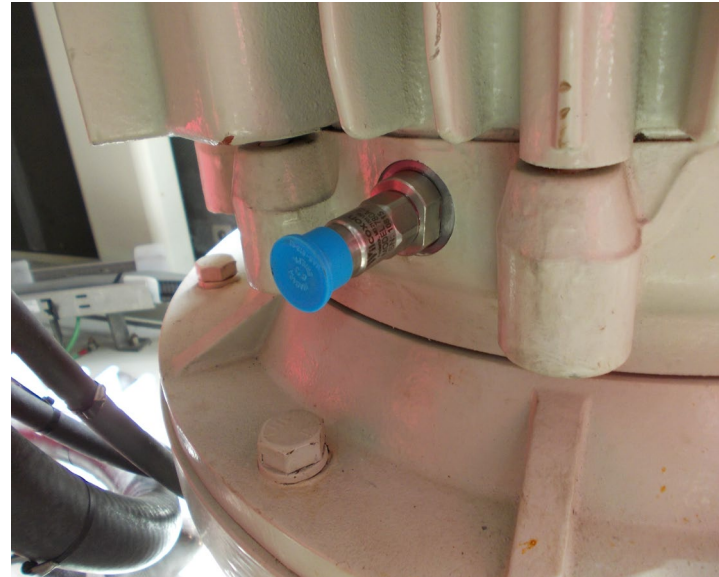




## ADVANCE SIAM TECH

### PTT EXPLORATION AND PRODUCTION

- **Solution:** We propose an offline solution for mounting the sensor (780A-IS) by using a mounting pad with a thread and running a cable to an accessible area, then connecting it to the junction box (BNC enclosure).
- **Results:** They can now perform routine vibration measurements on critical machines that have never been measured before, with greater safety and ease.





## ADVANCE SIAM TECH

KOSIN JIJATURUNT





## CORNERSTONE ASSET TECH

KELVIN WRIGHT







## CORNERSTONE ASSET TECH



### NORTHERN STAR – GOLD MINING

- **Customer operations:** Kanowna Belle – Open pit and underground mining operations
- **Customer problem:** Effective monitoring of critical ventilation fans required for the underground mine
- **Customer equipment:** The site contains five large ventilation fans, all fitted with a range of monitoring system that range back nearly 30-years. The original system was manufactured by my father-in-law's company back in the early 90s. Vibration and temperature is currently monitored for the DE and NDE bearings. However, due the nature of the mine site, the vent fan locations are remote and have no connectivity back to the operations to be able to monitor these fans.





## CORNERSTONE ASSET TECH

### NORTHERN STAR – GOLD MINING



- **Solution:** The current systems are a mix of Wilcoxon, Vibra-Metrics, Hansford, CTC and Wishaw Engineering. The proposal is to standardize on one platform across all units. The monitoring package consists of 786As, J9F cables, iT301 signal conditioners, and PCD200 (vibe) and PCD100 (temp) panel displays. The iT301 RS-232 Modbus and PCD 4-20 mA outputs will interface with a LoraWan controller, which in turn will network back to the control room via a LoraWan gateway.
- **Results:** TBC – this is a work in progress. The aim is to standardize a monitoring solution, improve installation standards, and provide connectivity to the control room on the vent fans performance.





## CORNERSTONE ASSET TECH

### NORTHERN STAR – GOLD MINING



- **Current installation challenges:** duck taped enclosures







## CORNERSTONE ASSET TECH

### NORTHERN STAR – GOLD MINING



- **Current installation challenges:** vibration BNCs and cables lying in the dirt



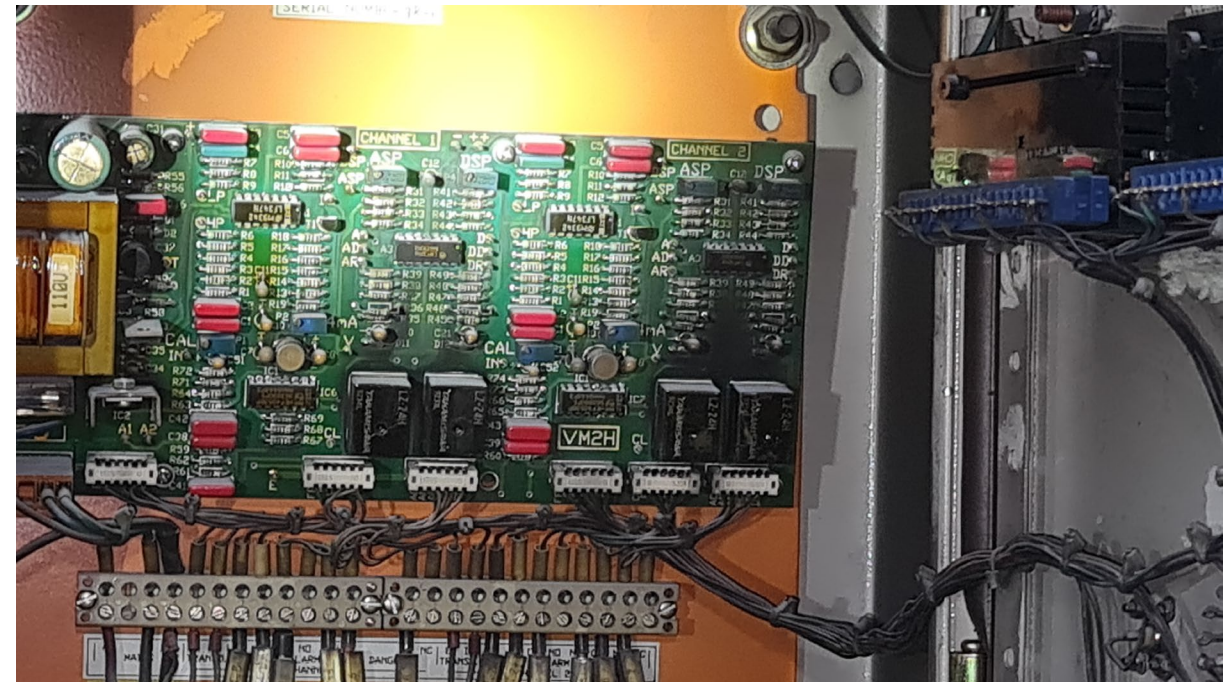


## CORNERSTONE ASSET TECH

NORTHERN STAR – GOLD MINING



- **Current installation challenges:**  
burnt out vibration monitors







## CORNERSTONE ASSET TECH

### NORTHERN STAR – GOLD MINING



- **Current installation challenges:** damaged displays







## CORNERSTONE ASSET TECH

### NORTHERN STAR – GOLD MINING



- **Current installation challenges:** instrument cables run in the same 11KV cable trays





## CORNERSTONE ASSET TECH

KELVIN WRIGHT





G&P TECHNOLOGY LTD.

GARY HE



Focus On Testing 24 Years



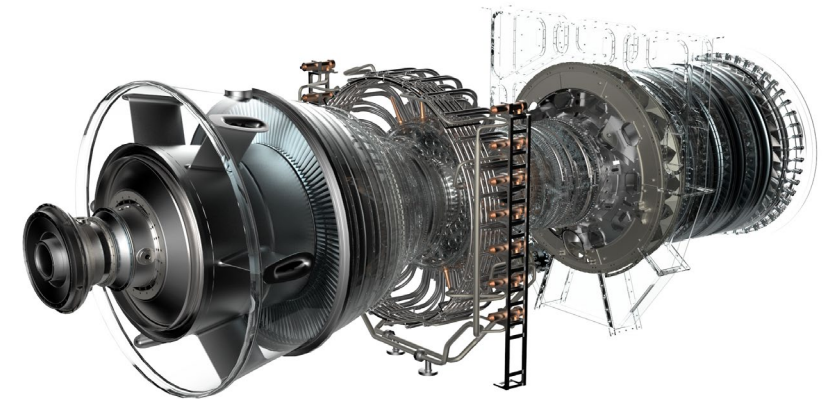
## G&P TECHNOLOGY LTD.

