

End of year Message from Wayne....

Dear Sonatest Distributor,

It has been a very busy year for Sonatest with our biggest ever International Sales Meeting in February, ECNDT in September, implementation of our new ERP system, launching the new flaw detector range and expanding our product portfolio with the Soundscan leak detection range and Sonacoat coating gauges. The global economic climate for NDT has been very strong and Sonatest has been able to take advantage of this with good sales, although delays in the flaw detector product introduction have resulted in a challenging second half of the year.

I would like to thank you all for your patience and co-operation as we transfer to our new products. Introducing a new design is never straightforward, but this year it has been particularly difficult due to "last time buy" situation on components for the current flaw detector products; partly as a result of new EU legislation for product manufacture. We are now shipping in quantity and expect to reduce our backlog quickly over the next month. By February we hope to be back to normal delivery times. The new product range has been well received and I believe we now have a very competitive offer for our global customer base.

Looking forward to 2007 we are planning some internal re-structuring to improve our performance in the areas of product service and support for advanced products. More information will be given in the New Year, but I hope the changes will overcome some of the shortcomings experienced this year.

Finally, I would like to wish you all a happy Christmas and hope you have a healthy and prosperous New Year.

Wayne Woodhead
General Manager, Sonatest Ltd.

Digital Flaw Detector Production/ Delivery Update

As you are all aware we are now in full production with our new series of Sitiescan and Masterscan instruments. We hope to clear our back-log of orders by early to mid January, so delivery times will be far more manageable going into the New Year.

We would like to advise that we are now offering the SS123 with Welding Software ONLY. Sales with "Standard" or "Thickness" software were so low in numbers that it is not cost-effective to maintain the software updates required.

Should this cause you any problems with outstanding quotations please contact me.

Kind Regards
Carol Stevenson
Commercial Manager
+44 (0)1908 525911

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Editorial Team

Melanie Stockwell
Corinna Cuciureanu

Sonatest Ltd
Dickens Road
Old Wolverton
Milton Keynes
MK12 5QQ
United Kingdom

melanie@sonatest.com

Tel: +44 (0)1908 525938
Fax: +44 (0)1908 321323

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With thanks to:

Sonatest Ltd Staff
Koli s.p. zoo
Russel Fraser
Sonatest Asia
Fisher Pierce &
Waldburg
BC Trade
Russell Fraser



Sonatest would like to send our
Distributors and Customers
Seasons Greetings and wish them a very
happy, healthy and prosperous New Year!

First Deliveries of the new Sonatest DFD Series...

First SS250 delivery in UK - CET Medway Kent



CET Medway are the first UK customer to take delivery of 2 of Sonatest's new 250S digital flaw detectors. The units will be put through their paces in some of the harshest NDT environments possible

including power stations, petrochemical and building site assignments. All of these environments are perfect for the proven robustness of the Sitiescan range.

As well as ultrasonic methods CET carry out radiographic, magnetic particle, penetrant and visual inspection methods in accordance with major codes and standards.

First Masterscan 380M delivery to Europe



The photograph opposite shows Andreas Grimas, our Austrian distributor, delivering the first production Masterscan

380M flaw detectors in Europe to Manfred Fueeder, NDT Manager at Voestalpine Giessereie GmbH in Linz.

Voerstalpine were existing satisfied Sonatest customers, using Powerscan 400's to penetrate their very large steel castings, which are up to 100 tonnes in weight, as the picture shows.

PHASED ARRAY COURSE AT IZfP (Germany)

Congratulations are due to Fischer, Pierce & Waldburg for securing their second order for a Harfang X-32, this time to the railway axle testing industry. FPW were among the first of our distributors to invest in a demo X-32, and made their first sale to the power generation industry earlier in the year. We understand they are actively promoting this exciting new phased array technology and wish them sincere luck for further orders in the future.

November saw the first official phased array course in Germany prepared by IZfP for Sector Cert at Saarbrücken University. Students included users of existing competitors equipment, as well as X-32 customers, and even included FPW Sales Engineer Frank Barbion!

Unfortunately Gero Wahle, who is FPW's PA expert, was attending an eddy current course this particular week, so Kelvin Cook volunteered to give a 2 ½ hours presentation and demo of the X-32.

At the beginning of the presentation Kelvin asked the audience to pay particular attention to detail since the first to answer a question at the end would win a prize of the finest Scotch single malt whisky.

Wuni Waldburg ably provided translation, although Kelvin suspected he did ad-lib somewhat due to the length of some of the translations! ...and the question – who won the World Cup in Berlin earlier in the year?!



BC Trade Finding Success with X-32

Leonardo Rozzetto at BC TRADE, our Brazilian Distributor has been working hard over the last couple of months and secured some very lucrative partnerships.

