

UNIMETER NEWSLETTER

APRIL 2001

Greetings to all of our business colleagues, agents and customers.

In this latest edition of our newsletter we cover the Press Release announcing the commencement of RS Component's agency for the UNIMETER, news of Peter Reuter, the latest sales promotion with Coopers Micro Brewery Kits, current technical training offerings, and details on our latest case studies.

Please note the details of our new address and phone numbers on Page 5.

As always we thank you for your interest and support for the UNIMETER,

Paul Szuster
General Manager
Autoplex International Pty Ltd



MARKETING MILESTONE FOR UNIMETER

Autoplex International Pty.Ltd, an Australian developer of Process Control and SCADA technologies, has reached another marketing milestone with the announcement by major distributor **RS Components** that they will be carrying the range of **UNIMETER** products in their catalogue.

The **UNIMETER XQL** is a universal instrument for measurement and control, while the **Uni-Mux XQL** is a multi-function data acquisition module and SCADA system.

Paul Szuster, General Manager of Autoplex, says the catalogue listing is another significant step in the company's push for global recognition and penetration of its unique products.

"The decision by RS Components, a world-renowned distributor, backs our belief that innovative Australian electronic products can hold their own against anything in the world," he says.

"I am delighted by this show of faith and support for the UNIMETER range."

Peter Reuter, the inventor and developer of the **QUADAC** technology behind the UNIMETER has spent the past decade perfecting his unique instruments.

"Having a top-flight distributor like RS Components backing the products has always been a goal of mine", he says.

To celebrate the launch of the UNIMETER products with RS Components, the distributor is offering the Uni-Mux XQL and the Uni-Link software as a bundle at a special price.

"The Uni-Mux XQL will give businesses with process control requirements the opportunity to get into SCADA systems at a very low cost," says Product Marketing Manager of RS Components, Graham Dadd.

Details can be found on page 1211 of the new 2001 RS Components Australian Catalogue, or the Autoplex website www.unimeter.com

TRAINING WORKSHOPS

In the first week of April we have run technical training workshops for Agents in Sydney and Melbourne. They have been designed to give Technical Sales Representatives a “hands on” experience in the versatility and ease of use features of the UNIMETER XQL.

COOPERS MICRO BREWERY KIT PROMOTION

We are launching a new promotion to encourage more market awareness of the UNIMETER XQL and the Uni-Mux XQL.

Between now and the 30th of June, with every order for two or more UNIMETER XQL instruments, we are giving away a free **Coopers Micro-Brewery Kit** (retail value of \$100).

The brew kits will be shipped with the UNIMETER orders.



PETER REUTER SETS SAIL

Our founder and mentor, Peter Reuter, with his wife Chris have now set off on their long planned for voyage around the world. We all wish them “bon voyage” as they head towards Europe via SE Asia and the Red Sea. Their yacht “Chatti” has been well prepared, and even has a few 10v DC UNIMETERs set up to monitor and control key operations.

Peter is keen to keep in contact with his friends back here in “Oz”. His email is peter@unimeter.com



NEW Address and Phone numbers

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CASE STUDIES – The UNIMETER XQL at WORK