GAS TURBINE MANUFACTURER



Focus On Testing 24 Years

- **Customer operations:** Startup gas turbine company, R&D test and condition monitoring
- **Customer problem:** Vibration monitoring is necessary during the operation of a gas turbine. Under high temperature conditions, vibration signals need to be transmitted through long cables to the remote PLC unit. The dynamic vibration signal is also needed for analysis, in order to optimize the design.
- **Customer equipment:** Multiple gas turbine models, including 110 MW, 25 MW, 7 MW versions







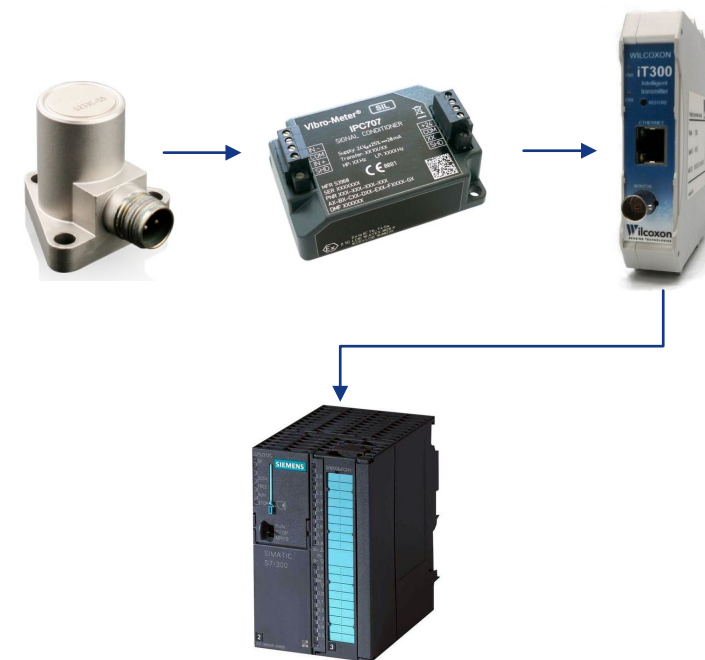
## G&P TECHNOLOGY LTD.

GAS TURBINE MANUFACTURER

**GP 冠标**

Focus On Testing 24 Years

- **Solution:** The iT300 converts the dynamic signal from the high temperature accelerometer and charge amplifier into a 4-20 mA output.
- **Results:**
  1. The iT300 works well in the measurement chain and offers a 4-20 mA signal for condition monitoring as well as dynamic buffered signal for analysis.
  2. The iT300 allows for parameter setting for different input voltage ranges, makes it convenient for customer to use one product on multiple GT models.





G&P TECHNOLOGY LTD.

GARY HE



Focus On Testing 24 Years





G-TECH INSTRUMENTS INC.

ERIC CHEN, VINCENT TING, KEVIN LAN

**G-TECH**



## G-TECH INSTRUMENTS INC.



### STEEL MANUFACTURER

- **Customer operations:** They have 2 steelmaking plants and 3 in-line steel rolling plants. Its main products are steel bars and shape steel. The total annual production capacity of refining and rolling is approximately 1.8 million tons, making it the largest steel bar manufacturer in central Taiwan.
- **Customer problem:** Some unexpected failures happened on the rolling machines, such as broken gear-teeth and bearing damages. In order to practically control the healthy of their machines, they need to use an on-line monitoring system.
- **Customer equipment:** There are 18 rolling machines in a line. The first 6 sets are roughing mill machines. The second 6 sets are intermediate mill machines. The last 6 sets are finish rolling machines. Each machine consists of a motor and a gearbox with 2 output shafts for forming steel shapes.

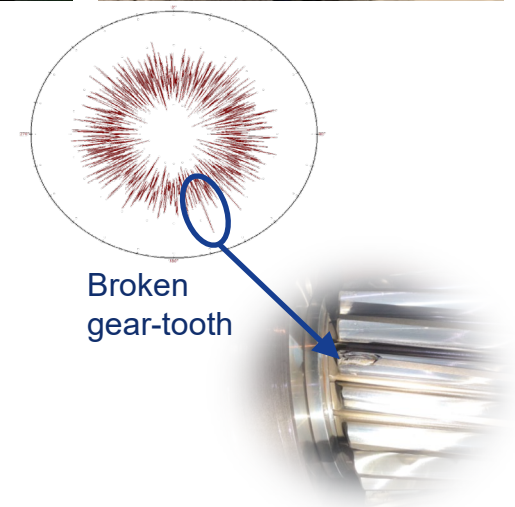
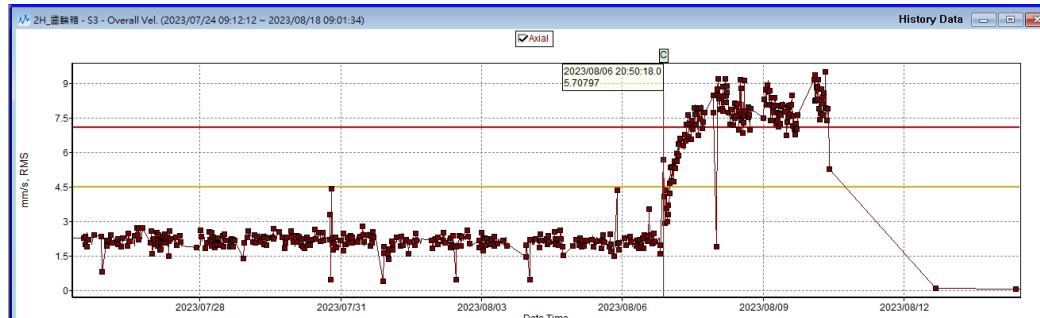
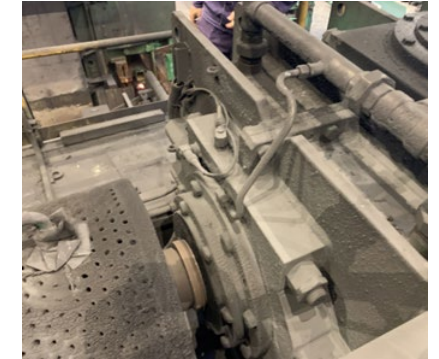
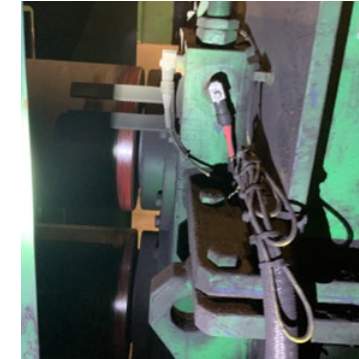




## G-TECH INSTRUMENTS INC.

### STEEL MANUFACTURER

- **Solution:** They mounted a total of 132 sets of 787A on each motor and gearbox, connected via R6QI-2-J9T2A cables. Data is collected via G-TECH's DAQ and monitoring system.
- **Results:**
  1. Through this system, it has been found that the control of process parameters has high connection to vibration. When parameters are not properly chosen, the vibration goes largely, and the product quality is poor!
  2. Problems such as poor gear alignment, wear, and broken teeth in the gearbox can be quickly detected through the software.





G-TECH INSTRUMENTS INC.

ERIC CHEN, VINCENT TING, KEVIN LAN

**G-TECH**





## IMS SYSTEMS PTE LTD

YEW MUN, MAHESH KAVINDA





## IMS SYSTEMS PTE LTD

PT KARYA PETRO TECHNOLOGY INDONESIA (KPTI)



- **Customer operations:** The wastewater pump is the primary mechanism in the filtering of water from the waste pond to the petroleum filtration system, from which the water is injected back into the ground via the water injection well.
- **Customer problem:** During the process of injecting water into the water tank, a lot of sand and other components are included and cause unnatural vibrations, causing the electric motor to overload and heat up. Because the wastewater pump system does not have an adequate online condition monitoring system, damage occurs to the motor or pump's bearings, and electric motors burn out frequently.
- **Customer equipment:** Wastewater pumping system



## IMS SYSTEMS PTE LTD

CUSTOMER NAME AND / OR INDUSTRY



- **Solution:** Install a vibration sensor and transmitter for online and 24/7 real-time monitoring. Automate prevention in the event of abnormal conditions. This prevention is in the form of automation to turn off and restart the pump through the control room.
- **Results:** Prevent in the event of abnormal conditions. Able to access remotely for operations and health monitoring with out deploying additional human resources which lead to reduce cost.





## IMS SYSTEMS PTE LTD

YEW MUN, MAHESH KAVINDA







## KEYDEVICE CORPORATION

SHIGEKI TANABE



# KEYDEVICE CORPORATION



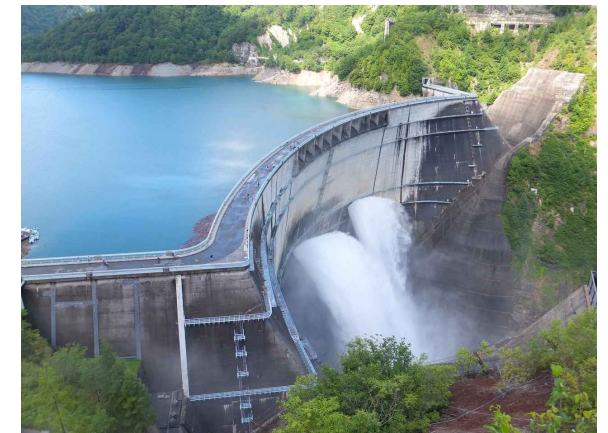
## KEYDEVICE CORPORATION



J-POWER, TOSHIBA, SHOWA SOKKI

### Customers:

- J-Power, the end user, operates hydroelectric power generation sites
- Toshiba manufactures hydroelectric power generators
  - Mitsubishi Heavy Industries, Hitachi, and Fuji Electric also manufacture hydroelectric power generators
- Showa Sokki buys 780C and 793L accelerometers and R6QI-0-J9T2A cable assemblies to deliver its monitoring systems to Toshiba and J-Power

