



# VEGA Americas, Inc.

**Solutions and Capabilities**

Looking Forward

**VEGA**



# Who We Are

## Message from the President:

As a global leader in instrumentation VEGA Americas prides itself on providing specialized, best in class measurement products for all process industries worldwide. Building on over 60 years of expertise VEGA Americas continues to develop innovative, leading edge technologies that provide value to our customers. VEGA is the global leader in microwave radar and nuclear instruments, while also providing best in class products using ultrasonic, pressure, and vibrating switch technologies.

Creating a reliable measurement and a positive customer experience is our goal with every interaction. Our team works with each customer to understand the specific process and application needs, then develops a custom engineered instrument solution that best solves each application. We build the solution in Cincinnati, Ohio, USA, and provide world-class support from inquiry to installation at any time of day.

With the strength of the global VEGA organization, best in class products, and a team of dedicated employees, VEGA Americas is Looking Forward to the future!

— Ron Hegyesi, President



## Our Mission:

VEGA Americas exists to deliver innovative measurement technology solutions worldwide.

## Our Values:

### Excellence, Respect, Continuous Improvement, and Lasting Relationships

We believe that deep satisfaction comes from doing meaningful work to the best of our abilities. Every employee will provide the highest levels of quality products and services to our customers and will foster a culture of **Excellence** within our organization. We want to associate with people and organizations that share this commitment.

We will be an organization where **Respect** for the individual and the organization are of the highest priority. We will treat our employees, representatives, customers, community, associates, and shareholders with the highest moral and ethical standards at all times. Through our actions we will actively work to promote and maintain Respect within, and of, our organization.

We will be an organization dedicated to the ideals of **Continuous Improvement**.

We will be enthusiastic about change and will constantly look for ways to improve our business and the lives of those it touches. We will be accountable for our mistakes and will learn from them. We will constantly evaluate our internal processes, products, programs, and people and will always evaluate the effect they have on the external experience had by our customers and representatives.

Reaching our business goals is dependent upon developing and maintaining quality **Lasting Relationships** with our marketplace and our stakeholders. We want our customers and employees to not only continue our relationship by their choice, but because they are delighted to do so. We will set goals that are forward looking and invest in long term ideas and success.

## VEGA by the Numbers:

- 1,000,000+ Measurement Solutions Installed
- 250,000+ Through-air Radar Systems in Service
- 2,500+ Systems in Use on Government Applications
- 60+ Years of Application Experience and Expertise
- 12+ Technology Types: the Right Instrument for Every Application



