



# Application Alley

**PARTNER | SOLVE | DELIVER**

## **HVAC Condensate Flood Sensors / FPS100**

**“Intelligent Designs and Helping Customers Win!”**



Custom  
Engineered  
Solutions for  
Tomorrow

Standex-Meder’s team had a tremendous challenge. A competitor had a first mover advantage within the industry by providing a patented design for condensate flood sensors.

**Component Corner (Expert Insights)**  
Alex Vinnage, Program Manager and Engineer, Standex-Meder Electronics

“ By leveraging our technical mastery in the fluid level sensor market we were able to create a new design that not only one-upped the competition, we created a product that leveled the playing field in this market. Because of this we have empowered our customers and potential customers by giving them another viable option for condensate fluid level sensors that not only meet the requirement, they exceed it. ”

The potential customer wanted to develop a strategic partnership with a new supplier, but was perplexed at how to achieve this. It was time to not only put on the “thinking caps”, but also start digging into a creative method of resolution.

To provide a solution to their problem, our team developed an alternative design with the FPS100 (Flood Prevention Switch) that did not disrupt any existing design advantages. We became an approved source, and are now providing our flood sensors to this customer – and also others in the industry.

Our team has already developed the next version of this design to continue on the path of innovation to deliver high-quality products for this industry. We articulated a way to deliver to

a challenging request, provided an innovative an innovative solution, and are now generating growth in the market.

The FPS’s are available in three versions. The FPS-T (tee pipe fitting sensor), FPS-L (elbow pipe fitting sensor), and the FPS-B (sensor with custom bracket clip). With three different mounting options and customizable variations on the PVC fittings and our package not requiring the adjustment needs of a threaded sensor, this allows for easy-to-use/install, service, and options for a reliable “plug-and-go” product. This saves resources important to any task or business, which includes time, cost, and labor.



Need a solution to propel your company past challenges? Give Standex-Meder a [hello@standexmeder.com](mailto:hello@standexmeder.com) to discover how we can design a solution for your company!

## About Standex-Meder Electronics

Standex-Meder Electronics is a worldwide market leader in the design, development and manufacture of standard and custom electro-magnetic components, including magnetics products and reed switch-based solutions.

Our magnetic offerings include planar, Rogowski, current, and low- and high-frequency transformers and inductors. Our reed switch-based solutions include Meder, Standex and OKI brand reed switches, as well as a complete portfolio of reed relays, and a comprehensive array of fluid level, proximity, motion, water flow, HVAC condensate, hydraulic pressure differential, capacitive, conductive and inductive sensors.

We offer engineered product solutions for a broad spectrum of product applications in the automotive, medical, test and measurement, military and aerospace, as well as appliance and general industrial markets.

Standex-Meder Electronics has a commitment to absolute customer satisfaction and customer-driven innovation, with a global organization that offers sales support, engineering capabilities, and technical resources worldwide.

Headquartered in Cincinnati, Ohio, USA, Standex-Meder Electronics has eight manufacturing facilities in six countries, located in the United States, Germany, China, Mexico, the United Kingdom, and Canada.

For more information on Standex-Meder Electronics, please visit us on the web at [www.standexmeder.com](http://www.standexmeder.com).

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