



SUBTECH VISION TECHNOLOGY
DESIGN & MANUFACTURING INC.
For Over 30 Years



The Spectrum of Video Inspection Systems

Hello Karen,
Welcome to the Subtech Vision Technology
March Newsletter

This month, we focus on a critical aspect of your operations: selecting the right video inspection system. With a market flooded with options ranging from budget-friendly to high-end models, understanding the nuances is essential for making an informed decision.



Navigating the Spectrum of Video Inspection Systems

Budget-Friendly Options ("Cheap Charlie")

While these systems may be attractive due to their low initial cost, they often come with significant trade-offs:

- **Inadequate Push Cables:** Many budget models feature push cables that are either too stiff or too flexible, making it challenging to navigate pipes effectively. This limitation often results in the cable failing to reach even half of its advertised length, hindering thorough inspections.
- **Non-Repairable Design:** These units are typically not designed for repair; if a component fails, the entire system may need replacement, leading to higher long-term costs.

High-End Systems

Premium systems often come with advanced features and higher price tags but may not always deliver proportional benefits:

- **High Initial Investment:** The substantial cost can be a barrier, especially for small to medium-sized businesses, potentially extending the time required to achieve a return on investment.
- **Lengthy Repair Times:** Maintenance or repairs can be time-consuming, leading to extended periods of equipment downtime.



Subtech Vision Technology: Over 30 Years of Balanced Excellence

We've been striking the perfect balance between these extremes for over 30 years,

offering systems that combine affordability with reliability:

- **Durable Construction:** Our systems are built to withstand rigorous use, ensuring longevity and consistent performance.
- **Optimized Push Cables:** Our push cables, starting at 10 mm in diameter, are designed with the ideal balance of stiffness and flexibility, allowing for effective navigation through pipes and capable of reaching the full length of each system without compromising maneuverability.
- **Repairable Design:** All our units are designed for repairability, ensuring that any necessary maintenance can be performed efficiently. Notably, our Junior system features a modular design with in-field replaceable components, allowing for quick on-site fixes and minimizing downtime.
- **Competitive Pricing:** We strive to keep our prices accessible, balancing cost-effectiveness with the use of high-quality components and precision-machined parts.



Our Commitment to You

- **Rapid Repairs:** Our repair center boasts an average turnaround time of just 2 days, often completing repairs so swiftly that your equipment spends more time in transit than in our facility.
- **Responsive Technical Support:** Our dedicated technical support team is readily available to assist you, ensuring swift and effective resolutions to any challenges you may encounter.

Let's Find the Right System for You

We're here to assist you in selecting a system that aligns perfectly with your requirements. Contact us today for expert guidance tailored to your needs. Even if you explore other options, we're happy to help you navigate the choices to ensure the best investment for your business.

[Visit Our Website](#) for detailed specifications on all our systems.

Sincerely,
The Subtech Vision Technology Team

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