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### With thanks to:

Sonatest Ltd Staff  
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Poyeshyar  
Pertti Lönnqvist



**MASTERSCAN SERIES - 350M & 380M**

## Masterscan Update

**A Sonic News spotlight on the specifications and selling points of the new Masterscan Series.**

As the units are prepared for final production stages and Marketing gets into full force, this information is provided to help with sales of the new units.

## Sonatest beats competition for International Phased Array Training School

Wayne Woodhead has recently confirmed that Sonatest has won a bid from TWI, beating Olympus and their Omniscan.

After successful negotiations they have purchased eight X-32's plus accessories, which will be used in training schools in the UK, Middle East, Kazakstan, Asia and South America. This order also included an impressive twelve SS123's.



## X-32 in Germany

Fischer, Pierce & Waldburg have made their first sale in Germany for an X-32.

Our German based agent negotiated the deal to also include the rental of another unit. The company who bought the unit will use it to test large (1 meter) turbine blades.

This is a great success story and Sonatest will produce an application note for this application as Alstom produces blades in France too.

## What's In?

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# The New MasterScan Series

## Masterscan Selling Points

350M = Replaces Masterscan 333

380M = Replaces Masterscan 340

### New Position in Market Place

#### 380<sup>M</sup> v USN60 v Epoch 4 Plus

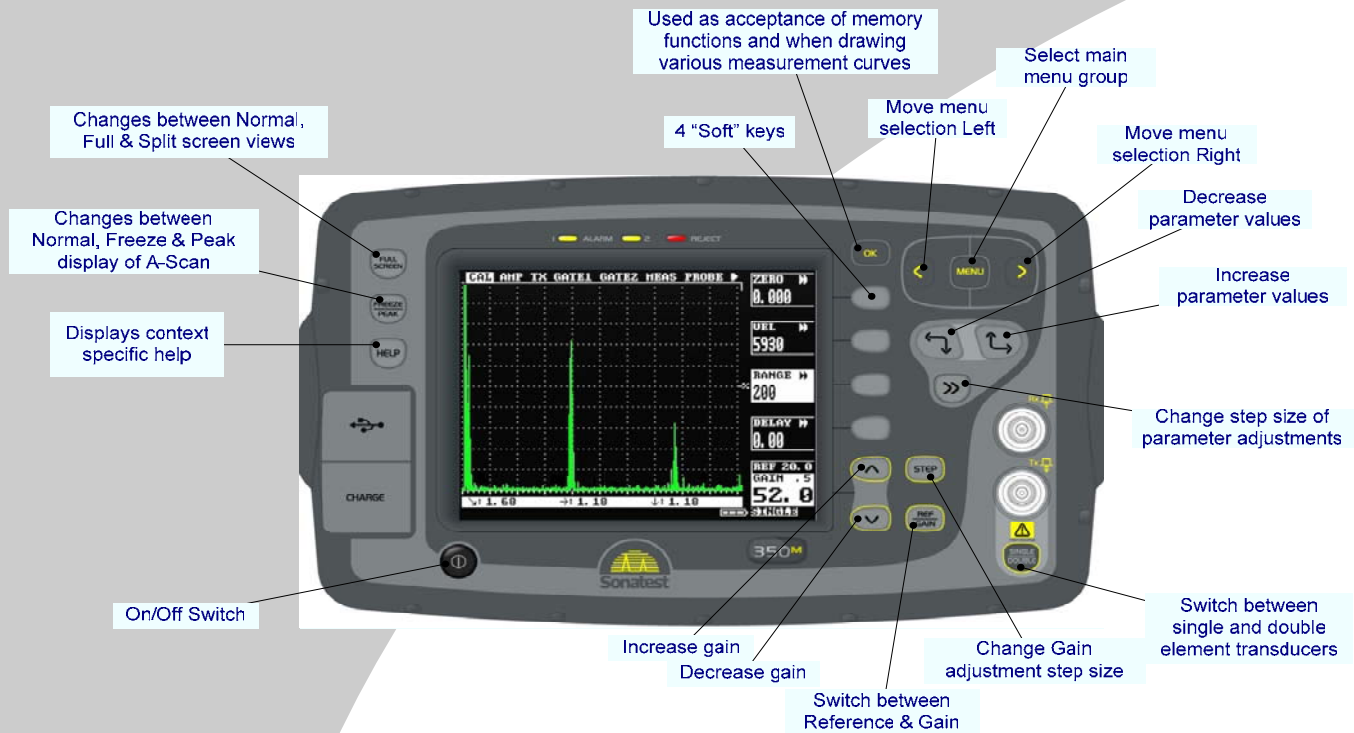
Performance	Equal/Better
Displays	Equal/Better
Software Features	Equal
Ease of Use	Better
Robustness	Better
Battery System	Better
Outputs	Better
Windows Software	Better
Warranty	Better
Value for Money	Better

