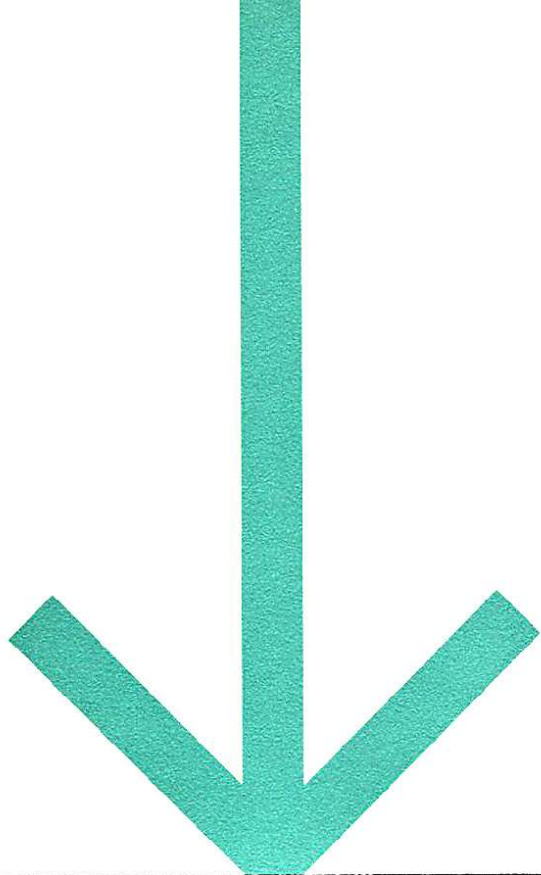


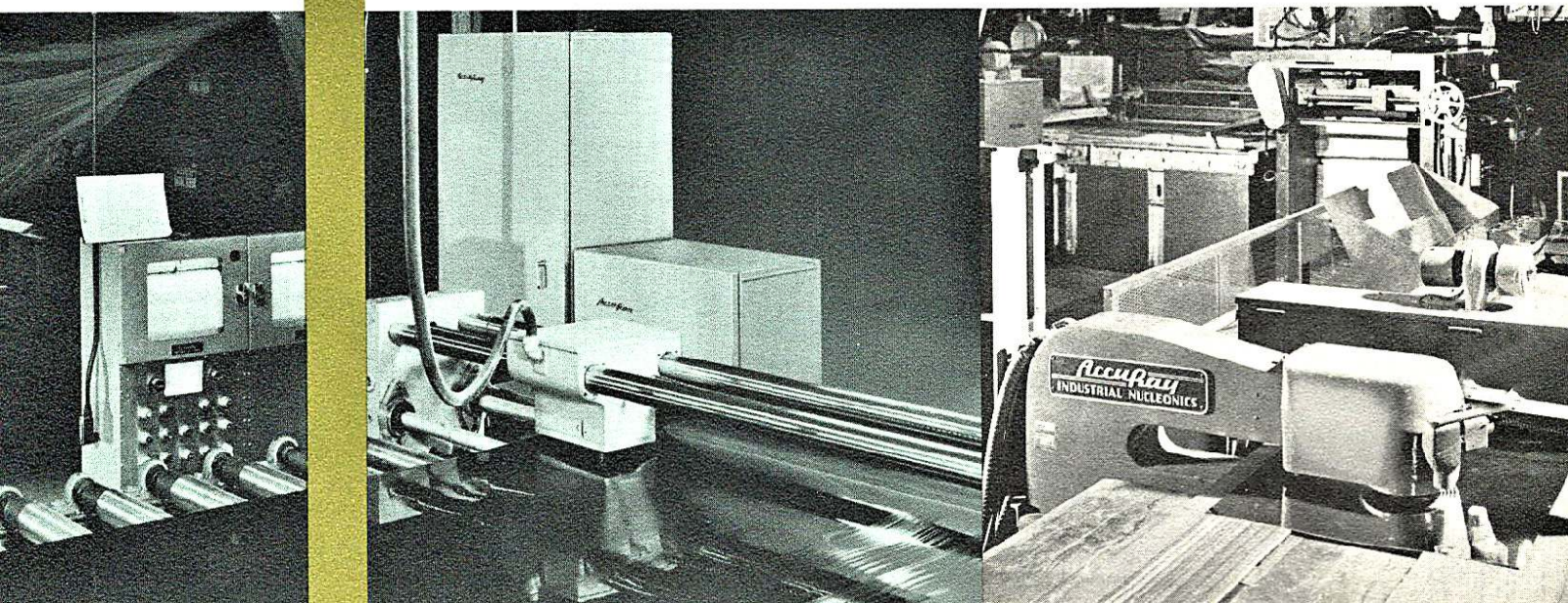
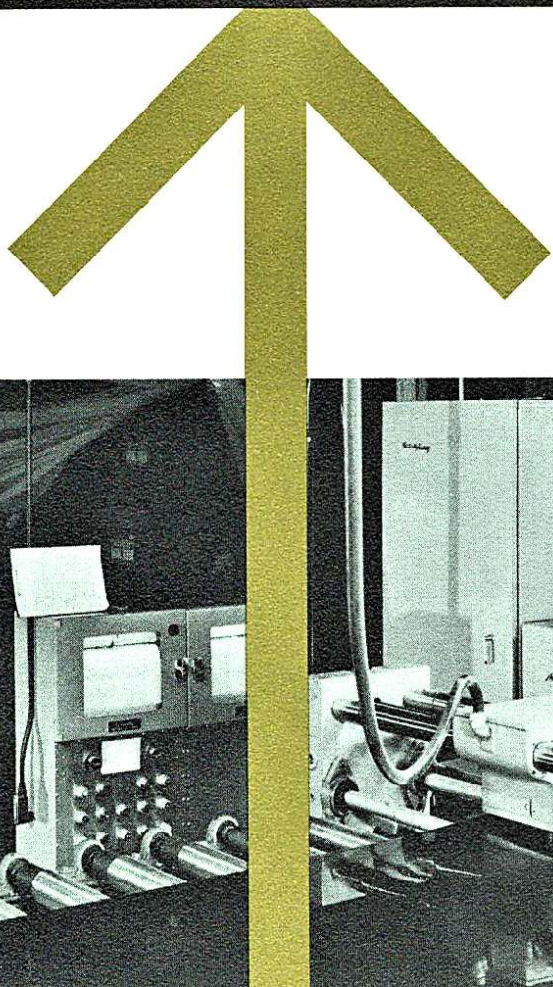


AccuRay results/rental

ANOTHER *AccuRay*[®] PROGRAM DESIGNED TO LOWER COSTS AND IMPROVE QUALITY



improve your competitive



position

Today industry is faced with the perplexing problem of reducing costs and improving product quality. As a result ever increasing emphasis is being placed by manufacturers on costs and quality control of their production processes. Through the use of the Industrial Nucleonics Corporation's AccuRay continuous automatic measurement and process control systems, manufacturers have been able to control usage of raw materials, reduce scrap and produce a higher quality product.

Many companies, while they agree with the control concept, are unable or unwilling to tie up much needed capital for purchase of such equipment. Industrial Nucleonics new Results/Rental Program now makes it possible to achieve these desired results with no major capital outlay. The savings achieved from the program will more than offset the expense involved. Even in the first year a cash advantage will be achieved.

The concept of the Results/Rental Program of renting results rather than hardware has proven extremely attractive to our customers. It has helped them improve, on a current year basis, cash position, working capital and profit enabling them to become lower cost producers of a higher quality product.

