

# PRODUCT ANNOUNCEMENT



September, 2012

## NEW from Fluke! Ti105 and TiR105 Thermal Imagers

### Two new models added to our thermal imaging family - designed with you in mind!

Fluke proudly introduces two new thermal imagers to the Ti100 series family. Ultra-sleek, intelligent design meets the performance customers need for troubleshooting and building diagnostics!

- **See:** IR-Fusion® (Picture-in-Picture mode) helps to identify and easily communicate problem areas, and the torch/flashlight assist to illuminate poorly lit areas.
- **Feel:** Lightweight, intelligent design developed to provide focus-free, one-handed, no-hassle operation.
- **Communicate:** Included, professional SmartView® analysis and reporting software allows you to document your findings and customize your reports.

Find problems right away with *peace of mind and confidence.*

	
<p><b>Ti105</b> <b>Industrial- Commercial Thermal Imager</b></p>	<p><b>TiR105</b> <b>Building Diagnostics Thermal Imager</b></p>

#### IR-Fusion® technology

- Enjoy the industry’s only point-and-shoot IR-Fusion® camera. Fluke’s **IR-Fusion® technology** enables customers to find and communicate problems faster and easier with **Picture-in-Picture, Full IR and Full Visible modes** on camera.

#### Ultra-Sleek design

- Experience the **ultra-sleek, intelligent design** developed for you – rugged, ergonomic, lightweight, point-and-shoot, focus-free imager. Enjoy rugged, one-hand operation and non-stop thermal imaging with **field-replaceable battery and adjustable left- or right-handed comfort strap.**

#### Torch/Laser pointer

- Illuminate dark places such as electrical cabinets and poorly lit mechanical rooms, attics and basements with integrated, high-brightness **torch/flashlight**

- Point out areas of interest to colleagues or customers with the easy-to-access **laser pointer**

## Features and benefits:

### Superior image quality and IR performance

- 160X120 FPA uncooled microbolometer (30 HZ and 9 HZ versions, depending upon model)
- 3.5" color LCD with clear protective cover and adjustable brightness for easy viewing most conditions
- Excellent thermal sensitivity (NETD) to see even small temperature differences

### Ease of Use

- IR-Fusion® technology (Picture-in-Picture, Full Visible, Full IR) for easier identification and reporting of problems
- Focus-free system takes the hassle out of focusing
- One-handed operation so your other hand is free
- SmartView® analysis and reporting software (with free upgrades through life of product)
- Removable 2 GB SD memory card for easy storage and transfer of infrared and visible images
- Direct transfer of images to PC via included USB cable for added convenience
- Quick access level/span adjustment for faster image optimization in the field
- Fast Auto Rescale in Manual Mode for quick adjustment in dynamic situations

### Ruggedness and Reliability

- Designed to withstand a 2 m (6.5 ft.) drop for everyday accidents
- Integrated lens cap, lens guard, hand strap, and protected display for added ruggedness
- Ruggedized, replaceable, rechargeable Lithium-Ion smart battery pack for extended use situations

### Selected Features:

- Standard palettes (Blue-Red, Ironbow, Grayscale, Amber)
- Thumbnail view memory
- Torch/flashlight
- Laser pointer
- .IS2, .BMP, and .JPG File formats on imager
- Easily-accessible imager information



## Customer applications:

Who uses them?	Where are they used?
<ul style="list-style-type: none"> <li>▪ Maintenance professionals</li> <li>▪ Troubleshooting technicians</li> <li>▪ Preventive maintenance professionals</li> <li>▪ Predictive maintenance professionals</li> <li>▪ Industrial and commercial electricians</li> <li>▪ I&amp;E Technicians</li> <li>▪ HVAC/R technicians</li> <li>▪ Facilities managers</li> <li>▪ Building inspectors</li> <li>▪ Weatherization specialists</li> <li>▪ Energy auditors</li> <li>▪ Restoration and remediation professionals</li> </ul>	<ul style="list-style-type: none"> <li>▪ Industrial plants (manufacturing, process, petrochemical, etc)</li> <li>▪ Commercial buildings and facilities</li> <li>▪ Government buildings</li> <li>▪ Schools</li> <li>▪ Hospitals</li> <li>▪ Electrical, water, and natural gas utilities</li> <li>▪ Residential dwellings</li> </ul>

