



### Metal detectors buyers guide

Features	Suppliers		
	APM / Fortress		
<b>General</b>			
(1) Unbeaten performance guarantee	√		
(2) Two year parts and labour guarantee	√		
(3) Fully BRC / M&S / Tesco compliant	√		
(4) Annual tuning / balance required	No		
(5) Specialist metal detector manufacturer	√		
(6) Manufactured in	Canada		
(7) Custom build available	√		
<b>Electronics</b>			
(8) Digital Signal Processing Technology (i.e. DSP chip on board)	√		
(9) One or two processors	2		
(10) Flash Memory	√		
(11) Easy to set up	√		
(12) One pass product learn	√		
(13) Full QA support	√		
(14) Password recovery	√		
(15) Settings recovery	√		
<b>Mechanics</b>			
(16) Solid fill – no air gaps/voids/bubbles	√		
(17) Certified IP69K	√		

(1) Don't listen to the techno-babble. Simply ask if the supplier will give you an unbeaten performance guarantee in writing. We are happy to demonstrate our system against any competitor.

(2) We have always given a standard two year parts and labour warranty on our Fortress detectors. Make sure you are fully covered.

(3) Avoid audit stress. We'll make sure your system meets the standards in full.

(4) Some metal detectors have to be rebalanced at regular intervals which costs you money. In addition a system going out of balance between services loses performance.

(5) Fortress Technology is a specialist manufacturer of industrial metal detection systems i.e. they don't make anything else. They are the technology leader in this field. Ask me why.

(6) Fortress Technology metal detectors are manufactured in Toronto, Canada.



(7) Fortress has the capability to deliver the correct configuration for your application. This can mean analogue or digital electronics, stainless steel or aluminium casing, custom head sizes, one off designs, various material options for pipeline systems etc...

(8) If it doesn't have a DSP chip it's a relic from the past. Watch out for non DSP systems being passed off by claiming "digital signal processing" – it's a con.

(9) Two processors are better than one (Refer to our performance guarantee above)

(10) Flash memory stores your system settings safely. Older technology requires power backup from a limited life rechargeable battery which will eventually fail. You will find out as soon as you try to start production in the morning. How long and at what cost to bring in a technician. The reason for not using flash memory? – that's one for our competitors.

(11) Get a demonstration of how to set up a new product from scratch then have a go yourself. It should be simple but on most machines it's anything but.

(12) It's not so much the fact that it saves you time, though it does, it's seeing the difference between a metal detector that can precisely lock on to your product signal accurately in one pass and a crude system that needs you to pass the product over and over again to give it some time to figure out roughly is going on. For my reasons for saying "roughly" I refer you back to our performance guarantee above.

(13) Fortress systems have all the QA features you need as standard. Ask us for details. In my view the most important feature is that it is simple to set up and performs it's task reliably without constant QA or maintenance input.

(14) You have probably experienced needing a machine password urgently but the person who has it is on holiday or has left the company. With a Fortress you simply call us and give us a code that comes up when the incorrect password is entered. We then tell you your password. With some competitors equipment the only way to bypass the password involves a technicians visit.

(15) A high percentage of service calls are due to well meaning people pressing the wrong buttons. How about a button that resets the settings to the way they were left by the technician on his last visit? Fortress have it and it saves time, hassel and money.

(16) Ask what is inside the detector head. You can't see it and that's the way some manufacturers like it. For products like plastic or milk powder the head filling is relatively unimportant. For the majority of applications it is crucial that the coils inside the detector head are rock solid. The right way to do this is to use a solid fill. A manufacturer can however significantly reduce material costs, build time and transport costs by using semi solid fillers such as foam.



(17) IP69K is the highest wash down rating that you can get certified for. Ask for a copy of the certificate. If you are offered something better than IP69K ask for a certificate and send me a copy ☺

**Are you thinking of buying second hand?**

Budgets are tighter than ever and the prospect of a cheap metal detector is attractive but there are many pitfalls. Before you buy talk to us and we'll tell you what to look out for – no strings attached. Advice is free and might save you a lot of money.