

PowerLines

AUTUMN 2004

THE RIELLO GALATREK POWER PROTECTION NEWSLETTER

Featuring stories, product news and technical information from the UK subsidiary of Riello UPS Manufacturing srl

Dialog UPS Partnership Approach Powers Water Treatment

Major New UK Water Works Project Runs 24-7 Thanks To Riello UPS

Lloyd Morris Electrical Limited (LME) is an electrical engineering company specialising in the design, manufacture and installation of electrical distribution and control systems for both industrial and commercial projects.

With technological advances constantly evolving, the company demands the very best service and products from its suppliers to satisfy the demands of its customers. Riello Galatrek is one of those suppliers meeting Lloyd Morris Electrical's needs.

By working closely with their customers and following a system designed to meet the requirements of ISO 9001, LME maintain a partnership with their clients based upon quality, trust and satisfaction.

Tim Hopkinson, Director at Lloyd Morris Electrical;

"We pride ourselves on the relationship we develop with our suppliers and customers, we always try to work with them and develop that relationship. Once we have, they can see the quality of service we provide and are keen to support this."

The IRIS Project

A prime example of LME and Riello Galatrek combining their respective skills is currently one of the largest projects for this type of work in the UK water industry. It is for a new waste water treatment works that is currently in the process of being built.

Tim Hopkinson commented further: "This project for the Isle of Man Government Department of Transport is similar to the one we undertook for the Cardiff Waste Water Partnership. We are providing all the electrical installation and the system integration for the first phase, a new treatment facility at Meary Veg, near Douglas.

This contract as a whole is called the IRIS Project and is a massive construction contract across the entire island. The project as a whole is likely to span a further five to ten years, with around seventy pumping stations ultimately to feed the Meary Veg Treatment Works. Integration is the key to successful operation,



One of the control panels manufactured by Lloyd Morris Electrical

with a fibre optic network linking all locations. As such it is essential that an integrated approach to design and implementation is adopted, and a pro-active approach is followed".

"We have installed 8 UPS so far in the first phase, 6 of which are at the Treatment Works itself, and one each at two of the first pumping stations. It is important for this installation that the UPS can take load from both mains and generators, and for a long stand up autonomy – two hours plus. As well as providing reliable and leading edge technology, we need our suppliers to be responsive and proactive too. We get this by working with Riello Galatrek. Not only do they understand our needs but our customers' requirements too. That really helps."

UPS Essential Support

UPS were a key part of the solution specified. They are used to support the control panel PLCs and the fibre optic network equipment. Riello Galatrek's UPS used for the IRIS project include its Dialog Plus 3kVA and Power Dialog Plus 6kVA. Riello Galatrek is also helping with the UPS' installation and configuration on the IRIS Project.


For more information on the Dialog Plus and Power Dialog Plus UPS featured here:

Call UK 0800 269 394

www.riello-ups.co.uk/riello/htm/selector.htm

www.riello-upspr.co.uk/view/34/

Riello UPS Manufacturing srl is a world leader in power protection providing local service through its subsidiary companies and distributors - visit www.riello-ups.com. This issue of PowerLines, published by its UK subsidiary Riello Galatrek, is packed with information on how to keep your systems running during a power failure. Other features covered include:

 Page 2: Electrical Products Award, Riello Galatrek joins the LPQI, New reseller website

 Page 3: New products – Plug Dialog UPS and PowerNetGuard monitoring software

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Dialog Dual has won The Electrical Products 2004 award for Technological Innovation...



The Riello Galatrek team with customers at the Electrical Products Award ceremony

The award was presented in July at an Oscar-style ceremony, with strong competition present from many technology leaders within the electrical field. The judges understood that differentiating new products in a saturated UPS market is challenging and awarded Riello UPS the trophy based on reader feedback and eight key features, together with the increase in sales for Riello within this power band.

Robin Koffler, General Manager for Riello Galatrek commented: "This is our second major award for innovation this year and really demonstrates to our customers the levels of investment Riello UPS is making. The Dialog Dual range will be extended later in the year with larger models released up to 6kVA. The potential for this new product is enormous because it is so flexible and intelligent".

Del Fulwood at Computer Power Protection who specify and use Riello UPS products: "All the best

innovation is simple, effective and undertaken from the users point of view. As well as an impressive range of technical capabilities the Dialog Dual has a swiveling control panel, you can mount the unit vertically or horizontally and still see the information properly.

Its SNMP adaptor slides inside the casing for protection rather than standing proud. Clever, simple things, but they really make the difference." He added; "We have just sold Dialog Dual to Stafford University with an extended run time and they are delighted, as are a number of NHS and Council sites.