Traveling to both TWI in Rio de Janeiro and POLIEND in São Paulo BC Trade are holding successful discussions to make the X-32 the exclusive Phased Array equipment used in their NDT testing and that BC Trade will provide all the technical assistance to support this.

BC Trade are proposing to be the sole provider of both PA Training and X-32 Operation Training, including PA/X-32 Inspection Procedures to the two companies.

However to add the icing on the cake BC Trade popped into POLIEND's neighbor CATERPILLAR while they were there and are happy to report they are also positive on selling another X-32 unit to them.

BC Trade report that other prospective buyers who have shown an interest in the X-32 and PA Technology include **EMBRAER** - Empresa Brasileira de Aeronáutica (Brazilian Aviation Company), **PETROBRAS** - Petróleo Brasileiro S.A. (Brazilian Oil & Gas Company), **CVRD** - Companhia Vale do Rio do Doce (Brazilian Mining Company) and **USIMINAS** (one of the biggest metallurgical companies). All are leaders in their respective industrial fields.



New Starters!

Sonatest would like to welcome Danny and Emma to the Sonatest Ltd Team.

Danny Phillips, Consumables Operative.

Danny has joined the Sonatest team following his previous experience in the construction industry. As an avid Chelsea fan he also plays for local teams football in his spare time. Danny is looking forward to the new challenges this different job has to offer, and is already fitting into the Sonatest team well both socially and professionally!

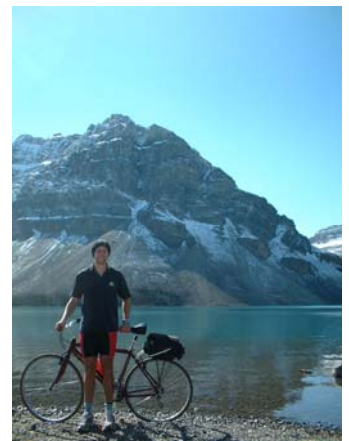
Emma Dunkley, Production Assembly.

Emma has joined the Production Assembly team coming from her previous role at Concorde Logistics making Satellite navigation systems. Recently married, Emma is a keen Liverpool Supporter and enjoys socializing. Joining Sonatest in October of this year, Emma is beginning to settle in and enjoy the new position and responsibilities that comes with it.



Mark Shead rides for Meningitis Research

Sonatest's R&D Engineer, Mark Shead undertook a Charity cycle ride in September 2006. Leaving Milton Keynes behind for the Canadian Rockies, Mark cycled for 5 Days at a approximately 60 miles per day. Traveling from Banff to Jasper Mark spent his days cycling through the stunning scenery of Canada whilst camping out at night. This trip was organized to raise money for the Meningitis Research Foundation and congratulations to Mark, who managed to raise more than £2500, including a £150 donation from Sonatest Ltd. Mark would like to thank everybody for their donations



The New range of Sonatest Sonacoat gauges: When what's on the surface really does matter.

Sonatest has launched the Sonacoat, an innovative coating thickness gauge providing fast and accurate measurements in an easy to use format. The Sonacoat range consists of two different models, Sonacoat Easy and Sonacoat II, each with an F (Ferrous) and FN (Ferrous and Non-Ferrous) version.



The Sonacoat Easy F and Easy FN are simple to use for quick and easy testing. They are ideal for checking thickness of varnish, paint and chrome on all metals. Its integrated transducer has a measuring range of 3,500 μm , with an accuracy of $\pm 3 \mu\text{m}$

The Sonacoat II-F and II-FN measure coatings on steel and non-ferrous metals with automatic substrate recognition, activating the appropriate measuring mode. The easy to operate menu structure includes a Scan Mode for fast measurement response when checking a large area. The separate probe improves access to parts and can measure accurately on small diameter parts. Coating Statistics and measurements can be transferred via an infrared interface to a PC. The measuring range is 0 - 1500 μm / 60 mils.



The full Sonacoat range is compact in its design and offers precise measurements on different geometries thanks to simple calibration methods. The IP52 environmental rating protect against common problems like dust and water ingress, improving reliability.

Sonacoat products are used for many applications where the thickness of the coating is important, either for visual or mechanical purposes. This includes paint shops and electroplaters, automotive and ship building industries, aerospace and others.

CYCLOPS - Proved and Approved! - FORD EUROPE

The CYCLOPS automatic in-line system has gained recognition from one of the biggest automotive companies in the world. Ford has used the Cyclops and tested for reliability, control, monitoring quality and cost comparisons. The positive results have led to Ford Europe validating the system and going ahead in the process of purchasing and installing the CYCLOPS into all their European plants.

CYCLOPS is a completely automatic in-line system for the inspection, evaluation and monitoring of spot welds via ultrasound and using artificial vision for position control. Ten full systems have already been installed in Ford's plants, which has resulted in the detection of more faults much earlier on than their original manual system.