*Reduce cost,
improve quality*

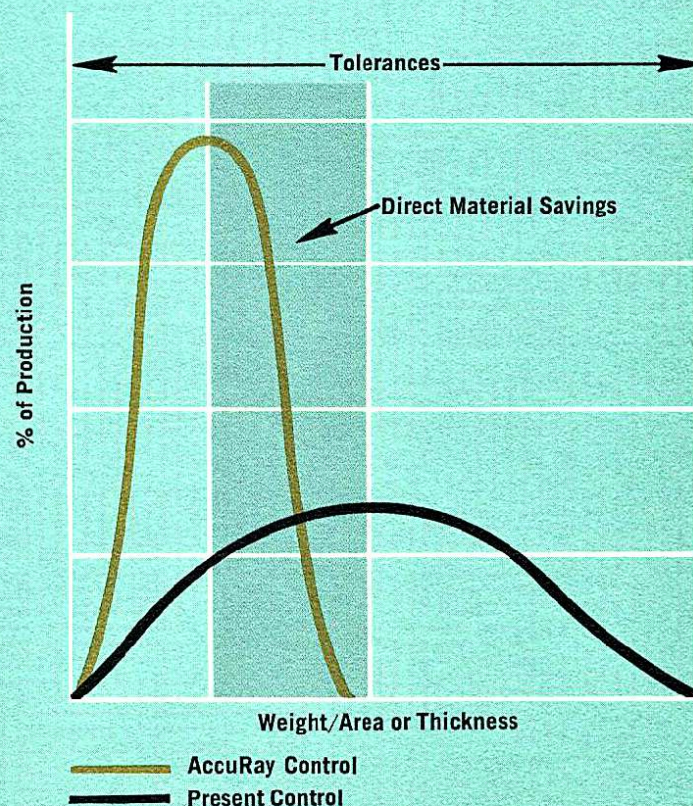
Direct Savings are Guaranteed

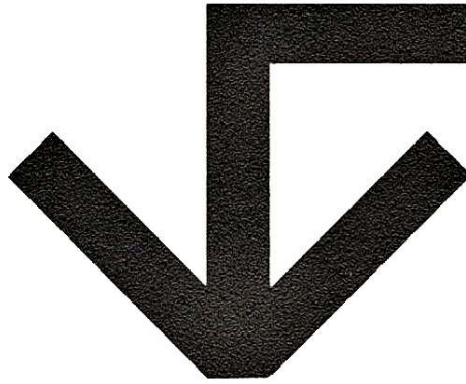
The AccuRay Results/Rental Program assures direct savings each year. The amount of these savings, of course, is dependent upon the particular system used and the manufacturing processes involved. By properly engineering the measurement and control system into the process, maximum savings can be obtained for minimum costs. These savings result from:

1. Lower material usage per unit of product produced through increased product uniformity.
2. Lower scrap and rework material through continuous measurement and control.
3. Lower labor and utility costs per unit produced through higher average speed and fewer interruptions at weight or thickness change and start ups.

An Industrial Nucleonics sales engineer, before recommending the Results/Rental Program, will assist you in developing an economic forecast for your operation. This forecast will enable you to ascertain whether the system is feasible for your operation and will be the basis of the Industrial Nucleonics guarantee.

Graph shows increased product uniformity after AccuRay controls have been applied.





results/rental pays for itself

The example cited below is taken from the records of a representative customer and is used to illustrate the savings that can be achieved from the AccuRay Results/Rental Program.

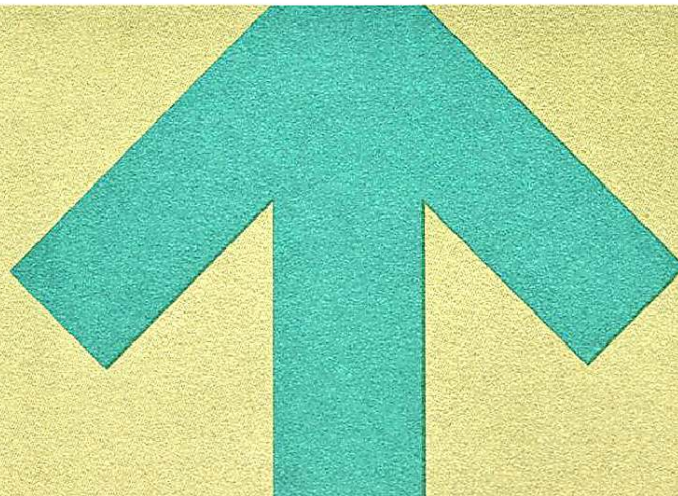
Average direct savings from the AccuRay System are \$36,000 per year as determined from a continuing evaluation program. A typical system to produce these savings rents for \$1,300 per month for the first three years and \$925 per month thereafter. Included in the monthly rental fee are the costs of installation supervision, systems engineering, parts, and maintenance. Savings of

\$36,000 per year produces a net monthly saving of \$1,450 the first year, \$1,700 the next two years, and, 2,100 a year thereafter. Other installation expenses such as crating and shipping, cable and plant labor and material costs are considered when computing first year savings.