## Core Competencies:

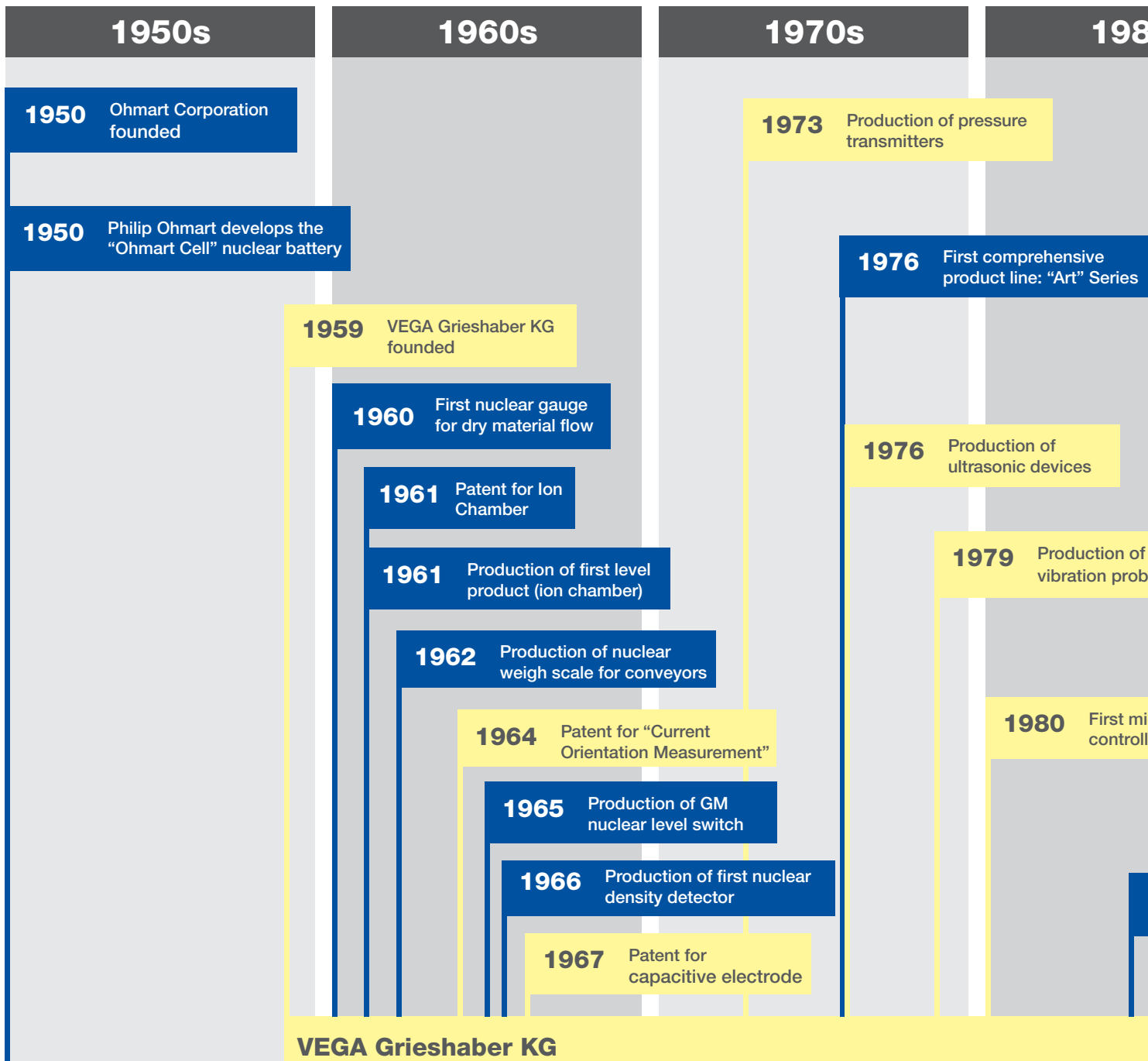
### Engineered Instrument Solutions, Continuous R&D, Total Product Support

At VEGA Americas, we develop **engineered instrument solutions** to fit the measurement needs of an application. Each application may possess unique characteristics, so each instrument solution is engineered and designed to fit the specific needs of the given application. To demonstrate our commitment to specifying the right instrument for each application, VEGA Americas offers a Performance Guarantee — if our recommended solution does not perform exactly as expected, we'll make it right.

We continuously invest in product refinement through **ongoing research and development**. The result is modern products that represent the most sophisticated measurement technologies available. As a customer, you can be confident that we at VEGA are committed to advancing the methods with which we obtain and communicate measurement data. Our goal is to streamline the processes they touch, promoting operational efficiency.

We believe in **complete product support**. Even after installation and startup, we support our VEGA products through service and training to ensure you get the most from the measurement. For radiation-based measurement solutions, we offer licensing assistance, radiation program support, and a unique source decommissioning program, called ReSource. We believe in maintaining a partnership with our customers throughout the life of our solutions.