## Basic Product Specifications:

	Ti125	Ti110	Ti105	TiR125	TiR110	TiR105	Ti100
Infrared resolution	160 x 120	160 x 120	160 x 120	160 x 120	160 x 120	160 x 120	160 x 120
Focus mechanism	IR-OptiFlex™ focus	IR-OptiFlex™ focus	Focus-free: 1.2 m (4 ft) and beyond	IR-OptiFlex™ focus	IR-OptiFlex™ focus	Focus-free: 1.2 m and beyond	Focus-free: 1.2 m and beyond
Temperature measurement range	-20 °C to +350 °C	-20 °C to +250 °C	-20 °C to +250 °C	-20 °C to +150 °C	-20 °C to +150 °C	-20 °C to +150 °C	-20 °C to +250 °C
IR-Fusion® technology	Full infrared, PIP, Full visible, AutoBlend™, Color alarms	Full infrared, PIP, Full visible, Color alarm	Full infrared, PIP (1.2m (4ft) to 4.6m (15ft)), Full visible	Full infrared, PIP, Full visible, AutoBlend™, Color alarms	Full infrared, PIP, Full visible, Color alarm	Full infrared, PIP (1.2m (4ft) to 4.6m (15ft)), Full visible	Full infrared only
IR-PhotoNotes™ annotation system	Yes	Yes	—	Yes	Yes	—	—
Electronic compass	Yes	Yes	—	Yes	Yes	—	—
Multi-mode video recording	.AVI w/ MPEG encoding and .IS3 radiometric	.AVI w/ MPEG encoding	—	.AVI w/ MPEG encoding and .IS3 radiometric	.AVI w/ MPEG encoding	—	—
Voice annotation	Yes (60 seconds)	Yes (60 seconds)	—	Yes (60 seconds)	Yes (60 seconds)	—	—
Laser pointer/torch	Laser pointer and torch	Laser pointer and torch	Laser pointer and torch	Laser pointer and torch	Laser pointer and torch	Laser pointer and torch	Laser pointer
Streaming video output	USB video output	—	—	USB video output	—	—	—
Rechargeable batteries	2 rugged lithium-ion smart batteries	1 rugged lithium-ion smart battery	1 rugged lithium-ion smart battery	2 rugged lithium-ion smart batteries	1 rugged lithium-ion smart battery	1 rugged lithium-ion smart battery	1 rugged lithium-ion smart battery
Ruggedness and reliability	2-meter drop test, IP54 and integrated lens cap	2-meter drop test, IP54 and integrated lens cap	2-meter drop test, IP54 and integrated lens cap	2-meter drop test, IP54 and integrated lens cap	2-meter drop test, IP54 and integrated lens cap	2-meter drop test, IP54 and integrated lens cap	2-meter drop test, IP54 and integrated lens cap
Weight	0.726 kg (1.63 lbs)	0.726 kg (1.63 lbs)	0.726 kg (1.63 lbs)	0.726 kg (1.63 lbs)	0.726 kg (1.63 lbs)	0.726 kg (1.63 lbs)	0.726 kg (1.63 lbs)
Warranty	2 years, with additional available	2 years, with additional available	2 years, with additional available	2 years, with additional available	2 years, with additional available	2 years, with additional available	2 years, with additional available

Note: for detailed specifications, please see Technical Data Sheets

## Included accessories:

Everything you need including the industry's most generous professional software to get you started:

- SmartView® analysis and reporting software
- 2 GB SD memory card
- USB connection cable for image transfer to PC
- Hand strap, for right- or left-handed use
- 1 Lithium-Ion removable and rechargeable smart battery
- AC charger/power supply with mains adapters for battery charging and AC operation
- Soft case with adjustable shoulder strap
- Rugged Fluke hard transport and storage case