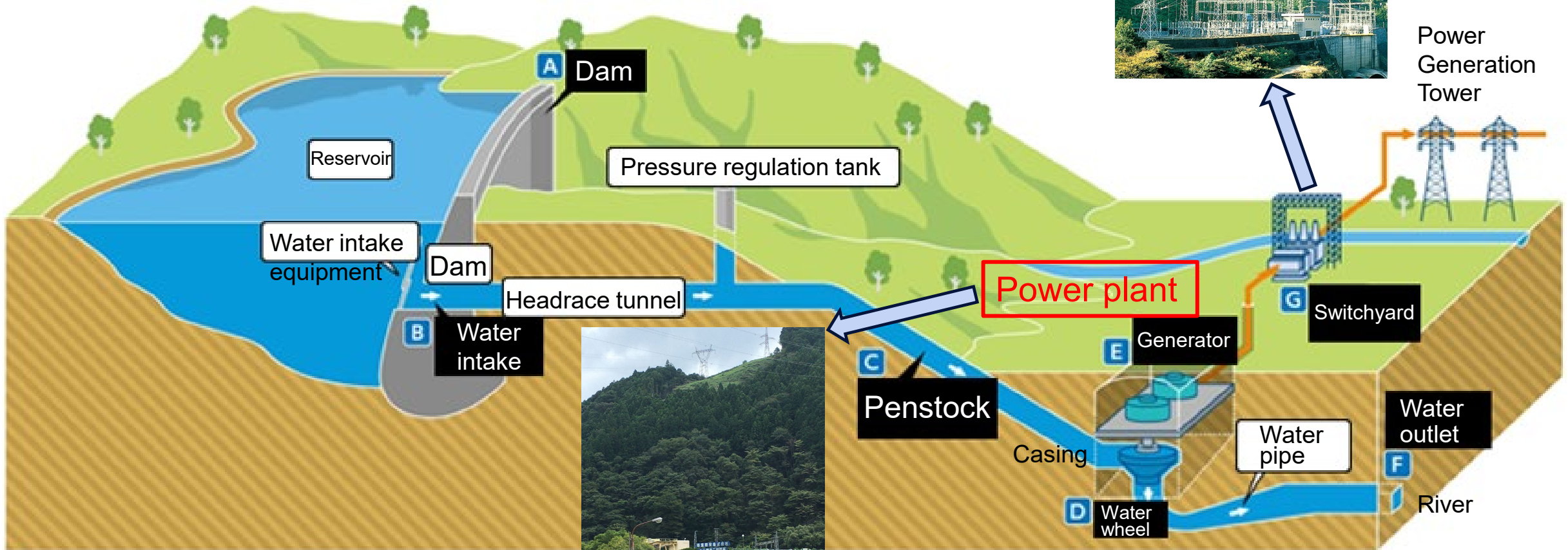




## HYDROELECTRIC POWER GENERATION

ROUGHLY 1,000 SITES IN JAPAN

 **KEYDEVICE CORPORATION**



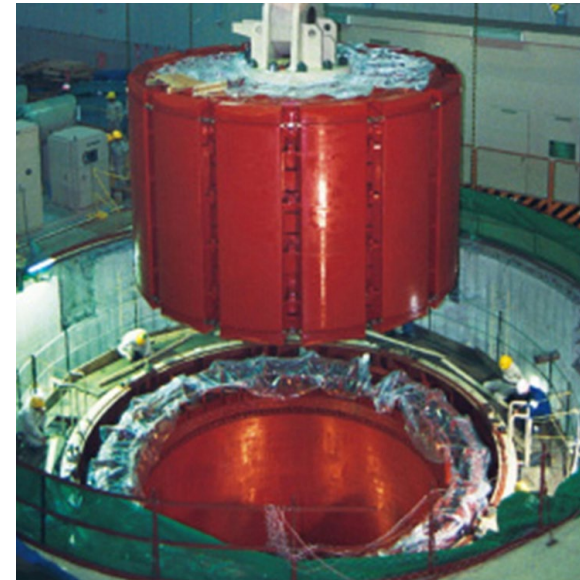


## KEYDEVICE CORPORATION



J-POWER, TOSHIBA, SHOWA SOKKI

- **Customer equipment:** The axis of the generator is connected to the axis of the water wheel. Water comes in vertically and drops horizontally. The turbine governor adjusts the speed of wheel and amount of water to stabilize the electricity frequency.