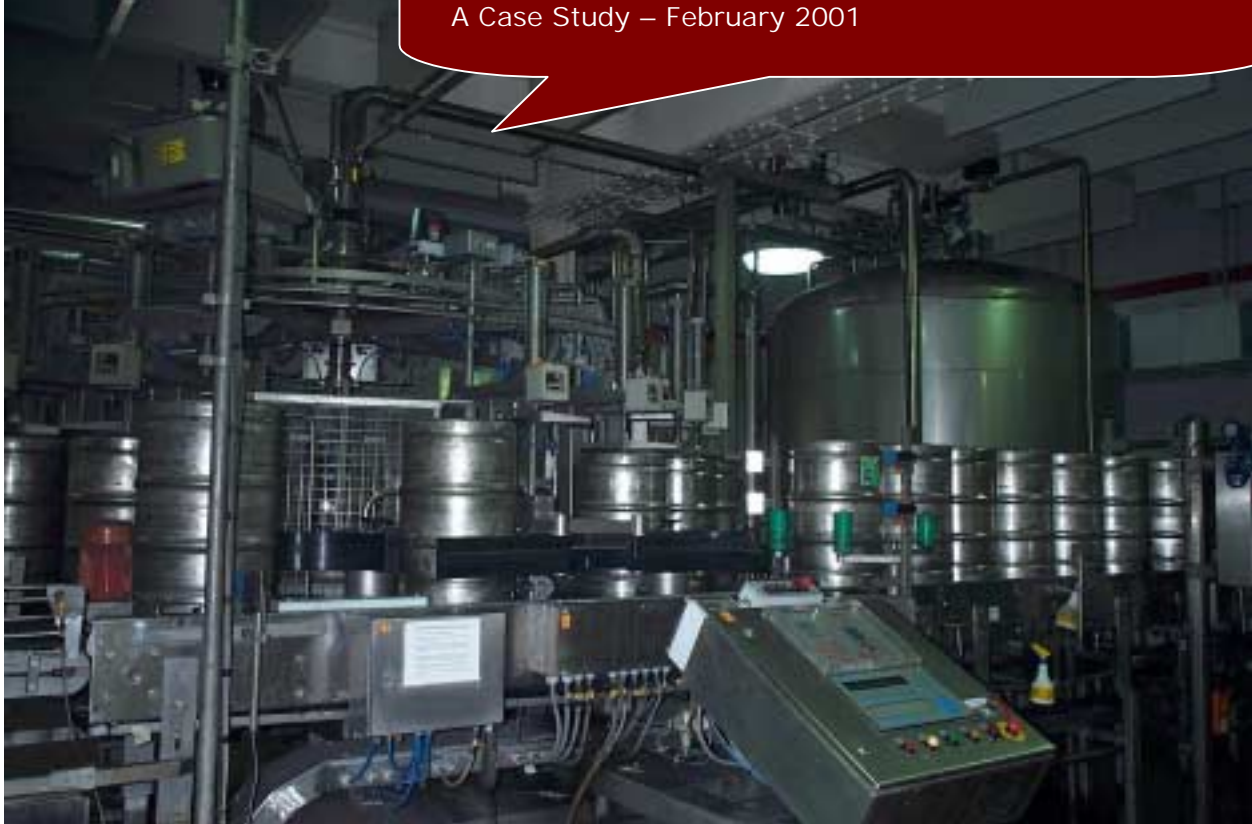
We've just produced a new set of six case studies that demonstrate the versatility of the UNIMETER XQL. They have been posted on the Website for your reference. We'd like to thank Shaun Milner for researching and drafting the text and images as part of his work experience with us over the summer university break, and Karen Brown, Graphic Artist for her work in design and printing.

Here is an example.

UNIMETER XQL at WORK

Monitoring Beer Tank Capacity

A Case Study – February 2001



Can You Spot the Unimeter?

Situation: A brewery in Queensland utilizes UNIMETERs for a wide range of applications. The photo above shows a beer keg filling line. The kegs are filled with beer from the large storage tank (to the right). In this application the UNIMETER (attached to the top of the control panel) is linked to a pressure transmitter in the large storage tank, where it measures the amount of beer in the tank in Hecta-litres. The UNIMETER reading is then used to determine the number of kegs that can be filled from that tank.

Benefit: The UNIMETER provides an accurate and reliable measurement system that allows the brewer to continuously monitor the tank volume and determine the number of kegs being filled in a particular production run. This UNIMETER application is beneficial as it reduces the chance of under filling kegs and greatly improves the production lines efficiency. It replaces the laborious task of manual measurements, decreases production time and provides a safer work environment as the UNIMETER can be positioned away from the filling line. The UNIMETER's versatility provides a low cost solution to a wide variety of problems.