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Case Study: Nigerian Calibration Facility Chooses AMETEK STC for Precision, Reliability – and a Long-Term Advantage

In the fast-paced world of oil and gas, where precision and uptime are critical, one Nigerian engineering company found itself at a crossroads. Known for delivering calibration, maintenance, and engineering services to some of the largest oil companies in the country, the company faced growing pressure to modernize its workshop and meet increasingly stringent customer expectations.

With aging equipment and rising service demands, the company needed to act—but as with many investment decisions, cost was a concern.

The Temptation of a Cheaper Solution

The customer initially leaned toward a lower-cost calibration setup from a competing brand. But it didn't take long before the limitations became clear:

- Unstable sensor calibration
- Inconsistent test results
- Downtime caused by unreliable components

The operational inefficiencies were stacking up—and so were the risks to client trust.

Enter Saabinc Nig Ltd – A Trusted Voice in the Field

Recognizing the need for a more sustainable solution, Segun Balogun of Saabinc Nig Ltd, AMETEK STC's authorized distributor in Nigeria, stepped in with a consultative approach. Instead of pushing products, Segun worked to understand the full scope of the customer's operations and technical requirements.

Through a structured dialogue, he helped the customer consider:

- The total cost of ownership over time
- How calibration, accuracy and repeatability impact client satisfaction
- The value of reliable, supported instrumentation
- Competitive comparisons with ROI calculations and real-world case studies



This value-focused approach helped shift the conversation from "lowest price" to "highest value."

The Chosen Solution: Built for Demanding Environments

Ultimately, the customer selected a complete upgrade using a range of high-performance instruments from AMETEK STC:

- nVision Reference Pressure Recorder – for mobile, high-accuracy pressure logging in the field
- HPC42 Dual Sensor Calibrator – offering broad range coverage with a compact form factor
- JOFRA Compact Temperature Calibrator – for reliable on-site calibration of temperature sensors
- JOFRA Reference Temperature Calibrator – delivering lab-level stability and accuracy
- System G Hydraulic Pressure Comparator – enabling precise manual pressure testing and calibration

Together, this setup created a modern, fully equipped calibration station—one that could serve the demanding oil and gas sector with confidence.

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The Result: Operational Confidence and a Strategic Shift

With the new instruments in place, the company has transformed its calibration capabilities:

- Faster and more consistent testing
- Fewer repeat calibrations and equipment failures
- Enhanced trust from clients demanding traceable, high-accuracy results

Just as important, this purchase marked a strategic shift: the customer now sees AMETEK STC not as a vendor, but as a long-term partner for test and measurement solutions.

About the Sales Partner

This successful upgrade was made possible by:
Segun Balogun
Saabinc Nig Ltd
https://www.saabincltd.com

