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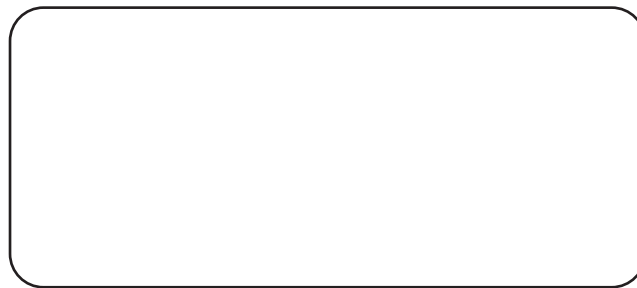
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Enhancing  
Safety +  
Productivity



# Wireless Solutions

Cost Savings Analysis



# Cost Comparison: Two Ways to Monitor Assets in the Field

## TRADITIONAL WIRING METHOD



|                                      |             |
|--------------------------------------|-------------|
| <b>Total Length</b>                  | 32,000'     |
| <b>Installation Cost</b>             | \$40/ft.*   |
| <b>Total Wired Installation Cost</b> | \$1,280,000 |

### Difficult and Costly Installation:

Wiring assets so they can be monitored or controlled in the field can be costly and difficult to perform given limited resources, long distances, or encumbering obstacles.

### Life Cycle Cost Considerations:

Corrosion is often to blame for severed connections, limiting your visibility and access to important plant functions.

The example above demonstrates how field instrumentation on tanks, level monitors, pumps, gauges, and valves can be wired back to a central control room. A costly proposition to say the least: the installation is estimated to be \$1.2 million!

\*Industrial users and ISA estimate the installation of wire, conduit, and cable to be \$40-\$100/ft. Estimates from an engineering manager at a U.S. refinery confirm this figure to be \$100/ft. due to obstacles (eg. existing roads, underground piping, etc.), conduit/cable supports, equipment, and labor. Using \$100/ft., the savings in this example by going wireless would be \$3.1 million!

## WIRELESS METHOD



### Absolute Simplicity and Flexibility:

Cooper Crouse-Hinds offers a much simpler alternative. Wireless transmitters and transceivers can be strategically located throughout your facility to greatly simplify instrumentation installations. Each instrument can be tied to a radio for wireless transmission to a plant monitoring and control center up to 25 miles away!

### Maximum Reliability:

Utilizing Cooper Crouse-Hinds' site surveys can also help minimize the number of radios needed to reliably monitor and control your plant operations. We will assist you with any questions you have during installation or operation, day or night.

### Visible Savings:

Given their simplicity, Cooper Crouse-Hinds Wireless Solutions are only a fraction of the cost of conventional wired installations. Contact us today to see how you can **SAVE!**

### Old Way (Wired):

At \$40/ft. for wire, conduit, and cable, total installation costs are approximately \$1.2 million.

### New Way (Wireless):

Install seven gateways, six serial units, and thirty-nine transmitters for \$100K (including enclosures, antennas, site survey, and installation).

### Benefit:

Save well over 90% on your next instrumentation installation!

*Monitoring the difficult parts of your operation has never been simpler.*