- Strong, rugged case
- Sealed to IP67 (water/humidity resistant)
- Conventional flaw detector design
- Strong multi-positional handle
- Transflective colour TFT display on all models
- Long battery life
- Outputs (USB, RS232, video, analogue)
- Ease of use
- Wide choice of models
- All features standard (DAC, etc)
- HELP key
- Good after sales support
- 2 years unconditional warranty
- Optional Sonacover
- Optional PC interface software (SDMS)
- Price
- YOU !!!



# The New MasterScan Series

## WHAT IS NEW



### What is New

#### New Physical Features

- Updated front moulding
- Dust covers for USB & charger
- Front mounted USB port
- New keypad
- New handle

#### New Electronics

- Complete re-design of PCBs
- Improved performance
- Maximum 5000 Hz PRF
- Additional 0.5MHz frequency band
- Factory customisable frequency bands
- 100-350 volt square wave pulser
- Spike to 2000ns pulse width square wave
- Unique ActiveEdge™

#### New Software Features

- Rationalised user interface
- Multiple language support
- Half skip distance cursors
- Trig Curved Surface Correction (CSC)
- API 5UE flaw sizing
- Backwall Echo Attenuation (BEA)
- Additional storage capacity

#### Better use of Display

- **Transflective** colour TFT display
  - Normal view with menus (255x200 pixels)
  - Full screen view (320x240 pixels)
  - Split screen mode (A-scan + Parameters)
- Peak measurement resolution now same as Flank (not pixel dependant)

#### Additional in 380<sup>M</sup> Features

- 450 volt pulser
- Sync outputs
- Interface Trigger (IFT)

### How to Demo

1. Battery Life/Battery System
2. Case: Waterproof and Robustness
3. **Transflective** Colour Display: Viewing and temperature (LCD problems)
4. Ease of use
5. Square wave pulsers (performance)
6. All software features standard (DAC etc)
7. 2 Years warranty
8. Value for money

### Distributor Support Access on website

Everyone should have received their username and password to access the Distributor Support Area on the website.

Please email [corinna@sonatest.com](mailto:corinna@sonatest.com) for subsequent passwords.

