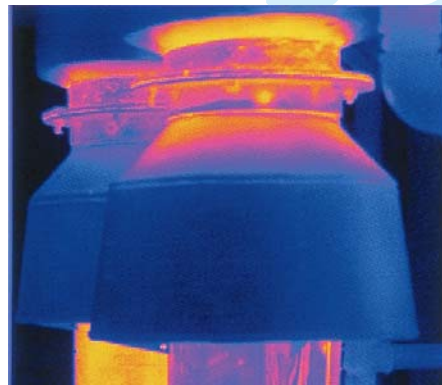


LAND

instruments international



A COMPANY PROFILE

LAND

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Land Instruments International is a privately owned company which has been trading for well over a century. Originally in the silver plate trade, the company was transformed in 1947 by Tom Land into a hi-tech business developing products for industrial temperature measurement.

More recent developments have included environmental monitoring, combustion control instrumentation, thermal imaging and infrared linescanning.

Sustained growth in these different market sectors has resulted in the formation of Land Instruments International - marketing infrared temperature measurement products and combustion and environmental monitoring products.

Land is very much an international company with 300 employees worldwide.

Product development and manufacturing facilities are at the Head Office in Dronfield, England and in Pennsylvania, USA. Customer support and sales are handled by Land offices in Europe, North America and Japan. All other major countries are covered by distributors, who receive specialist training at the Land facility in Dronfield. This ensures good support for customers and provides feedback of their specific requirements to Land. Customer support and back-up will continue to play a major role in the future development of the company, on a world-wide basis.

Drawing upon the wealth of a century's experience, Land has begun the 21st century with an active policy of marketing, product development and increasing global market cover to provide an even greater commitment to both its present and future customers.



Above: The original factory built in 1908 at Queens Road, Sheffield was called Colonial Works, reflecting the fact that even then the Land company had an export trade. Right: The Head Office Dronfield, near Sheffield from where there is a world-wide support network for all products and the USA office.





Quality is an integral part of the Land philosophy, where all levels of management and employees are responsible for the quality of their work, to ensure complete customer satisfaction.

Quality, traceability and overall service remain the highest priority at Land.

The Quality Management System at Land Instruments International is approved to ISO 9001.

With the recognition of accuracy as the foundation of good product design - the Land laboratory was the first, in 1970, to be accredited for the issue of calibration certificates for thermal measurements.

Again in 2001 Land were the first to meet the requirements of ISO 17025 - and remains one of the world's leading calibration laboratories today.



Over 55 years of experience
Over 55 years of success

"As applied physicists we are perhaps excessively concerned with accuracy; as business people we know that our customers' needs must be our main preoccupation", Tom Land.



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Combustion & Environmental Division

Land Instruments International specialises in the design, manufacture and marketing of combustion and environmental monitoring instrumentation.

Pioneered by an initial interest in the efficiency of coal fired combustion processes, serious development of CO monitors soon established Land Instruments International as world leaders in this field.

Additional expertise was gained with the development of sophisticated plant safety equipment in the form of flame monitoring systems and mill fire detection.

With the recent increase in environmental concerns, the company has continued to develop and produce a range of high quality environmental gas analysers for monitoring and complying with worldwide legislation.

Land are true specialists in their field, constantly innovating to provide instruments and systems with the highest performance and reliability.



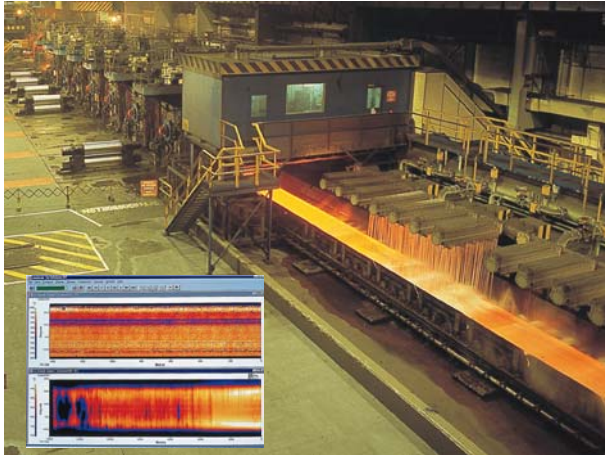
Innovating for Performance and Reliability

