

The Gauging Times™

Issue 27

January 2009

Introduction

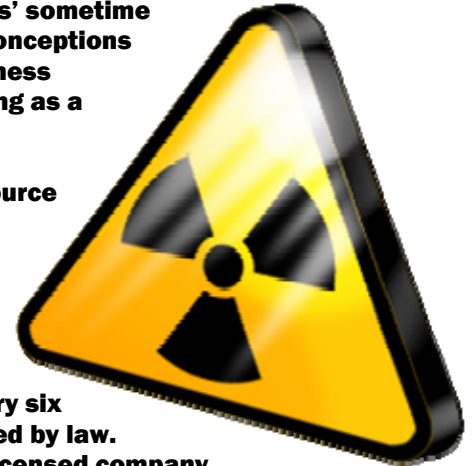
Advanced Gauging Technologies (A.G.T.) was founded in 1997 by the father and son team of Ron and Scott Cook. Their mission was to bring isotope thickness gauging into the 21st century. In the ten years since the first AGT400 system startup, A.G.T. has sold more than 165 gauging systems – strong evidence that customers feel we have delivered tomorrow's gauging system today. In addition to our own gauges, we perform regular service on nearly 250 of our competitors' gauges throughout North America, and recently, South America and Europe.

The Gauging Times™ is a quarterly newsletter designed to keep current and future customers up-to-date with the latest thickness gauging technology and features, along with the services we offer. In each issue we'll share some of our system's unique capabilities, along with personal profiles, technical tips and glimpses of our future product development.

Radiation/Am241 Information

When many people hear the words radiation, nuclear, isotope, and/or source, they are often intimidated by them. Some people will ask if they will start to glow, and guys will also wonder if they 'will be able to have kids' sometime down the road. The truth is, these are two common misconceptions about the sources that are used in our non-contact thickness gauges. In reality, they are very safe and harmless as long as a few precautions are followed.

The AGT400 thickness gauge uses a one Curie (37GBq) source called Americium 241. This is a very low level Gamma emitter that poses a minimal risk. However, there are a few simple things that need to be done to ensure your isotope source is functioning safely, correctly, and legally.



1. The source **MUST** have a radiation leak test done every six months. This is not only for safety, but is also required by law. Additionally, this leak test **MUST** be completed by a licensed company. Gauge owners need to ensure that they are having this testing done.
2. The source indicator lamps must be working correctly and must be visible from the c-frame. The green indicator is lit when the shutter is in the closed position, meaning that the source head is safe to approach. The red indicator is lit when the shutter is in the open position, meaning that there is radiation being emitted, and the source head is not safe to approach. These lamps are checked for the correct functionality and operation during semi-annual leak tests, and the lamps are repaired/replaced as needed.
3. It is illegal and potentially dangerous for someone other than a licensed company to open the source head for repair. In addition, if the source head needs to be removed from the c-frame for any reason, it must be done by a licensed company.
4. If a source is to be moved to another location, the source will have to be properly packaged by a licensed company in a Department of Transportation approved container for shipping radioactive material. Once that is done, sample shipping paperwork, as well as a sample transfer letter should be provided. A shipping company that can carry hazardous materials will then be contacted to schedule a pickup. Once the source is shipped, your transfer letter will need to be mailed to the appropriate agency.
5. **Contact A.G.T. with any source related questions!**

**Referral
 Rewards**

Every so often, we get a referral from one of our existing customers that leads to a new gauge sale someplace we've never been before. We have decided that in 2009, we would like to reward our loyal customers that give us these leads. So, a new policy that we are implementing immediately is that for any referral given to us by one of our customers, which leads to a gauge order, the referring customer will get their normal semi-annual service for one gauge free for one year! This offer will only apply to new customers that we have not heard about or quoted on in the past.

**Recent Gauge
 Sales**

It's been a while since we've had a Recent Gauge Sales section of the Gauging Times, so here is a list of some of the gauges we have received orders for.

Alliance Steel L.L.C.	Bedford Park	Illinois	U.S.A.
Allied Tube & Conduit	Harvey	Illinois	U.S.A.
ArcelorMittal*	La Magona		Italy
CMI Severstahl*	Cherepovets	Vologda Oblast	Russia
Demsey & Associates	Cleveland	Ohio	U.S.A.
Feralloy Corporation	Granite City	Illinois	U.S.A.
Fulton County Processing	Delta	Ohio	U.S.A.
Heidtman Steel Products	Erie	Michigan	U.S.A.
Jemison Demsey Metals	Sumter	South Carolina	U.S.A.
Magic Steel Sales, L.L.C.	Grand Rapids	Michigan	U.S.A.
Matandy Steel	Hamilton	Ohio	U.S.A.
Servilamina Summit	Queretaro	Queretaro	Mexico
Steel Technologies Inc.	Woodstock	Ontario	Canada

*purchased two or more gauges

We wish to thank all of our customers for making us the #1 gauging company in the service center market once again!

**Advanced Gauging
 Website**

This is a reminder to visit our informational website at www.AdvGauging.com. You can use the site to increase your knowledge of the AGT400 Thickness Gauge & S.P.C. Reporting System, view our online brochure, learn a little about the people behind A.G.T., or check out archived **Gauging Times™** newsletters. We continually update the website, so check back often.

For Additional Information, or to Request Changes to our Mailing List:

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