



## Digital Salt Measurement

HedoN Electronic Development introduces the renewed version of the digital salt meter for steel surfaces as 'Salt Measurement 2.0'. The new revolutionary salt meter is now available.

In applications where steel is used and long-time preservation is required it's very important that as little as possible salt is present on the steel before it is coated.

This goes especially for constructions like ships, offshore installations, pipelines, windmills and bridges.

Due to the presence of soluble salts on the steel osmosis is occurring. The water that penetrates through the paint causes pressure from the inside, resulting in paint damage and corrosion.

The maximum allowed salt level before the application of coating on steel surfaces is extremely low. The amount of salt usually present on a human finger is already too much. There are numerous methods of salt

measurement been developed with each it's specific advantages and disadvantages. The digital salt meter of HedoN has the important advantage that the measurement is fully automated, leaves no room for human error and uses no consumables. The results are stored in memory and can later be used on a PC to make a report for the coatings technical file.

## Soluble Salt Meter

With this revolutionary measuring method the devious Bresle method can now be reproduced in an accurate and user friendly way without the use of consumables.

- Accurate and reproducible measurements
- Equivalent to ISO Standard 5802-9
- Less time consuming
- Lower price per measurement compared to using patches
- Safer, no use of needles and syringes
- No sticky residue on the surface after measurement
- Measurements are digital recorded instead of manually written and can be exported to any report

For more information and technical specifications you can visit our website or contact one of our representatives for more information or a demonstration.



### HedoN Electronic Developments

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[www.solublesaltmeter.com](http://www.solublesaltmeter.com)



## Salt Measurement — No patches needed



HedoN Electronic Developments introduces the renewed version of the digital salt meter for steel surfaces as 'Salt Measurement 2.0'. The new revolutionary salt meter is now available.

The main advantage of the digital salt meter from HedoN is that the measurement is automated in a way that the user can't influence the measuring and will be very accurate. No disposables like the well-known patches will be used.

Imagine the advantages, never out of patches and have to re-order them. Using patches, you need to rub for 90 seconds before you can even start the measurement procedure where it takes less than 60 seconds for the complete measurement cycle with the Soluble Salt Meter.

No more writing down of measurement results and calculating the values but direct digital storage and uploading for use in the coatings technical file. Measurements with the Soluble Saltmeter are more accurate and better reproducible than the Bresle method.

## Nominated for surface treatment industry award

The Soluble Salt Meter will be in the spotlights during the Surface 2012 exhibition starting October 9 2012 in 's-Hertogenbosch, the Netherlands. The Soluble Salt Meter is nominated for the VOM Borghardt Award, a prestigious award for innovations in the surface treatment industry.



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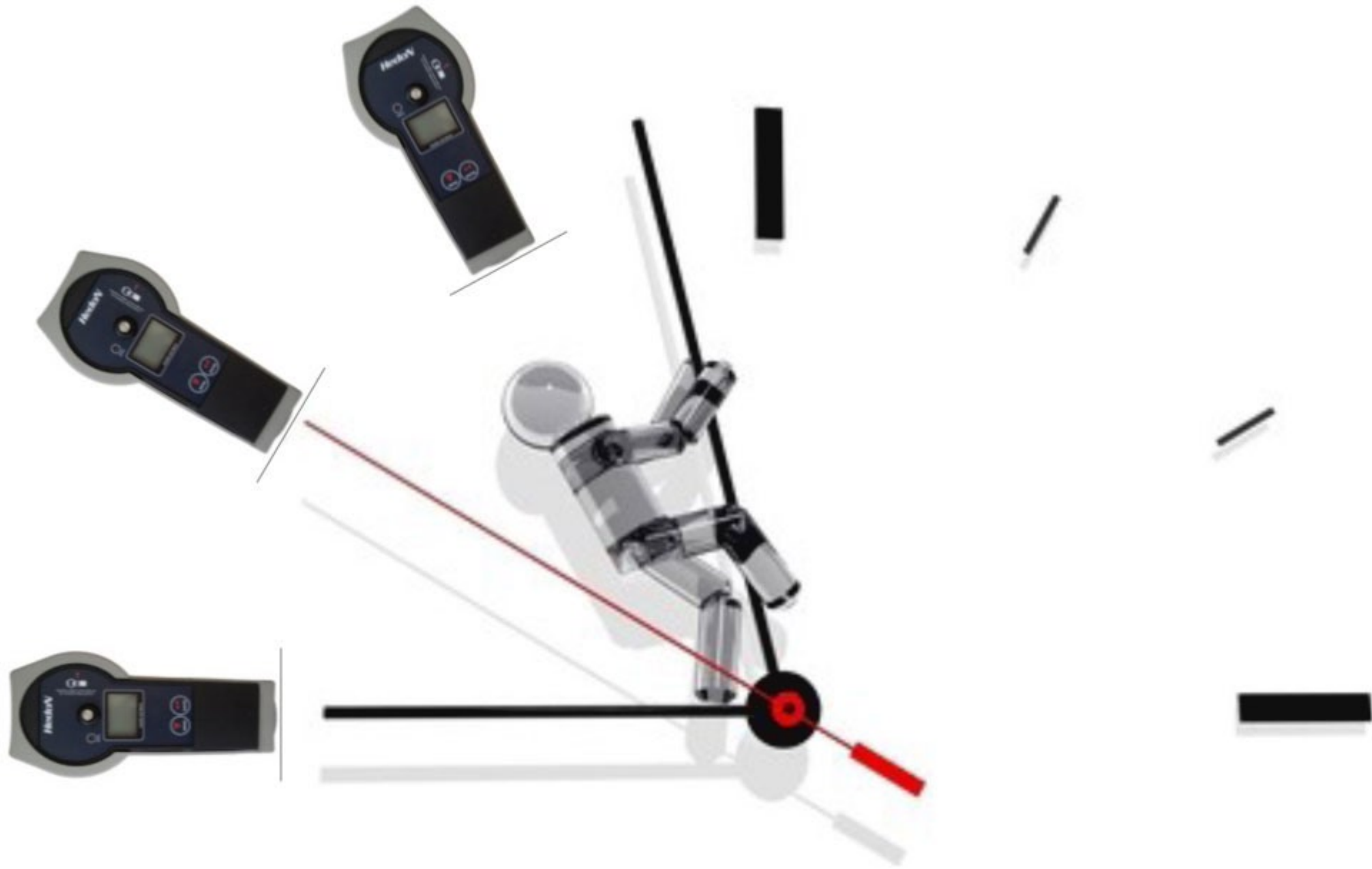


