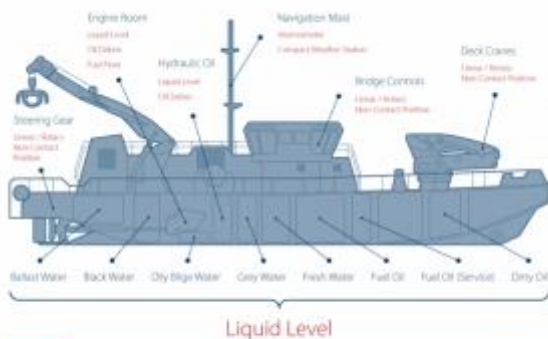


# RELIABLE SENSORS – CAN YOU AFFORD NOT TO FIT THEM?

Commercial marine vessels are required to work hard and provide maximum availability to owners and operators, which means they must be reliable and require minimal maintenance.

To achieve the levels of reliability required entails using a vessel that has been designed for the purpose, and uses components that also meet the needs of the vessels function and reliability. All this has to be accomplished for the lowest build and operating costs possible. The competing demands of low cost against vessel availability, requires an understanding of price verses value.



Gill Sensors have an established reputation for high quality, dependable sensors born from their involvement for many years in the tough and demanding motorsport market, including Formula 1, Indycar and Le Mans. With a name for reliability, we have developed a [capacitive liquid level sensor](#) designed to withstand the demanding operational environment found within the marine industry.

Quality of design and construction, beneficial technologies and product specification are some of the attributes that can be examined in assessing cost of ownership. Downtime, repairs, replacement parts, lack of vessel availability and loss of customer confidence and reputation that

accrues over the lifetime of the vessel are factors that need to be added to the purchase price in establishing the cost of ownership and true value of an item.

Put simply, do you pay more for a component that you only fit once, or pay less for a component that has to be replaced multiple times over the service life of the vessel?

It does not require a sophisticated calculation to work out that to avoid just one component breakdown would more than cover the additional initial purchase cost. This is the true cost of ownership.

The new [liquid level sensor](#) has been specified to meet the needs of the market, whilst delivering long-term durability to reduce the need for replacement sensors. Resistant to vibration, shock and temperatures above +120°C, the sensors are made from corrosion resistant marine grade stainless steel, are compatible with most liquid types and are well suited to the demands of the application.

The Gill sensor delivers additional, quantifiable value over other sensors types, offering additional robustness that the marine market requires for long term, seaworthy dependability.

The benefits created by the marine liquid level sensor are available to a range of boat builders and users, ensuring the market benefits from the seaworthy reliability they require, whilst providing a reduced cost of ownership over the service life of the vessel.