We have also just received an order for Dialog Dual from The Open University. To summarise, the Dialog Dual is an out of the ordinary range of UPS products, it uses intelligent design with real benefits to the user."

For more details click:
www.riello-upspr.co.uk/view/42/

Riello Galatrek has become the latest company to join the Power Quality Partnership, the UK group which is part of the Leonardo Power Quality Initiative (LPQI), the European education and training programme for LV electrical installation professionals.

Riello Galatrek joins other leading industrial companies including Fluke (UK), Rhopoint Systems and LEM Instruments, to support this programme which provides practical guidance on the identification, measurement and mitigation of power quality problems in LV installations. Riello Galatrek has joined as an affiliate partner and will be supporting UK technical seminars held on these subjects.



Angela Vassey Director of the LPQI welcomes Robin Koffler of Riello Galatrek

The cornerstone of this initiative is the Power Quality Application Guide. The Guide is a consensus of views from experts across Europe and is written for those directly involved in the design, operation and maintenance of installations and covers introductory material, troubleshooting and mitigation.

"Riello Galatrek is a strong supporter of technical seminars as a way to enlighten and educate market segments about the importance of power quality and specialist technical aspects." Commented Robin Koffler, General Manager for Riello Galatrek Ltd.

www.lpqi.org
www.riello-upstec.co.uk

New Reseller Website Launched

Riello Galatrek launches the PowerUPS-Tx reseller reward-incentive program

Riello Galatrek has just released a new website specifically for resellers and to support its new PowerUPS-Tx reward and incentive program.

The new site contains price lists, UPS configurators, graphics, text files, unbranded datasheets, sales promotional offers and a host of tools to help resellers.

For your personal login and password please complete the application form on our main website.



Main website address:
www.riello-ups.co.uk

Reseller website address:
www.riello-upsreseller.co.uk

The NEW Plug Dialog - home and small office power protection

PowerNetGuard Package Simplifies Data Centre

The new Riello UPS Plug Dialog solves the most basic of problems for small office and home system users - how to easily protect local equipment from momentary power loss...



Plug Dialog

Unlike most Uninterruptible Power Systems within the 350-550VA size band, Plug Dialog has four output sockets that can take either standard UK 3-square pin or European Schuko plugs. You can literally plug and go!

Plug Dialog is therefore ideal for protecting a wide range of small office and domestic appliances including personal computers, scanners, printers, modems, TVs, DVD readers, Playstations, Hi-Fis, phones and fax machines. Not only will Plug Dialog provide up to 30 minutes runtime – enough time to easily download the latest tunes from the new iPod website - but when mains is present the UPS is

conditioning the incoming mains to provide protection from locally generated high energy surges. The UPS will even boost low mains supply voltages to ensure that the protected loads work well within their optimum input voltage range.

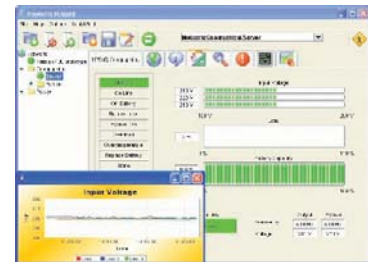
For the real 'techno wizards' Plug Dialog can be interfaced into the local computing environment using the MicroSoft approved Riello UPS PowerShield² monitoring and control software. This is available for download by customers from the Riello UPS software website at www.ups-technet.com. Interfacing is done via the USB port on the Plug Dialog. The UPS also features communication line protection for a local telephone connection.

Available in a matt back finish the new Plug Dialog requires minimal maintenance and has easy to source user-replaceable batteries, expected to last between 3 and 5 years.

The UPS has a 2 year warranty and can be desk or wall mounted.

For more information:
Call UK 0800 269 394
www.riello-ups.co.uk
sales@riello-ups.co.uk

The growing trend in data centres, co-location and server farms to use multiple Uninterruptible Power Systems to increase service uptime has led to a nightmare for on-site managers.



PowerNetGuard Software

To solve this, **Riello UPS** have launched their PowerNetGuard UPS management package. PowerNETGuard centralises UPS management in medium to large sized data networks. Data centre managers can view their UPS population by geographical area, building plans and local site maps, responding to alarm conditions and drilling down to individual on-site UPS. The software uses Simple Network Management Protocol (SNMP) communications and the RFC1628 standard Management Information Base (MIB) to ensure standardised UPS management wherever they are located. UPS are connected to the network using a Riello NetMan SNMP adapter. This may be a slot-in card or external box that sits beside the UPS.

