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RAECO Rents Whitepaper

As seen in the September 2007 issue of

**INDUSTRIAL
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Occupational Health
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Instrumentation Rental The Right Tools at the Right Time

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Sometimes, you only need instrumentation for a short-term project, and you don't want the cost of buying and maintaining the instruments on your budget. Maybe your equipment needs to go in for service or annual calibration — but you still need a device on hand.

Whatever your reason, RAECO has a solution. RAECO rents industrial hygiene, safety, and environmental instrumentation. And not just any old instruments — top brands, like TSI, MSA, Testo, and Quest Technologies.

Plus, when you rent online from RAECO.com, you save 5% automatically! Just try it!

No special codes, no forms to mail in. Just order your rentals at RAECO.com and you'll get 5% off every rental item.

Visit www.raecorents.com for a full list of rental products and prices.

Instrumentation Rental

The Right Tools at the Right Time

By John Greivell, Vice President, RAECO

As seen in the September 2007 issue of

**INDUSTRIAL
HYGIENE NEWS**
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Safety



Have you ever tried to take a measurement, only to be disappointed by the instrument you're using? Was it old technology that just couldn't make the measurement adequately or easily? Was a critical accessory or component missing? Did the instrument fail? How long did you spend troubleshooting your own equipment before you could get the job done? And how much outdated EHS equipment is sitting on your inventory shelf?

Renting allows you to get the right tools for your job, where you need them, and when you need them. It also removes the financial overhead, maintenance, and reliability issues that plague most companies' instrumentation inventory.

Renting is Economical

Ownership carries a lot of costs: initial purchase, storage, depreciation, ongoing maintenance, annual calibration, and insurance, just to name a few. If you're only using the instrument for a short-term project, or pulling it off the shelf once in a while, renting could be the right solution for you.

When you rent, you only pay for the instrument during the time you need to use it. If you own the equipment, you have the initial outlay plus upkeep costs. And, if the technology changes or the manufacturer comes out with a new design, your instrument becomes less valuable and harder to cost-justify.

Some instrument technologies carry a high purchase price. Renting provides a great solution when you can't afford to buy the instrumentation you need, or you've already allocated the money for other purposes. It allows you the opportunity to use best-in-class brands without straining your budget.

And what happens when your needs outgrow your instrument inventory? When a larger job demands more instrumentation, do you really want to buy additional units for a limited one-time application? Some companies choose to keep minimal instrument inventory on hand, and rent additional units they run into larger-scale jobs than they're prepared to perform.

How do you determine the breakdown of instrument costs put toward a specific job? When you already own the instrumentation, it's easy to justify the cost of consumables: calibration gases, filters, gas detection tubes, and the like. But it's difficult to attribute a portion of the cost of a \$10,000 instrument to that project.

Taking advantage of rental instrumentation makes budgeting for projects straightforward. You can show, without question, your exact cost for the instrument and consumables that you use on any given activity. The carrying costs of the instrumentation don't get lumped into your overhead or your annual budget.

Renting Helps You Find Tools that Fit

You're not always sure that a piece of equipment is the right one for your application. You can rent instruments on a daily or weekly basis, try them out, and find out first-hand if they'll do what you need them to. If the instruments work as you expect, and you're going to use them often, your financial outlay for the rental is easily justified, and you can purchase the units you need with confidence. If the instruments aren't right for your application, you haven't made a major investment to find out. It's much easier than buying, figuring out through failure that the instrument isn't right for you, and going through the red tape (and restocking fees) of trying to return a used purchase.

A reputable rental provider will make sure the latest instrumentation is available for your use. You already know that instrumentation technology keeps changing. When you buy, you lock yourself into a dated piece of equipment; one that may not give you the accuracy, reliability, or flexibility you need. There's no need to tie up your assets in obsolete equipment when you can keep the cash, and get the latest, greatest instrumentation to use when you need it.

Some manufacturers do offer trade-in or trade-up options when they come out with new instruments, and while it helps cushion the blow, you rarely recoup your out-of-pocket expenses. It makes buying a new monitor less expensive, but you just start that vicious cycle over again.



Many smaller fire departments rent respirator fit testing instruments to comply with their annual compliance requirements without carrying the expense of infrequently used equipment.

Renting Gives You Reliability Assurance

It's rare that you're going to use every instrument in your inventory on a daily basis. Some, in fact, you may only use once a quarter or once a year. And while that instrument sits on the shelf, sensors can decay and batteries can go dead. So, when you pick up the instrument to use it, you can't be sure it's up to spec. Unless your maintenance and stores teams work together to make sure your instrument is working and has all of its parts and consumable accessories available, you're not guaranteed that the instrument will perform as expected.