These figures are impressive in this period of high labor and production costs. There are few investments management can make for only \$1.85 per hour, based upon a three shift five day week, which will return as much in tangible savings and quality improvement.

<u>Results/Rental</u>	S A V I N G S				
	<u>First Year</u>	<u>Next Two Years</u>	<u>Per Hour*</u>	<u>Subsequent Yrs.</u>	<u>Per Hour*</u>
Direct Savings	\$36,000	\$36,000/yr.	\$ 6.00	\$36,000/yr.	\$ 6.00
Equipment Rental	\$ 1,300/mo.	\$ 1,300/mo.	\$ 2.60	\$ 925/mo.	\$ 1.85
Installation Expenses	\$ 3,000	—0—	—0—	—0—	—0—
Annual Savings	\$17,400	\$20,400	\$ 3.40	\$24,900	\$ 4.15
Capital Tied Up	—0—	—0—	—0—	—0—	—0—

**Based on 6000 hours per year*



AccuRay® results/rental assures results

Many times a company will install capital equipment after installation fees, savings, profits and all costs involved are thoroughly blueprinted and documented only to find the equipment fails to produce the desired results. In many cases this is a result of the equipment not being skillfully blended into the existing process and procedures.

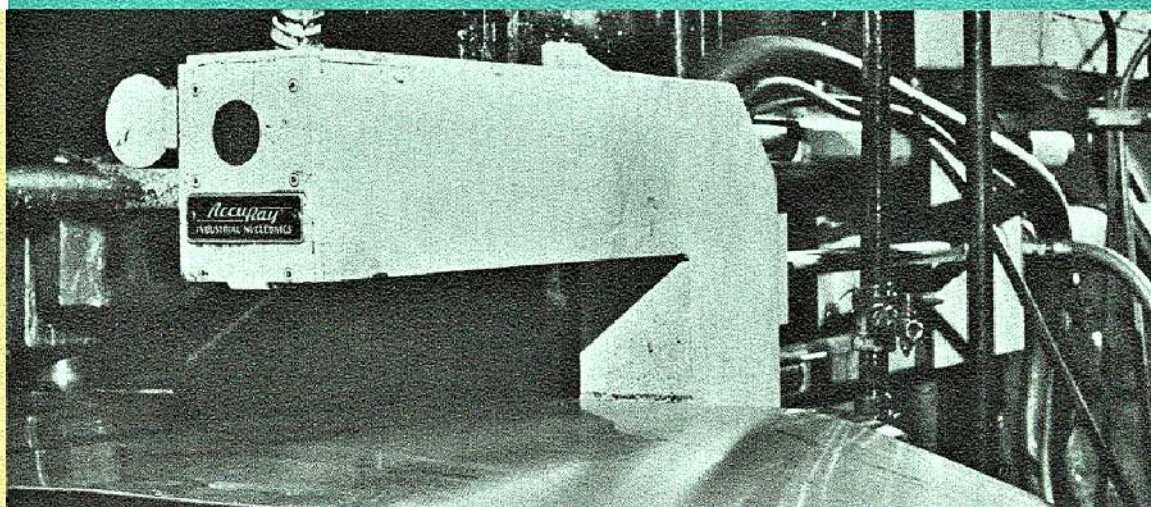
To assure the desired results are obtained, the Results/Rental Program provides for complete engineering supervision and assistance at no extra cost. This engineering assistance begins with the economic forecast upon which the rental program is agreed to and ends only with the termination of the Results/Rental Contract.