8x faster compared to the Bresle method

Salt measurement with the Bresle Patch method will keep you busy for up to 8 minutes.

Using the automated Soluble Salt Meter, the fastest available method, you are ready for the next measurement after 1 minute.

While you enjoy your cup of coffee your colleague is still in the field busy with his first Bressle measurement.



Save time on your salt measurements

- Magnetic attachment method - no adhesives
- Automated water injection
- Air evacuation automated
- No clean up of residue left behind from Bresle and other adhesive patches
- No manual recording of measurement values as the soluble Salt Meter holds up to 1000 readings.
- Correct measurements instantly. No calculations for temperature correction.
- All the measurements in your PC for seamless integration with your coating technical file.

The SSM test protocol exactly duplicates the Bresle process, except that measurements are automated and there are no consumables. The complete test sequence requires only one minute. The SSM is approved as an authorized alternative to the Bresle patch method. Contact us today for a price quote and find out how you will save time and money.

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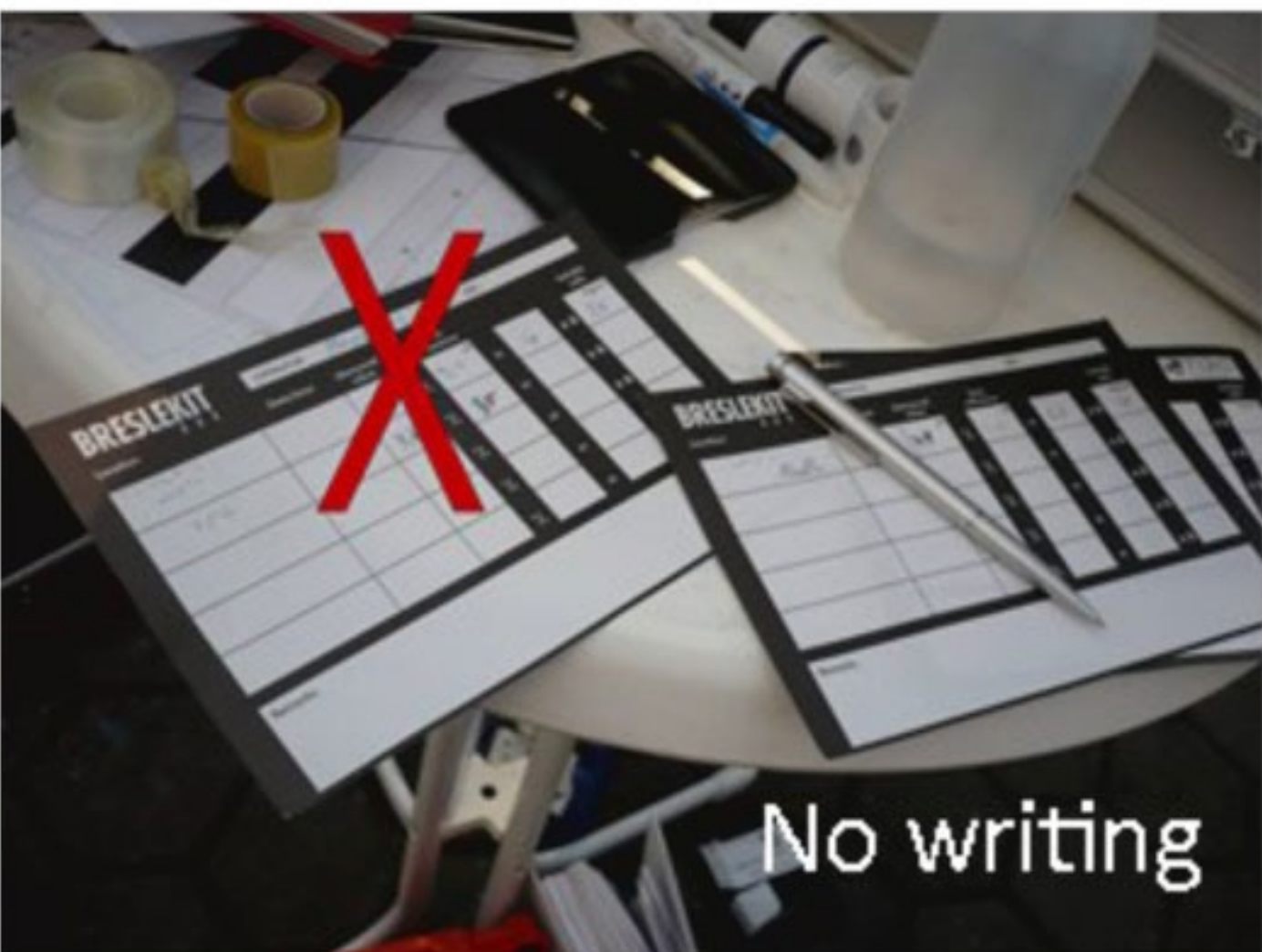
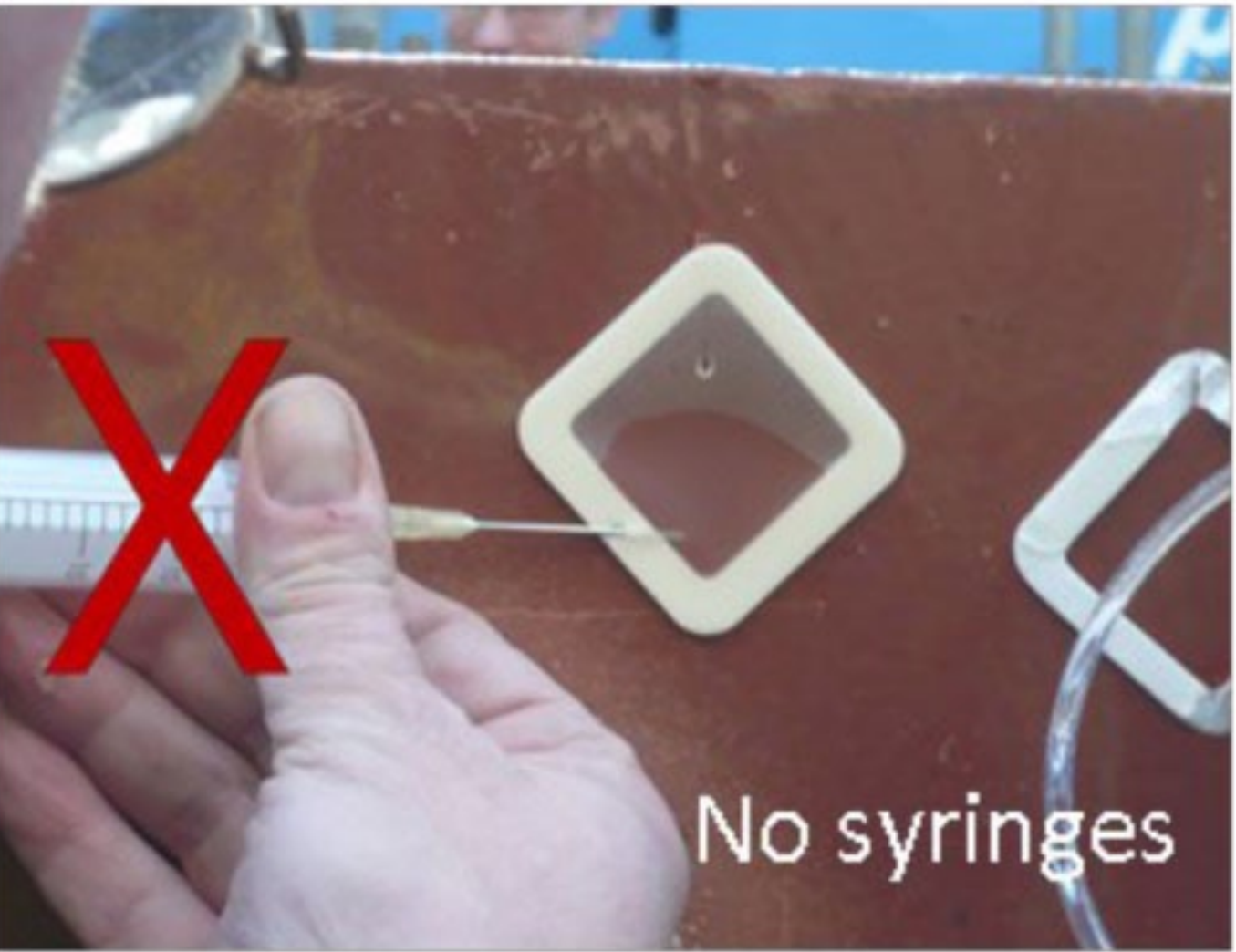


Get rid of all the inconveniences in salt measurement

Salt measurements using the Bresle method is not one of the inspectors favorite jobs. Every step in the process must be performed accurately. This consumes a lot of the valuable time of the inspector and besides the inconveniences inherent to this method there is a chance of errors influencing the measurement results.