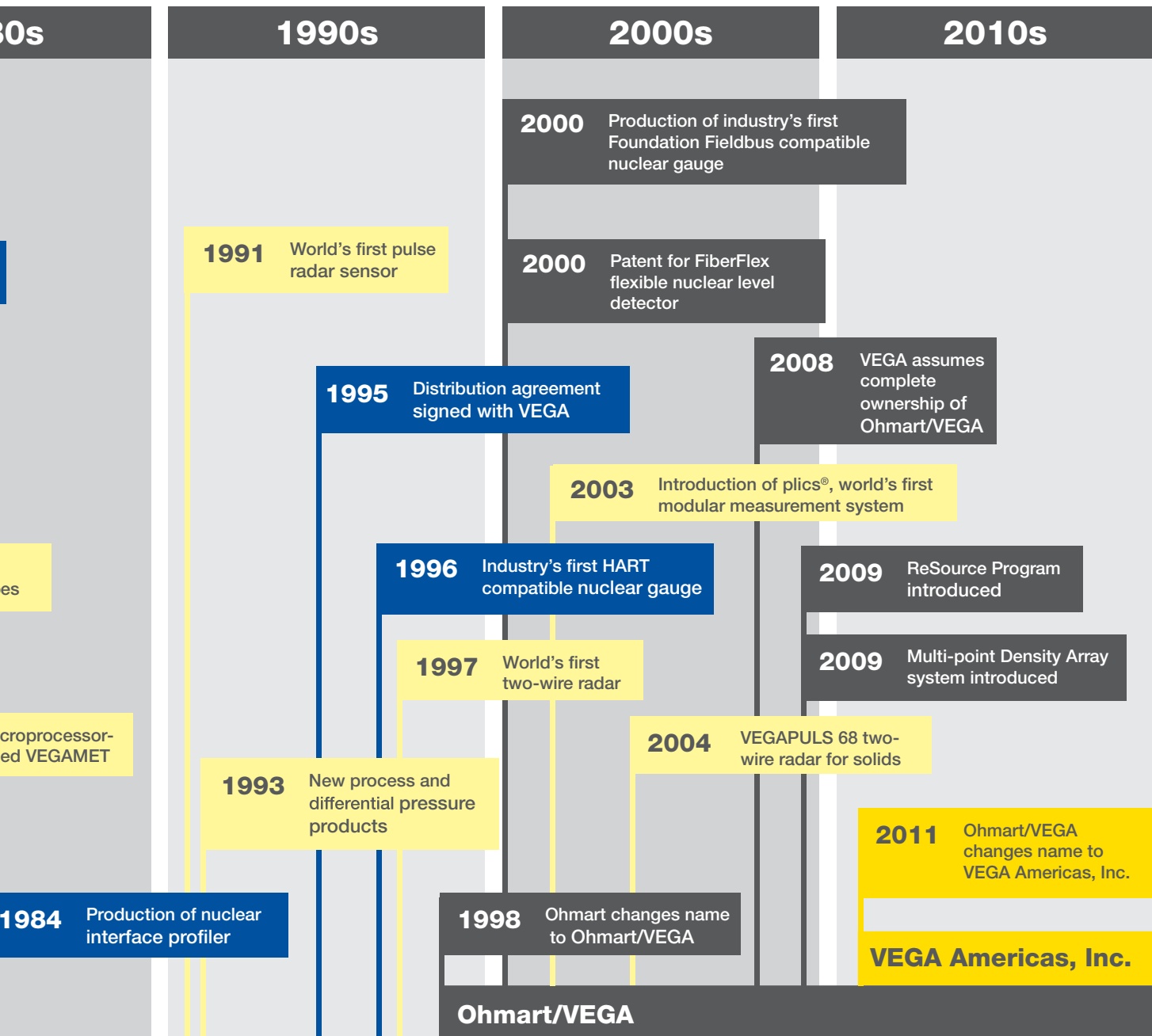
# VEGA Americas' Company History:



VEGA Grieshaber KG

Ohmart Corporation





# What We Do

## Products:

|                   |                           |                         | Liquids                                                         |                |           |                |             | Solids  |            |                |             |
|-------------------|---------------------------|-------------------------|-----------------------------------------------------------------|----------------|-----------|----------------|-------------|---------|------------|----------------|-------------|
|                   |                           |                         | Conductive                                                      | Non-Conductive | Interface | During Filling | Non-contact | Powders | Granulates | During Filling | Non-contact |
| Level             | Radar                     | VEGAPULS                |                                                                 |                |           |                |             |         |            |                |             |
|                   | Guided Wave               | VEGAFLEX                |                                                                 |                |           |                |             |         |            |                |             |
|                   | Ultrasonic                | VEGASON                 |                                                                 |                |           |                |             |         |            |                |             |
|                   | Capacitive                | VEGACAL                 |                                                                 |                |           |                |             |         |            |                |             |
|                   | Hydrostatic               | VEGABAR                 |                                                                 |                |           |                |             |         |            |                |             |
|                   |                           | VEGAWELL                |                                                                 |                |           |                |             |         |            |                |             |
|                   | Radiation-based           | FiberTrac               |                                                                 |                |           |                |             |         |            |                |             |
|                   |                           | SoliTrac                |                                                                 |                |           |                |             |         |            |                |             |
| Switching         | Vibration                 | VEGASWING               |                                                                 |                |           |                |             |         |            |                |             |
|                   |                           | VEGAVIB                 |                                                                 |                |           |                |             |         |            |                |             |
|                   |                           | VEGAWAVE                |                                                                 |                |           |                |             |         |            |                |             |
|                   | Capacitive                | VEGACAP                 |                                                                 |                |           |                |             |         |            |                |             |
|                   | Radar                     | VEGAMIP                 |                                                                 |                |           |                |             |         |            |                |             |
|                   | Radiation-based           | MiniTrac/PoinTrac/GM-17 |                                                                 |                |           |                |             |         |            |                |             |
| Pressure          | Process Pressure          | VEGABAR                 |                                                                 |                |           |                |             |         |            |                |             |
|                   | Hydrostatic               | VEGABAR                 |                                                                 |                |           |                |             |         |            |                |             |
|                   |                           | VEGAWELL                |                                                                 |                |           |                |             |         |            |                |             |
|                   | Differential              | VEGADIF                 |                                                                 |                |           |                |             |         |            |                |             |
| Density           | Radiation-based           | MiniTrac                |                                                                 |                |           |                |             |         |            |                |             |
| Weight            | Radiation-based           | WeighTrac/W4800         |                                                                 |                |           |                |             |         |            |                |             |
| System Components | Indicating and Adjustment | VEGADIS                 | Remote display and adjustment module for plics sensors          |                |           |                |             |         |            |                |             |
|                   |                           | PLICSCOM                | Removable configuration and indication module for plics sensors |                |           |                |             |         |            |                |             |
|                   |                           | VEGACONNECT             | Interface module for configuration with VEGA DTM collection     |                |           |                |             |         |            |                |             |
|                   | Signal Conditioning       | VEGAMET                 | Signal conditioner and power supply for continuous measurement  |                |           |                |             |         |            |                |             |
|                   |                           | VEGASCAN                | Signal conditioner and power supply with Ethernet capability    |                |           |                |             |         |            |                |             |
|                   | Wireless Communication    | PLICSMOBILE             | Radio transmitter of measured values via mobile phone network   |                |           |                |             |         |            |                |             |
|                   |                           | PLICSRADIO              | Radio transmitter of measured values                            |                |           |                |             |         |            |                |             |



## **SPEED Delivery:**

Nearly 80% of VEGA's standard products are available with 5-day lead times or less under the SPEED program! These lead times are symbolic of VEGA's commitment to solving the ever-changing needs of the market through continuous improvement.