## Specifications 350M and 380M

<b>Test Range</b>	0 - 1mm (0.05in) up to 0 - 20000 mm (800 in.) at steel velocity. Variable in 1,2,5 sequence or continuously in 1mm (0.05in) increments. Also from 1 to 5000(µs).
<b>Velocity</b>	256 to 16000m/s continuously variable.
<b>Probe Zero</b>	0 to 999.999 µs, continuously variable.
<b>Delay</b>	Calibrated delay from 0 -20000mm in 0.05 mm steps at steel velocity (0-400in. in 0.002 in. steps).
<b>Gain</b>	0 to 110dB. Adjustable in 0.5, 2, 6, 10, 14 and 20dB steps. Direct access to gain control at all times.
<b>Test Modes</b>	Pulse echo and transmit/receive.
<b>Pulser</b>	100V - 350V (450V MS380) square wave pulser. Pulse width from Spike to 2000ns duration - rise/fall times <5ns into 50 ohms: Width adjustable in 2% of nominal width, minimum 1ns maximum 40ns.
<b>Damping</b>	Selectable between 33, 50, 100 & 400 ohms.
<b>P.R.F</b>	Selectable 35 to 5000 Hz in 5 Hz steps.
<b>Update Rate</b>	60Hz (NTSC Mode); 50Hz (PAL Mode).
<b>Rectification</b>	Full wave, positive or negative halfwave and unrectified rf.
<b>Frequency Range</b>	6 narrow bands centred at 0.5 MHz, 1MHz, 2.25MHz, 5MHz,10MHz and 15MHz. Broad band at 2 MHz to 22MHz (-6dB) and 1MHz to 35 MHz (-20dB).
<b>System Linearity</b>	Vertical = 1% Full Screen Height (FSH). Amplifier Accuracy ± 0.1dB. Horizontal ±0.4% Full Screen Width (FSW).
<b>Reject</b>	80% linear reject. LED warning light when selected.
<b>Units</b>	Metric (mm), inch (in) or time (µs).
<b>Display Colour Transflective TFT:</b>	Display area 111.4 x 83.5 mm (4.39 x 3.29 in) 320 x 240 pixels. A-Scan Area 255 x 200 pixels (315 x 200 expanded), 8 colour options and variable brightness.
<b>Gate Monitor</b>	Two fully independent gates for echo monitoring and thickness measurement. Start and width adjustable over full range of unit, amplitude variable from 0 to 100% FSH. Bar presentation. Positive or negative triggering for each gate with audible and visual alarms.
<b>Gate Expansion</b>	Expands range to width of Gate 1.
<b>Gate Monitor Delay</b>	Selectable 0.6 seconds delay on gate 2 negative monitor tracking.
<b>Measurement Modes</b>	<p><b>Mode 1</b> Signal Monitor</p> <p><b>Mode 2</b> Depth and amplitude of first signal in gate.</p> <p><b>Mode 3</b> Echo-to-Echo distance measurement. (single gate)</p> <p><b>Mode 4</b> Trigonometric display of beam path, surface distance and depth of indication, curve surface correction and X-OFFSET for probe index. Half skip indication on screen.</p> <p><b>Mode 5</b> Gate to Gate distance measurement. (independent gates).</p> <p><b>Mode 6</b> T-Min mode for holding minimum thickness reading. Resolution to 0.01mm (0.001in) for distance measurement or 1% FSH for amplitude measurement. Large display of measurement at top of A-Scan display. Measurement mode selectable between peak and flank.</p>
<b>A-Scan Memory</b>	Maximum of 800 waveforms can be printed or transferred to a PC using optional SDMS software.
<b>Panel Memory</b>	100 stores for retaining calibrations.
<b>Thickness Logging</b>	Storage for 8000 thickness readings configured either by Block/Location/Number mode or pre-programmable work sheets in sequential mode. Readings can be exported to MS Excel using optional SDMS software.
<b>AGC</b>	Automatic Gain Control automatically sets the signal to a level between 10-90% FSH with tolerance between 5-20% accuracy.
<b>DAC</b>	DAC defined by up to 10 points and digitally drawn on screen. DAC curves meet requirements of EN 1714, JIS and ASME standards, selectable between -2, -6, -10, -12 and -14dB. Amplitude read out selectable between % DAC or relative dB.
<b>TCG</b>	Time Corrected Gain, also known as Swept Gain. 40dB dynamic range greater than 30dB per microsecond and up to 10 points may be used, setting all signals initially to 80% FSH.
<b>Backwall Echo Attenuation</b>	0- 40dB attenuation.
<b>AWS</b>	Built in software for evaluation of defect indications in accordance with AWS D1.1 structural weld code.
<b>AVG/DGS</b>	Automatic calculation from probe data, up to 10 probes stored.
<b>API</b>	Flaw sizing complying with API 5UE
<b>Auto-Cal</b>	Provides automatic calibration from two echoes.
<b>Clock</b>	Sets time and date.
<b>Reference Waveform</b>	This menu displays a waveform from one of the A-log stores as a reference or fingerprint display in a colour different from the active display highlighting differences from the reference.
<b>Notes</b>	Alphanumeric labelling for panel and A-log allows the user to enter Notes for storage with panel settings and A-scans.
<b>Display Freeze</b>	For capturing the current A-scan image.
<b>Peak Memory</b>	For echodynamic pattern determination.
<b>Keylock</b>	Prevents accidental alteration of parameters.
<b>Help Key</b>	For instant operator guidance on using the Masterscan Series.
<b>Language Support</b>	Supports multiple languages, user selectable. English, German, Spanish, French, Dutch. Others available on request.
<b>Waveform Smoothing</b>	Gives a smooth signal envelope, simulating analogue equipment.
<b>Outputs</b>	Full bi-directional serial interface to transfer parameters, thickness readings and waveform memories. Composite video, PAL or NTSC compatibility. Analogue proportional outputs programmable to distance or amplitude of signal in the gate. Transmitter sync output
<b>Front USB</b>	For connection to printers, keyboards and PC.
<b>Printers</b>	Supports Hp Deskjet, Epson.
<b>Power</b>	Lithium Ion battery pack 14.4V, 5.0 ampere hours, gives up to 11 hours duration from a fully charged pack. Indication of low battery status. Recharge time 3-4 hrs.
<b>Charger</b>	100 - 240 VAC, 50-60 Hz.
<b>Transducer Sockets</b>	BNC or LEMO (factory option)
<b>Environmental</b>	Case sealed to IP67
<b>Temperature</b>	Operating -10°C to +55°C (14 to 131°F). -20°C to +70°C. (-4 to 158°F) survivable. Storage: -40° to +75°C. (-40 to = 167°F)
<b>Size</b>	255 x 145 x 145mm (10.0 x 5.7 x 5.7 in)
<b>Weight</b>	2.5kg (5.5lbs) with Li-Ion cells.
<b>Standard Kit Includes</b>	Masterscan 350M or 380M, Li-ion Battery & Battery Charger, Fabric Carry Bag, Calibration Certificate, Instruction Manual (EN12668)
<b>Additional 380M Features</b>	
<b>Interface Trigger</b>	Interface gate locks to surface echo and eliminates water path variation.
<b>High Power Pulser</b>	As 350M, plus -450 Volt peak voltage.

