



## AUTOMATED WEATHER STATIONS

### PRODUCT: Model 278

#### APPLICATION DETAILS:

The customer is an industry leader in measurement and control products for long-term barometric pressure monitoring. In this application, the Model 278 is used in a remote automated weather station. These types of weather stations forecast and monitor climate and boundary-layer meteorology. These stations are based around a programmable data logger that takes signals from various sensors, then processes, stores, and transmits the data. The data loggers have wide operating temperature ranges, on-board instructions, programmable execution intervals, and ample input channels for commonly used sensors.

#### CUSTOMER PROBLEM:

##### *Long recalibration time and high shipping costs*

The customer has a demanding customer base which requires high end performance and superior service. Their main supplier limits their ability to perform on site calibration for their barometric pressure transducer needs. Lead time associated with sending products back for recalibration was lengthy and slowed down service to customers. In addition, the back and forth shipping added cost to end users.

#### SETRA SOLUTION:

Setra was able to provide custom housing modifications to allow the customer to calibrate "in house", where the competitor was resistant to satisfy their needs. This enabled the customer to provide their customers recalibration times in days instead of weeks.

#### WHY SETRA WON:

##### *Provided in-house recalibration solution*

Through the modifications made to the sensor housing, Setra gave the customer the ability to perform their own recalibrations on-site and to store the recalibration data locally in their internal calibration database. These changes increased both the value they can provide to their customer and the revenues they can generate for the company. The customer can now store historical information for their customer base using their internal system. They were also able to reduce lead times for recalibration to a standard of 2-3 days while minimizing shipping costs back and forth to Setra. This partnership has positioned Setra to take share from the competitor in this application.

#### SETRA STRENGTHS

- Fast warm up time
- Low power consumption
- Standard Barometric ranges
- Drop in replacement for competitor
- Custom ability to recalibrate



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