## Optional accessories (all models):

- Thermal Imager Car Charger (TI-CAR CHARGER)
- Additional Smart Battery (FLK-TI-SBP3)
- Additional Smart Battery Charger (FLK-TI-SBC3)
- Thermal Imager Visor (FLK-TI-VISOR2)
- Tripod Mounting Accessory (TI-TRIPOD2)

## Introduction schedule:

- Order entry opens new prices available for distributors: September 25<sup>th</sup> 2012
- ATP at launch: 2 weeks
- Public Embargo: September 25<sup>th</sup> 2012
- [www.fluke.com](http://www.fluke.com) live : September 25<sup>th</sup> 2012

**Distributor stock note:** Fluke will not take stock back on any of the mentioned products, nor will there be any stock compensation for products that will be reduced in price.

## Product pricing and ordering information:

Fluke model	Part number	UPC codes	Product including packaging				Origin	US list price
			Length	Width	Height	Weight		
FLK-Ti105 9HZ	4275090	0 95969 65510 1	39.4 cm (15.5 in)	21.6 cm (8.5 in)	27.9 cm (11.0 in)	3.5 kg (7.8 lbs)	USA	\$2995.00
FLK-Ti105 30HZ	4275119	0 95969 65511 8	39.4 cm (15.5 in)	21.6 cm (8.5 in)	27.9 cm (11.0 in)	3.5 kg (7.8 lbs)	USA	\$2995.00
FLK-TiR110 9HZ	4275162	0 95969 65512 5	39.4 cm (15.5 in)	21.6 cm (8.5 in)	27.9 cm (11.0 in)	3.5 kg (7.8 lbs)	USA	\$2995.00
<b>ACCESSORIES</b>								
FLK-TI-VISOR2	3996500	0 95969 60641 7	13.3 cm (5.25 in)	13.3 cm (5.25 in)	15.9 cm (6.25 in)	0.15 kg (0.34lbs)	Hong Kong	\$74.95

FLK-TI-TRIPOD2	3996517	0 95969 60640 0	13.3 cm (5.25 in)	13.3 cm (5.25 in)	15.9 cm (6.25 in)	0.34 kg (0.75lbs)	USA	\$99.95
FLK-TI-SBP3	3440365	0 95969 49338 3	13.3 cm (5.25 in)	13.3 cm (5.25 in)	15.9 cm (6.25 in)	0.27 kg (0.60 lbs)	China	\$125.00
FLK-TI-SBC3	3440352	0 95969 49370 3	13.3 cm (5.25 in)	13.3 cm (5.25 in)	15.9 cm (6.25 in)	0.57 kg (1.3 lbs)	China	\$175.00

Product family for the above thermal imagers: TI  
Model group for the above thermal imagers: PTI  
ECCN for the above thermal imagers: 30 HZ Model: 6A003  
9 HZ Model: 6A993  
USA Harmonization Code for the thermal imagers: 30 HZ Model: 9027.50.4020  
9 HZ Model: 9027.50.4020

Product family for the above accessories: ISITI  
Model group for the above accessories: TIACC  
ECCN for all of the above accessories: EAR99  
USA Harmonization Code for charger and battery: 9027.50.4060  
USA Harmonization Code for Ti-TRIPOD2 and Ti-VISOR2: 9027.90.5450

**Note: 30Hz version of Ti105 is available worldwide. 9Hz version of Ti105 is ONLY available in AMPAC, Asia, China and Europe (except US and Canada). TiR105 has only 9Hz version and is available worldwide.**

### Discount schedule:

Thermal imager and accessories discount: Normal Ti discounts applies

### Service plan:

- Standard two year warranty
- Recommended calibration cycle: Two Years
- Calibration and service locations: Everett, WA USA; Eindhoven, NL; Singapore
- Optional Instrument Care Plans  
*(Information available from Fluke Service Department)*

### Fluke Partner Portal information:

**Get the information you need to market and sell these tools instantly!**

Download digital files from the Fluke Partner Portal, including:

- Technical data sheet pdfs
- Brochure pdfs
- Print advertisement pdfs
- E-campaign assets (email)
- Press release
- Photography

Partner Portal assets go live date: EST. Sept 24, 2012

Fluke website download site at [www.fluke-launch.com](http://www.fluke-launch.com) go live date: EST. Sept 24, 2012

If you have not already registered for access to the Fluke Partner Portal, please go to <https://support.fluke.com> and select Partner Portal – Fluke Industrial Products from the pull down menu, then click register. Complete the registration form and submit it. Your submittal will be approved with 48 hours, at which time you will receive a confirming e-mail with a reminder of the user name and password you selected. Only Fluke distributors and sales staff, not end-user customers, may access the Fluke Partner Portal.