Power at your fingertips.....Sonatest Launches new Masterscan  
Digital Flaw Detector Series

For 20 years the Masterscan series of flaw detectors have set standards for high performance and reliability. The new Masterscan range, which includes the 350M and 380M, build on this strong heritage and are set to be leaders in their field for advanced NDT applications.

The Masterscan series have been developed using cutting edge technologies in response to the requirements to users and their applications, delivering high performance and advanced features. Both the 350M and 380M models have improved high resolution acquisition systems and exceptional signal to noise ratio, essential for demanding ultrasonic testing. The 380M model also has Interface Trigger, Backwall Echo Attenuator and a high PRF making it suitable for single channel systems applications and portable scanners.

**High Performance with Total Control**

Ease of use and functionality is a key feature for Sonatest and improvements to the keypad and user interface including fast set-up, full screen A-scan and improved menu navigation systems enhance the user's interaction with these units. Drop down menu lists make operation more intuitive and reduce the setup time.

Across the range the transfective colour display gives high visibility in direct sunlight and does not suffer the restrictive temperature range of conventional LCD screens. Robust and reliable design build continues throughout the new range.

Wayne Woodhead, Sonatest's Managing Director said " The Masterscan platform places us firmly at the top of the portable flaw detection market, and I am sure the new design features will bring real benefit to our customers with high-end and demanding applications in defect detection".

Typical applications for the Masterscan are turbine blades, large casting and forgings, composite testing, EMAT transducers, and integration to single channel systems.

Sonatest Ltd is part of the Sonatest NDE Group, the leading independent manufacturer of Ultrasonic Flaw Detectors, X-Ray Equipment, Scanning Systems, Thickness Gauges, Transducers and NDT accessories. Find out more about the Sonatest Ltd and our products by visiting [www.sonatest.com](http://www.sonatest.com)

Above is featured the Masterscan Official Press Release. Please feel free to use this in any of your Marketing or Advertising projects.