Using the Soluble Salt Meter, every step in the process is automated, the measurement results digital recorded and no consumables needed.

So get rid of the inconveniences today, ask for a price quote and find out how you can save time and money.



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Salt Measurements with the Soluble Salt Meter.  
The fastest, cheapest and most accurate method

There is a fast growing group of enthusiastic users of the Soluble Salt Meter. They changed from the cumbersome Bressle Method to the fully automated Soluble Salt Meter.

Using the Soluble Salt Meter, every step in the process is automated, the measurement results digital recorded and no consumables needed. Our customers experience it as the fastest, cheapest and most accurate method for salt measurements.

But don't take it for granted because we tell you. Independent studies like the National Shipbuilding Research Program/ASE Surface Preparation and Coatings Panel (SP-3) Prepared by Lydia M. Frenzel, Ph.D. supports our conclusion.

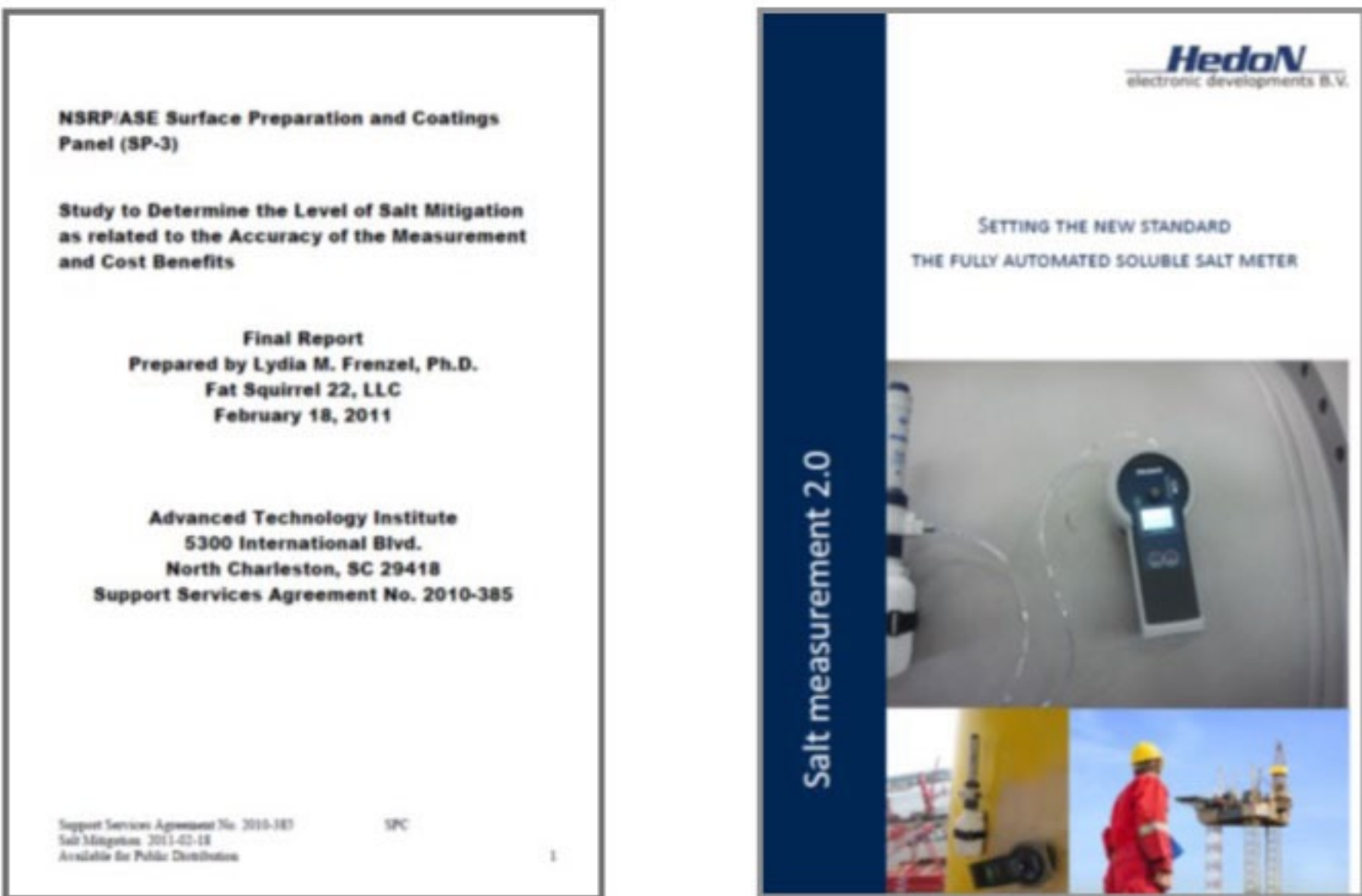


So switch to the fastest, cheapest and most accurate method today, ask for a price quote and find out how you can save time and money.

