

COMPETITOR COMPARISON



Mi-TIC E™

H x W x D
203 mm x 96 mm x 71 mm
(8 in x 3 3/4 in x 2 13/16 in)

versus



SCOTT SAFETY X380N

H x W x D
225 mm x 115 mm x 130 mm
(8 7/8 in x 4 1/2 in x 5 1/8 in)

Mi-TIC E	X380N	Competitive Advantage
<p>Price Available with configurable kitting options or as full kit which includes truck charger.</p>	<p>Price is double Mi-TIC E price. Truck charger is extra.</p>	<p>The Mi-TIC E is not positioned to compete directly with the Scott X380N. For the price of a Scott X380N you can buy two Mi-TIC E cameras with truck chargers. As well as the lower price, the Mi-TIC E offers many other advantages over the Scott X380N and is NFPA1801 certified.</p>
<p>Additional Features</p> <ul style="list-style-type: none"> • Multiple colour modes • Digital zoom • Image and Video Capture • Black box recording • Video playback 	<ul style="list-style-type: none"> • Inbuilt Laser • Multiple colour modes • Digital zoom • Hot Spot Tracker • Cold Spot Tracker 	<p>Image and video is not available on the X380N nor the X380 3 button and only as an option on the X380 5 button. The Mi-TIC E offers image and video as standard at no extra cost.</p>
<p>Weight 765g (1.7 lbs).</p>	<p>950g (2 lbs).</p>	<p>The Mi-TIC E is 185g (0.4 lbs) lighter than the X380N making all the difference for easy one handed use in the fire scene. The X380N certainly feels very top heavy. Mi-TIC E is the smallest and lightest NFPA compliant camera on the market today.</p>
<p>Contrast Optimisation DSE (Dynamic Scene Enhancement) ensures no detail is lost.</p>	<p>'Intelligent Focus' automatically adjusts to provide superior image quality even at temperatures above 1100°C (2000°F).</p>	<p>Scott's 'Intelligent Focus' is actually a failing of their cameras to image background detail when the TIC is pointed at a heat source. The user is required to look away from the hot object in order to image important details such as exit points or casualties. The Mi-TIC will always ensure no detail is lost, regardless of which way the TIC is pointing.</p>

Recommend the Mi-TIC E to your customers for trial and evaluation.

The **argus**® range of thermal imaging cameras

AVON
PROTECTION

Mi-TIC E	X380N	Competitive Advantage
<p>Scene Colourisation In Fire (standard) mode colourisation will only start to appear at temperatures above 150°C (300°F) regardless of the gain mode. Temperatures up to 150°C (300°F) appear in greyscale going from black to white. Above this, the colour changes through orange 500°C (930°F) to saturated red from approximately 600°C (1100°F). This means red is hot, nothing else.</p>	<p>In the standard colour mode each gain mode shows red as a different temperature: Red can be 80°C (175°F), 260°C (500°F) or 800°C (1500°F). The fire fighter will have to pay close attention to the colour bar to ensure that they interpret the display correctly.</p>	<p>Consider an object at 260°C (500°F), certainly hot enough to be considered dangerous. When the X380N changes gain mode the object will change from red to mid-grey. There is a risk that a fire fighter could misjudge the potential danger. Mi-TIC E colourisation means that red really does mean 'red hot', and fire fighters can rely on the consistent approach to make instinctive and safe decisions.</p>
<p>Start up time 5 seconds typical, no sleep mode required.</p>	<p>10 seconds typical.</p>	<p>The X380N has a longer start time than the Mi-TIC E meaning the fire fighter will have to remember to turn the camera on earlier to ensure the camera is ready to be taken into the fire.</p>
<p>Battery recharge cycles Guaranteed for over 2,000 cycles.</p>	<p>300 cycles.</p>	<p>A Flir K65 user would potentially have to purchase four new batteries over the lifetime of one single Mi-TIC E battery creating an increased cost of ownership over the life of the camera.</p>
<p>Battery Technology Lithium Iron Phosphate batteries are certified for use at temperatures over 85°C (185°F), commonly experienced by fire fighters. Unlike Li-ion there is no risk of rapid thermal runaway that could cause a dangerous explosion.</p>	<p>Lithium Ion (Li-ion) batteries are not certified for use above 60°C (140°F). When an ordinary Li-ion battery is exposed to high temperatures, or a severe mechanical shock there is a high risk of rapid thermal runaway (explosion) which is not present in Lithium Iron Phosphate.</p>	<p>The Mi-TIC E uses a safer battery technology than the X380N with a lower risk of explosion. Search 'Lithium ion battery explosion' on You-Tube for examples of rapid thermal runaway.</p>
<p>Truck Mount charger The Mi-TIC E has a multipurpose camera charger which can be used either as a truck or desktop charger. There is an option to charge up to six charger stations in a "daisychain" configuration. The battery can also be charged connected to the camera.</p>	<p>External standard battery charger supplied. Truck charger is sold as an optional accessory.</p>	<p>Flir charge an extra £500 (\$800) for a truck charger which comes as standard with the Mi-TIC E.</p>
<p>Sensitivity modes Tri-mode sensitivity.</p>	<p>Intelligent Focus.</p>	<p>Scott's 'Intelligent Focus' is actually a failing of their cameras to image background detail when the TIC is pointed at a heat source. The user is required to look away from the hot object in order to image important details such as exit points or casualties. The Mi-TIC will always ensure no detail is lost.</p>
<p>Temperature Range The Mi-TIC E has a temperature limit of 760°C (1400°F).</p>	<p>The X380N has a temperature limit of 1100°C (2000°F).</p>	<p>The Mi-TIC E has been designed to provide fire fighters with excellent detail in day to day scenarios.</p> <p>If the user is looking for a higher temperature range the Mi-TIC S temperature limit rises to 1100°C (2000°F) and is still more cost effective than the X380N.</p>

Mi-TIC E	X380N	Competitive Advantage
<p>Warranty Avon Protection offers a standard 3-5-10 warranty. 3 years cover for the camera. 5 years cover for the battery. 10 years cover for the sensor and lens.</p>	<p>3 year standard warranty for camera and batteries. An additional 2 years can be purchased at an additional cost.</p>	<p>The argus range of thermal imaging cameras use Lithium Iron Phosphate batteries which are guaranteed for over 2,000 cycles. Lithium Ion can usually only offer approx 300 cycles hence the battery incentive from Scott Safety.</p>
<p>Screen size 2.7 inches.</p>	<p>3.5 inches.</p>	<p>Scott Safety offer a larger screen on X380N however this does have an impact on the size and weight of the camera. The Mi-TIC E is the smallest, lightest NFPA camera on the market. If the fire brigade prefer the larger screen then Avon Protection can offer the Mi-TIC S with a 3.5 inch screen at a very competitive price.</p>
<p>Germanium Window Replaceable in the field.</p>	<p>Is not replaceable in the field.</p>	<p>If the X380N germanium window becomes damaged the user will have to return the camera to the factory which means the user is left without their camera for a very simple repair.</p>

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