

COMPETITOR COMPARISON



Mi-TIC S™

versus



FLIR® K65

H x W x D
216 mm x 112 mm x 82 mm
(8 1/2 in x 4 7/16 in x 3 1/4 in)

H x W x D
280 mm x 125 mm x 120 mm
(11 in x 4 15/16 in x 4 3/4 in)

Mi-TIC S	K65	Competitive Advantage
Weight 830g (1.8 lbs).	1.1kg (2.4 lbs).	Even with a bigger screen and a laser the Mi-TIC S is 270g (0.6 lbs) lighter than the K65 making all the difference for easy one handed use in the fire scene.
Battery recharge cycles Guaranteed for over 2000 cycles.	300 cycles.	A Flir K65 user would potentially have to purchase 7 new batteries over the lifetime of 1 single Mi-TIC battery creating an increased cost of ownership over the life of the camera.
Image noise and sensitivity mode switching Ensures no detail is lost at any time.	The FLIR camera can take 3-4 seconds to switch sensitivity modes	While the FLIR camera is switching sensitivity modes very little detail can be seen with the camera because the camera is essentially over or under exposing the scene. 3-4 seconds is a long time to wait for important scene details to be revealed.
Truck Mount charger The Mi-TIC S has a multipurpose camera charger which can be used either as a truck or desktop charger. There is an option to charge up to 6 charger stations in a "daisychain" configuration. The battery can also be charged connected to the camera.	External standard battery charger supplied. Truck charger is sold as an optional accessory.	Flir charge an extra £500 (\$800) for a truck charger which comes as standard with the Mi-TIC S.
Additional Features <ul style="list-style-type: none"> • Inbuilt laser • Inbuilt electronic compass • Multiple colour modes • Hot spot tracker • Cold spot tracker • Configuration tool • Multi lanyard attachment points • Image and video capture • Image freeze • Video playback • Black box recording • Digital zoom 	<ul style="list-style-type: none"> • Multiple colour modes • Mount for tripod adapter • Digital zoom • Configuration tool • Image and video capture • Image freeze • Video playback 	Based on customer feedback, Avon Protection took the success of the Mi-TIC to the next level by adding a laser to aid communication, an electronic compass for greater scene awareness, additional colour modes, a hot/cold spot tracker to locate the hottest/coldest part in the scene and image and video capture all free of charge. With the configuration tool the user can define how much or how little they use.

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

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

AVON
PROTECTION

Mi-TIC S	K65	Competitive Advantage
<p>Battery installation A simple thumb operated latch to attach the battery to the camera.</p> <p>Using the standard truck charger the battery can be charged inside the camera as well as stand alone and at the same time.</p>	<p>To install a battery the user has to unscrew the Torx T20 screw and pull on the latch to release.</p> <p>When the user requires a recharge of battery they have to unscrew the latch and remove the battery to place it in the desktop charger. OK if there is one camera but what about if the brigade have several?</p>	<p>The Mi-TIC S offers greater flexibility, not only is it easy to change the battery without the need to carry around a tool, the charger station can either be desktop or truck mounted and the camera can be secured in place without the need to remove the battery.</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 temperature, or a severe mechanical shock there is a high risk of rapid thermal runaway (explosion) not present in Lithium Iron Phosphate.</p>	<p>Mi-TIC S uses a safer battery technology than the K65 with a lower risk of explosion. Search 'lithium ion battery explosion' on You-Tube for examples of rapid thermal runaway. Read the Flir K series user manual to discover the numerous cautions listed against their battery, for example "Do not put the batteries in or near a fire or into direct sunlight..."</p>
<p>Battery Operating time In excess of 3 hours. 2 batteries can charge at the same time with a recharge time of less than 2 hours.</p>	<p>4 hours.</p>	<p>This may seem like an advantage for Flir however it is important to consider the battery technology and installation as previously stated.</p>
<p>Temperature range The Mi-TIC S has a temperature limit of 1100°C (2012°F).</p>	<p>The K65 has a temperature limit of 650°C (1202°F).</p>	<p>The K65 low temperature limit will mean that the Flir camera is likely to "white out" when viewing intense fires. Fires in the fully developed stage can reach temperatures far in excess of 600°C (1112°F) so it is important to ensure your camera can display details above this.</p> <p>The Mi-TIC S enables the Fire Fighter to take the camera into the building where the fire is located. The lower temperature range of the K65 means a Fire Fighter will only be able to view a fire from outside of the building. The Mi-TIC allows for either application which means no restrictions!</p>
<p>Contrast optimisation Dynamic Scene Enhancement (DSE).</p>	<p>Flexible Scene Enhancement (FSX).</p>	<p>Flir advertise FSX as one of their new competitive advantages however the Mi-TIC S offers exactly the same "DSE" which provides an ultra sharp image with greater detail.</p>
<p>Start up time 5 seconds.</p>	<p><17 second start up time. Sleep mode required.</p>	<p>To get round the long start up time the K65 offer a sleep mode, but they haven't taken into account that using this will slowly drain the battery. They have an automatic shutdown, but this is not ideal because you will either be draining your battery or facing a 17 second start up time.</p> <p>The Mi-TIC S enables the user to see important details such as exit points, obstacles and casualties even in the presence of larger, hotter fires.</p>

<p>Warranty Avon Protection offers a standard 5-5-10 warranty. 5 years cover for the camera. 5 years cover for the battery 10 years cover for the sensor and lens.</p>	<p>Flir offer a 2-5-10 year limited warranty. Two years to cover the battery. Five years to cover the camera. Ten years to cover the sensor.</p>	<p>Avon Protection supply extended warranty options up to 5 years on the camera and battery. Flir also offer a 10 year warranty on the uncooled sensor but the chances of the sensor going wrong within that time frame is highly unlikely due to the high quality of the sensors now used.</p>
<p>Operating temperature The camera has been designed to operate continuously at +85°C (185°F).</p>	<p>The datasheet states that the camera has been designed to operate continuously at +85°C (185°F) BUT open the camera and read the battery label!</p>	<p>The battery label of the K65 states “Do not incinerate or expose to high temperatures above 140°F (60°C)”</p>
<p>Germanium window Replaceable in the field.</p>	<p>There is no protective germanium window so the lens is exposed. The concave section on the front means any front impact will be directed onto the lens.</p>	<p>When the K series lens inevitably gets scratched or damaged the camera will require an expensive factory repair. (Lenses are typically 6 times the cost of a germanium window,) most likely not covered under warranty.</p>

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