Learn more

Want to know all the details? Please order our whitepaper and read how the Soluble Salt Meter is setting the new standard.

We also recommend to read the study prepared by Lydia M. Frenzel, Ph.D. Please read her study online and pay special attention to the chart at page 9.



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## Setting the new standard The fully automated Soluble Salt meter

A new inspection tool has been developed to replace the Bresle patch method for soluble salt determination. This Soluble Salt Meter (SSM), was designed around the current Bresle patch salt inspection method.

The SSM test protocol exactly duplicates the Bresle process, except that measurements are automated and there are no consumables. The complete test sequence requires only one minute. The SSM is approved as an authorized alternative to the Bresle patch method.

So switch to the fastest, cheapest and most accurate method today, ask for a price quote and find out how you can save time and money.



[solublesaltmeter.com](http://solublesaltmeter.com)

## Our expanding worldwide network of resellers

We experience an increasing worldwide demand for our equipment. Companies and coating inspectors switch from the cumbersome Bresle Method to the user friendly and accurate Soluble Salt Meter.

Our authorized resellers contributed to the success of the Soluble Salt Meter. Find all our resellers listed on our website.



Besides our already successful resellers there are still opportunities for additional regions. Suitable resellers would already have a presence as a supplier to the surface treatment industry and are able to introduce the Soluble Salt Meter to their existing customer base. Please contact us for more details.

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## Salt Measurements 2.0 info bulletin

June 2013

With this info bulletin we provide you all the information you need to keep you up to date with all the developments in automated salt measurements.

For more information, technical data and testimonials please visit our website.



[solublesaltmeter.com](http://solublesaltmeter.com)

[Click for a price quote](#)

### Innovation creates new standards

"If I had asked people what they wanted, they would have said faster horses," concluded Henry Ford. We all know how his innovations changed the world. If we should have asked what people wanted to change in the method for salt measurements, answers as better adhesion for the patches, easier cleanup of the sticky residue and less time consuming could be expected.

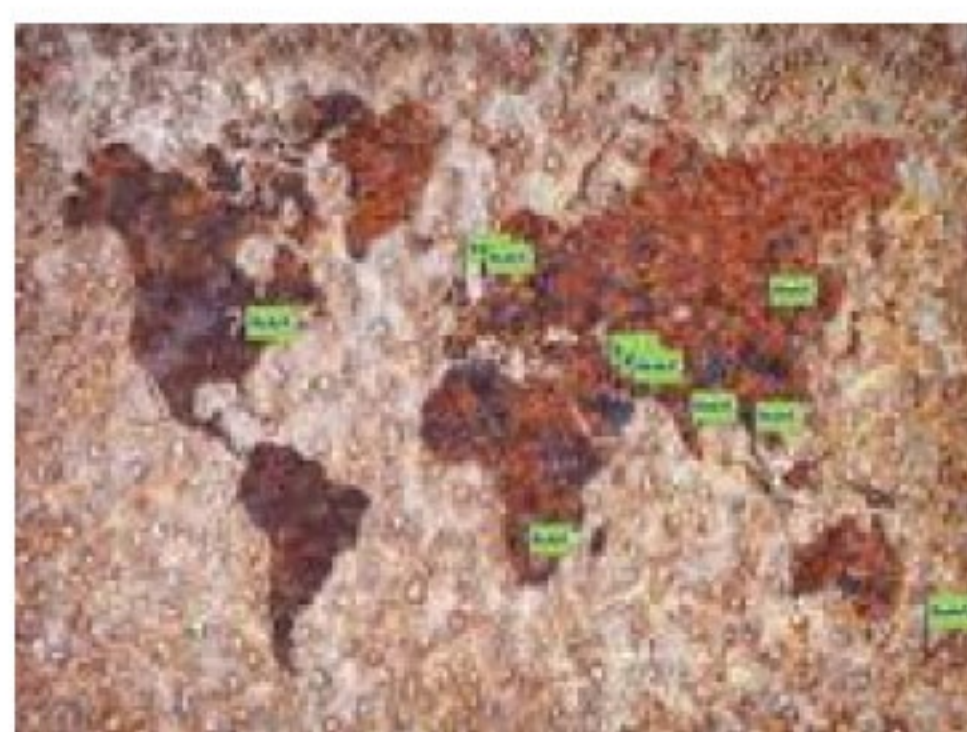


Real innovations go beyond your imagination. So is the Soluble Salt Meter. It is more than just a "faster horse" it is a revolutionary method for your salt measurements. It is the fastest ( 8 times faster than the Bresle Method ), the cheapest ( no expensive consumables ) and most accurate method.