## **Services:**

- Customer Training
- Radiation Safety Training
- On-Site and Remote Assistance
- Radiation Program Management
- Licensing Assistance and Consulting
- Instrument Repair and Evaluation
- ReSource® Program

## **Industries Served:**

- Oil & Gas
- Chemical
- Mining
- Petrochemical
- Power
- Food & Beverage
- Water & Waste Water
- Pulp & Paper
- Pharmaceutical
- Marine
- Government/Military

# Where We Serve

## Common Applications:

### Storage

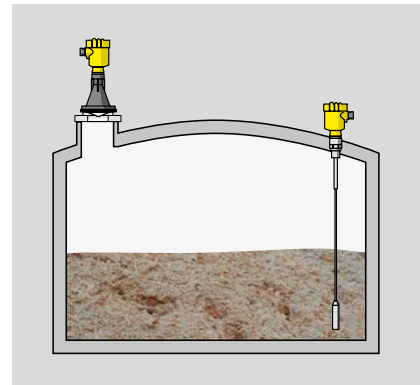
**Medium:** Solid or liquid

**Typical Vessel:** Any size or shape

**Recommended Technologies:** Radar, Guided Wave Radar, Vibration

**Special Capabilities:**

- Inventory management with real-time e-mail or web reporting
- Measurement during fill/empty cycles
- Unaffected by dust, steam, vapors, and condensation



### Reactors

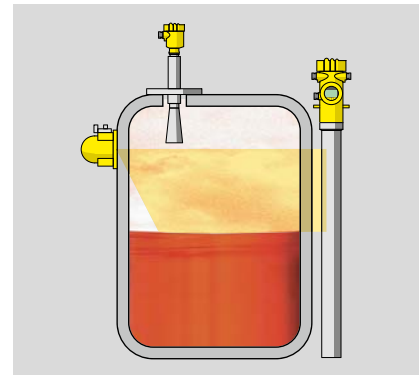
**Medium:** Hot or molten liquid

**Typical Vessel:** Insulated, thick-walled structure

**Recommended Technologies:** Nuclear, Radar

**Special Capabilities:**

- Non-contact technologies
- Measurement immune to extreme process conditions



### Columns and Bottoms

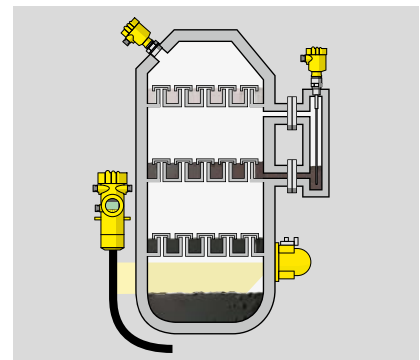
**Medium:** Liquids and gases

**Typical Vessel:** Internal structures, sometimes with conical bottoms

**Recommended Technologies:** Guided Wave Radar, MLI/Bridle, Radar, Pressure, Capacitance, Nuclear

**Special Capabilities:**

- Continuous and point level redundant systems
- Measurement of individual spans
- Local visualization and electronic signal outputs





## Inventory Management

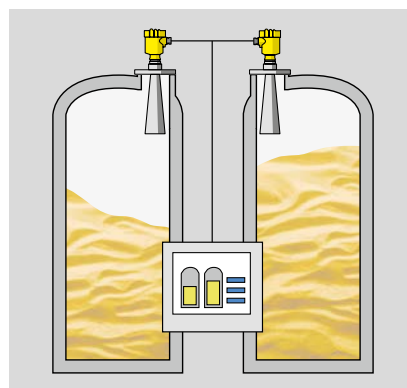
**Medium:** Solid or liquid

**Typical Vessel:** Any size or shape

**Recommended Technologies:** Systems Integration with Radar, Guided Wave Radar

**Special Capabilities:**

- Inventory management with real-time email or web reporting for automated reordering or vendor-managed inventory
- Remote visualization and control options
- Simplified installation with two-wire multidrop wiring



