

## *The Tiger's Tale*

Six years ago Tiger Optics introduced the world's first commercial "Continuous Wave-Cavity Ring Down Spectroscopy" (CW-CRDS) analyzer. Worldwide, hundreds of these robust units are now in service, from the most demanding standards applications (8 national labs and counting) to the world's largest semi fabs, gas manufacturers and chemical companies – all using Tigers to monitor their most sensitive processes.

### ***More facts about Tiger:***

***Growth ...*** Over the past five years, Tiger's sales increased an average of 50% per year. Read on and you'll see what is fueling this extraordinary growth.

***Customer Satisfaction ...*** Over 60% of our sales over the last three years were to repeat customers. Our units have no moving parts, are self-verifying and exhibit a long mean-time-between-failures (typically years). This results in a much lower maintenance cost compared to other process analyzers, and little-to-no downtime. A recent study for a major gas supplier concluded that our analyzers saved 36% of annual operations costs over five years compared to our leading competitor. Customers love our intuitive Windows<sup>®</sup>-based interface and ease of use.

***Reliability ...*** Our moisture analyzer outperformed a field of 12 competitors in a one-year test by Britain's National Physical Laboratory (NPL). Our unit was tops in accuracy, linearity, repeatability, and speed of response. The report is available on our web site. Tiger analyzers are in service at the NPL, NIST (USA), AIST (Japan), plus five other national labs and standards labs in Europe, Asia and North America. We are designated a transfer standard, unlike our laser-based competitors.

***Self-verification...*** Our analyzers automatically verify the two variables that can affect instrument accuracy. No external calibration standards or purifiers are required. Based on fundamental physical law, Tiger's never sleep. (See our Technical Bulletin on Calibration at [www.tigeroptics.com](http://www.tigeroptics.com)).

***Versatility...*** Tiger's MTO is an all-in-one unit cycling over up to four channels. Our LaserTrace modular architecture analyzer offers continuous measurement of up to four analytes at up to four sample points. (We offer detectors for trace moisture, methane, ammonia, hydrogen cyanide, nitrous oxide, acetylene and nitrogen dioxide, among others.) Our oxygen analyzer module is the world's first laser-based trace oxygen detector. These analyzers offer detection limits down to low parts-per-trillion (ppt).

***Innovation...*** Tiger introduced the HALO in 2006 and the HALO+ in 2007. These compact units offer ppb (HALO) and ppt (HALO+) detections, in units with 10% of the volume and a fraction of the cost of the MTO or LaserTrace, and with a higher upper detection limit of 20 ppm, an incredible operating range.

***Technology ...*** Tiger Optics holds exclusive rights to multiple, broad-based patents from Princeton University on CW-CRDS. These have been widely filed in countries on four continents. From the beginning, we have been the global leader in this technology and we continue to innovate, with a broadband, multi-species device on track for release this year.

***Longevity...*** Tiger Optics is now in its seventh year of operation. It was launched with the backing of its parent company, MEECO, a widely respected name in moisture analysis since 1948. It also has the backing of Expansion Capital Partners, a venture capital firm based in New York and San Francisco, specializing in green technology, and Georgieff Partners, a German investment firm.

***Service ...*** Within 12 hours of receiving an emergency request from a major multinational corporation, a LaserTrace moisture analyzer was delivered and measuring moisture at low ppb levels in the customer's manufacturing plant. Tiger has a track record of high "out of the box" reliability with rapid startup in the field. Our expert distributors and remote service centers assure a fast response in the unlikely event service is required.

***Global Reach ...*** We have almost 500 modules at over 100 companies in 18 countries worldwide. Many of these have a proven track record of years of successful operation, most without adjustments or service of any kind.

To learn more about Tiger Optics, visit our web site at [www.tigeroptics.com](http://www.tigeroptics.com) or speak to a company representative at (215) 343-6600.