Read more on our website and in the white paper and find out why the Soluble Salt Meter has been nominated for several innovation awards in the coating and surface treatment industry.

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July 2013

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[Click for a price quote](#)



### The Soluble Salt Meter - for every industry

Many industries have set stringent requirements for maximum allowable soluble salt concentrations for various applications. In order to test for surface cleanliness the surface contaminants must be extracted and analyzed. Measure surface cleanliness fast, cheap and accurate with the Soluble Salt Meter.

#### Oil and Gas Industry

The amount of steel piping that is used to transport oil & gas worldwide is enormous. And because a defect can cause huge environmental and safety hazards the responsible authorities give strict guidelines for the preparation of the steel pipes before coating. One of the guidelines is the determination of the amount of soluble salts on the pipe surface.  
[read more](#)



#### Marine Industry

The IMO (International Maritime Organization) recently adopted new performance standards for protective coatings (PSPC) of dedicated sea water ballast tanks in all types of ships and double-side skin spaces of bulk carriers. The regulation will apply to ships of not less than 500 gross tonnage.  
[read more](#)



#### Construction Industry

Owners of large steel constructions such as bridges, wind turbines and vessels for petrochemical plants recognize the direct relation between salt concentration on the surface before painting and the life time of the protective coating.  
[read more](#)



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September 2013

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## The best of both worlds



### BuyLite

The Soluble Salt Meter offers the best of both worlds with the BuyLite and Unlimited version. The BuyLite as an easy and low cost solution for those who want to pay for the measurements when needed ( just like buying the Bresle Patches ).

The BuyLite version offers you all the advantages ( time saving, more accurate, low cost per measurement ) of the Soluble Salt Meter.

### Unlimited

The Unlimited version is for those performing salt measurements on a daily basis. The Unlimited version requires a one-time investment for unlimited measurements and results in the lowest possible price per measurement compared to all the different methods for salt measurement.

Ask for a price quote today. Start with the affordable BuyLite version, buy measurements when you need them or upgrade at any given moment to the Unlimited version.



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## Salt Measurements 2.0 info bulletin

October 2013

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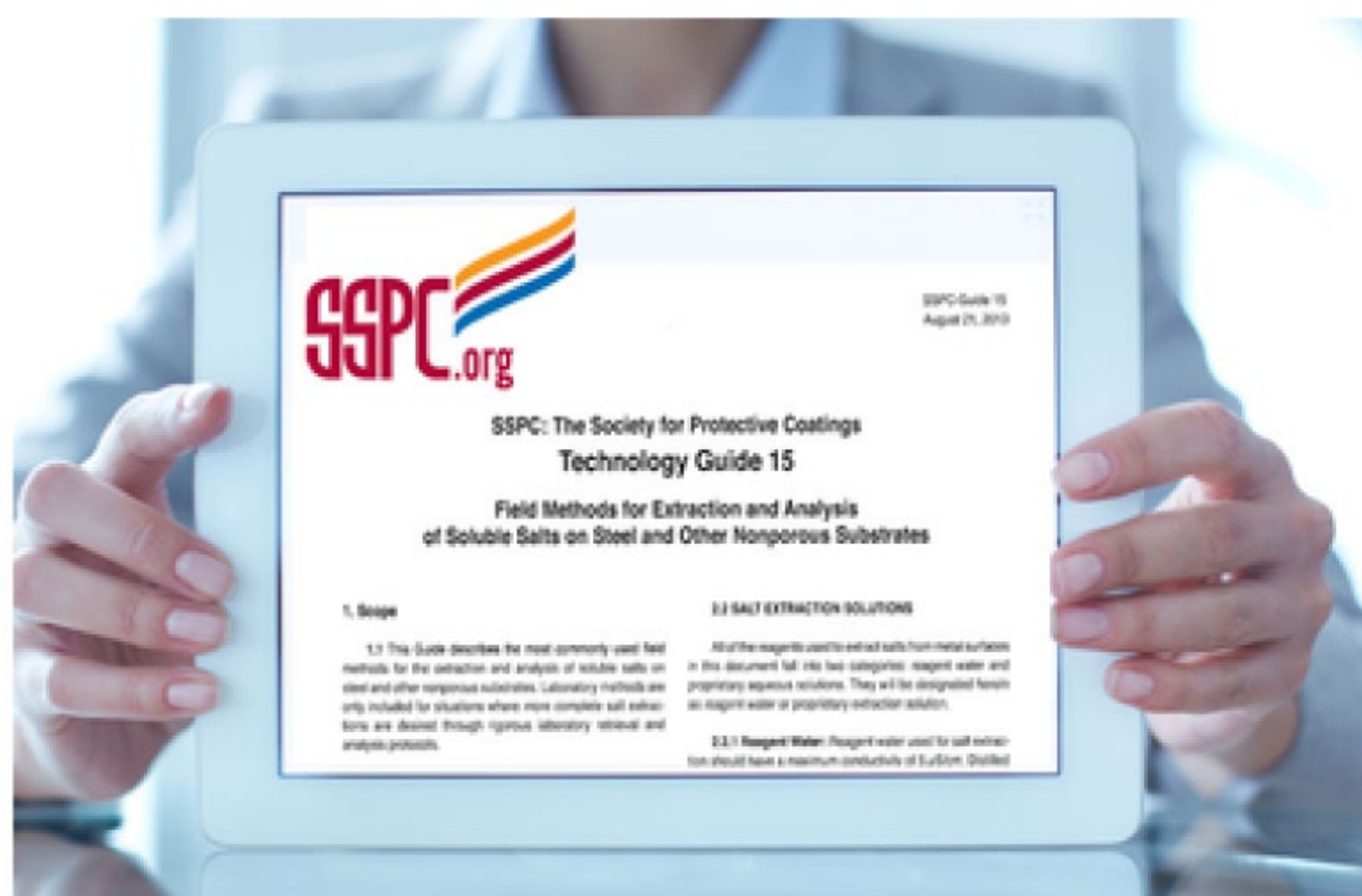
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### Soluble Salt Meter approved as industry standard by SSPC