It's the rental provider's job to keep the instrumentation in working order. Rental instrumentation comes to you in a kit, complete with all the necessary parts and consumable supplies. It's standard practice for the rental provider to calibrate and test equipment before they send it to you, so you'll know it's ready to use when it arrives on your doorstep. This also includes annual certification and calibration to meet OSHA standards. If you need it for compliance and reporting, you can request a copy of the provider's latest calibration certificate for your files.

Rental Service Is Just That... Service

One of the most compelling reasons to rent instrumentation is the service that comes with it. Just as you've saved money on purchases, you'll also be saving on the cost of maintenance and support personnel. Rental services give you access to highly trained people who can recommend the right equipment for your application, and who know how to use the instruments themselves.

Make sure you're dealing with a company that has a long history with industrial hygiene and safety instruments. You want a company behind the equipment that truly understands it: how it works, why you're using it, and what problems you may encounter in a given application.

Check out your rental service's website for additional resources. Look for instrument manuals, quick-start guides, application notes, and video training. Ask your rental provider if they offer delivery or on-site training to help you get started using the instrumentation. After all: what good is saving money on the equipment if you don't know how to use it?

Rental Could Be the Right Tool for Your Job

If you had the latest technology, could you complete your projects in less time, with fewer frustrations? Would you get the jobs done on or under budget? How much could you save if you didn't have to pay for annual instrument calibrations or the maintenance team to perform them?

Let's face facts: Your job is to keep your company or its customers safe and in compliance with EPA and OSHA regulations. And to do that, you need the right industrial hygiene and safety instrumentation on hand. You can spend a lot of money keeping your instrument inventory current, or you can rely on rental specialists to provide the measuring and monitoring devices you need, where you need them, when you need them.

While it's not right for everyone, instrumentation rental may be the best tool in your toolbox. The next time you need EHS instrumentation, consider renting: Bypass the budgetary restrictions and ownership overheads, and head straight toward getting the job done.



Before shipping an instrumentation kit to a customer, your rental service will calibrate the unit and run full diagnostics to make sure the equipment you need is in full working order.



About the Author

As Vice President of RAECO, John Greivell has been a driving force in launching its RAECO Rents service. A sales professional with more than 17 years of experience in industrial hygiene, safety, and environmental instruments, John is an active member of both AIHA and AWMA.

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See website for complete list!

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Indoor Air Quality
Noise Monitoring
Particulate Monitoring
Emergency Response/
HAZMAT Instruments

Call 866-RENT-EHS (866-736-8347).

New products added often. Check our website for updated rentals list! Call today for your free rental catalog.

Save 5% every time you rent online at www.raeco.com

Product	Rental Rates		
	DY	WK	MO

ARTI/MetOne (Hach Ultra)			
6-Channel Particle Counter HHPC-6 (0.3–5µ or 0.5–10µ)	60	240	720

A. P. Buck			
Genie VSS-5 Datalogging Pump (with Calibrator)	35	125	400
LinEair40 Ultra-Quiet Sampling Pump	25	90	225

Casella USA			
CEL-350/K5 DBadge Micro Noise Dosimeter (5-Pack)	160	450	1350
CEL-350/K6 DBadge Micro Noise Dosimeter (6-Pack)	180	500	1500

CES-Landtec			
GA-90 Datalogging Landfill Gas Analyzer (CH ₄ , O ₂ , CO ₂)	100	400	1200
GEM™2000 Portable Analyzer (CH ₄ , O ₂ , CO ₂ , Balance)	100	400	1200
GEM™2000 Plus Portable Analyzer (CH ₄ , O ₂ , CO ₂ , CO, H ₂ S)	100	400	1200

ENMET Corp			
Formaldemeter htV Airborne Monitor Kit	50	160	400

Gilian (Sensidyne)			
Gilibrator 2 Deluxe Calibration Kit	40	140	350
GilAir 3 Sampling Pump (1-3000 cc/min)	25	50	130
GilAir 5 Sampling Pump (1-5000 cc/min)	25	75	200
Gilian 5000 Sampling Pump (20-5000 cc/min)	25	75	200

Honeywell Analytics			
X5 Series Portable Gas Detector (O ₂ , CO, H ₂ S, LEL, PID)	65	215	537

Interscan			
4000 Portable Analyzer with Digital Display (HCl)	60	200	500

IN USA			
AET-030 Portable Ozone Spot Checker/Leak Detector	96	320	805

Ion Science Ltd			
GasCheck 3000 Gas Leak Detector	75	200	600
PhoCheck Plus Humidity-Resistant PID for VOCs	105	345	870

MIE			
pDR-1000 Personal Aerosol Monitor	80	200	500
pDR-1200 Personal Aerosol Sizing Monitor (Requires 5L Pump)	80	225	550

