

BTU ANALYZERS: BUYING DIRECT FROM SHIMADZU VS. A THIRD PARTY

At Shimadzu, we offer a full line of gas chromatograph solutions to support your BTU analysis needs. Designed with the end user in mind, our products offer new innovative features, exceptional performance, and high-throughput capabilities. If you're looking for a supplier for GC solutions, this side-by-side comparison highlights the differences between Shimadzu and third-party providers:

Learn more at www.AnalyzeYourGas.com

SHIMADZU VS. THIRD PARTY

Shimadzu has been *developing innovative gas chromatography solutions since 1956* — longer than any other GC manufacturer. We have the engineering expertise to design and build custom products tailored to your BTU analysis needs.

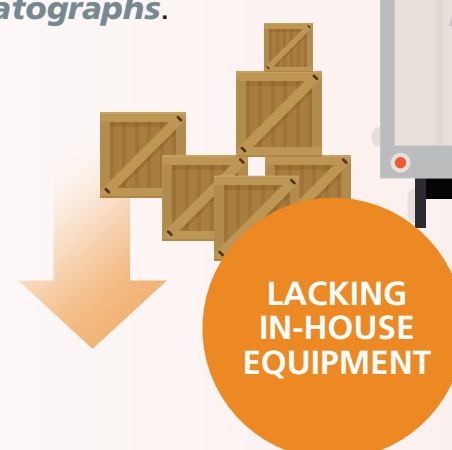


EXPERTISE



Shimadzu is your one-stop source for GCs. The Shimadzu product line features the widest *range of GC models*, ensuring you find the best solution to match your application requirements.

Because they lack the in-house expertise and equipment, many third-party providers *rely on other vendors to supply their gas chromatographs*.

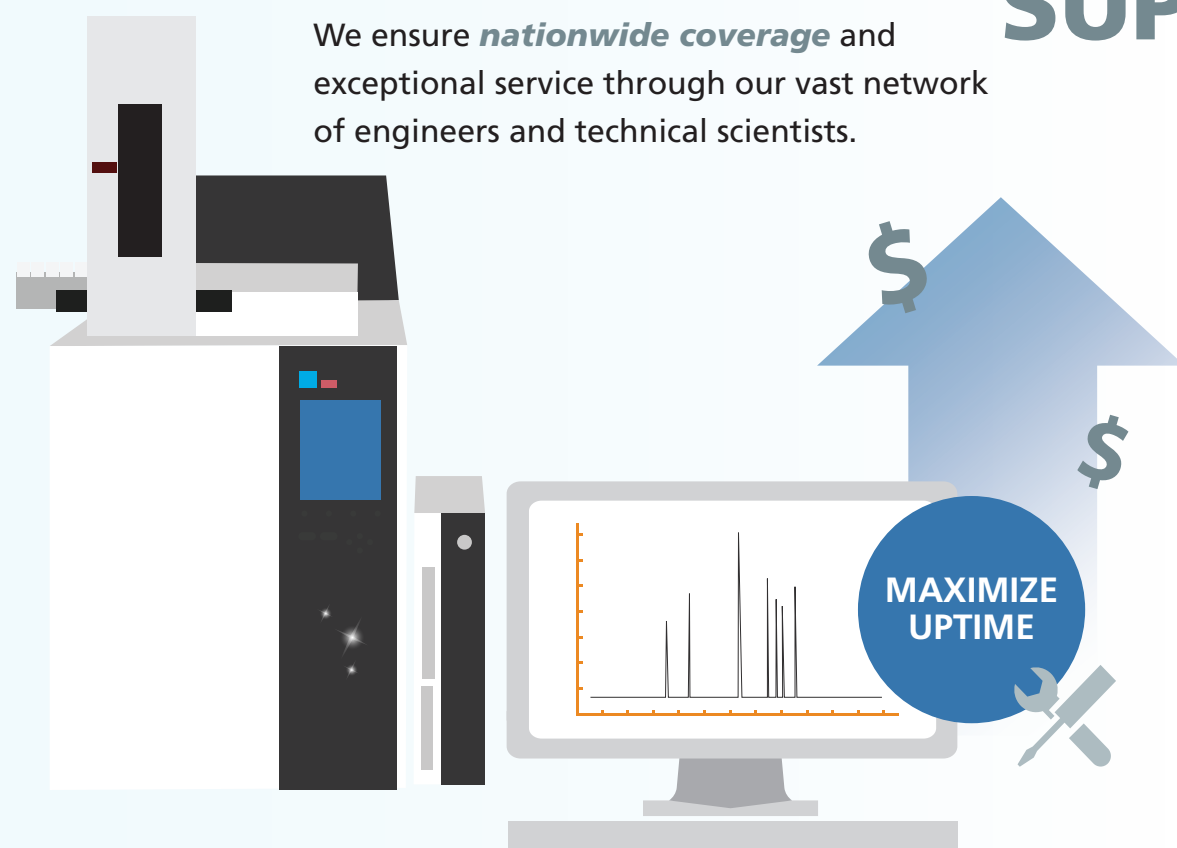


While outsourcing can be a more cost-effective solution, providers *may lose control of the production process* or have to compete for the manufacturer's time and attention.



TECHNICAL SUPPORT

With nine regional offices located throughout the United States, Shimadzu is able to provide *fast, reliable technical support and on-site service*.



We ensure *nationwide coverage* and exceptional service through our vast network of engineers and technical scientists.

We offer free technical support for the life of our instruments. Whatever your technological challenge, we can help you find a solution.

While a third-party provider may offer technical support, they *may not have the resources or staff to do so quickly or effectively*.



As a result, many customers get caught in a frustrating technical support loop.

Third-party providers typically offer technical support through long-term contracts, which *can get expensive quickly*.



TRAINING

We offer hands-on training, so *you can quickly and efficiently leverage the benefits of your new GC*. Our state-of-the-art training facility can accommodate up to six classes simultaneously.



We also actively participate in training at the nationally recognized *Gas Processors' Association (GPA) Midstream School of Gas Chromatography*.

Many providers *do not offer training to the extent Shimadzu does*, and on-location training isn't always an option. Also, customers can get confused about who supports their system — the third-party provider or the GC manufacturer?

