



## Why wait. A proven, superior, gas chromatography technology is available now.

Admittedly, when those of us at **Falcon Analytical** consider the extraordinary value of the **CALIDUS™ GC** we do feel some slight frustration that this breakthrough gas chromatography technology has not yet been embraced by everyone.

Please don't misunderstand. We appreciate that there are many **CALIDUS GC** users already and we know that change takes time.

Indeed, we are very sympathetic to those who are still not convinced and we thought it might be worthwhile to review some common perceptions and questions that may play a role in resisting a new GC technology . . . even one that performs **10 to 50 times faster than traditional GCs**.

Here are a few . . .

### Falcon and the CALIDUS GC are still unproven.



Three Stream CALIDUS GC Process System

The **CALIDUS GC** has been offered commercially for nearly **5 years** and deployed in a wide range of **lab, online, at-line** and **field** applications. One three-stream process system, for example, has completed **over 500,000 analyses** with **zero downtime**.

A new **Ultrafast ASTM D-7798 SIMDIS Method**, employed by the **CALIDUS GC** (proposed D-2887 equivalent) can provide **simulated distillation** for fuels characterizations in just **84 seconds**. This method has already advanced to **Inter-Lab Study**.

As for the **Falcon** team . . . the **core development group** alone has over **125 years combined experience** in gas chromatography and the **Falcon** record in applications engineering and customer support is second to none.



### Won't the larger, more established GC companies have the same technology soon anyway?

Well . . . that just **can't happen**. All the technology that makes the **CALIDUS GC** so fast, so reliable, so easy to operate and economical to maintain is **patented**. The other GC providers can't do it for at least another 17 years.

### The CALIDUS GC may not be able to handle my application.

With its **modular** columns and detectors platform, **application range** is second only to analytical speed in the list of **CALIDUS GC** advantages. Consider these diverse capabilities:

#### Gas or liquid samples

**Fixed gases & hydrocarbons up to C<sub>44</sub>**

**Petroleum products & biodiesel formulations up to C<sub>50</sub>**

**FID, TCD, DBD, or FPD detector modules**

**Rotary sample valve or syringe**

**Single column module lengths up to 8 meters**

**Dual column module units up to 16 meters**



CALIDUS Detector & Column Modules

**Falcon** even offers **dual detection** models and its own, **PALARUS GC Autosampler**.

### I know my current GC technology.

#### How do I know that I will be able to operate the CALIDUS GC successfully?



**CALIDUS** uses modern, widely-used computing methods and standard operating systems. **Chromperfect®** and **InfoMetrix®** software that automate system suitability status control and flag outliers are bundled right in to the **CALIDUS** system. Typical user interface is a commercial **Windows® PC** shipped with all the needed software already onboard.

### If I change GC technologies will the processes and automation I interface with become disrupted or dysfunctional?

The speed and reliability of the **CALIDUS GC** combined with **Chromperfect** and **InfoMetrix** software make **data interface** with processes and automation **better than any other GC configuration available today**. And the **Falcon** team will be on-site to do all it can to ease transition for all affected by the change in GC technology.



### I have a long relationship with my current provider and their representative. There is value in that relationship that will be hard to give up.

We understand this concern as well as anyone in the industry. We value our relationships with our customers and hope that those relationships continue indefinitely.



**But** isn't the primary obligation of your provider to deliver the very best technology? Only **Falcon** and its representatives offer the patented technology and superior performance of the **CALIDUS GC**.

**And** don't we all have a professional obligation to employ the best technology available in our operations? If that technology is only available from another source don't our professional values require that we at least consider that new technology and that new provider?

### I just can't seem to accept that a smaller GC is as capable, reliable and durable as the traditional big GCs.

**CALIDUS** was designed to be a complete and nearly universally applicable high performance GC. With its sturdy, **1/8" gauge aluminum housing**, **reduced switching valves** and **system integrity checking routines programmed on-board** **CALIDUS** may be the most durable and reliable GC on the market today. Considering the **CALIDUS GC's** speed and wide range of application it is actually more capable than most traditional GCs.



**And** haven't we all seen that technology tends to become smaller as it advances? We all benefit from smaller but more powerful computers. Nearly everyone has a multitasking computer/wireless smartphone in their pocket these days. Why are we surprised and reluctant when this historical pattern of reduced size and increased capability emerges in gas chromatography?

**So . . .** don't wait any longer. Contact **Falcon Analytical** today to discuss how the **CALIDUS GC** can improve your operation. Our phone, fax, website and email are available below

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