



**PIPE INSPECTION TECHNOLOGIES**

SAN ANTONIO, TEXAS 78217

Tel: 210-657-7607      [www.oem-usa.com](http://www.oem-usa.com)

**Celebrating 37 Years  
of Innovation.**

## The More You Know, Before You Buy . . .

**The inspection equipment industry has become a buyer beware marketplace full of product designs copied from others and falsely advertised products with exaggerated capabilities and features.**

### **GENERAL BUYING TIPS:**

1. Perform your due diligence and go visit the product vendors. Don't buy an EMI or UT system only based on literature or webpage fluff. After all, you are getting ready to spend thousands of your hard earned dollars on a product you will count on to earn your living. You want to make the most informed decision possible. Not all equipment is created equally. You will be extremely surprised by the technology differences between the various products in the marketplace. Most EMI systems have been copied from 1980's companies now long out of business !
2. Make sure the vendor can live demonstrate their product on REAL oil field pipe – not some Mr. Wizard experiment they made in their machine shop to give an optimal result for the demo. And most importantly, make sure they demonstrate ALL detection functions – don't take NO for an answer! If the vendor says they can't demonstrate a function, it is most likely to hide inadequate capabilities and designs.
3. Learn about your vendor's history. Learn what technology, accomplishments and knowledge they have contributed to the industry (if any!).
4. Make sure the vendor has degreed engineering staff and doesn't just advertise that they "Engineer" products. Most likely you are getting product modified by technicians that copied someone else's original design.
5. Make sure the vendor has a full machine shop to be able to service your after sales support needs without relying on outside job shops.
6. Make sure the vendor is technically competent enough to know how to properly spell the technologies they purport to use. Just a hint: it is the "Hall effect" and not "Hall effects" or "hall effects". The "Hall" portion of the term is the last name of Edwin Hall who discovered the "effect" back in 1879. The "H" should always be a capital letter and it is never plural !