

Company Updates & Industry Outlook

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Supply Chain Update



Tariffs raised prices by 5–15% (Uncertain Duration)



Lead Times:

- Analyzers: 10–20 weeks
- PLCs: 2–8 weeks
- Computers: 4–8 weeks
- Typical Spares: 1–4 weeks

Industry Updates

⚡ Large-scale utilities and energy producers ramping up production

🤝 Alliance acquired ESC Spectrum

🔬 Installing our first modern TDL (Tunable Diode Laser)

What's New

- ✓ Automatic NO₂ Converter Efficiency Testing (Thermo)
- ✓ Manual NO₂ Converter Efficiency Testing (Teledyne)
- ✓ Hard plastic analyzer cases – now required
- ✓ Clarifying NO_x span vs. range
 - NH₃ measurement considerations

On The Horizon



Implementing 3D shelter modeling



Building a parts photo reference library



Expanding online training modules

- Standard Operating Procedures

General Reminders

⚙️ Instrument Air Verification Procedures

📖 Review Part 60 Analyzer Failure Guidance

🕶️ VR Support Now Available

📶 Sign up for Cylinder Management Tool (raffle entry)

💾 Ensure current SQL version is installed