



## TRYON TRADING, INC.

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# HISTORY

## VENTURE MEASUREMENT

### TARGET METER

The Venture Measurement TARGET METER can be an excellent flow measurement choice. The meter was invented and manufactured by a company called The RAMAPO INSTRUMENT COMPANY. Venture Measurement acquired the company in 1975 as an addition to their product line.

This meter is an excellent choice for GAS, LIQUIDS or STEAM applications. In our view it is the best steam meter available worldwide

You can install the TARGET meter with complete confidence. It has proven itself in an extensive list of applications, and has been in continuous production and customer field use for over 50 years. Applications range from the USA Space Shuttle (where it is used to measure fuel flow) to measuring the coolant in big Cray Research Computers, and all the steam meters in the Hilton Hotel in Hong Kong.

Yes, it is difficult to consider using a target meter when it is your first meter. That is because the technology is different from other meters you may be familiar with. However, our observation from over 20 years selling this meter is that there are two major factors that take place after a first sale. First, we see repeat purchases from the same customer. Sales personnel like the meter as they are protected from competition - as there is NO EQUAL to this meter.

When Hungary privatized its industries, the local steam plants were also privatized. Almost immediately there was a need to authenticate the accuracy of the steam transfer, as virtually all customers disputed the amount of steam received. The Customers of the steam plants requested the Government to get involved. The matter was reviewed by the Hungarian Bureau of Standards through an audit of Specs and calibration/testing at the Venture Measurement manufacturing facilities in Spartanburg, SC, USA. It was later approved by the Hungarian Bureau of Standards for custody of STEAM. At the time - the ONLY meter to be approved.

The TARGET meter has two important features that make it an excellent meter to consider. First, it can accommodate a wide selection of flow ranges in a single size meter. This enables you to maintain pipe size when many other meters types (like an orifice plate or turbine meter) must be downsized. Second, the element (which is the heart of the system) is the SAME for all size units. Therefore, as the line size gets larger, the meter becomes increasingly cost effective. On lines over 6" it is probably the most cost effective 1% accuracy meter available.

The Target meter uses STRAIN GAUGE technology. Therefore, its initial first purchase is somewhat more complex than standard type meters. Customers must understand how it works. That takes a careful review of the meters specifications. Once in use, the

combination of low maintenance (no moving parts), long life, low cost (for larger pipes), reliability, and ease of installation (electronics can be fully tested without the meter being in the line) make for repeat customers.

Meter selection for a specific application is not as straight-forward as the literature might imply. Please let Tryon Trading do all of your initial quotations so that you will see a pattern to the selection method. There are also many alternative ways of structuring a meter that simply are not in the selection literature. Just send an ADS (Application Data Sheet) to Tryon Trading and we will select and stand behind the meter for the stated application.

With the cost of Stainless Steel increasing at an all time high, the single flanged (top of pipe mounted) TARGET meter can be a VERY cost effective meter for lines as small as 4 inches.

The TARGET METER has proven to be the best meter in many installations - especially steam applications. It is a technology worth considering