

# Product-Price-Performance

## Price/quality levels for temperature sensors

Like all products also the temperature sensors are subject to the general rules, then while remaining aesthetically identical or almost, they can be realized in various modes which then determine both the price, but also and above all the provision that they will give during their lifetime, in terms of reliability, life, and also accuracy of measurement.

Unfortunately, especially in some products, differences, even substantial, can not be seen visually, resulting in seemingly identical, but in fact the difference in the best case can be such as to reduce the operating life of the sensor or in the worst case can even jeopardize the facility

So what initially it may appear as a money saving, in reality with a proper analysis is transformed into a higher cost, but unfortunately all this is also due to a lack of knowledge of the part by the users.

Rarely it is considered that the sensor is a true measuring instrument itself, perhaps one of the most important and critical components of the plant, which alone can lead to a right or to an approximate burning result.

The poor knowledge of the subject and the need to optimize the budget, becomes fertile ground for low-skilled companies, often not even equipped with certified quality system, which as a single market aggression argument have the money, but not without hidden compromises.

CEAM Control Equipment sensor division, a company with over 50 years of history and experience in the field, with over 20 years of certified quality system, continues to guarantee a very technical and clear approach, much to organize training courses to promote knowledge and the correct use of sensors, both for technical but also for the staff of buyers, often delegated to decide the best thing for the company..

All this to create in transparency, increased awareness of the product, a necessary condition to be able to make informed and fair choices.

In this context Ceam tried to give a simple and clear answer, identifying on the experience base, different categories of the product level. This will make it easier for the user to decide consciously what kind of performance desired, and therefore the price you want to pay.

Each category shown on the right, presents a specific and clear relationship between performance / price, that our technicians then decline in the technical solution adopted.

And each product can be designed to give the maximum in terms of price or the maximum in terms of performance.

If you wish to learn to know the main tricks for fraudulent containment of the price, please request the ceam document Frauds DOSSIER, written thanks to years of observation of the phenomenon.



**Example:**  
Two probes apparently identical but deeply different between them on the following points:

Diameter wires less than the declared and/or shorter internally or even stretched with foreign and incompatible materials.

Ceramic sheaths of poor quality and hemispherical cap and/or worse reported dish.

### Categories Price/Performance

#### PPA = OEM Basic Product

Product designed for the maximum containment of the price also to the expense of sensor performance, which guarantees a Technical performance soon sufficient, Typical product for resellers and OEM.

The PPA product while ensuring an apparent saving, thanks to a very competitive cost of purchase, in reality does not permit a real savings in the long term, because of a limited life.

#### PPB = Midle Product

Commercial product designed to provide a balance between purchase savings and a sufficient performance. Typically produced by evolved OEM wanting to ensure to the customer an average superior product but still containing to the Maximum the budget.

#### PPC = Performance Product

Product technically designed to get an excellent performance with a good price-quality ratio and certainly a optimal investment in terms of reliability and durability, reducing the machine downtime for replacement of the sensor.

Product apparently most expensive at the purchase but surely much cheaper in the long run

#### PPX = Special Performance Product

special product designed to try to resolve as much as possible a specific technical problem, without being influenced by the budget.

Product which in some cases is the only real alternative to the renunciation of the measure, or to the taste to a different technology still more complex and expensive.