- First commercial CO monitor for combustion efficiency
- First dual sensor environmental emissions monitor
- First fully integrated zirconia oxygen probe
- First opacity monitor with no moving parts
- First acid dewpoint monitor

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Infrared Temperature Measurement



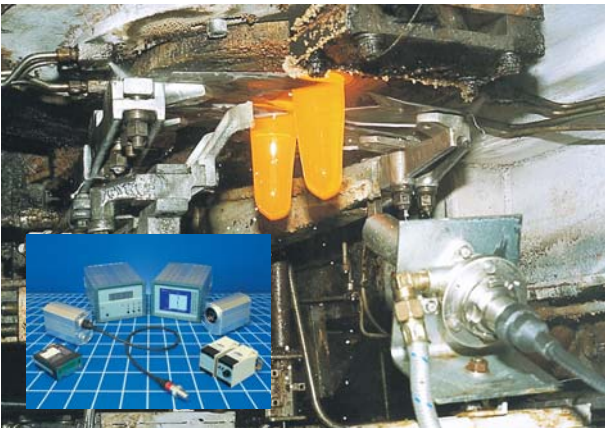
Land Instruments International is the world leader in the design and application of infrared temperature measurement for industry.

Land's current temperature product portfolio includes an extensive range of on-line and portable radiation thermometers and systems, infrared linescanners and on-line and portable thermal imagers.

As both innovators and manufacturers of high quality precision radiation thermometers and thermometer systems, Land's position is unrivalled with over 55 years experience in temperature measurement.

Land products are used extensively in applications as diverse as steel, glass, electronics, mineral processing, power generation, utility and aircraft gas turbines, and a wide range of other industries.

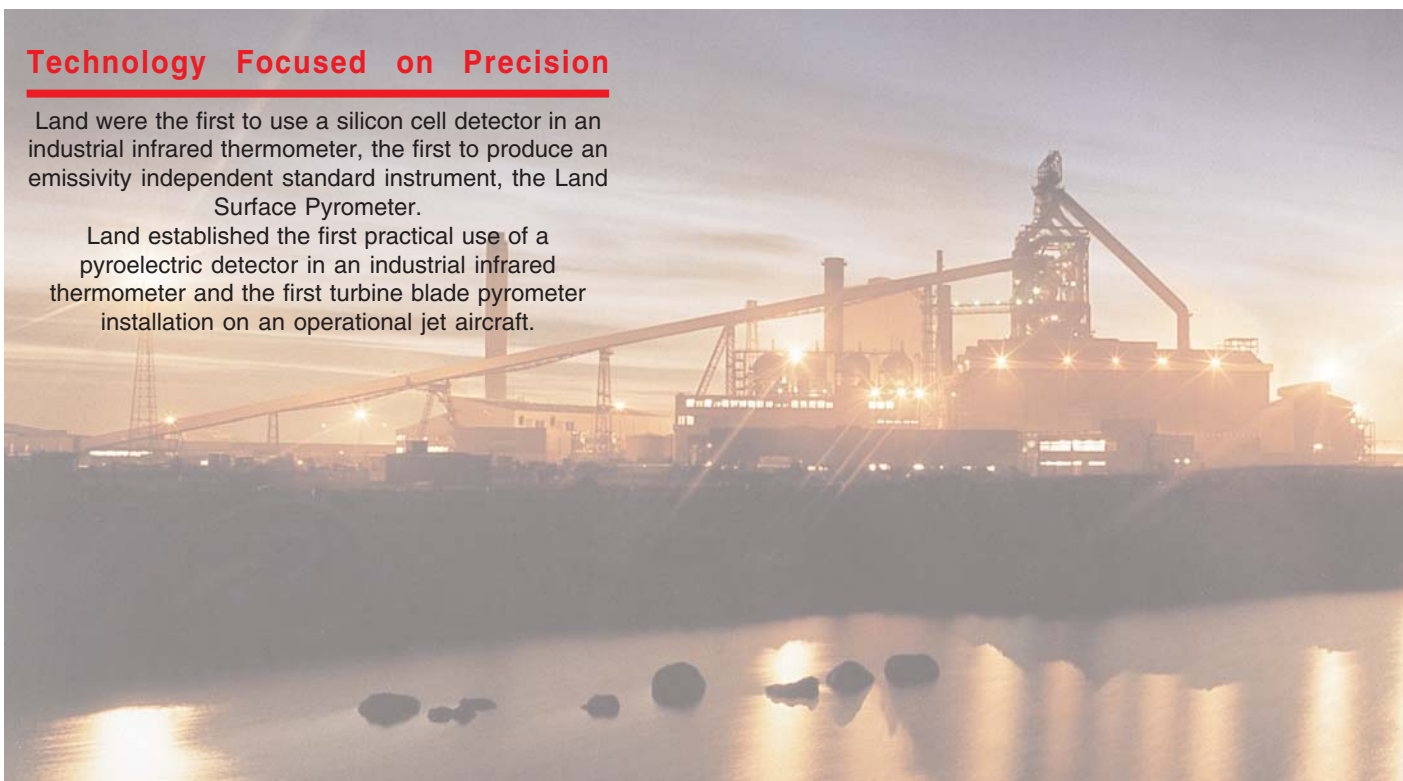
Ongoing development creates products for new applications and the continuous improvement of an expanding product range.