*The rotor being installed into the stator.*



*The water wheel.*



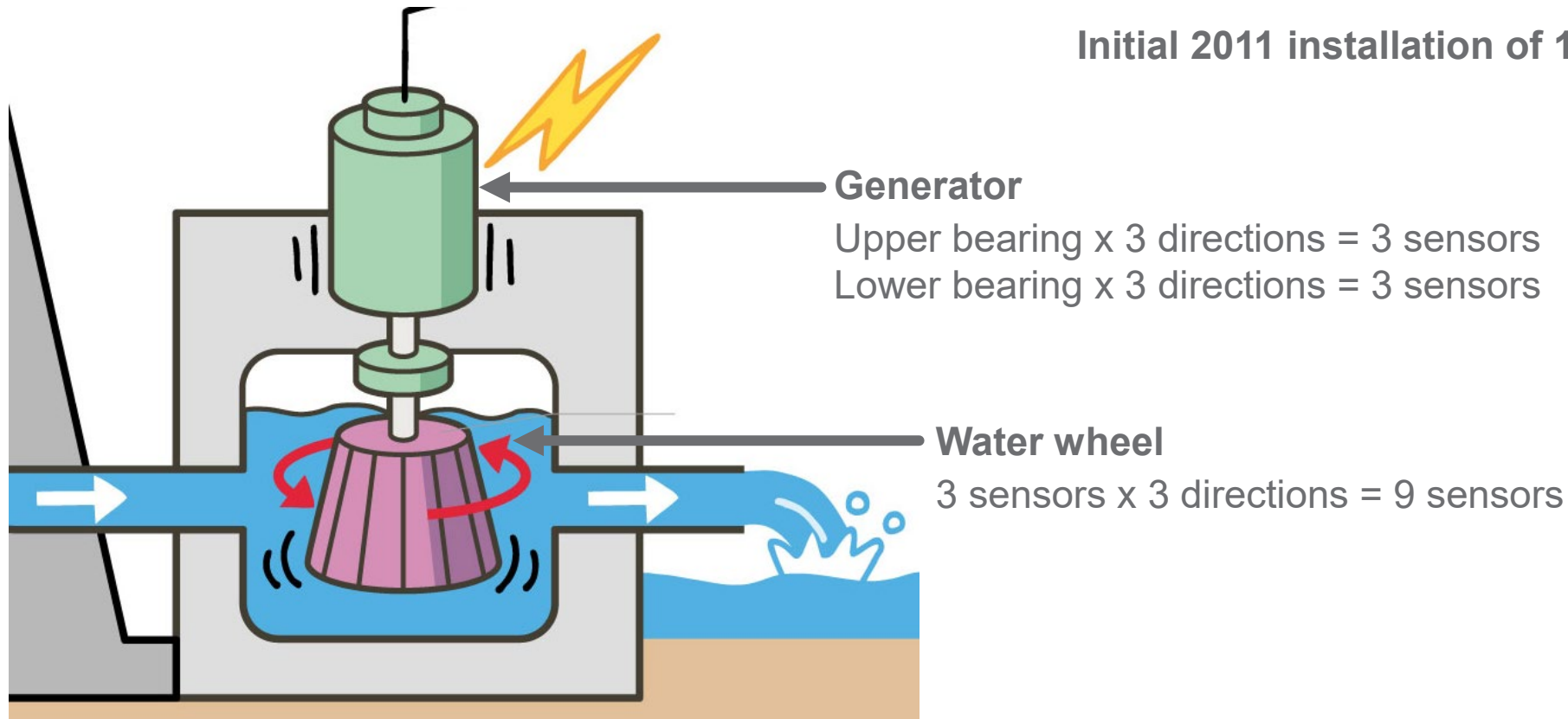


## KEYDEVICE CORPORATION



J-POWER, TOSHIBA, SHOWA SOKKI

Initial 2011 installation of 15 x 780C vibration sensors



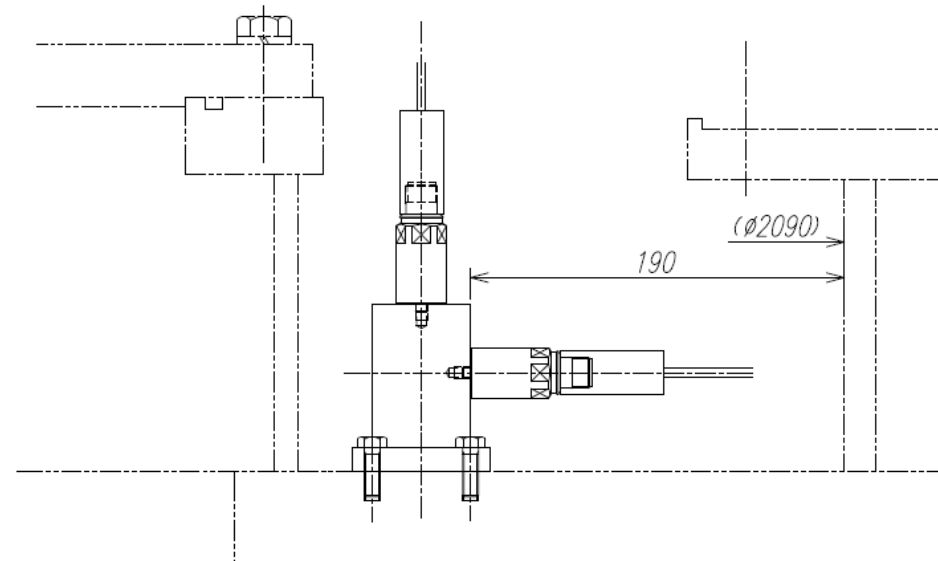
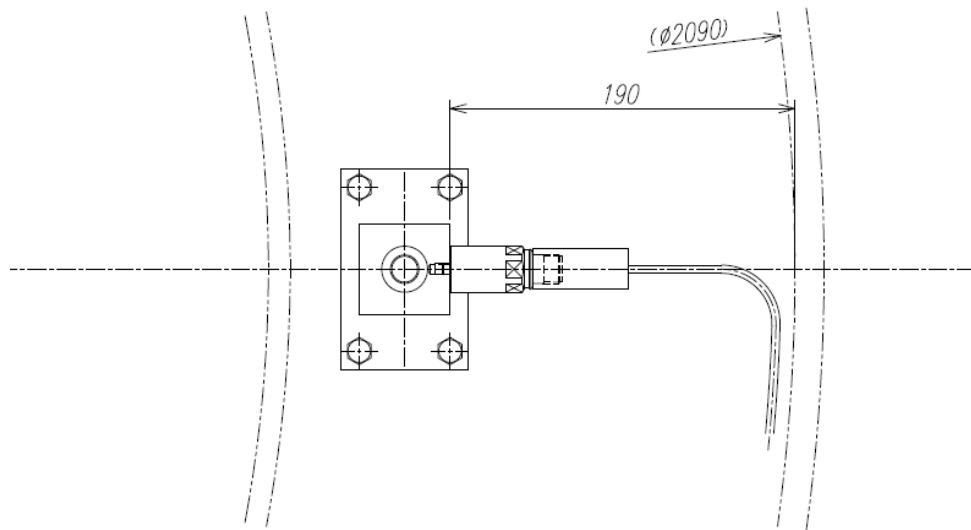


## KEYDEVICE CORPORATION



J-POWER, TOSHIBA, SHOWA SOKKI

How 780Cs are mounted





## KEYDEVICE CORPORATION

J-POWER, TOSHIBA, SHOWA SOKKI

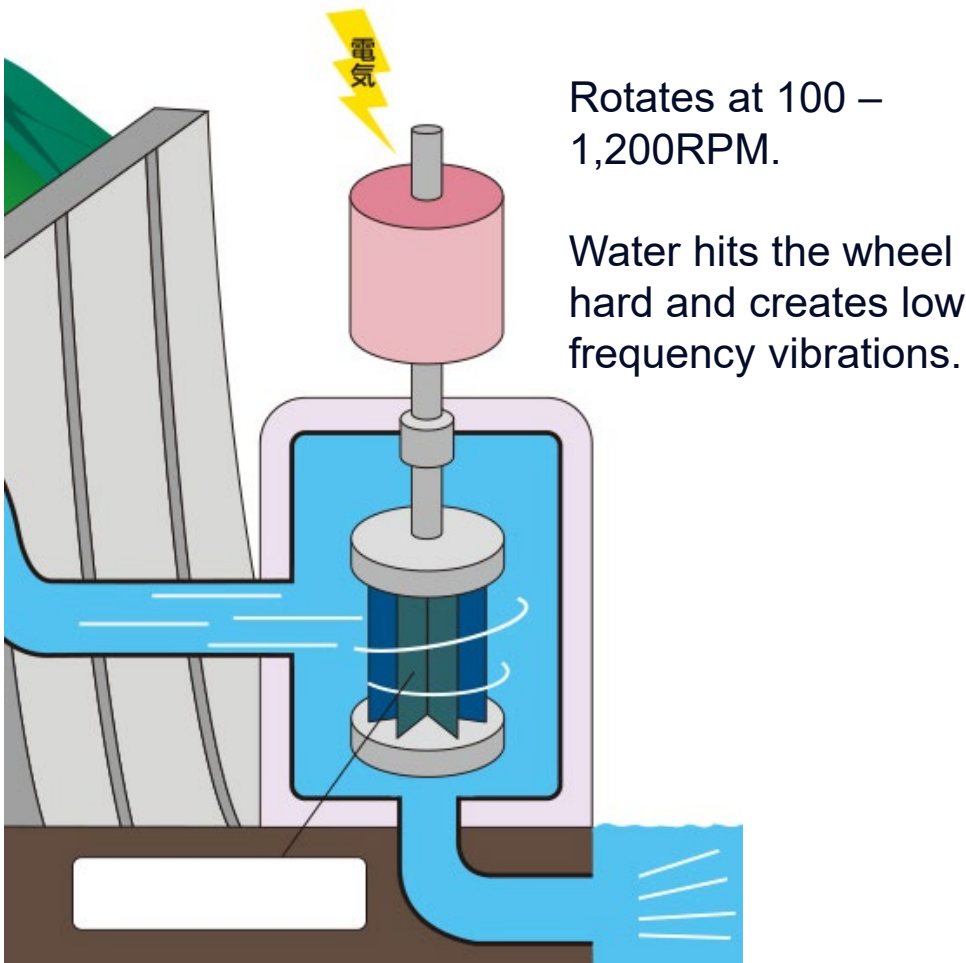
### Challenges with the 780C accelerometers

- Increased gain and double integration for displacement monitoring
- Low frequency vibrations, 2-3 Hz, cannot be seen because of the noise performance

Frequency response:	±5%	3 - 5,000 Hz
	±10%	1 - 9,000 Hz
	±3 dB	0.5 - 14,000 Hz

Electrical noise, equiv. g:		
Broadband Spectral	2.5 Hz to 25 kHz	700 µg
	10 Hz	10 µg/√Hz
	100 Hz	5 µg/√Hz
	1,000 Hz	5 µg/√Hz

## KEYDEVICE CORPORATION





KEYDEVICE CORPORATION



793L OFFERS IMPROVED PERFORMANCE WITH NO NEED TO INCREASE THE GAIN



Frequency response:	$\pm 5\%$	3 - 5,000 Hz
	$\pm 10\%$	1 - 9,000 Hz
	$\pm 3$ dB	0.5 - 14,000 Hz

Electrical noise, equiv. g:		
Broadband	2.5 Hz to 25 kHz	700 $\mu$ g
Spectral	10 Hz	10 $\mu$ g/ $\sqrt$ Hz
	100 Hz	5 $\mu$ g/ $\sqrt$ Hz
	1,000 Hz	5 $\mu$ g/ $\sqrt$ Hz



Frequency response:	$\pm 5\%$	0.6 - 700 Hz
	$\pm 10\%$	0.4 - 1,000 Hz
	$\pm 3$ dB	0.2 - 2,300 Hz

Electrical noise, equiv. g:		
Broadband	2.5 Hz to 25 kHz	8.0 $\mu$ g
Spectral	2 Hz	2.0 $\mu$ g/ $\sqrt$ Hz
	10 Hz	0.4 $\mu$ g/ $\sqrt$ Hz
	100 Hz	0.2 $\mu$ g/ $\sqrt$ Hz





## KEYDEVICE CORPORATION



J-POWER, TOSHIBA, SHOWA SOKKI

- **Sales of 780C since 2011:**  
Roughly 2,600 units = \$200,000  
Plus R6QI-0-J9T2A = \$80,000



- **Sales of 793L since 2022:**  
Roughly 120 units = \$40,000  
Plus R6QI-0-J9T2A = \$10,000





## KEYDEVICE CORPORATION

SHIGEKI TANABE



# KEYDEVICE CORPORATION



## MUTIARA JAYATEKNIK ENGINEERING SDN BHD

ALEX KOH, DINESHPAL BHULLAR





## MUTIARA JAYATEKNIK ENGINEERING SDN BHD

AIR LIQUIDE MALAYSIA SDN BHD - KUCHING



- **Customer operations:** A world leader in gases, technologies, and services for Industry and Health
- **Customer problem:** annual vibration service
- **Customer equipment:** Atlas Copco AirCompressor model ZH630-10.4 (centrifugal compressors)