## Sumps

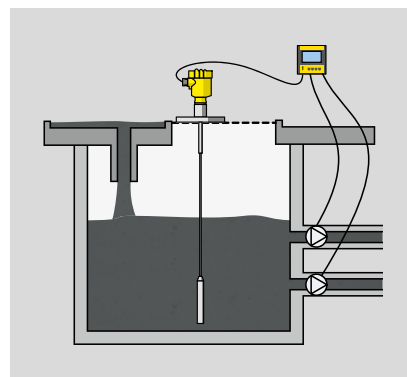
**Medium:** Liquid, with varying properties and buildup

**Typical Vessel:** Pit with pump control

**Recommended Technologies:** Guided Wave Radar, Radar

**Special Capabilities:**

- Resistance to buildup and measurement through foam
- Lead/lag-changeover control with VEGAMET 391



## Mobile Assets

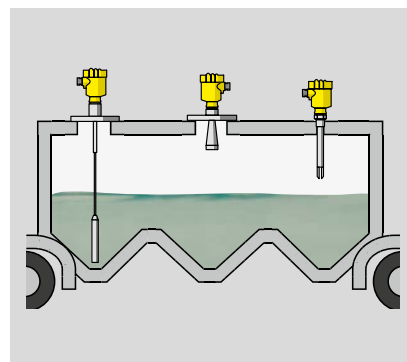
**Medium:** Liquid or solid

**Typical Vessel:** Plastic transport vessels, truck trailers, railcars, ship cavities

**Recommended Technologies:** Radar, Guided Wave Radar, Ultrasonic, Vibration

**Special Capabilities:**

- Measurement during the fill and loading cycles
- Monitoring assets on transport vehicles or ships, even while moving
- Ensure safety by monitoring conditions in Marine and Offshore applications



# How We Earn Your Business

## Benefits of Working with VEGA Americas:

**You are the center of our commitment to Value and Service. We hold our customers in the highest regard. Every action and interaction undertaken by a VEGA employee is to ensure that the customer gets the most out of their experience. Service is our top priority.**

We place paramount importance on the **Quality** of the products and solutions developed for you. Our solutions are employed in critical processes, often tasked with monitoring the conditions for the safety of the facility and people working around it. This makes the need for a quality, reliable instrument absolute. We guarantee every measurement that we specify as an indication of our belief in quality.

Our **Dedicated People** are dedicated to you. Our people are the true strength of our company. Collective experience and dedication creates an environment that naturally promotes our Core Values — Excellence, Respect, Continuous Improvement, and Lasting Relationships. These values drive our people and our commitment to our customers.

You receive the advantage of our **Expertise** in every solution. Through years of application engineering and experience, we have continuously improved and perfected our processes to ensure you receive the best solution possible for your measurement need. Even in the most difficult of measurements that require a radiation-based measurement system, we have the expertise to streamline the process of specification, sizing, licensing, and commissioning to get your measurement up and running quickly and efficiently.

We welcome the challenge for new **Development and Innovation**. If you have a process that requires measurement, yet no solution is readily apparent, we are here to help. From meeting military specification for Navy aircraft carriers to advanced monitoring of coking or separation systems in refineries, VEGA is committed to investing in the innovation necessary to meet evolving customer needs.

# Where We Are

## The VEGA Organization:

VEGA Americas is a wholly-owned subsidiary of VEGA Grieshaber KG of Schiltach, Baden-Württemberg, Germany. A family-owned company, VEGA employs over 1,100 people worldwide, 200 of which are with VEGA Americas. With an organization so many people strong, VEGA understands the benefit of investing in community and employees, because it is people that make the difference in achieving success. This success transfers to the solutions we provide to customers.