After the Results/Rental Program is entered into by both parties, based upon the forecast of the sales engineer, Industrial Nucleonics provides its customers with the following engineering services:

Installation Engineering

The complete installation of all AccuRay equipment is supervised by a trained Industrial Nucleonics Engineer. He is charged with the responsibility of:

1. Supervising the mechanical emplacement of the equipment.
2. Making interconnections within the AccuRay System.
3. Checking out the functional performance of the system and causing it to perform in accordance with the specifications.
4. Verify factory calibration.
5. Train customer personnel in operation and simple maintenance.
6. Bringing system electrical drawings up-to-date to reflect any installation modifications.



Systems Engineering

Immediately following installation of the AccuRay System, Industrial Nucleonics provides the services of an engineer who assists in integrating the equipment into the customer's process and procedures. He has the responsibility to:

1. Verify the calibration under dynamic conditions;
2. Optimize the setup of the automatic controls for best control action;
3. Determine process control limits;
4. Further train and instruct customer's personnel in the use of the system;
5. Perform, jointly with customer's personnel, an evaluation of the quality and economic benefits of the AccuRay System;
6. Prepare a report for customer's management which will analyze the results and recommend methods for achieving further results.

Maintenance Engineering

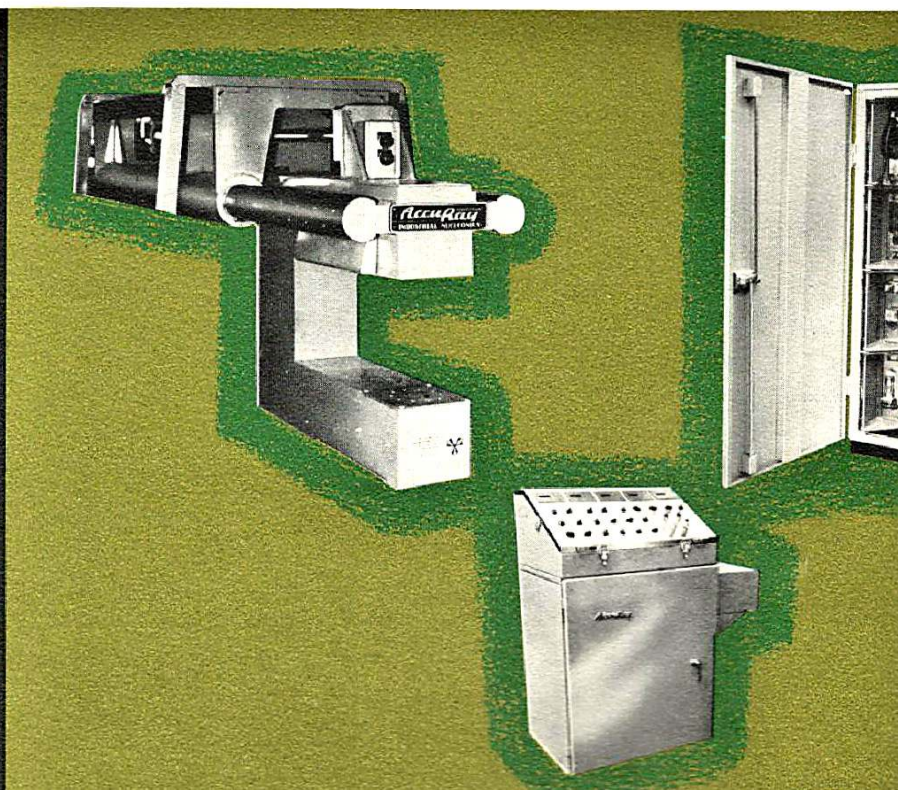
Included in the Results/Rental Program is a maintenance contract. Under this contract a Maintenance Engineer makes six scheduled preventive maintenance calls per year on each rental installation. It is his responsibility, in the course of these calls, to:

1. Instruct customer maintenance personnel in maintenance of the system so that minor emergencies can be handled immediately. (A subsidiary advantage is that the customer personnel become more skilled in the electronic maintenance in general.)
2. Conduct routine preventive maintenance and run through a maintenance check list on the installation.
3. Replace such components as indicated to assure minimum nonscheduled down time.
4. Conduct such tests as may be required by the Atomic Energy Commission. (A report with results of such tests is provided the customer.)