The advantages of the Cyclops are:

- Improvement of **RELIABILITY** due to traceability, consistency and repeatability of ultrasonic tests.
- Wider scope for **QUALITY CONTROL** due to faster inspection processes which allows a much larger number of spot welds to be tested. The typical inspection time of a spot weld including positioning varies from 3 to 6 seconds.
- In-line inspection also enables testing for spot welds on each part of the car body.
- Weld process **MONITORING** is another advantage as it allows real time availability of data output at critical points throughout the line for statistics and control.

Finally and possibly most importantly are **COST SAVINGS**. Our system eliminates the need for off-line testing, removing the costs of manual inspection, reducing line stoppages, cutting down wastage by faster identification of errors.

The leading innovation of the Cyclops system is specialized high resolution ultrasonic probe with a dry contact solid interchangeable rubber delay developed to give the best performance for spot weld inspection. It allows a dry contact test for a larger scope of sheet thicknesses and weld diameters than can be inspected using a traditional bubble probe.

The application software automatically evaluates the ultrasonic signal and visual input, then classifies the weld, adds the result to the database and updates the history records and statistics. Single or multi-channel boards allow independent operation of up to four units



New SFD from Sonatest NDTs

The new System Flaw Detector or SFD is a single or multiple channel ultrasonic systems instrument suited for automated inspections.

This unit uses a combination of two high specification PCI cards, (*pulser receiver, data capture*) into a single embedded unit. With up to 8 independent ultrasonic channels available (*pulse echo or through transmission*).



The SFD-100 instrument features 400V pulsers and sensitive receive amplifiers with selective filters for the optimum defect detection. With extensive signal processing capability to perform measurements displayed as strip charts or C-scans.

Pulser-receiver and data capture PCI cards are housed

inside a rack-mounted PC with pull out display terminal and keyboard.

The dedicated data capture hardware ensures the very best scanning performance, capable of the highest ultrasonic repetition rates. Data can be captured in free running mode or synchronised to encoder position, ensuring only the information you want is recorded.



The instrument interface has been constructed using Winspect scanning software from UTEX Scientific at its core.

Winspect has been designed to interface with a wide range of motor controllers and scanning systems it provides the flexibility for integration into existing systems as an upgrade rather than requiring a full replacement. Also an extensive range of signal processing, evaluation tools and alarms available within Winspect for flaw detection and materials characterization.



All components of the SFD instrument have been designed to be flexible and easily configurable to provide the optimal solution for multiple transducer inspections.

The pulser-receiver and data capture PCI cards are both of outstanding specification providing the best available hardware as a basis for the system, the unit can be supplied either in component form for customized integrations or as complete unit with immersion scanning fixtures for dedicated systems.

In conclusion the new System Flaw Detector from Sonatest NDTs provides excellent ultrasonic performance at very competitive prices.

For further information please contact sales@ndtsolutions.com.

35th Polish NDT Conference & Exhibition.

Polish Distributor Koli Sp, supported by Kelvin Cook, attended the 35th Polish NDT Conference and Exhibition held in Szczyrk, Poland, on 24th to 25th October.

Koli put a lot of effort into this show and promoted the new 380M and SoundScan 101 equipment. They even went to the trouble to make their own motorized bearing test bed, with good and defective bearings, and also supplied a compressed air tank to check for air leaks, both using the new SoundScan 101 leak detector.

Due to the attention to detail and time spent on their stand Koli received a large amount of interest in both the new MasterScan & the SoundScan. The show was that successful for them that they received numerous phone calls after the exhibition to request on-site demonstrations.

The success of the show also makes a promising start for the first sales of the new Masterscan and SoundScan in the polish NDT market.



So a congratulations is in order for a successful and innovative show to Marek Lipnicki and his team, as seen above.



Sonatest Asia at QC'2006

The 11th China International Exhibition on Quality Control & Testing Equipment was held in Shanghai from the 1st to the 3rd November this year.

The show attracted exhibitors from domestic and international markets related to materials testing and analyzing instruments for the quality control in the manufacturing and industrial sectors.



So far the Q.C. China is the main show for exhibiting NDT equipment, which Sonatest Asia attend every year, occupying a 54 sq metre prime location booth. This year Mike Reilly also joined the team in China to lend his support.



They exhibited a full range of NDT equipment as well as laboratory testing instruments, of which Sonatest Products featured highly including the RapidScan2, X-32, MS380, and a range of UT detectors. Balteau Portable X-ray equipment and Dakota UT gauges were also popular exhibits at the show.

Sonatest Asia felt the show was extremely successful as they had a busy stand, meeting old and new contacts and spending time demonstrating the new units Sonatest has to offer.

APCNDT Exhibition Team work in New Zealand

Australian Distributor Russell Fraser Sales Pty Ltd and Sonatest have shared a stand at the Aotea Centre in Auckland, in November, for the APCNCT Conference and Exhibition.