The Technology Guide 15, published August 2013 by the Society for Protective Coatings ( SSPC ), describes the most commonly used field methods for the extraction and analysis of soluble salts on steel and other nonporous substrates.

In applications where steel is used and long-time preservation is required it's very important that as little as possible salt is present on the steel before it is coated.

This Guide is intended to assist the user in selecting specific procedures for retrieving and analyzing soluble salts. Various methods are described for retrieving salts from a surface and the methods used to determine the concentration of the soluble salts in the extracted solution.

Check out the [SSPC Technology Guide 15](#) and compare the Soluble Salt Meter with other methods for salt measurement. You will be surprised by the advantages of the Soluble Salt Meter. Switch to the fastest, cheapest and most reliable method today.



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December 2013

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Click on the image above to read PCE magazine online and find more information about the Soluble Salt Meter on page 57.



## Soluble Salts

### What they are - Why we care

The presence of water soluble salts on a surface to be painted can seriously compromise the service life expectancy of a protective coating.

Soluble salts, especially conductive ions such as chlorides and sulfates at the surface of a substrate that will be painted promote osmotic blistering under the coating along with underfilm metallic corrosion. High amounts of these soluble salts will lead to premature failure of the coating in service and can compromise the structure that was painted. This problem has been around for a very long time.

Measuring and recording levels of soluble salts is invoked in most contracts where critical coating service life is expected. End users must comply with the contractual requirements of any contract that invokes these requirements.

The end-game for a contractor is to employ the use of approved salt measurements equipment that are the quickest, most accurate, and least expensive to use.

Take care of reliable and accurate salt measurements using the Soluble Salt Meter. Ask for a [price quote](#) today or ask your [reseller](#) for more information.



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## Salt Measurements 2.0 info bulletin

January 2014

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[Click for a price quote](#)



### Soluble Salt Meter launched in India

Our valued reseller Gruppe Littlesilver invited HedoN to be present on their booth at the PETROTECH 2014, held in New Delhi January 12th until January 15th, to introduce the Soluble Salt Meter in India.

The PETROTECH series of International Oil & Gas Conference and Exhibitions is a biennial platform for national and international experts in the oil & gas industry to exchange views and share knowledge, expertise and experiences.



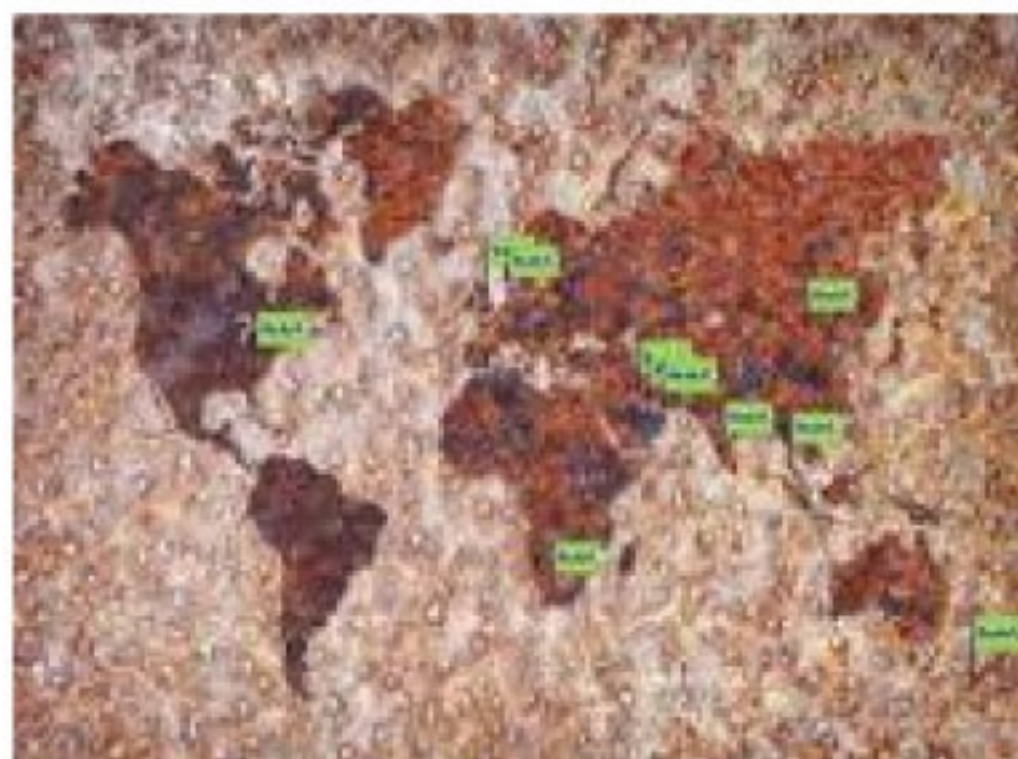
Visitors were surprised by the unique possibilities of the Soluble Salt Meter in the field of the oil & gas industry. An industry that uses a lot of steel for its pipelines and where a defect can cause huge environmental and safety hazards. The responsible authorities give strict guidelines for the preparation of the steel pipes before coating. One of the guidelines is the determination of the amount of soluble salts on the pipe surface.