**Comparison Tables**

FEATURE	380M	EPOCH 4 PLUS	USN60
PRF	35-5000Hz in 5Hz increments	Fixed at 400Hz. High (1000Hz) & Low (30Hz) both cost options	15-2000Hz (square wave mode only) in 5Hz increments
Frequency Range	6 Narrow Bands + Broadband Centre Frequencies at 0.5, 1, 2.25, 5, 10 & 15MHz Broadband 2MHz-22MHz (-6dB) and 1MHz-35MHz (-20dB) Customisable on request	0.05MHz to 25MHz (-3dB) Broadband, Narrowband or Custom Selectable Low & High pass Filters	0.25 to 25MHz with 10 selectable settings inc. Broadband
Display	Transflective Colour TFT LCD	Colour LCD	Colour LCD
A-Scan Area	103x77, 320x240 Expand Mode	N/A	(91x82mm)440x401 pixels
A-Scan Memory	1,000 A-Scan stores	6,400 for panel & A-Scans	Min 200 for panel & A-Scans
Thickness Logging	10,000	128,000	99,999
AGC	Yes – Standard	Cost option (Floating Gate)	No
DAC	Yes – Standard (inc. EN1714)	Cost option	Cost option
TCG	Yes – Standard	Cost option	Cost option
AWS	Yes – Standard	Cost option	Cost option
API	Yes – Standard	Cost option	?
AVG/DGS	Yes – Standard	Cost option	Cost option
IFT	Yes – Standard	Cost option	Cost option
BEA	Yes – Standard	Cost option	Cost option
Curved Surface Correction	Yes - Standard	Cost option	Yes
Half Skip Distances	Yes – Cursors	No	Yes – Coloured Legs
Help Key	Yes – for all functions	Very Limited	Very Limited
Battery Life	Up to 11 hours	5-7 hours	Up to 8 hours
Enviromental	IP67 – Water Resistant	N/A	N/A
Operating Temperature	-10C to 55C (-15C LCD-HS)	0-50C	0C to 55C
Warranty	2 years unconditional	1 year	2 years conditional

**The New Masterscan Series**

# Soundscan 101, Worth Listening Through!

## Sonatest Enters Condition Monitoring Market

Sonatest Ltd has entered into partnership with CTRL Systems, Inc to produce a new range of Non Destructive Testing products. These will be sold under the Sonatest brand and will address leak detection and condition monitoring applications.

### Soundscan 101

The Soundscan 101, originally designed for the U.S. Military, is now used in several industries throughout the world for predictive maintenance, quality control and leak detection. The Soundscan 101 Receiver detects and converts ultrasound signals produced by industrial machinery and vehicles into easily recognizable audible sounds (within the human range of hearing) so the user can evaluate the operating condition of bearings and gears, detect pressure or vacuum leaks and identify electrical problems, such as corona discharge - even in extremely noisy plant environments.

Although the use of ultrasound for leak detection is a long established technique, the superior performance and sensitivity of the Soundscan 101 has improved detection rates, and also enabled application to other areas such as electrical breakdown in power lines. The Soundscan 101 is used widely in both the industrial and military sectors. After exhaustive evaluation the unit was selected by NASA for the Space Programme, and is used on the International Space Station and Shuttle Missions for air leak detection.

Sonatest Ltd will add these new products to its existing family of Non-Destructive Testing products and will be made available for sale from June 2006. Additionally, both companies look forward to collaboration between the two R & D teams.

For further information please contact Joe Buckley on +44 (0) 1908 316345 or e-mail [joe@sonatest.com](mailto:joe@sonatest.com).



Soundscan 101

## Soundscan 101 Specifications

Dimensions	Soundscan 101 Receiver: 222mm x 32mm x 32mm (8.75in x 1.26in x 1.26in)
	UT2000 Transmitter: 105mm x 32mm x 32mm (4.125in x 1.26in x 1.26in)
Kit Dimensions	462 x 340 x 170 mm (18 x 14 x 7in) 45kg
Weight (Including battery)	Soundscan 101 Receiver: 330g (11.60oz)
	UT2000 Transmitter: 175g (6.2oz)
Housing	Extruded Aluminum Wall thickness 2.3mm (.09in)
Power Supply	9V Alkaline battery
Battery Life	Soundscan 101 Receiver: > 45 hours
	UT2000 Transmitter: > 300 hours
Distance of receiver reception	Up to 150 feet
Receiver threshold of sensitivity	Minimum Intensity: 10-12 W/m <sup>2</sup> Minimum Ultrasonic Pressure: 2.1 x 10 <sup>-5</sup> PA at 40kHz
Frequency Bandwidth	1.8 - 2.2 kHz at level 0.7 (or -3dB)
Working Resonance Frequency	40 kHz +/- 1.5 kHz
Receiver Output Frequency	300 Hz - 2,000 Hz (to Headset/Analog Meter)
Receiver Displays Indicator	Analog Meter/Battery level LED Power Indicator
Operating Temperature Range	-20c (-4of) to +54c (+130of)
Controls	Soundscan 101 Receiver: On/off potentiometer switch Gain switch Meter selector switch
	UT2000 Transmitter: On/off switch
Headset	Industrial grade 600 Ohm impedance; 21-24 dB Ext. Noise attenuation
Warranty	1 year parts and labour extended warranty available

## Sonatest Enters Condition Monitoring Market – Something Worth Listening Through

Sonatest Ltd has gone into partnership with CTRL Systems, Inc to produce a new range of Non Destructive Testing products. These will be sold under the Sonatest brand and will address leak detection and condition monitoring applications.

