LGC wins contract with GE Infrastructure

05.10.2004 - LGC has won a significant contract with the Sentinel product line business of GE Infrastructure Water and Process Technologies to provide water sample analysis for the detection of corrosion in domestic central heating systems.

Sentinel, a leading water treatment specialist, supplies products to treat or prevent corrosion in central heating systems. Analysing the water in the system is essential for determining the presence and extent of any corrosion so that the correct Sentinel treatment can be used to prevent further damage to the system. Sentinel requires accurate analysis and fast electronic reporting from a company that can not only perform both functions but can also handle a large quantity of samples. Under the new contract, Sentinel representatives in the field are provided with a toolkit that contains everything they need to obtain the water sample, including a freepost envelope in which to send their sample to LGC for analysis. The representatives then receive their results via a secure, dedicated online system designed specifically for Sentinel by LGC. This online reporting system allows the representatives to check the status and results of their samples at any time - it is also available in German, Italian or French for those located in continental Europe. They also have the option to receive their results as hard copies in the post or by email.