

IMPORTANT INFORMATION: PURCHASING A VIDEOSCOPE

If you are considering purchasing a videoscope, it is important to understand what the overall risks are as well as the benefits. Sales representatives generally highlight all of the features and capabilities and downplay any limitations or problems.

Videoscopes are very versatile and sophisticated inspection tools. They have thousands of hair-diameter fiber optic lines for lighting, CCD electronic chips in the head, and a complicated system of articulation cables and structures throughout. The best analogy for them is the human spine. Very minor damage can have catastrophic results.

Sales reps sell videoscopes as the solution to all inspection problems. It is true that they will perform a wide range of duties. They will not, however, fulfill all needs. Many people try to push them beyond their abilities, and this is how a great deal of damage occurs to the delicate components.

Another serious cause of videoscope equipment damage is use by personnel who don't understand the construction or limitations of the tools. They are not the same as a wrench, welding machine, or power drill. Inappropriate twisting, pulling, temperature exposure, pinching, crimping, or other abuse will easily render these tools unusable, regardless of the make or model. Videoscopes are virtually indistinguishable from other cables such as extension cords, and care must be taken to ensure that they are not tread on and harmed by underfoot pressure against grating, gravel, or even smooth concrete.

In the more than a decade that we have performed remote visual video inspections, we have frequently seen broken videoscopes, usually still looking almost brand new, sitting in cases in maintenance offices. These have been **all** sorts of models from **all** sorts of manufacturers, and they are all out of service for the same reason. There was acceptance of a significant initial purchase price based on the wonderful sales pitch of sales representatives and eager site personnel. Once management realized, however, that the cost of repairs (including shipping, downtime, and costly parts and labor from the manufacturer) are quite high, and that **no** manufacturer would provide a loaner to get them through weeks of repair, the desire to put money back into these systems disappeared.

We do not want to discourage you from the purchase of your own video inspection system. We do, however, want to make sure that you make an informed purchase and then take steps to protect your investment. Here are some pointers:

1. Make sure that you are purchasing the right tool for the job. Other inspection systems such as fiberscopes, borescopes, pipe inspection cameras, or robotic systems are made specifically for the demands of particular inspection scenarios. They are often more robust, less complex, and/or possibly more cost effective than a videoscope.
2. **All** small diameter video systems have limited lighting. Make sure that the lighting is adequate for the actual size of areas and for the dirt, grease, and discoloration of dark surfaces in your real life applications. The lighting never gets better in videoscopes with use and age.
3. Do not allow free access to the videoscope. Only trained personnel who are committed to the careful and appropriate use of the videoscope should be allowed to use it.
4. Recognize the limitations of the videoscope and do not try to do things with it that will potentially cause damage. Treat it like a member of your team and respect its safety as well as your own. If there are needs outside of the reasonable abilities of your own video inspection system, get the assistance of video inspection specialist contractors who have the required equipment and expertise.

These limitations, risks, and guidelines apply to **all** makes and models of videoscopes, regardless of the sales pitch, appearance or features. Maverick is happy to provide any sales, service, rental, or training support you require. We ask, however, that you are aware of the potential future costs and limitations of your videoscope purchase before you buy any system.

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