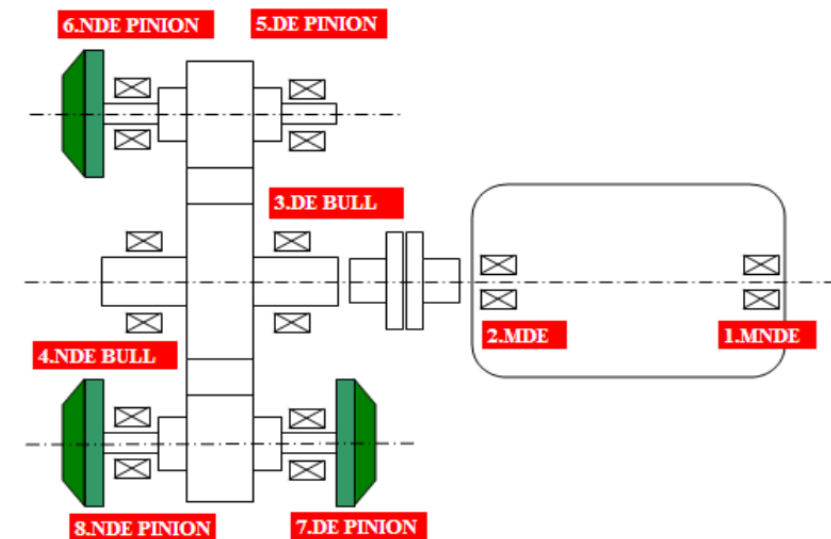


## MUTIARA JAYATEKNIK ENGINEERING SDN BHD

AIR LIQUIDE MALAYSIA SDN BHD - KUCHING



- **Solution:** Wilcoxon 786B, erbesd instrument GP8 and Viking Analytics (AI)
- **Results:** From the vibration table and spectrum analysis there is sign of Misalignment showing alarm level which possibilities due to structure stiffness issue





## MUTIARA JAYATEKNIK ENGINEERING SDN BHD

ALEX KOH, DINESHPAL BHULLAR





## NEUSEMI

KYLER YU, VINCENT WANG





## NEUSEMI

BBMG CORPORATION-CEMENT MACHINES



- **Customer operations:** Cement plant
- **Customer problem:** Monitoring the machines' vibration and temperature
- **Customer equipment:** Crusher machines, firing kiln fan, abrasive equipment (roller mill, reduction box), bagging equipment (transport tape)





## NEUSEMI

### BBMG CORPORATION-CEMENT MACHINES



- **Solution:** Vibration and temperature monitoring of the rotary kiln motor and hoist using the 786T series, which can continuously output accurate vibration signals in high-temperature environments (above 90 °C).
- **Results:** Increased the reliability of customer's vibration monitoring systems.





## NEUSEMI

### BBMG CORPORATION-CEMENT MACHINES



- **Solution:** Vibration and temperature monitoring of the abrasive equipment – a roller mill and reduction box. The dynamic output is used for analysis in both the time and frequency domains. Temperature signals can assist in device health monitoring.
- **Results:** The system accurately monitors the grinding frequency and keeps the machine running smoothly, helping the customer improve the machines' service life.





## NEUSEMI

KYLER YU, VINCENT WANG

# NeuSemi

NEUSEMI GROUP



## PTC INTERNATIONAL LIMITED

DANIEL HSU, STEPHEN CHEUNG





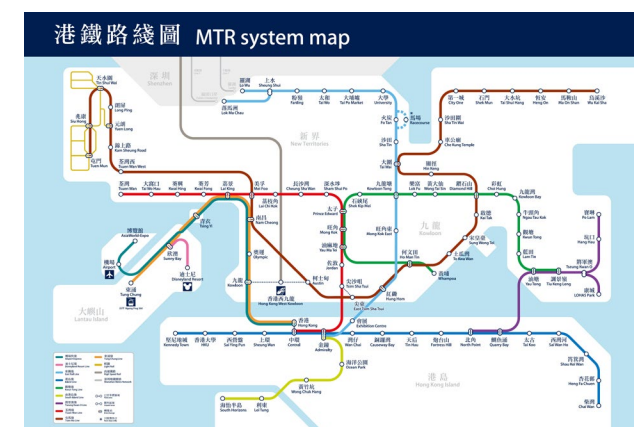


## PTC INTERNATIONAL LIMITED

MTR CORPORATION LIMITED



- **Customer operations:** The major railway operator in Hong Kong with 100 stations. It handles 4 million passenger trips every day and over 1.5 billion passenger trips every year.
- **Customer problem/CBM objective:** To provide a comfortable travelling environments with the temperature levels of below 27°C for platforms and 29°C for station concourses and a performance target of 94%.
- **Customer equipment:** Building services equipment, i.e., chillers, cooling towers, AHU's, chiller water pumps, tunnel and ventilation fans.





## PTC INTERNATIONAL LIMITED

MTR CORPORATION LIMITED



- **Solution:** Model 780C accelerometer, SF8 mounting pad, 6QI connector, J9T2A cable, CB2/CB4 junction box and VLS switchable junction box.
- **Results:** Service performance pledge and customer satisfaction are achieved.



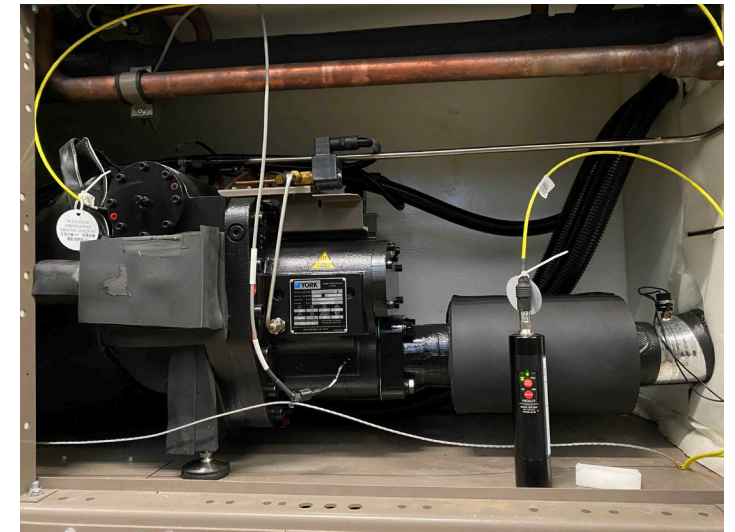
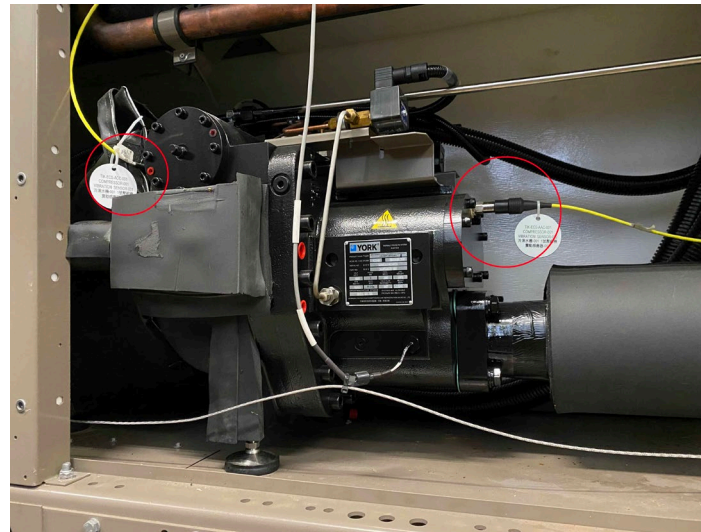


