



FLIR

APPLICATION STORY

FLIR SYSTEMS

Samenwerkende **Adviseurs** Nederland



ATS Industrial building at Almelo, Netherlands.
SAN advised all technical building installations

Making the difference:

FLIR Systems ThermaCAM™ P640 infrared camera boosts Dutch building advisor company service offer

Infrared cameras expand the range of services offered by building sector specialists and allows them to better serve their customer groups. Using an infrared camera suitable for building applications before and/or after every building valuation, transaction, or major HVAC repair maximizes value and minimizes costs.

Samenwerkende Adviseurs Nederland (Dutch for "Cooperating Advisors Netherlands") is a building consulting bureau which consists of building business experts in all fields.

SAN's experts advise architects, owners, project developers, local authorities, construction companies on HVAC issues, electrical installations and energy issues in line with the building physics.

Most public buildings need specific rules with regard to safety, security, heating, ventilation and electrical facilities. SAN takes care of the growing judicial, technical prescriptions that rule utility buildings – from an indoor shooting range to a hospital.

SAN also calculates energy performance of new and existing buildings, thereby following the European Union directives that are about to be implemented in most member states. But this not the only reason for SAN to invest in thermography in general and into a top-of-the range infrared camera such as the ThermaCAM P640 in particular.

Thermography is a product

SAN offers not only detailed planning and supervision, but also after-care for its projects. Infrared applications in the building sector are numerous: from preliminary inspection to monitoring and maintenance of facilities and installations.



inspecting load problems at electrical cabinets of a public building (police station)



The company's intention is to strengthen its maintenance segment and take it to the best possible level. "That's where thermography makes a difference" says W. van der Kamp, general manager of Samenwerkende Adviseurs Nederland. "Of course, we provide inspection of electrical installations as ruled by the Dutch NEN 3140 standard, but SAN wants to cover all the other applications of infrared thermography in the building sector with regard to the building's physics as well as its installations."

"We believe in the growing importance of infrared thermography. That's why we intend to build up thermography as an independent profit center and a cash flow generator that, similar to licenses in the IT business, keeps a certain amount of revenue constant."

The importance of training

Both, in-house thermographer and electrician Willy Beumer as well as general manager van der Kamp took the five-day Level I course, provided by the local Infrared Training Center (ITC) organization. They say that the courses provide a valuable platform of knowledge to build on and that certification ensures their clients a professional approach.

They mention the existence of black sheep on the market, offering a "thermographic image" or 'inspection' of an object for either ridiculous or exuberant prices.

Using the camera

SAN has invested in the world's first handheld thermal camera with a resolution of 640x480 pixels. "We wanted to have the best handheld infrared camera for industrial use available on the market to build up the thermography product segment. "Image resolution and sensitivity matters for building application," says Beumer. "And the image quality is sharp. Personally, I mostly work with the screen and hardly make use of the Viewfinder. And I like the manual focus for an optimum adjustment."

Productizing results with ThermoCAM Reporter: a business card and a communication tool

SAN has quickly understood the added value of the ThermoCAM Reporter 8 reporting software, a

suite for analysis, fine-tuning of the measurements and presentation. "The report is also an image tool and a communication channel to the customer. It's the only platform to show our expertise in thermography", says SAN general manager Van der Kamp. "With regard to content, the report is the result of our work and the cornerstone for important decision-making on the customer's side: for example, before the sale or acquisition of a particular building."

The expert factor

Van der Kamp and Beumer point to the importance of the interpretation of the imagery made with a thermal camera: the expert has to judge, not the thermographer. SAN's infrared surveys are carefully reviewed and commented by its in-house electricity, building physics, HVAC experts.

"Master the camera, but be an expert in your field of application is our credo. Our company philosophy is to keep balance between calculation and experience: the ThermoCAM P640 will definitely add to keep this while we increase our consulting power and range of services". www.sanederland.nl

Thanks to Martin Bouman, FLIR Systems Sales Manager Benelux for providing contacts and support



ThermoCAM P640



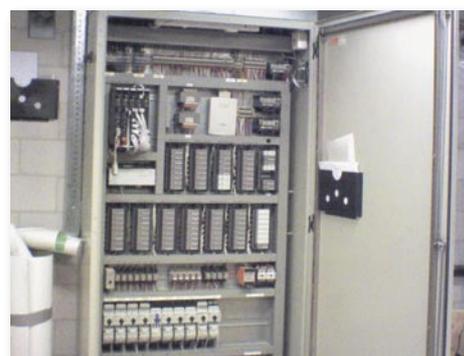
heat sources on packaging machine at cheese factory



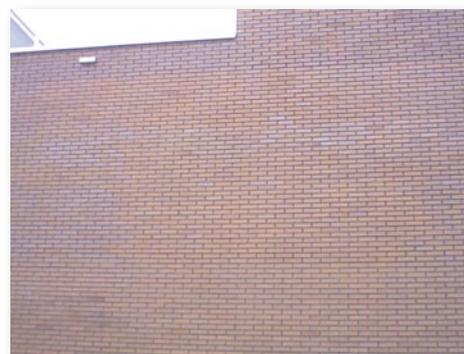
energy loss visible under window/ terrace door



switchboard at customer company



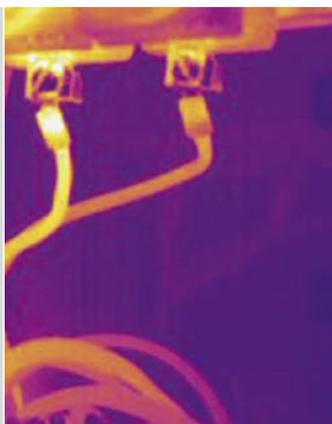
heat source in wall



Infrared thermography is the most economical way to discover construction failures and to communicate them.

Infrared cameras contribute to :

- checking repair quality
- detecting long-time construction damages
- detecting and preventing mold and decay
- preventing formation of condensation
- reventing humidity intrusion in building
- reducing heating costs
- preserving the building substance
- supporting contractors in warranty claims



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