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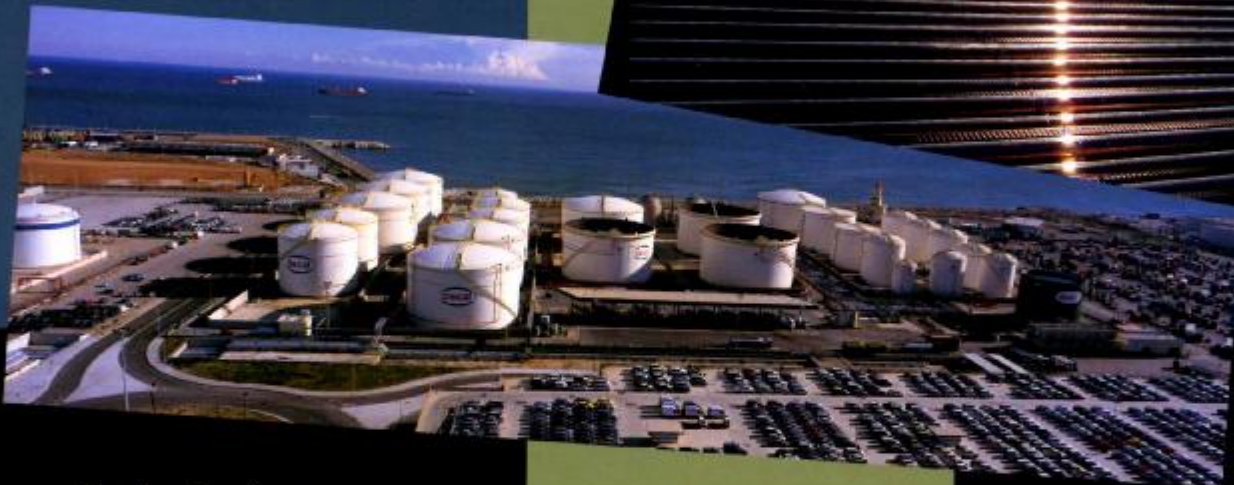
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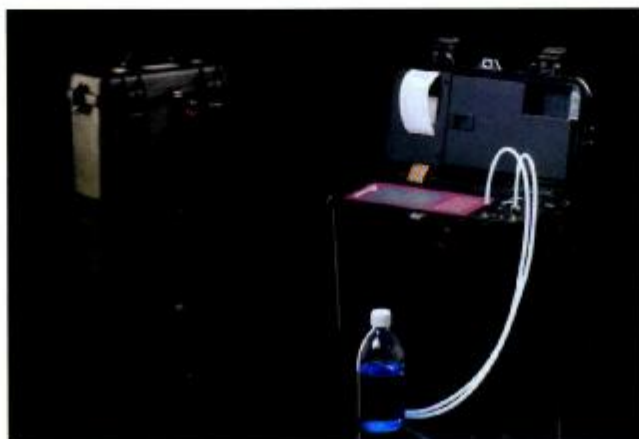
Advanced Technology in Particle Measurement and Analysis

Operating from Rutesheim, near Stuttgart in southern Germany, **PAMAS Partikelmess- und Analysesysteme GmbH** is a globally active specialist in the field of particle measuring technology and develops both standard and tailor-made systems for a wide range of applications, from water purification to oil-based hydraulics. For a number of years now, the company has sought expansion abroad and today claims a remarkable export rate.

PAMAS Partikelmess- und Analysesysteme GmbH was formed by Mr. Gerhard Schreck in 1992 with the aim of developing, manufacturing, and marketing sophisticated particle measuring and analysis systems, with a strong focus on oil hydraulics applications, for taking purity measurements in liquids and lubricants. The business was launched with four members of staff and has since evolved into a sizable enterprise with forty-five employees.



PAMAS develops, manufactures, and distributes high-quality systems for particle measurement and analysis on the basis of profound know-how which is nourished, advanced, and safeguarded within the company's organisation. In order to always guarantee top quality, all components



PAMAS S4031 GO - portable particle counting system with housing for harsh environments

- especially the heart of the systems, the sensors - are manufactured either in-house or by specifically selected partners. Of course, all externally manufactured components must meet stringent quality requirements.