# 2024 DRAGON SYMPOSIUM | CASE STUDY



## PTC INTERNATIONAL LIMITED

### MTR CORPORATION LIMITED – CHILLER



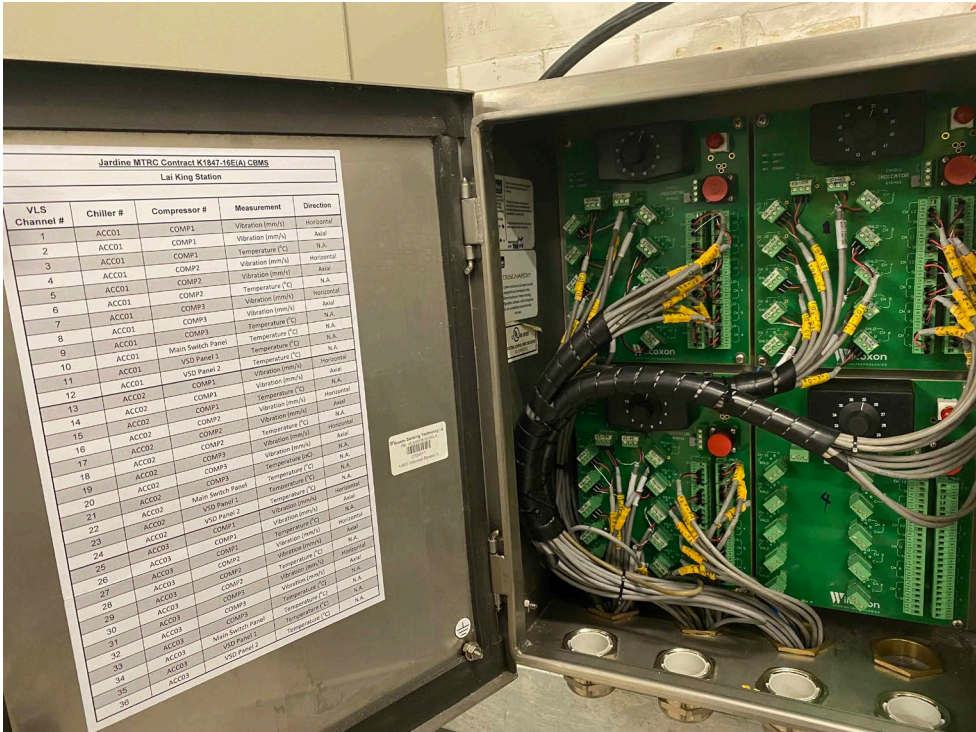
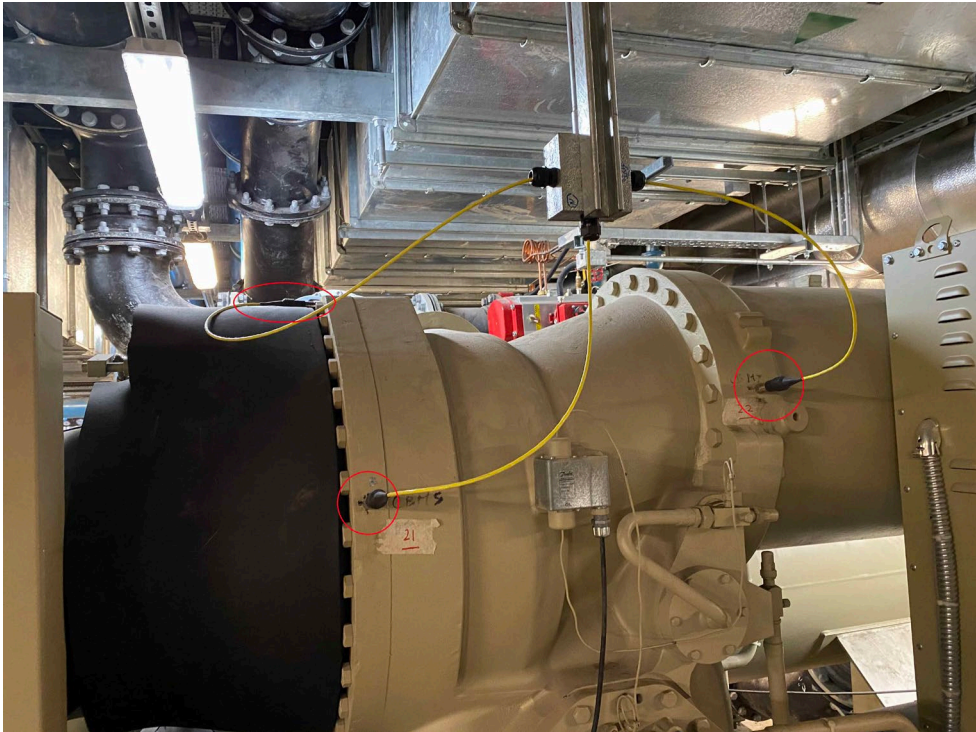


# 2024 DRAGON SYMPOSIUM | CASE STUDY



## PTC INTERNATIONAL LIMITED

### MTR CORPORATION LIMITED – CHILLER



Jardine MTRC Contract K1847.16E(A) COMS Lai King Station				
VLS Channel #	Chiller #	Compressor #	Measurement	Direction
1	ACC01	COMP1	Vibration (mm/s)	Horizontal
2	ACC01	COMP1	Vibration (mm/s)	Radial
3	ACC01	COMP1	Temperature (°C)	Horizontal
4	ACC01	COMP2	Vibration (mm/s)	Horizontal
5	ACC01	COMP2	Temperature (°C)	Horizontal
6	ACC01	COMP2	Vibration (mm/s)	Radial
7	ACC01	COMP3	Vibration (mm/s)	Horizontal
8	ACC01	COMP3	Temperature (°C)	Horizontal
9	ACC01	COMP3	Vibration (mm/s)	Radial
10	ACC01	Main Switch Panel	Temperature (°C)	N/A
11	ACC01	VSD Panel 1	Temperature (°C)	Horizontal
12	ACC01	VSD Panel 2	Temperature (°C)	Horizontal
13	ACC02	COMP1	Vibration (mm/s)	Horizontal
14	ACC02	COMP1	Temperature (°C)	Horizontal
15	ACC02	COMP1	Vibration (mm/s)	Radial
16	ACC02	COMP2	Temperature (°C)	Horizontal
17	ACC02	COMP2	Vibration (mm/s)	Horizontal
18	ACC02	COMP2	Vibration (mm/s)	Radial
19	ACC02	COMP3	Temperature (°C)	Horizontal
20	ACC02	COMP3	Vibration (mm/s)	Horizontal
21	ACC02	COMP3	Vibration (mm/s)	Radial
22	ACC02	Main Switch Panel	Temperature (°C)	N/A
23	ACC02	VSD Panel 1	Temperature (°C)	Horizontal
24	ACC02	VSD Panel 2	Temperature (°C)	Horizontal
25	ACC03	COMP1	Vibration (mm/s)	Horizontal
26	ACC03	COMP1	Temperature (°C)	Horizontal
27	ACC03	COMP1	Vibration (mm/s)	Radial
28	ACC03	COMP2	Temperature (°C)	Horizontal
29	ACC03	COMP2	Vibration (mm/s)	Horizontal
30	ACC03	COMP2	Vibration (mm/s)	Radial
31	ACC03	COMP3	Temperature (°C)	Horizontal
32	ACC03	COMP3	Vibration (mm/s)	Horizontal
33	ACC03	COMP3	Vibration (mm/s)	Radial
34	ACC03	Main Switch Panel	Temperature (°C)	N/A
35	ACC03	VSD Panel 1	Temperature (°C)	Horizontal
36	ACC03	VSD Panel 2	Temperature (°C)	Horizontal