You can also order Fluke literature at <http://marcomcentral.app.pti.com/ccsprinting/testandmeasurement> Self register and you'll get access to all the sales tools to help you sell.

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ITEM	DESCRIPTION	LITERATURE NUMBER
<b>Brochure:</b> Ti125/TiR125/Ti110/TiR110/Ti105/TiR105/Ti100 Thermal Imaging Made Easy US English (PN: 4015519) Canadian English (PN: 4102174) Canadian French (PN: 4101978)	16 page, 9 x 12" brochure	Available from Fluke literature, on the Partner Portal or the fluke-launch.com website
<b>Technical data sheet:</b> Fluke Ti125/Ti110/Ti105/Ti100 Industrial Technical Data sheet English (PN: 4026524) French (PN: 4133277)	Specifications information	Available from Fluke literature, on the Partner Portal or the fluke-launch.com website
<b>Technical data sheet:</b> Fluke TiR125/TiR110/TiR105/Ti100 Building Diagnostic Technical Data sheet English (PN: 4026536) French (PN: 4133289)	Specifications information	Available from Fluke literature, on the Partner Portal or the fluke-launch.com website
<b>Media Advertisements:</b> Thermal imaging made easy, full page ad English (PN: 4015504)	Media Advertisements, in various formats for use in trade publications	Available on the Partner Portal or the fluke-launch.com website
<b>Media Advertisements:</b> IR-Fusion made easy, full page ad English (PN: 4150535)	Media Advertisements, in various formats for use in trade publications	Available on the Partner Portal or the fluke-launch.com website
<b>Web:</b> TI105/TiR105 Launch banner ads English (PN: 4277139)	Banner ads for distributor sites in various sizes.	Available on the Partner Portal or the fluke-launch.com website
<b>Web:</b> TI105/TiR105 Html email – Thermal Imaging Made Easy English (IND: PN: 4277117 and BD: PN 4277100)	Fluke branded html email – distributors may request co-branded versions from Fluke Field Marketing.	Available on the Partner Portal or the fluke-launch.com website
<b>Web:</b> TI105/TiR105 Landing page– Thermal Imaging Made Easy English (IND: PN: 4277082 and BD: PN 4277094)	Fluke branded html email – distributors may request co-branded versions from Fluke Field Marketing.	Available on the Partner Portal or the fluke-launch.com website
<b>Miscellaneous sales tools:</b>		

Emissivity Table chart pdf English (PN: 3038318)	PDF with Emissivity values	Available on the Partner Portal or the fluke-launch.com website
Fluke IR-Fusion® Technical Data Sheet (PN: 2680032)	Specifications information	2680032, pdf only - Available on the Partner Portal website
Fluke SmartView® Technical Data Sheet (PN: 2690044)	Specifications information	2690044, pdf only - Available on the Partner Portal website
Thermal Imaging Application Notes	Application note and case studies on thermal imaging	Available on the Partner Portal website
Catalog Copy	Catalog Copy	Available on the Partner Portal website
Application Photography	Application photography showing the thermal imagers in use.	Available on the Partner Portal website
Product Photography	"Beauty shots" showing the product from various perspectives	Available on the Partner Portal website
FOV Calculator	Comprehensive Field of View Calculator that allows you to determine the FOV, IFOV, D:S and detection spot size information for your thermal imager based on your selections.	Available on the Fluke website
Press Release	Press release	Available on the Partner Portal website

If you have any questions regarding these new products, or any of the other information in this announcement, please do not hesitate to contact anyone in the Fluke Thermography Business Unit. We will be happy to help answer your questions.

Good luck and Good Selling!

*(Don't forget the accessories and Instrument Care Plans!)*

Best regards,



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