PowerNETGuard monitors each connected UPS and stores information on their operating performance and alarms in a log file. A real time status screen provides graphical indication of the current operational measures including input and output voltage, frequency, load and battery charge %. Should the UPS develop an alarm notification from PowerNETGuard can be sent via email or SMS text message. For security PowerNETGuard can be set up for multi-user access to prevent unauthorised use of a particular software feature. The software runs on Windows - 98, ME, NT, 2000 and XP - Linux, MacOSX, Solaris 8 and 9, and uses the Simple Network Management Protocol (SNMP) to communicate.

More information: www.riello-ups.co.uk

New Brochures for Autumn 04



We have just released the latest versions of our popular Power Solutions brochures. They are packed with a wealth of information on power protection. The IT/Net-Tel (white) brochure covers Riello UPS from 350VA to 10kVA, and the Networking-Industry (silver) version covers Riello UPS 8 to 800kVA. Call UK 0800 269 394 or sales@riello-ups.co.uk

Site Surveys

UPS As part of our new autumn 04 advertising campaign we are promoting customer site surveys for UPS above 5kVA. A site survey should be the start of any power project and can help to identify the right power protection for the application and define the risk assessment and method statements. Click www.riello-ups.co.uk



International Case Study

From the Riello UPS Sales and Technical Office in China

Riello UPS Protects The Leading Mobile Network In China

In less than five years, the Chinese mobile market has grown from less than 10 million to more than 170 million subscribers. This rapid growth is set to reach more than 400 million users during 2005. To capture a large share of this growing market, in 2003 China Mobile invested in a new facility - The Beijing Mobile Caishikou Communication Building.

The building is set to become the busiest and most critical business facility within the company over the next few years. Of all the new equipment being installed, the Uninterruptible Power System (UPS) was considered one of the most essential and important.

Mr Qi, Director of the Project said:

"The best achievement must be supported by the best product and best supplier".

2MVA of Riello UPS Ordered

Four UPS suppliers were selected to take part in the bid and after careful consideration, Riello UPS won by offering the most competitive product solution and service backup. The sheer scale of the work was the biggest challenge for those working on the project. With the installation now complete there are now two main UPS installations each operating two parallel Master Dialog 250kVA systems. One installation provides protection for Beijing Mobiles IDC business and the other protects general critical loads and the 3G network - the latest and most important new business area for China Mobile.

UPS Group Synchroniser

A total of eight 250kVA modules were supplied in all. A new feature deployed within the installation was the Riello UPS UGS, (UPS Group Synchroniser). This unique device controls and manages both UPS groups, forming a highly reliable, dual-bus redundant power supply system.

The highly acclaimed Master Dialog 250kVA installed have a standard 12-pulse rectifier and 11th harmonic filter. This makes their input Total Harmonic



One of the parallel 250kVA Master Dialog UPS Systems and the USG accessory

Distortion (THDi) less than 5 percent ensuring a clean electrical environment for downstream loads and easier generator synchronisation where installed. Every model in the Master Dialog range uses an innovative double-conversion on-line capability with a transformer isolated inverter output. The load is powered continuously by the inverter, using a EMI filtered, stabilised and regulated sinewave supply. Other features include a built in front panel LCD, maintenance and static bypasses, and ABM (Advanced Battery Management) technology to help ensure the maximum possible working life for both the battery set deployed and electronics within the system. Typical ABM features include: scheduled online battery tests, over-discharge protection and temperature compensation during charging.

Future proof investment

The project investment is also future proof. The overall system can be extended at any time in the future as Master Dialog technology allows up to a maximum of six modules to be connected in parallel.

About China Mobile - A Forbes 400 A-List Company

China Mobile is the leading mobile services provider in the world's largest mobile telecommunications market. The Group is the only operator specialising in mobile telecommunications in Mainland

China, with the world's largest unified, contiguous all-digital mobile network and the world's largest mobile subscriber base.

In 2003, the Company was selected as one of "The World's 400 A-List Companies" by the internationally renowned business magazine Forbes. It is the only Chinese company to feature in this A-List for two consecutive years. The Group has 63,859 employees and a mobile telecommunications subscriber base of 141.6 million. The Group enjoyed a market share of approximately 64.8 per cent and a domestic network coverage of 99 per cent of the cities and towns within its service areas. The Group's global roaming services cover 155 countries and regions.

For more information on the Master Dialog UPS featured in this case study:

Call UK 0800 269 394
www.riello-ups.co.uk/riello/hm/selector.htm
www.riello-upspr.co.uk/view/41/

For contact details for Riello UPS around the world please visit:

www.riello-ups.com