To assure a minimum of down time Industrial Nucleonics stores, in the customer's plant, a stock of replacement parts. All parts used from the stock for replacement purposes in the AccuRay equipment will be replaced at no charge.

Rental customers receive top priority on emergency service calls. The only charge for emergency and routine calls at the customer's plant is for travel and living expenses.

AccuRay measurement and control systems have been accepted and are being used by practically every major industry. These radiation devices measure, detect, identify and control the production of paper, plastics, metals, rubber, tobacco, among others, during production processing—without contacting the material.



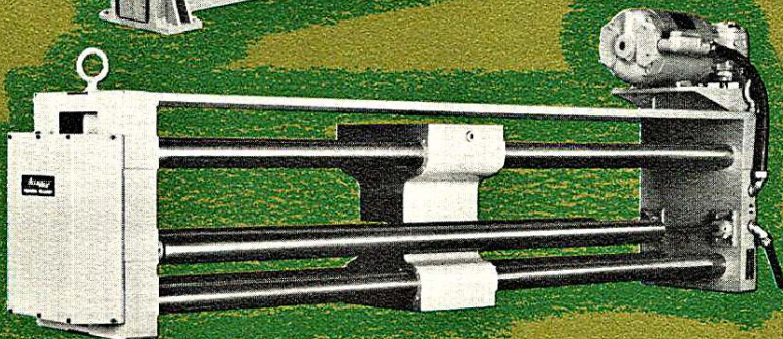
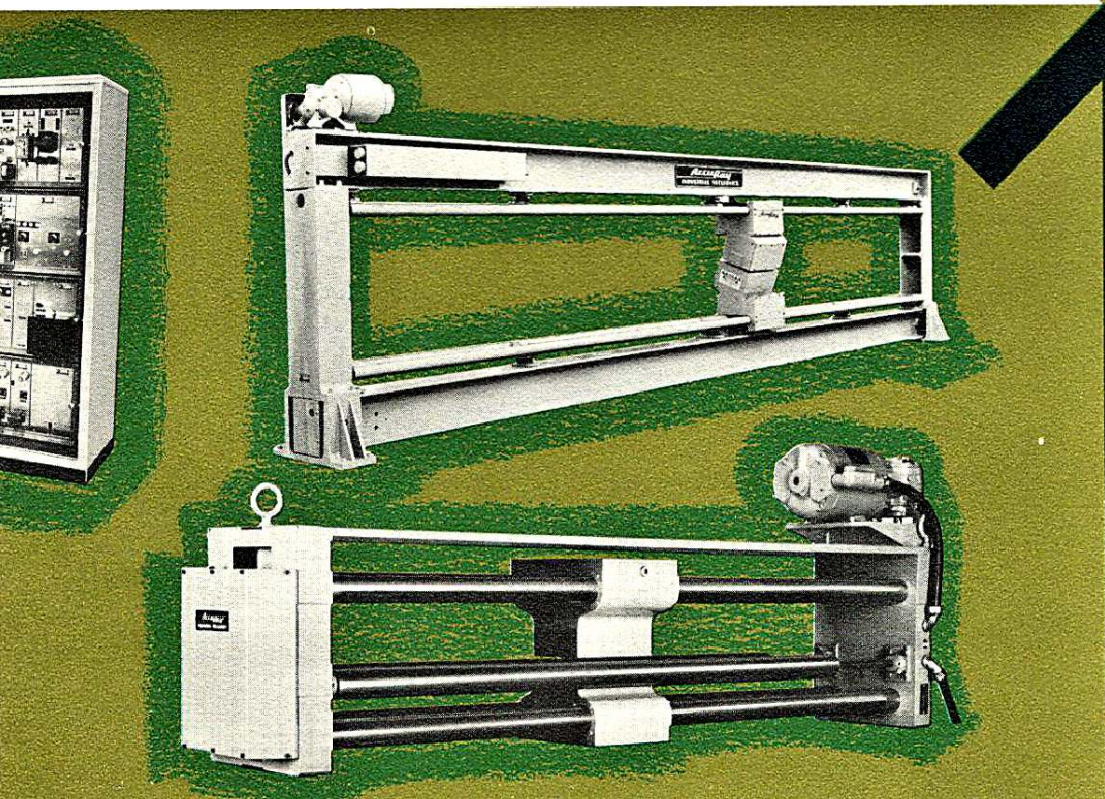
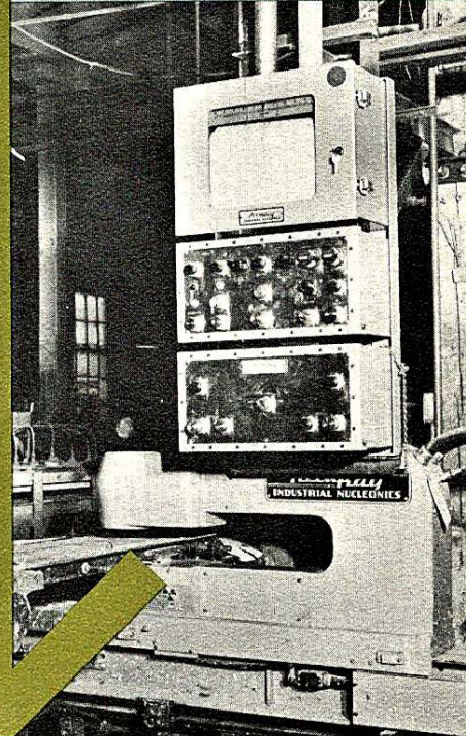
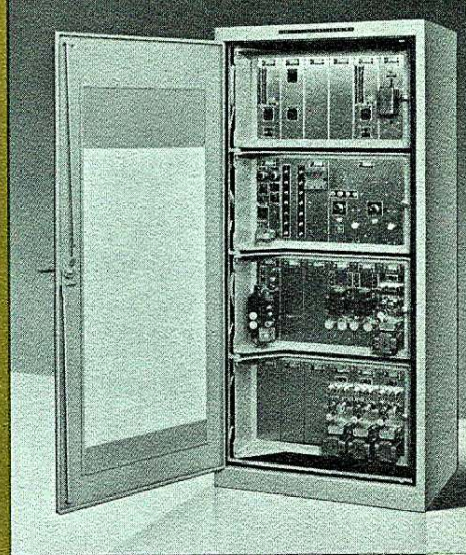
results/rental program guaranteed

