

PAT320

Business in a box



- **Everything you need to start a PAT testing business in one box**
- **Comprehensive package including PAT tester, pad of 50 certificates, pass labels and adaptors**
- **Guide to marketing a PAT testing business, how to find clients and how to sell to them**
- **Guide to PAT testing, what to test and how to test it**
- **Free life-time product support**

DESCRIPTION

The Electricity At Work Act requires that electrical equipment used in premises where people are employed or are open to the public is maintained in a safe condition.

An acceptable way of showing that electrical equipment is safe is by performing routine portable appliance testing. The new 'Business in a Box' from Megger includes everything an electrical contractor needs to diversify into PAT testing. Any competent person can benefit from this package. It includes comprehensive guides on performing PAT testing, and marketing a PAT testing business to help any business or entrepreneur launch and promote this new venture.

In the box

The Business in a Box contains:

- 'How to test portable appliances' booklet including how to identify the asset class, recommended tests and how to do them, and typical pass/fail limits etc.
- 'How to market your business' guide on CD, including sales techniques, a view of the law, how to price your PAT services, prospect management, direct-mail letter templates, advert template, press-release, brochure etc.
- PAT320 portable appliance tester
- Protective case for storage and transport of the tester, leads and documents
- PAT report certificate book containing 50 certificates
- Adaptor for testing some laptop power supplies
- Combined earth bond, continuity, and insulation test lead with probe and crocodile clip
- 13 A extension lead adaptor
- PASS labels for tested assets, roll of 1000

- Lead storage pouch that can be fixed to the inside or outside of the supplied case
- Full user guide for the PAT320 on CD
- Laminated quick-start guide for the PAT320

Guides

The two guides included are a unique feature of the package. They are designed to assist in setting up, running and growing a PAT testing business.

The guide to PAT testing explains how to perform portable appliance testing. It assumes some practical experience of working with electricity, but not of portable appliance testing. While remaining simple, it is intended to aid in the detail of how to test and includes identification of the different types of assets that exist and which tests to perform on each type. It also includes the recommended pass/fail criteria from the Code of Practice for in-service Inspection and Testing of Electrical Equipment (published by the IEE) enabling easy identification of a good or faulty asset.

Further opportunities for business may then exist in the repair of faulty assets – e.g. a blown fuse or replaced mains lead or plug may incur additional charges to the primary testing fee.

A key feature of this guide is that it has been written in a brief, easy-to-understand style.

The 'Guide to marketing a PAT test business' supplied on the CD provides direction through the difficult business of identifying and locating potential clients, and selling PAT testing services to them. It includes some of the legal background and explains that as an experienced electrician, no additional qualification is required.

It identifies potential customers and how best to approach them, with hyperlinks to lists of those prospects and target segments. There is a review of market pricing and examples of business models. A key element of the guide is a spreadsheet in which the prospects' data can be developed and managed. From this spreadsheet data can be merged into one of the supplied template letters for later follow up. Also supplied on the disk are a number of template press releases for customisation as well as an advertisement layout and draft flyer to help get your business off the ground.

PAT320

PAT320 is the ideal portable appliance tester for those moving into PAT testing for the first time, don't want the complexity of database management and are comfortable filling out certificates by hand. It is straight forward to use and capable of testing all 110 V and 230 V appliances.

Push-button operation makes the PAT320s fast and intuitive to use. All test requirements are supported. For Class I and Class II, IEC power leads, extension leads and full tests for portable RCDs. Automatic testing proceeds sequentially through bond, insulation and operational tests, indicating a pass or fail at each test. Should a fail occur, testing is stopped.

When manual testing, each test is preceded by a selection screen where the test parameters can be chosen. These diagnostic buttons provide direct access to any test individually, allowing single tests to be performed following repair or a suspect result.

A selection of test leads are supplied. These include a combined earth bond, continuity, and insulation test lead, an extension lead adaptor, and a special adaptor that makes it possible to test most laptop power supplies and leads.

ACCESSORIES

Other items included in the box:
PAT test report book, which allows the tester to record asset test results in duplicate and to issue a hand written certificate to customers on-site. Each sheet can record the results of tests on 21 assets. Self-carbonised, a duplicate of each certificate can be retained in the book for your records.

Roll of 1000 green self-adhesive PASS test labels.

A soft document and lead pouch which can be attached either inside or to the outside of the case.

PAT320 user guides are supplied in two formats, the laminated quick reference guide can be stowed in the see-through section of the document wallet, while the detailed user manual is supplied on CD rom.

APPLICATIONS

Business in a box is ideal for any competent person or business wishing to diversify into a new market, to generate an additional income stream or simply start-out in portable appliance testing. For an electrical contractor this could be a tool to improve customer service by developing a wider portfolio of capabilities.

SPECIFICATIONS

Detailed technical specifications of the PAT320, and other Megger products, may be found at www.megger.com

ORDERING INFORMATION

Product	Order Code	Product	Order Code
PAT320-UK	1000-740	Optional accessories	
Included accessories		110 V mains supply lead adaptor BS1363 - BS4343	1000-766
Continuity / earth bond lead with clip + probe (Black)	2000-870	110 V extension lead adaptor (BS4343)	6220-639
Extension lead adaptor 13 A	2000-881	415 V adaptor lead (4 pin) to BS (BS1363) 16 A	1000-767
Plug adaptor IEC C6 - C13 (3 way 5 A PSU)	2000-551	415 V adaptor lead (5 pin) to BS (BS1363) 16 A	1000-770
Roll of 1000 PASS test labels	1000-971	Roll of 1000 FAIL test labels	1001-227
Megger guide to marketing a PAT testing business on CD		PAT accessory pouch (attaches to side of case)	2001-044
Megger guide to PAT testing booklet			
PATR210 PAT test report certificate pad	1001-299		
Soft carry case	2000-962		
Test lead pouch			