Did you know that you can refurbish a MB spectrometer as old as 1988 at a cost-effective price?

Taking advantage of the Upgrade/Exchange programs will keep your instrument up to date and ensure future support. In addition, your system will not be affected by outdated or discontinued electronic sub-components.

Exchange or Upgrade?

- **1995 - 2005** can be upgraded.
  - The least expensive solution.
  - The instrument returned to our factory in Canada.
  - Expected delivery is 6 weeks upon reception of instrument.
  - Original paint for upgrades.
  - Optional Arid Zone sample compartment.
- **1988 - 1994** should be exchanged for refurbished models.
  - Exchange a functioning unit with a reconditioned one.
  - The exchange option offers additional benefits.
  - Fast solution with no surprise: One-day Swap-over maximum down-time.
  - Design and colors will be updated to latest styles.
  - Expected delivery is 6 weeks, upon purchase
  - Optional unit "Emergency-Swap-Over" to avoid downtime for unexpected analyser failure.
  - Arid Zone sample compartment.

Turn-Around Time Available

Upgrade your analyzer if down-time is not critical

- You purchase an upgrade
- You send your analyzer to ABB
- 6-week production cycle
- Reception of your new upgraded analyzer

Exchange your analyzer if down-time is critical

- You purchase an upgrade
- ABB prepares a refurbished analyzer.
- 6-week production cycle
- You receive your refurbished analyzer
- One-day Swap-over maximum down-time.
- You send back your old functional analyzer to ABB within 3 weeks upon reception of your new refurbished analyzer.

Note: A Customer which doesn't want to loose his analyser for 6 weeks, can purchase an exchange even if he qualifies for an upgrade.

Savings

- Up to 47% For an MB100 upgrade to an FTLA2000-100-U compared to a new analyzer.
- Up to 33% for an MB100 exchange to an FTLA2000-100-E compared to a new analyzer.

Software and Connectivity

Software

- GRAMS/Light included.
- Optional software upgrades.
  - Full GRAMS version.
  - AIRS
  - PLSIQ

Connectivity

- Ethernet communications.
- Networking capabilities enabling multiple remote accesses.

ISO-9001/14001 compliant

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