# 2024 DRAGON SYMPOSIUM | CASE STUDY



## PTC INTERNATIONAL LIMITED

### MTR CORPORATION LIMITED – COOLING TOWER



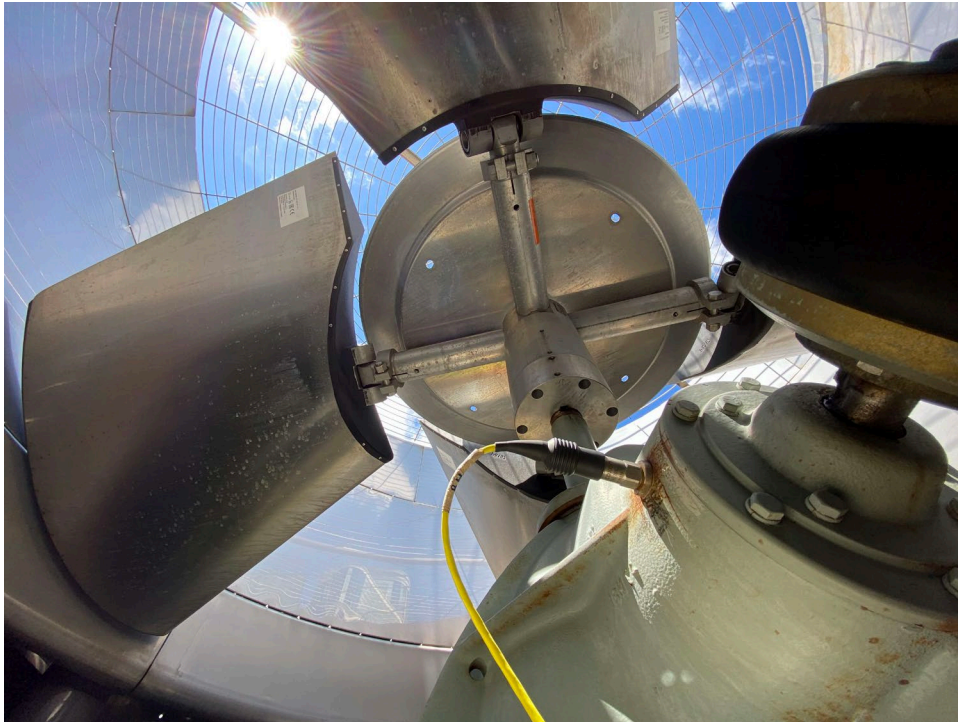


# 2024 DRAGON SYMPOSIUM | CASE STUDY



## PTC INTERNATIONAL LIMITED

MTR CORPORATION LIMITED – COOLING TOWER



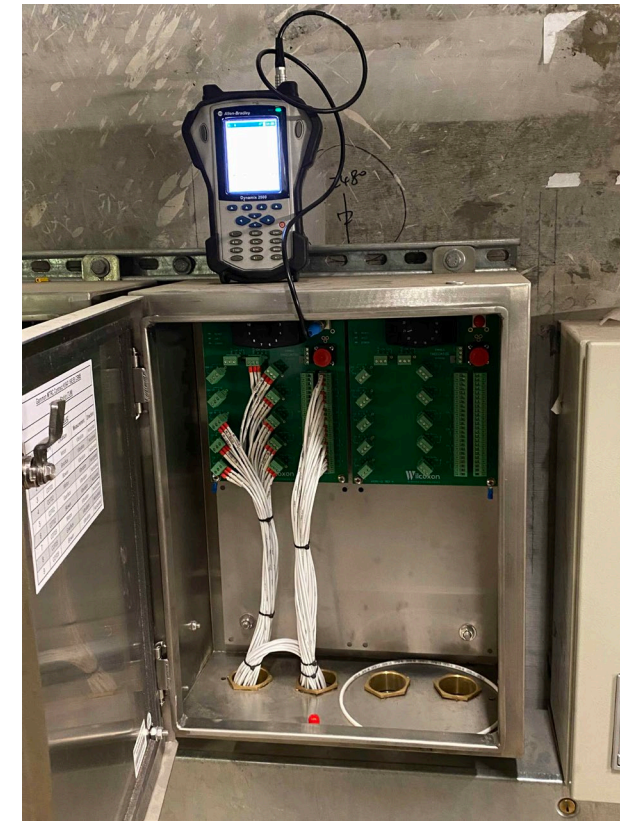


# 2024 DRAGON SYMPOSIUM | CASE STUDY



## PTC INTERNATIONAL LIMITED

### MTR CORPORATION LIMITED – COOLING TOWER





# 2024 DRAGON SYMPOSIUM | CASE STUDY



## PTC INTERNATIONAL LIMITED

MTR CORPORATION LIMITED – AHU

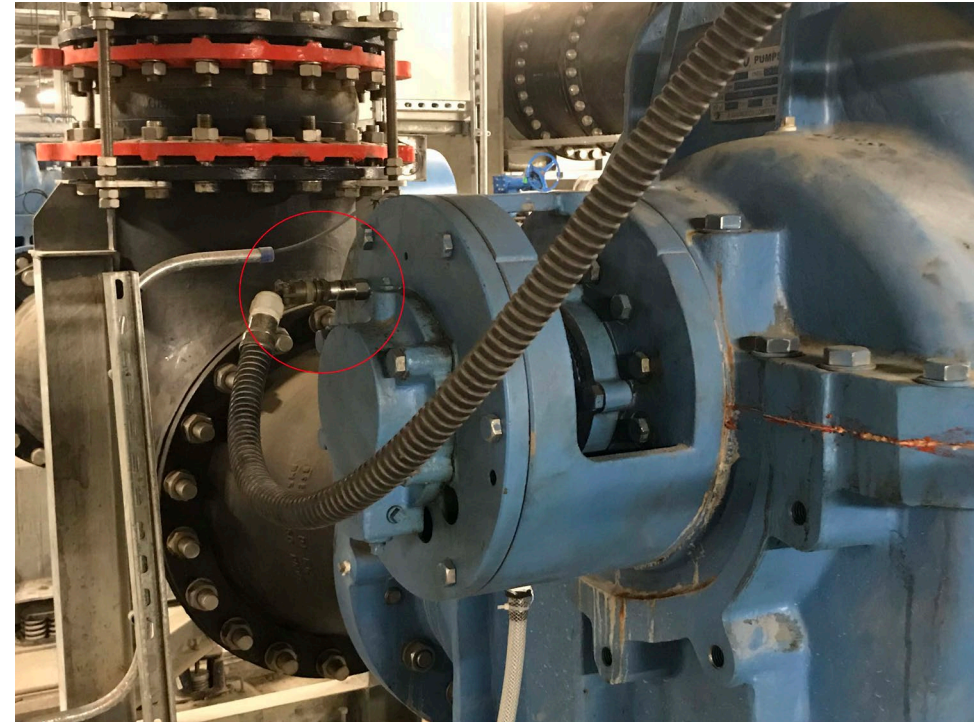






## PTC INTERNATIONAL LIMITED

MTR CORPORATION LIMITED – CHILLER WATER PUMP





# 2024 DRAGON SYMPOSIUM | CASE STUDY



## PTC INTERNATIONAL LIMITED

### MTR CORPORATION LIMITED – CHILLER WATER PUMP

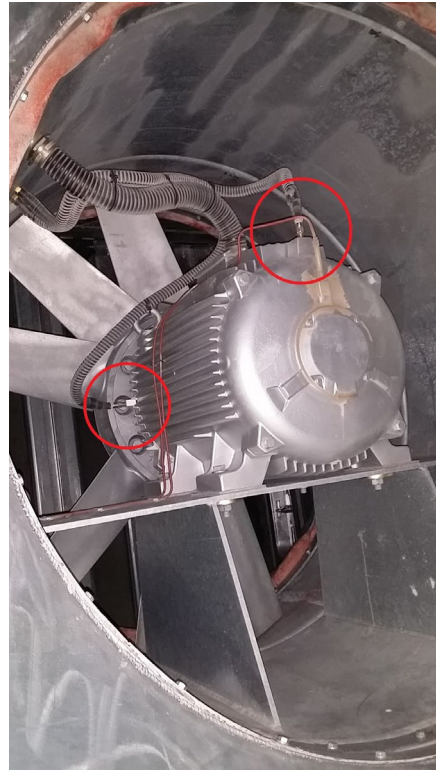






## PTC INTERNATIONAL LIMITED

MTR CORPORATION LIMITED – TUNNEL VENTILATION FAN

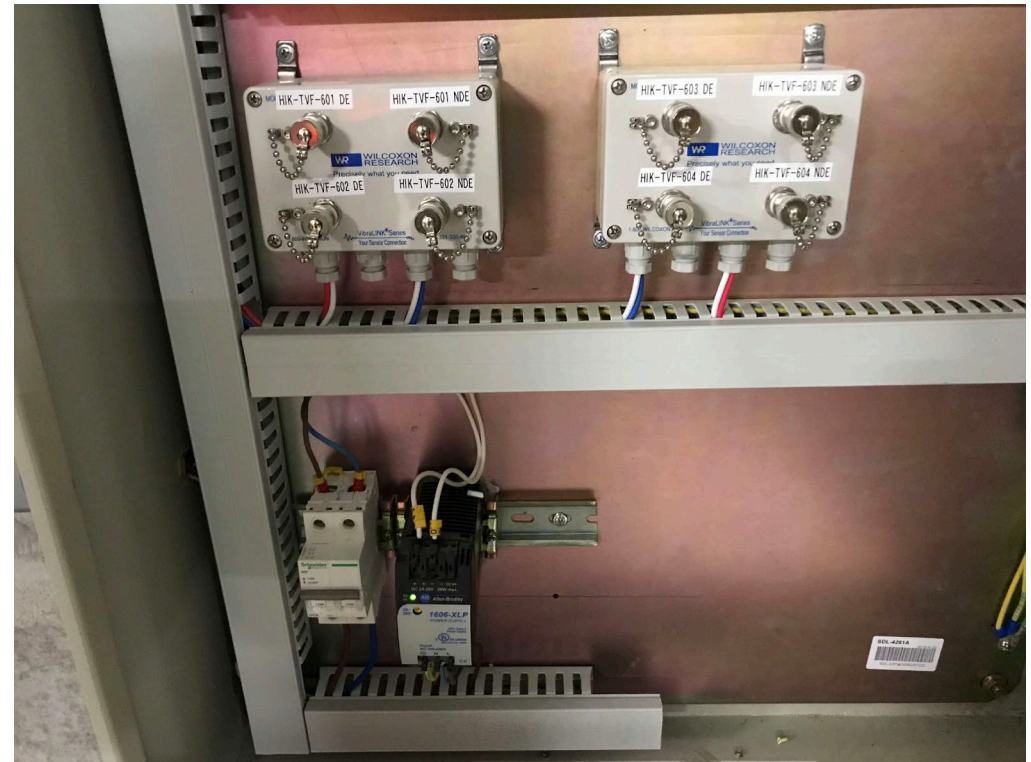
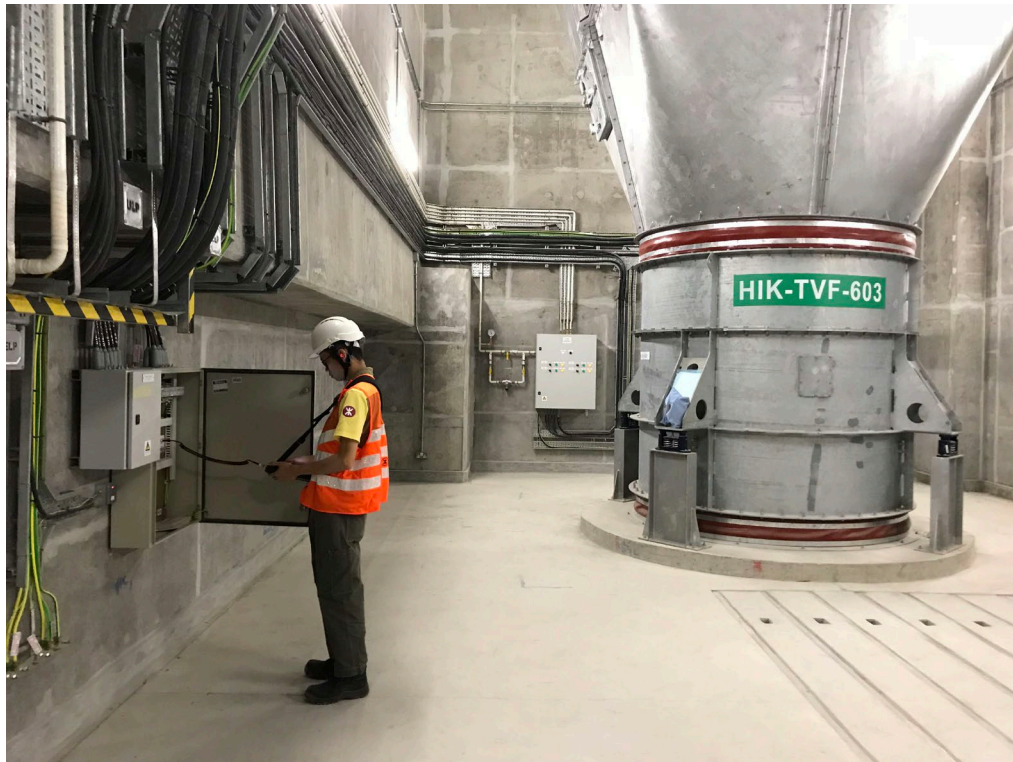