A unique feature of the AccuRay Results/Rental Program is the fact that Industrial Nucleonics Corporation will only provide equipment under the rental agreement where the results are obtainable. Since Industrial Nucleonics not only works out results with the customer prior to the execution of the rental agreement but also provides complete engineering services during installation and throughout the contract, the desired results are guaranteed. If in the customer's opinion, the results obtained during the evaluation period do not justify retention of the AccuRay System, the Agreement may be terminated and the equipment returned.

Since the Results/Rental Agreement has a continuous duration of one year only after the first two years, the customer is protected against obsolescence. Industrial Nucleonics also insures the equipment against hazards and the customer will not be liable for loss or damage to the equipment other than loss or damage arising from the customer's negligence or misuse.

In today's era of intense competition, the companies that employ the most efficient production methods and institute strict quality control safeguards are showing the greatest progress and profits. Through the AccuRay Results/Rental Program—a program that rents results not hardware

—you can improve your competitive position by becoming a lower cost producer of a higher quality product.



FACTORY ENGINEERS LOCATED IN PRINCIPAL CITIES



Industrial Nucleonics Corporation manufactures continuous automatic measurement and process control systems for practically every segment of American Industry. The tremendous acceptance of these systems has, today, made this company the undisputed leader in the field and its trade name AccuRay synonymous with process control.

Industrial Nucleonics Corporation / **AccuRay®** MEASUREMENT AND CONTROL SYSTEMS • 650 ACKERMAN ROAD, COLUMBUS 2, OHIO

*AccuRay is a registered
Trade Mark of Industrial
Nucleonics Corporation*

