

Frost & Sullivan Applauds Mettler-Toledo's Innovation-Based Growth in the TDL Analyzers Market

Mettler-Toledo's GPro 500 TDL series offers both a probe and a wafer cell for the measurement of gases in different types of processes

MOUNTAIN VIEW, Calif. — February 23, 2015 — Based on its recent analysis of the process tunable diode laser (TDL) analyzers market, Frost & Sullivan recognizes Mettler-Toledo AG with the 2014 Global Frost & Sullivan Award for Competitive Strategy Innovation & Leadership. Mettler-Toledo's success in the TDL analyzers market is a result of its firm belief in the power of innovation to meet market demands.

TDLs measure the concentration of a target gas by analyzing the absorption of laser light. Mettler-Toledo's TDL series, the GPro 500, has an original design that is adaptable to almost any kind of process. The series comprises four separate products for the measurement of oxygen, carbon monoxide, carbon dioxide, and moisture. The product has a very low detection limit and a response time of less than 2 seconds. In addition to its existing capabilities, Mettler-Toledo is striving to introduce two new gas measurement parameters every year for its TDL analyzers.

Most TDLs are comprised of two separate parts: a laser source and analyzer. Aligning the two elements across a pipe is often highly problematic and may need repeating more than once. The GPro 500 combines the laser source and analyzer in a single unit. The laser beam from the source passes down a probe and is reflected by a three-sided mirror back up the probe to the analyzer. This design makes alignment unnecessary.

The GPro 500 TDL series is available with a range of adaptations that fit directly to the analyzer's head. These adaptations are the reason for the GPro 500's flexibility in application. Most TDLs use a large quantity of purge gas to prevent the analyzer's optics from being coated by dust in the gas stream. The GPro 500 is available with a robust probe fitted with a shielded particle filter that eliminates the need for purge gas. The series also has a wafer cell, which enables accurate measurement in confined spaces such as 2" pipes. Previously, this has not been possible with TDLs.

Mettler-Toledo's GPro 500 TDL series can be used for both in-situ and extractive measurement. In-situ measurement is increasingly preferred by customers, as direct measurement in the process is fast and reliable. Others prefer extractive systems where a sample of the gas is literally extracted from the gas stream before measurement. A necessity of most of these systems is use of sample conditioning equipment to prepare the gas for measurement by the sensitive analyzer. Customers who wish to replace their extractive analyzers with TDLs are then left with unused sample extraction and conditioning equipment. In response to this, Mettler-Toledo offers an extractive cell for use with the GPro 500 series that can be deployed after the conditioning system. This solution provides customers the flexibility of both in-situ and extractive measurement with a single analyzer.

"Mettler-Toledo stands out for its ability to integrate unique and standout features into its product line. Unlike competing solutions, the GPro 500 TDL series is compact and lightweight and, therefore, easy to install," said Frost & Sullivan Research Analyst Janani Balasundar. "Furthermore, the company collaborates with various local approval boards to ensure compliance with regulations. For example, FM Global certification is a key requirement in petrochemical plants globally, particularly in the United States, a requirement that is satisfied by the GPro 500 TDL series."

Significantly, the company has in place an extensive customer feedback system to understand client satisfaction levels and application requirements. It spends considerable time in the field with

customers, educating them on the capabilities of TDL technology and the solutions best suited to their individual requirements.

“For instance, acknowledging that Asia Pacific was an emerging market, Mettler-Toledo provides free support to configure the product according to the regional customer's needs,” noted Janani. “Due to its reputation for servicing and supporting customers in the field, Mettler-Toledo is rapidly substituting competing vendors' TDL analyzers with its own.”

Overall, in line with its business objective, Mettler-Toledo is revolutionizing gas analytics with its innovations and transforming into a top competitor in the process TDL analyzer market.

Each year, Frost & Sullivan presents this award to the company that has leveraged competitive intelligence to successfully execute a competitive strategy that results in stronger market share, competitive brand positioning and customer satisfaction.

Frost & Sullivan's Best Practices Awards recognize companies in a variety of regional and global markets for outstanding achievement in areas such as leadership, technological innovation, customer service, and product development. Industry analysts compare market participants and measure performance through in-depth interviews, analysis, and extensive secondary research.

About Mettler-Toledo AG

METTLER TOLEDO is a leading global manufacturer of precision instruments. The Company is the world's largest manufacturer and marketer of weighing instruments for use in laboratory, industrial and food retailing applications. The Company also holds top-three market positions for several related analytical instruments and is a leading provider of automated chemistry systems used in drug and chemical compound discovery and development. In addition, the Company is the world's largest manufacturer and marketer of metal detection systems used in production and packaging. Additional information about METTLER TOLEDO can be found at www.mt.com.

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