The Soundscan 101 detects ultrasound generated by leaks or failing mechanical components such as bearings for predictive maintenance, quality control and leak detection. Substantial savings have been made by clients using these tools by reducing energy loss and plant shutdowns, and also in assembly of sealed parts such as windows and doors in the automotive industry.

Although the use of ultrasound for leak detection is a long established technique, the superior performance and sensitivity of the Soundscan 101 has improved detection rates, and also enabled application to other areas such as electrical breakdown in power lines. The Soundscan 101 is used widely in both the industrial and military sectors. The unit was selected by NASA for the Space Programme after exhaustive evaluation, and is used on the International Space Station and Shuttle Missions for air leak detection.

Sonatest Ltd will add these new products to its existing family of Non-Destructive Testing (NDT) products offered by the Sonatest network of over 200 distributors worldwide. Additionally, both companies look forward to collaboration between the two R & D teams.

"Sonatest NDE is excited to enter the ultrasonic leak detection and condition monitoring market on a global basis. We are impressed by the CTRL technology and believe the product range will prove highly complimentary to our existing NDE lines. Most importantly, it is another big step in offering our customers the world's best range of NDE / condition monitoring instrumentation." stated Mike Reilly, Group Managing Director of Sonatest NDE.

Sonatest Ltd is a leading manufacturer of Ultrasonic Flaw Detectors, Thickness Gauges, Transducers, NDT Consumables and accessories.

For further information please contact Joe Buckley on +44 (0) 1908 316345 or e-mail [joe@sonatest.com](mailto:joe@sonatest.com).



Featured above is the Soundscan 101 Official Press Release. Please feel free to use this in any of your Marketing or Advertising projects. For digital copies of the Press Release and any high resolution images please contact [melanie@sonatest.com](mailto:melanie@sonatest.com). If you do generate any coverage about the unit melanie would also appreciate being sent the copies.

If you require further technical information about the Soundscan 101 products then please contact Joe Buckley on [joe@sonatest.com](mailto:joe@sonatest.com).

Soundscan 101, Worth Listening Through!

## Roland Modela MDX-40

In January 2006 Sonatest Ltd took delivery of a Modela MDX-40 desktop Rapid Prototyping CNC machine made by Roland DG.



This machine was purchased to enable the rapid development and manufacture of transducer components (in particular shoes, wedges and delay lines), the fabrication of prototype concept casements for flaw detectors and the manufacture of other special components for NDT, such as manipulators.

The MDX-40 has a standard 3-axis, x-y-z, positioning control of a cutter and an additional 4<sup>th</sup> rotary axis that enables the production of components with cylindrical symmetry. The machine can cut polyurethane model boards of different densities for prototyping purposes and a wide range of plastics for manufacture, including Perspex, Rexolite and ABS. Delegates at the Sonatest International Sales Meeting 2006 were able to see the MDX-40 in action as part of the factory tour.

The significant benefit of this type of technology is that its input can be one of many industry standard CAD file formats. The user then only need model the component using their CAD software and



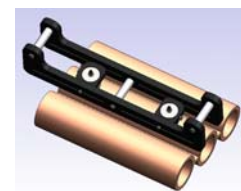
radial manipulator no pipe/linear manipulator no pipe

then use software supplied with the machine to setup a cutting strategy using a range of suitable cutters. The MDX-40 software runs under Windows and the MDX-40 itself connects direct to one of the PC's USB ports and appears as a printer, albeit one that prints in 3D! This machine therefore significantly shortens the time to get a prototype part from an idea to a tangible, testable component. Consequently, Sonatest is now able to respond much more quickly to customers' requests for one-off and low-volume specials, which is good news all round!



Since its arrival the machine has been in constant use. Significant projects have included the following:

**Sarclad (UK/USA):** CD2-20 special shoe profile modification to improve transducer waterproofing.

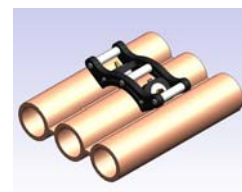


colour drawing axial assembly

**SE NDT (UK):** Special, squinted, low-profile, pitch-catch angle beam probe pairs with shoes profiled for boiler tube inspection and associated transducer manipulators.