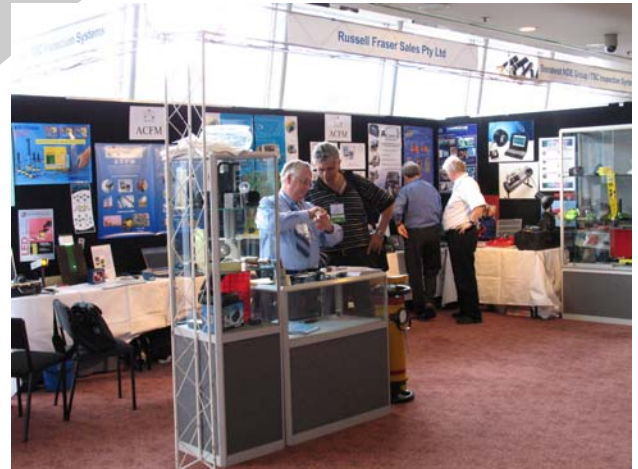
With inspiration from photos of Pratita's show in Jakarta, they created a "showering" of the SS240 feature and added a few gold fish for effect. At the end of the 4 days the Sitiescan was still working perfectly and people were coming back to take photos of it under the shower head. Of course Russell also assures us that the Goldfish were also well looked after. The team were well supported by the



whole NDE group with Balteau supplying a Ceram 235 (Dummy unit), a Hand-X control unit and a PEX-01. The Balteau show bags were also useful for people to carry their other brochures. Mike Reilly dropped in for a visit and brought the MS 380 with him, hot off the assembly line. Thanks also to Rodney Wong in Malaysia who loaned an X-32 for this event. This team work goes to show how close the Sonatest family is becoming and how we can, through sharing resources, create a successful show.



The conference had international visitors from US, Canada, China, Japan, Vietnam, Malaysia, India, Sri Lanka, Israel, as well as Australia and New Zealand. So both Russell and Joe Buckley felt that they made some good and hopefully fruitful contacts. The conference dinner was also an ex-



cellent event and the group of Maori dancers kept everyone well entertained, especially when they got members of the organising committee up and involved them in the dancing.

However after the conference the work did



not stop for Russell Fraser. He took the opportunity to visit some customers while he was over there, travelling around 2,500kms to see customers such as Foundries, Fabricators, Aircraft Maintenance, Air Force, and NDT inspection companies. After Russell returned to Australia Joe tried to get in a few days of holiday, but still managed to take the SoundScan to a Paper Mill they were unable to visit the week earlier.

As a result of the show Sonatest and Russell Fraser have a lot of opportunities for equipment sales in New Zealand next year.

Marketing Support Information

Brochures

Brochures are now available on request, this includes the new Masterscan, Sitiescan and SoundScan. Please email Melanie at melanie@sonatest.com stating your requirements and quantities.

Exhibition Support

The new Exhibition Support order form has now been emailed out to everyone, please use this to request Exhibition Support for your 2007 events.

Recent Press Presence:

Sitiescan Series: Insight (09&12/06); Rail Pro (10&12/06); Materials Evaluation (10/06); Tube & Pipe Technology (11/06); Cast Metal & Diecasting Times (11/06); Design Solutions (11/06); Ind Plant & Equipment (11/06); European Rail Outlook (12/06)

Soundscan 101: Electrical Products & Applications (08/06); Insight (08/06); The Engineer (08/06); Design Solutions (10/06); Instrumentation (11/06).

Autoscan 2400: Foundry Trade Journal (09/12); Quality Today (Euro) (09/12)

Sonacoat Easy Range: Design Products & applications (12/06)

NDT Seminar in Xian: Sonatest Asia

Sonatest Asia also exhibited at the Shanxii NDT Conference held on the 12th – 14th October.

Sonatest Asia's Xian office attended this event and gave both demonstrations of Sonatest products on their stand and presenting at the Shanxii conference.

They used this show as a vehicle to introduce the Sonatest NDTs RapidScan 2 and Sonatest's new Masterscan 380. Balteau's x-ray equipment and Dakota's thickness gauges also featured.



At the moment the RS2 with wheel probes has been highly recognised in China to be the leading instrument in its field, especially in the aircraft industry, for fast and reliable inspection of composite materials and honeycomb structures. The RS2's application is not confined to one industrial sector and is transferrable to other sectors including the iron and steel industries.



The team who spent the time demonstrating the MS380 commented that "it is fantastic to have such a versatile portable instrument for ultrasonic inspection. It is great to see that Sonatest has a portable ultrasonic flaw detector with interface echo, which is also suitable for immersion application".

Due to all the hard work the team put in the Sonatest NDE product range was well received at this show.