## PTC INTERNATIONAL LIMITED

MTR CORPORATION LIMITED – TUNNEL VENTILATION FAN





## PTC INTERNATIONAL LIMITED

DANIEL HSU, STEPHEN CHEUNG





## AMPHENOL SENSORS CHINA

MAN MIN, GAO BO, DYLAN YU

# Amphenol

## Advanced Sensors



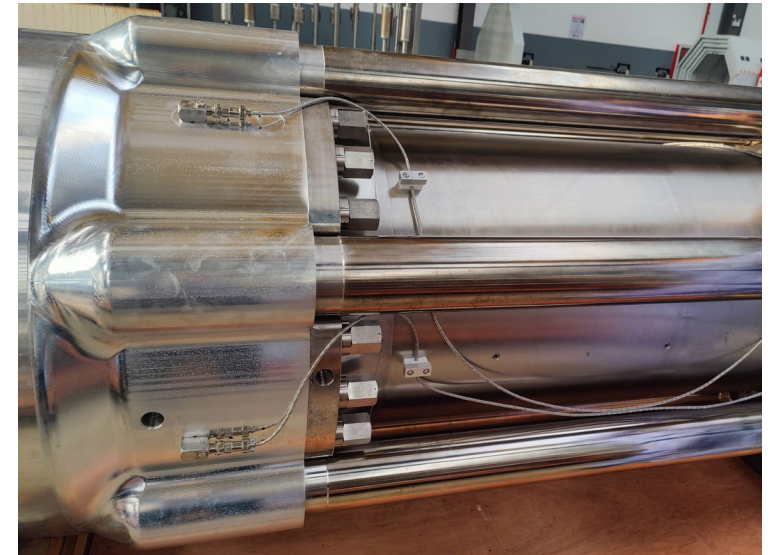


## AMPHENOL SENSORS CHINA

HANGZHOU NAC / CHENGDU WEIRAN / ZIBO LVYUAN  
CRYOGENIC CENTRIFUGAL PUMP

**Amphenol**  
Advanced Sensors

- **Customer operations:** Focus the solution for pumps on LNG gas stations
- **Customer problem:** Under harsh conditions and strong interference, transferring the signals of cryogenic sensors is unstable
- **Customer equipment:** Cryogenic immersed pump will be installed in the LNG stations



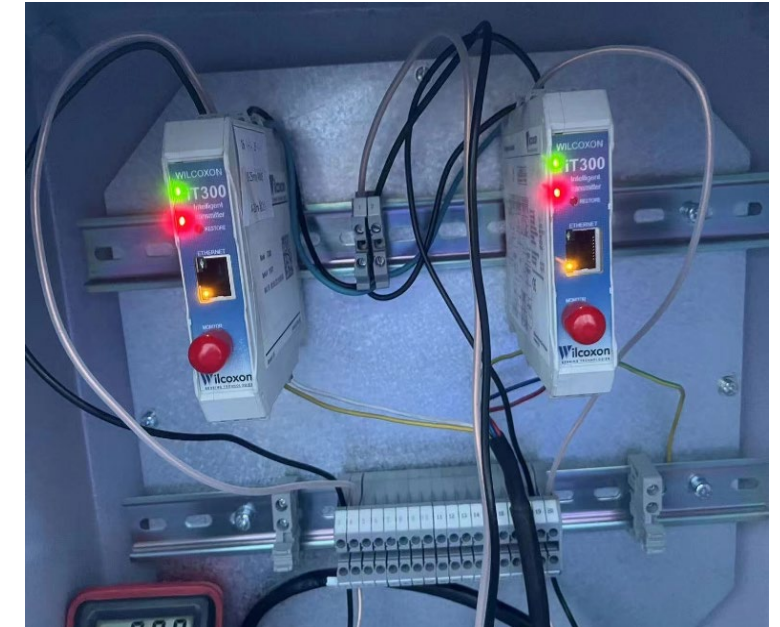


## AMPHENOL SENSORS CHINA

HANGZHOU NAC / CHENGDU WEIRAN / ZIBO LVYUAN  
CRYOGENIC CENTRIFUGAL PUMP

**Amphenol**  
Advanced Sensors

- **Solution:** The cryogenic sensor is connected to a low-temperature cable and transmits the signal to an iT300, which converts the sensor signal into a 4-20mA output. Customer can configure the bandwidth/detection type to measure real-time sensor bands, BOV, true peak.
- **Results:** The signal output from iT300 is stable. Resolves issues of interference and transmitter damage. Web server for custom configurations are convenient for customers to use and maintain.
- **Questions:** shall we have two output IT300? Low temperature vibration sensors?





## AMPHENOL SENSORS CHINA

SINOPEC YANGZI / PETROCHEMICAL ENGINEERING



中国石化扬子石化公司

SINOPEC YANGZI PETROCHEMICAL CO.,LTD.

- **Customer operations:** Refining crude oil and producing hydrocarbon derivatives
- **Customer problem:** Needs low cost, high reliability, and corrosion-resistant vibration accelerometer for condition monitoring of rotating equipment
- **Customer equipment:** Centrifuge, motors, fans, etc

**Amphenol**  
Advanced Sensors







## AMPHENOL SENSORS CHINA

SINOPEC YANGZI / PETROCHEMICAL ENGINEERING

**Amphenol**  
Advanced Sensors

- **Solution:** The PCC420 series provides stable 4-20mA vibration value output due to the strong anti-interference abilities of the transmitter and reliable operation in harsh environments.
- **Results:** Highly cost-effective, improved accuracy, and increased equipment running time and reliability





## AMPHENOL SENSORS CHINA

MAN MIN, GAO BO, DYLAN YU

# Amphenol

## Advanced Sensors





## THURSDAY’S AGENDA, THE SETHI ROOM, 3RD FLOOR

Time	Topic	Presenter
8:30 – 9:45	Wilcoxon value proposition and key selling points	Chris Kramm Courtney Sturniolo
9:45 – 10:00	Break	
10:00 – 10:45	Marketing 2024 overview, opportunities and regional support	Courtney Sturniolo
10:45 – 11:45	Breakout group #1: CBM	Tom LaRocque
	Breakout group #2: T&M	Peter Eitnier
11:45-12:00	Meeting wrap-up	Chris Kramm
12:00 – 13:00	Lunch in 57th Street restaurant, lobby floor	



## TEAM BUILDING ACTIVITY

### DEPARTING THE LOBBY AT 13:00

- Half-Day Royal Grand Palace and Bangkok Temples Tour
  - We will visit the massive solid gold Buddha at Wat Trimit, the 46-meter long reclining Buddha at Wat Po, and the opulent Royal Grand Palace, home to the Temple of the Emerald Buddha. All entrance fees and transportation are arranged.
  - Please wear long pants and a shirt with sleeves. Tank tops, shorts, leggings, and skirts above the knee are not permitted.
- Wonderful Pearl Cruise riverboat
  - A sleek cruise on the Chao Phraya River, including dinner and nighttime views of the Wat Arun, Wat Phra Kaew and the Grand Palace all lit up, or just sit back and enjoy a cultural performance and live music while you eat. Return transportation to the hotel has been arranged.