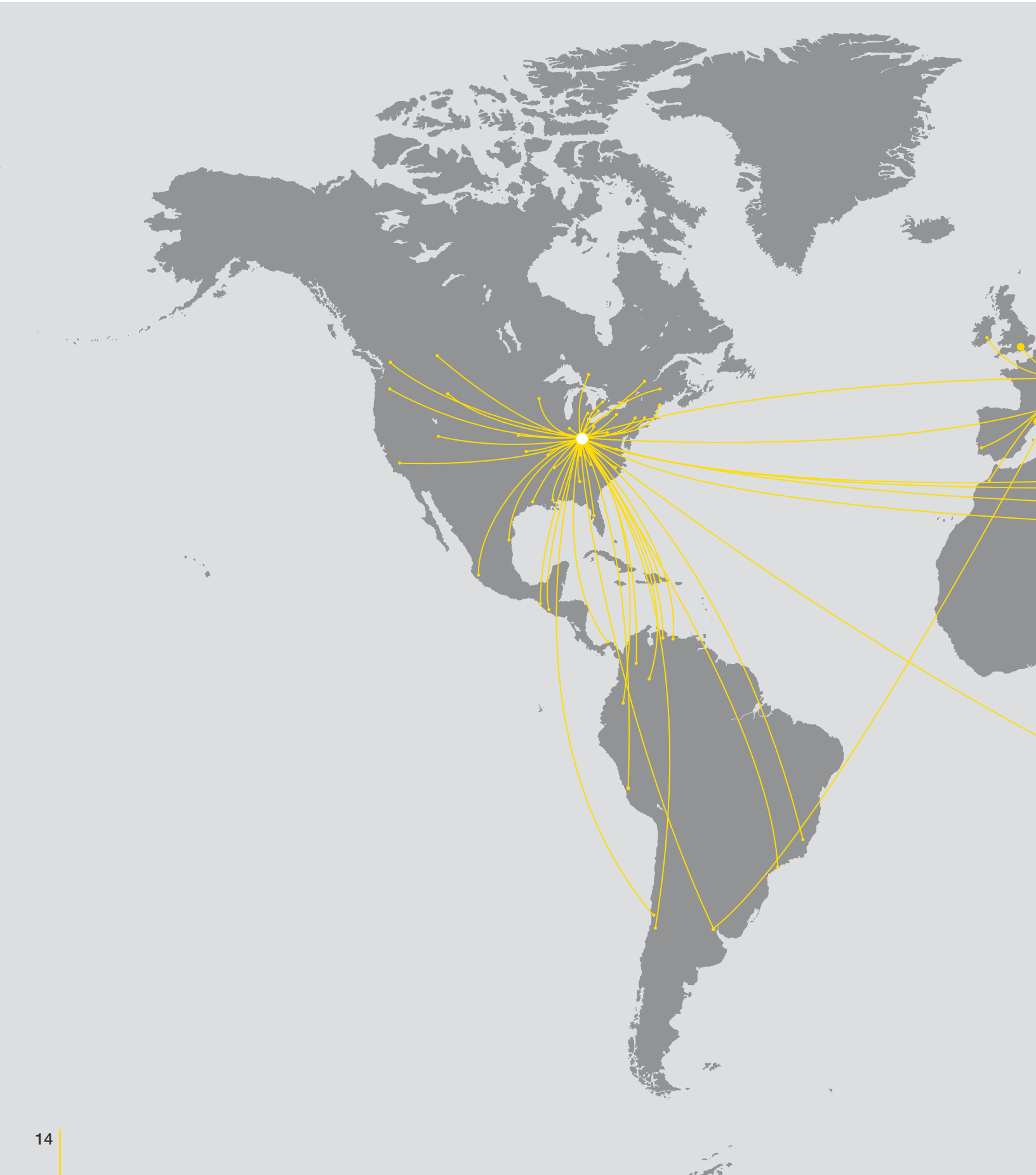
VEGA Grieshaber KG, Schiltach, Germany

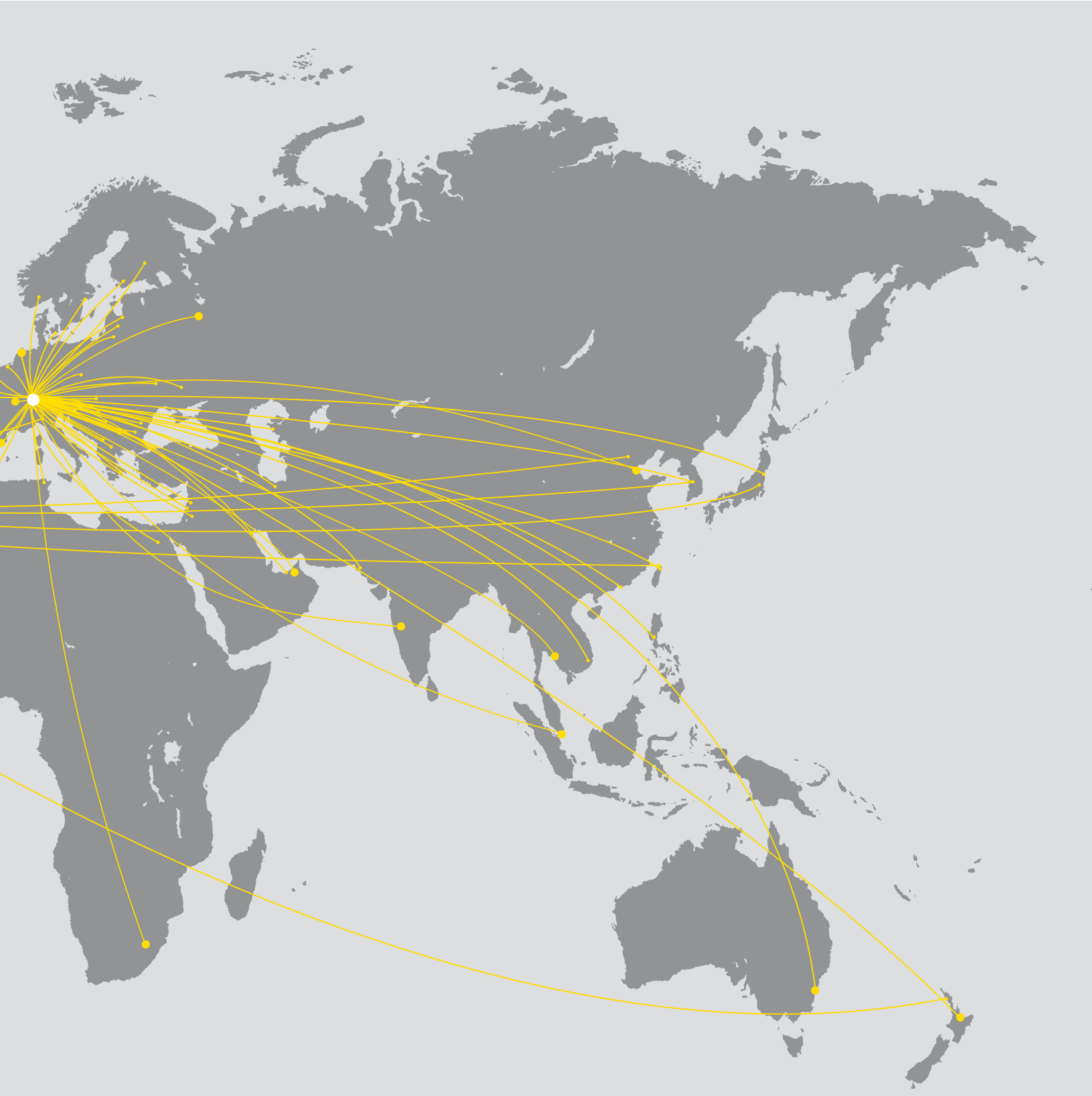


VEGA Americas, Inc., Cincinnati, Ohio

VEGA Americas is located in Cincinnati, Ohio, and features a full-scale sales and support organization complete with local manufacturing – the only such facility outside of Schiltach. Through partnerships with representatives across the continents, we provide immediate sales and service as needed by our customers. These representatives share our vision of solving challenging measurements and providing the most value for our customers.

# The Global VEGA Network







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Looking Forward

**VEGA**