**Corus (UK):** Prototype angle beam transducers for pipe weld inspection

**Sonatest Ltd (UK):** Special profiled phased array wedges for demonstrating the X-32.



colour drawing radial assembly

## Proved! And Approved!

In the April Sonic News edition we told you about the positive impression Cyclops made in all the companies who enjoyed the demonstrations and presentations made by Atlantis NDE.

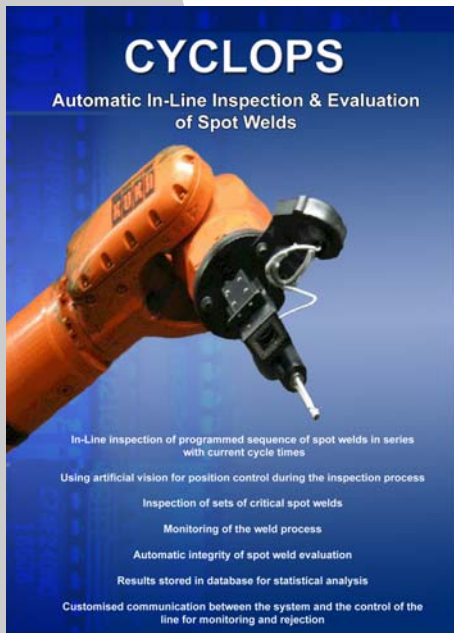
Now, we are pleased to inform you that Ford Europe has approved the "Cyclops" automated in-line system, after obtaining excellent results validated against destructive testing during an inspection by Ford in their plant in Valencia, Spain:

- 99,96% of Satisfactory welds identified as "Satisfactory"
- 100% of Undersized welds identified as "Undersized"
- 100% of Cold welds identified as "Cold"
- 100% of Correct welds identified while testing the same spot weld in horizontal and in vertical direction

Since the 6 systems were installed in Ford's plant, they have identified more defects than when using the manual checking operation. So the reliability of the automated system is proven to be higher than the manual checking process. This reliability has been highlighted further in tests comparing Cyclops with those made by competitors.

Currently, evaluation tests on samples are being carried out for Nissan, Renault Technicentre (France) and Honda. Sonic News will report on these future results as they become available.

With the success of Cyclops becoming more measurable, Atlantis is planning a seminar in Valencia (Spain) to be held in September. This will be a unique opportunity for agents to see and evaluate for the effectiveness of Cyclops while working live. Your invitation to this unique opportunity will be sent to all agents in the coming month, however for any early enquiries please contact Natalia Ivanova ([ivanova@atlantisnde.com](mailto:ivanova@atlantisnde.com))



## Cyclops Product Information

**Improvement of reliability:** Ensures traceability, consistency and repeatability of ultrasonic tests.

**Wider quality control scope:** Faster inspection allows testing of a much larger number of spot welds and in-line inspection allows test of spot welds on each individual component.

**Weld process monitoring:** Real-time full availability of data on each component passing through the line for statistical analysis and control.

**Cost saving:** Avoids off-line tests, eliminates cost of manual inspection, reduces line stops and decreases wastage by faster identification of faults.



**In-line inspection of a user programmed sequence of spot welds in series within current cycle times or of a selected set of critical spot welds in each part**

- Automatic positioning, orientation and evaluation utilizing an integrated vision system
- Automatic integrity evaluation of spot weld by means of ultrasonic testing
- Customised real-time data processing for communication to the line quality control for monitoring, weld process control and part rejection
- Automatic data storage in a data base for statistical analysis and recording of process history

**Operation:** The test sequence can be defined independently for different parts that pass through the line according to the particular plant strategy and the Q.A. requirements.

The ultrasonic test set-up, as well as the applicable warning and rejection thresholds, can be defined for each individual spot weld.

CYCLOPS performs CONVENTIONAL ultrasonic spot weld inspection, in automatic mode and with direct contact probes.

# Welcome to Russell Fraser Sales Pty Ltd

We are pleased to introduce Russell Fraser Sales (RFS) onto our team of Sonatest distributors. Located in Sydney, Australia, RFS will be the exclusive distributor of Sonatest products for Australia and New Zealand. Russell and his team have been selling equipment to the NDT industry for 13 years and have a wide network of contacts in the Australian NDT industry.