Technology Focused on Precision

Land were the first to use a silicon cell detector in an industrial infrared thermometer, the first to produce an emissivity independent standard instrument, the Land Surface Pyrometer.

Land established the first practical use of a pyroelectric detector in an industrial infrared thermometer and the first turbine blade pyrometer installation on an operational jet aircraft.



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QUALITY

Commitment to quality makes Land the leading company for environmental and temperature monitoring products.

The quality management system at Land Instruments International is approved to ISO 9001 for the design, manufacture and servicing of non contact infrared temperature, combustion and environmental monitoring instrumentation. Land Instruments International In-Flight systems are CAA approved.

MARKETING

Land's strategy for the future is to develop and market products on a global basis, that meet customer demands and make the most effective use of our distribution resources.

Monitoring of industrial developments and constant customer contact keeps us in touch with the requirements of local markets. This provides vital information necessary for product innovation and to expand and improve the business - ensuring a service to industry that is second to none.



PRODUCT DEVELOPMENT

The dedication to continuous product development maintains our position ahead of our competitors - at the forefront of technology.

Specialist facilities for new development and applications ensure that Land products are the best available.

MANUFACTURE, ASSEMBLY AND TEST

The combination of technology in design and manufacture processes, along with specialized machinery and equipment, ensures that the most efficient manufacturing techniques are used to meet the requirements of the customer.

Extended product testing and calibration guarantees that the finished product conforms to specification.



Land Instruments International's objective is to provide solutions for customers through . . .

DISTRIBUTION NETWORK

In addition to the subsidiary offices established in Europe, Japan and the USA, Land Instruments International is represented by Distributors in most of the major industrial countries throughout the world.

This approach ensures that customers, on a global basis, benefit from practical and expert advice locally. It also provides local specialists, who are aware of specific requirements for their country and industry, to support customers and advise Land on future market needs.

TRAINING

Knowledge is considered by Land to be vital for good business.

For this reason, Land have established a full training facility. This is dedicated to passing on to our customers and Distributors the expertise and years of experience gained, enabling them to get the optimum performance from their instrumentation.

CUSTOMER CARE

All Land products are backed by comprehensive after-sales services for commissioning, calibration, maintenance and repair.

Our service engineers will make regular visits to ensure that Land equipment continues to function effectively and reliably.

CALIBRATION

All Land's temperature measuring systems and instruments are fully calibrated in our UKAS accredited calibration laboratory in the U.K. and our NIST laboratory in the USA, to provide a guarantee of measurement accuracy.

Land also supply a full range of temperature reference sources which are used to verify or re-establish the calibration accuracy of products in the field.



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