

# G450 Confined Space Gas Detector

## Six-year Extended Sensor Warranty Program



### GfG Instrumentation offers the longest sensor warranty in the history of gas detection!

GfG Instrumentation gas detectors offer the best features and performance, at the lowest cost of ownership of **any** atmospheric monitors on the market today. GfG instruments carry a lifetime warranty on the instrument itself. The standard G450 sensor warranty is a full 3-years from the date of purchase. The extended sensor warranty option provides coverage for **all four sensors** (O<sub>2</sub>, LEL, CO and H<sub>2</sub>S) for a **full 6-years** from the date of purchase.

Other manufacturers charge up to \$670.00 for a set of four sensors. To make it worse, most manufacturers only warrant the sensors for 2-years from purchase. Customers may have to replace all four sensors three or four times over the life of the instrument. A single set of replacement sensors is often more expensive than a brand new instrument. GfG thinks that's wrong!

#### Standard 3-year warranty on all four sensors

All four sensors in the G450 (oxygen, LEL CO and H<sub>2</sub>S) carry a standard 3-year warranty. There is no extra charge for the standard 3-year sensor warranty.

#### Standard lifetime warranty on the instrument

Most of the components in a GfG instrument never need to be replaced, and carry a lifetime warranty for as long as you own the product. The only exceptions are the battery packs, filters and sensors.

#### Optional 6-year extended sensor warranty

The optional extended warranty provides sensor warranty coverage for a full 6-years. The option is available for an additional \$250.00 at the time the instrument is purchased.

#### How does the extended sensor warranty work?

Sensors that fail under warranty will be replaced with a brand new sensor at no charge.

#### How much can I save?

GfG instruments are designed for durability. How much you save depends on how long you own and keep your GfG instrument in service. The list price of a rechargeable four-gas G450 is \$745.00. With the extended warranty option, the six-year cost of ownership is only \$995.00. This is less than the three year cost of ownership for most other confined space gas detectors.

#### Can I still buy and replace the sensors one at a time as needed?

Yes. When it's finally time to replace the sensors, you can buy and replace them one at a time, or you can purchase a complete set of all four sensors for \$400.00. Replacement sensors carry the same standard three year warranty as the original sensors.



Distributed by:



**GfG Instrumentation**

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# GfG Six-year Extended Sensor Warranty Program

## Distributor Questions and Answers



### Standard 3-year warranty on all four sensors

All four sensors in the G450, O<sub>2</sub>, LEL CO and H<sub>2</sub>S continue to carry a standard 3-year warranty. There is no extra charge for the standard 3-year sensor warranty.

### Standard lifetime warranty on the instrument

Most of the components in a GfG instrument never need to be replaced, and carry a lifetime warranty for as long as you own the product. The only exceptions are the battery packs, filters and sensors. Battery packs and filters are warranted for 1-year from the date of purchase.

### How does the 6-year extended sensor warranty work?

Sensors that fail under the extended warranty will be replaced with a brand new sensor at no charge.

### Is there an extended warranty option for the G460?

Yes. However, the 6-year warranty is only available for LEL, O<sub>2</sub>, CO, H<sub>2</sub>S and COSH sensors. Other sensors in the G460 such as PID, SO<sub>2</sub>, Cl<sub>2</sub>, NO<sub>2</sub>, etc. will continue to carry the standard warranty coverage indicated in the GfG price list.

### What part numbers and prices should I use?

For the G450 use part number: 1450-EXT-6 (\$250.00)

For the G460 use part number: 1460-EXT-6 (\$350.00)

### How do I sell the extended warranty plan to the customer?

If you are ordering a new instrument with the extended warranty from the factory, just add the additional part number and price to the PO. If you want to add the extended warranty to an instrument sold from inventory, send a PO to GfG in the normal way indicating the warranty part number AND the instrument serial number with which the extended warranty is associated. GfG will track instruments covered by the extended warranty plan by serial number in our system.

### What is my distributor discount?

The standard distributor discount is the same as for spare parts and replacement sensors. The extended warranty option discount is list price less 25%.

### What if the customer wants to add the extended warranty later?

Distributors have a two week period from the date of delivery of the instrument to the end-user customer to sell them an extended warranty plan.

### How will I know if the instrument has a standard 3-year or the 6-year extended sensor warranty?

If the instrument is purchased and delivered from the factory with the 6-year extended sensor warranty already in place, the instrument serial number will end in "-6".



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# G450 Six-year Cost of Ownership Comparison

Cost of Ownership									
Product	MSA Altair 4X	ISC MX4	BW Quattro	X-am 2000	GfG G450				
List price of rechargeable 4 channel instrument	\$915.00	\$695.00	\$745.00	\$805.00	\$745.00				
Standard sensor warranty & price									
LEL	3-year \$210	2-year \$220	2-year \$185	3-year \$175	3-year \$100*				
Oxygen	3-year \$180	2-year \$165	2-year \$135	5-year \$145	3-year \$100*				
CO	NA	2-year \$275	2-year \$200	5-year \$145	3-year \$100*				
H <sub>2</sub> S	NA	2-year \$275	2-year \$150	5-year \$145	3-year \$100*				
COSH	3-year \$210	NA	NA	NA	NA				
Three year cost of ownership	\$895.00	Between \$860.00 and \$1,630.00**	Between \$880.00 and \$1,415.00****	\$805.00	\$745.00				
Extended warranty option:	Yes	No	No	No	Yes				
How long?	1-year additional	NA	NA	NA	3-year additional				
How much?	\$315.00	NA	NA	NA	\$250.00				
Total cost of ownership with extended warranty	\$1,230.00 (4-years)	NA	NA	\$980.00 (5-year)****	\$995.00 (6-years)				
Total six year cost of ownership	\$1,515.00 (6-years)	Between \$1,795.00 and \$2,565.00 (6-years)	Between \$1,550.00 and \$2,085.00 (6-years)	Between \$980.00 and \$1,475.00 (6-years)	\$995.00 (6-years)				

\* When bought as a complete set of 4 sensors, G450 replacement sensors are \$100 each. The replacement sensors carry the same standard 3-year warranty as the original sensors.

\*\* The three-year cost of ownership of the MX4 depends on how many sensors have to be replaced after two years. The O<sub>2</sub> sensor must be replaced after two years for \$165. Replacement LEL sensors cost \$220, while CO and H<sub>2</sub>S sensors cost \$275 each. If all four sensors need to be replaced, the MX4 three-year cost of ownership could be as high as \$1,630. The three-year cost of ownership of a G450 is \$745.

\*\*\* The three-year cost of ownership of the Quattro depends on how many sensors have to be replaced after two years. The O<sub>2</sub> sensor must be replaced after two years for \$135. Replacement LEL sensors cost \$185, CO sensors cost \$200, and H<sub>2</sub>S sensors cost \$150 each. If all four sensors need to be replaced, the Quattro three-year cost of ownership could be as high as \$1,415. The three-year cost of ownership of a G450 is \$745.

\*\*\*\* The five-year and six-year cost of ownership of the Dräger X-am 2000 depends on how many sensors have to be replaced after the warranty runs out. The LEL sensor is only warranted for three years. It is extremely likely that it will need to be replaced after three years. The LEL sensor costs \$175. The O<sub>2</sub>, CO and H<sub>2</sub>S sensors are warranted for five years. If all three sensors need to be replaced after five years as well, the X-am 2000 six-year cost of ownership could be as high as \$1,415. With the extended warranty option, the six-year cost of ownership of a G450 is \$955.

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