The solutions represent a highly sophisticated, mature composition of optical, electronic and mechanical high-tech components, where the system is more than the sum of its parts. The experts pride themselves upon the fact that

their customers receive more than high-tech products - they are equipped with holistic solutions as regards safety, quality, reliability, and system stability.

PAMAS technologies are the result of long-term in-house research and development work. By consistently advancing its own knowledge, the company has obtained a leading position in the world market for particle measuring technology. Our first interview partner for this article, Head of Sales

Franz Ganster, relates: "To date, we have sold around five thousand systems. We have tripled our turnover in the past five years and now hold an estimated market share of 30% in the segment for simple optical particle counters alone."

It is of particular importance to the team to work in close cooperation with the customer at all times, be innovative and employ and exploit the latest methods and technologies. The company seeks to work at the highest quality level, while remaining independent, flexible and fast.

Wherever hydraulic machines or lubricating oil systems are in use, complex applications in the chemical or pharmaceutical industry have to be controlled or water is purified. PAMAS accurate and reliable particle measuring technology is a flexible and cost-effective instrument of process control and thus guarantees smooth manufacturing processes. Apart from hydraulics and lubricating oil-measuring technology, PAMAS holds profound competence in process and (waste) water analysis as well as particle size analysis.

The PAMAS S4031 is a portable particle counter for liquids. It is used in research and off-standard measurements in laboratories and test institutes for

indoor and field applications. The unit can be pressed into service for batch sampling or online measurements. A wear-resistant ceramic piston pump enables constant flow. Thanks to its easy-to-use touch-screen user interface operation is straightforward and intuitive. Up to thirty-two freely adjustable channels can be used and sixteen different channel settings may be stored in the system. The device is equipped with a built-in battery for up to two hours' operation and data storage of more than five hundred measurements. Typical applications are in raw, waste and drinking water, organic fluids, corrosive fluids, and cleaning of parts.

The PAMAS S4031 GO is a portable particle counter in a specially developed, splash-proof polypropylene housing and designed specifically for harsh environments. It is mainly used with hydraulic systems charged with mineral oil or water-based hydraulic fluids, in underwater applications in offshore oil exploration or any other rough field applications.

The SVSS system is a standard laboratory particle counter for pharmaceutical applications such as control of parenterals, infusion solutions, ophthalmic and oral fluids, and other low-viscosity liquids. The

instrument can be used as a standalone unit or remotely software-controlled. A stepper motor-actuated precision syringe moves the sample through the HCB sensor at the optimum flow rate and thus sample volumes can be accurately

measured. Using interchangeable syringes, the SVSS is capable of sampling volumes from 100 μ l to 1000 ml. For small volumes, a special "Small Volume Kit" is available. The system can be used with a number of different sensors of the PAMAS HCB-LD series. The standard sensor for the SVSS is the HCB-LD-25/25 with a flow rate of 10 ml/min and a size range of 1 to 200 μ m.

The PAMAS Water-Viewer is used as an online particle counter for low-viscosity liquids. Sample input for the standard sys-

tem is a pressure of 0.5 to 4 bar, grab sampling or mixed systems are available on request. The device has been designed for fully automated operation; analogue and digital I/O for external devices are optional. Automated sensor cleaning removes minerals and most other deposits. The system can be expanded to four to thirty-two measuring point inputs using an automatic multiplexer unit. The Water-Viewer provides water quality measurements for potable water, wastewater, industrial process water, swimming pool water, filter control and coagulation (flocking) control.

Our second interviewee, Sabine Brummer (Application Technology) explains: "Our customer base is made up of service technicians and companies, industrial operations, e.g. refineries, the aerospace industry and, of course, laboratories. There is a clear focus on the gas and oil industry. 10% of our business comes from OEM customers."

PAMAS operates foreign offices in India, Brazil, Spain, Belgium, France, UK, and Finland. "We have an export rate of more than 80%; strong markets are China, India and the United States. For five years we have been accelerating our export business and implementing a new distribution system based on direct communication with sensitised market partners," as Franz Ganster reports. "We see ample growth potential in the offshore sector and more generally in the field of environmental analytics, especially in drinking water processing, a pivotal future issue."



PAMAS SVSS - particle counting system for infusion solutions and clean fluids



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