## Some of their results so far

Sonatest is certainly taking off down under with the sale of an MS333, SS240, SS140 and a couple of B-gages already. We look to the coming months with great anticipation as the Australian NDT industry becomes familiar with the high quality equipment from Sonatest.

## Introducing an Aussie

After 13 years of working in the Metallurgy and NDT industry, and 24 years of sales experience, Russell has extensive knowledge of the marketplace. Trained as a metallurgist, Russell and his wife Eileen have managed the company now for 13



years and enjoy the successes, while accepting the challenges, that a business of this nature has. With seven staff, they cover Ultrasonics, Hardness Testing, X-Ray Equipment Accessories, Eddy Current as well as MPI and DP Products. With a lot of travel they manage to cover all of Australia fairly effectively.

## Sonatest & RFS Road Show

At the end of March this year, Russell along with Sonatest's Joe Buckley, spent three weeks traveling around the eastern half of Australia demonstrating the latest equipment from Sonatest to the NDT industry. Starting in Newcastle, Russell and Joe traveled to Sydney, Melbourne, Adelaide, Brisbane and Gladstone, with extra stops in Coffs Harbour and Maryborough, showcasing their products to some of the leaders in the NDT industry. With such an eager response from their customers, RFS is looking to take the Road Show into 2007 with Sonatest and perhaps some of the industry's other leading complimentary suppliers.



Events	June	July/August	September
Sonatest products are featured in many shows, exhibitions, and conferences. Here are some of them. Contact us to see when we'll be in your area. Perhaps we can take a moment and drop by.	12.06.06 National NDT Conference Bulgaria	We have no record of events running in these months.  If your company is attending an event please let us know.	11.09.06 NDT 2006 Conference and Exhibition UK
	14.06.06 Advanced Ultrasonics UK		25.09.06 ECNDT Germany

## ECNDT and Sonatest Sales Meeting

ECNDT 2006 is held this year from the 25th to the 29th September in Berlin. We have a block booking reservation at the hotel within the venue, which we can allocate out. The prices for a single room is 144 Euros and a double is 170 Euros, these prices include VAT, Service and Breakfast. If you would like to reserve a room please email [melanie@sonatest.com](mailto:melanie@sonatest.com) by the Friday 14th July. Beyond that date you will be responsible for booking your own accommodation.

We also have two meeting rooms available at ECNDT to enable you to arrange meetings with key customers. Sonatest senior managers will be available at these times. please let us know if you would like to use this facility as we are setting up a schedule on a first come first serve basis.

Sonatest Ltd will be holding a International Sales Meeting while at ECNDT. This will take place on Monday 25th September, beginning 08:30 until lunch. Topics include Sales Discussions and new product introductions, further information will follow. We would also be delighted if you joined us for an entertainment evening on Tuesday 26th September, please email [melanie@sonatest.com](mailto:melanie@sonatest.com) to reserve your place.

## Poyeshyar Exhibiting

Sonatest Ltd's Iran Agent, Poyeshyar has been promoting the Sonatest product line at the 11th Oil, Gas & Petrochemical exhibition in Tehran.

The exhibition was one of the largest gatherings of oil companies and the relevant industries in the country, covering areas from Energy to Utilities.

Investing in a 36 square meter stand at the show, Poyeshyar reported the results as a tremendous success. The flow of visitors were constant throughout the event and generated some useful contacts and enquiries.



The X-32 demonstrations were particularly successful in drawing a crowd and created some useful contacts.

Poyeshyar was also one of the Agent's who have utilised the assistance of the new Exhibition Support Service provided by Sonatest Ltd's Marketing Department. They were provided with everything they requested, including; brochures, posters, adverts, Equation Cards, branded stationery and various free gifts.



## Kelvin Goes Wild!

On a recent trip to Helsinki, Finland Kelvin Cook went above and beyond the call of duty!

Finland Agent, Pertti Lönqvist utilised the Event Support offered by Sonatest Ltd and Kelvin attended the show with Pertti as part of that support.

Whilst at the show, and as you can see from the photograph, Kelvin gave valuable support and assistance above and beyond what was asked by "looking after" the very beautiful Miss Finland 2006.



## EVENT SUPPORT

Another reminder that if you need any assistance for events you may be attending this year, please feel free to ask. Also if there is anything else you need please let us know in good time.