MSA			
<i>Most MSA multigas monitors can be configured for single gas detection. Call for details.</i>			
Altair 4 Datalogging Multigas Detector (LEL, CO, O ₂ , H ₂ S)	40	125	300
Altair 5 Datalogging Multigas Detector (LEL, CO, O ₂ , H ₂ S)	50	140	350
Orion Multigas Detector (LEL, CO, O ₂ , and H ₂ S)	45	140	420
Passport PID II Personal Organic Vapor Monitor	50	250	700
Sirius Multigas/PID Monitor (LEL, CO, O ₂ , H ₂ S, PID)	100	350	750
Solaris Multigas Monitor: TWA, Datalogging, Pump Probe	40	125	300
Watchman Monitor for LEL, CO and O ₂	60	160	500

Product	Rental Rates		
	DY	WK	MO

Photovac Inc.			
2020Pro Plus PID Monitor (Measures PPM)	\$75	\$225	\$675
2020ppbPro™ PID Low-Level VOC Monitor (Measure PPB)	210	700	1750
MicroFID Flame Ionization Detector (EPA Method 21)	100	300	800

Quest Technologies			
Edge eg4 Cable-Free Noise Dosimeter (Requires QC-10)	30	114	345
Edge eg4 Noise Dosimeter 5-Pack with QC-10 Calibrator	150	570	1710
Edge eg5 I.S. Noise Dosimeter with QC-10 Calibrator	80	270	673
Model 2200R-10 Integrating Sound Level Meter	65	150	365
Model 2900-UL-30010 Integrating Sound Level Meter	65	200	595
QC-10 Sound Calibrator (114 dB @ 1000 Hz)	14	46	116
SoundPro DL Sound Level Meter/Frequency Analyzer	130	435	1085
NoisePro DLX Type 2 Noise Dosimeter, QC-10 Calibrator	35	120	360
NoisePro DLX10QSP Noise Dosimeter (5-Pack)	150	450	1350
QUESTemp® 36 Portable Heat Stress Monitor	50	175	425

Sensidyne			
AP-20S Gas Detection Pump Kit	15	30	75
PhoCheck Plus Humidity-Resistant PID for VOCs	105	345	870

Testo			
318-V VideoPro Digital Inspection Scope	20	40	90
330-2 Three-Gas Industrial Combustion Analyzer	100	250	700
335 Multigas Industrial Flue Gas/Combustion Analyzer	123	410	1025
350XL Portable Emissions Analyzer	200	500	1500
511 PocketPro Absolute Pressure Meter	17	34	75
540 PocketPro Light Intensity Meter	13	25	57
606-1 PocketPro Material Moisture Meter	10	20	45
606-2 PocketPro Material Moisture/Air Humidity/Temp Meter	18	36	80
610 PocketPro Humidity and Temperature Meter	15	30	68
810 PocketPro Two-in-One Surface/Air Thermometer	10	20	45
880-3 Thermal Imager with Built-In Digital Camera	125	350	950

TSI			
4146 Sampling Pump Calibrator	25	80	200
AccuBalance® 8375 Air Capture Hood (2'x2' and 1'x4' Frames)	80	250	640
AeroTrak™ 8220 Six-Channel Optical Particle Counter	69	240	720
AeroTrak™ 9000 Nanoparticle Counter	300	600	1750
CA-Calc™ 6213 Combustion Analyzer	100	200	700
DP-Calc™ 8710-XX1 Micromanometer	77	200	550
DustTrak II 8530 Desktop Aerosol Particulate Monitor	160	530	1325
DustTrak DRX 8534 Handheld Aerosol Particulate Monitor	300	995	2495
DustTrak 8535 Environmental Enclosure	160	320	800
IAQ-Calc™ 7545 Multiparameter Meter	50	200	600
PortaCount® Pro+ 8038 Respirator Fit Tester (SCBA/N95)	300	875	2625
PortaCount® Plus 8095 N95-Companion™	100	300	900
PortaCount® Plus 8020 Respirator Fit Tester	120	575	1725
P-Trak® 8525 Ultrafine Particle Counter	80	300	850
Q-Trak™ Plus 8554 or Q-Trak™ 7565 IAQ Monitor	65	200	600
SidePak™ AM510 Personal Aerosol Monitor	50	200	500
SidePak™ SP530 Personal Sampling Pumps (5-Pack)*	165	535	1330
SidePak™ SP730 Personal Sampling Pump (1 Unit)*	50	120	300
SidePak™ SP730 Personal Sampling Pumps (3-Pack)*	135	445	1100
VelociCalc® Plus 8386 Ventilation Meter	57	160	450
VelociCalc® 9555 with Multiparameter 982 IAQ Probe	75	250	700

In the market for gently-used instrumentation? Call us.

**Need help? Call 866-736-8347 and ask for Patricia at x1774.
Save 5% automatically when you rent online at www.raeco.com**

** 37mm cassette filter kits and sorbent tube kits available for \$5 each for the duration of a TSI sampling pump rental.*