Given the circumstances pipes are measured (many miles of repetitive actions), an electronic tool such as the SSM saves time and money, with improving accuracy and data capture as a bonus.

On pipes with a diameter of no less than 48 inch the standard version of the SSM can be used. For smaller diameters three optional curved measuring heads are available to measure in three ranges pipes up to 8 inch.

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February 2014

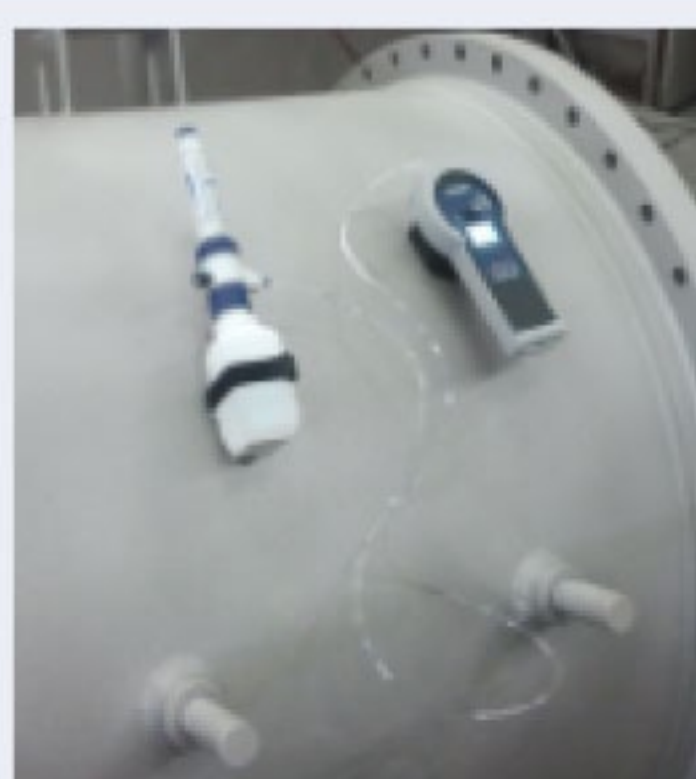
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### Soluble Salt Meter equivalent to ISO8502-9

**Corrosion Control Consultants and Labs, Inc.**

a **GPI** company



#### Laboratory Testing Report

ISO 8502-9 Equivalence Validation by NACE SP0508-2008

In 1997 the Bresle method was invented as a field method for measuring soluble salts. As the Bresle patch was the only available method this was a good solution in those days.

This method is still being used but is pretty outdated as new technologies have proven to be more accurate, quicker and the possibility for human errors has been reduced.

New technologies had to prove they produce the same results as you would get with the patches. A very strict testing procedure has been developed by NACE (National Association of Corrosion Engineers ) to which new methods have to comply to be equivalent.

In recent regulations you'll find more and more the sentence : in accordance with ISO8509-2, or the sentence Bresle equivalent. This helps even the more conservative inspectors to accept new technology.

On our [website](#) the [certificate](#) that proves that the soluble Salt Meter demonstrated equivalence to ISO8502-9 can be found as well as other approvals and recommendations.

Find out how new technology can assist you in faster and more accurate salt measurements and can save you money. Ask for more information or a price quote today.



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March 2014

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### Soluble Salt Meter presented on NACE CIP day

You're welcome to the CIP-Day (Coating Inspectors Program) organized by NACE BENELUX section on Thursday, April 3rd, 2014 at De Jachthoorn in Kontich (Belgium).

Specific topics help you to improve the overall quality of inspections performed. One of the topics this year is how to determine soluble salts on the surface. Hedon will show why the Soluble Salt Meter is the most accurate, fastest and most cost effective method.



Click [here](#) to view the program of the CIP day.

If you are not able to attend please let us know and we will help you with all the information you need or arrange a demonstration.



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