THE INTERFACE

We Manage Heat®

November, 2002

IN THIS ISSUE

Holiday Schedule

We will close November 28th and 29th for Thanksgiving and from December 23rd at noon EST through January 1st for the Christmas and New Year holidays. During these periods, we will check voicemail left with helpdesk and email addressed to helpdesk@networketi.com as close to daily as the limited staff permits. We will try to respond within 24 hours.

Shipments will be made on a limited basis. Of course, emergencies are always given top priority.

Personnel Changes

Steve Koch, pronounced 'Cook,' joins us in sales. He has wide experience in the electrical and construction industries along with expert knowledge of the National Electric Code.

Doug Kocsis left to pursue a new opportunity. We here at ETI wish Doug the very best of luck with his new career. Although Doug's responsibilities will be divided between several employees, Steve will act as your primary contact for a few months.

The New SIT-6E In-Pavement Sensor Update

The data sheet for the new patents pending SIT-6E which replaces the SIT-5E will be included with the December issue of the Interface. Unfortunately, the data sheet was not finished in time to be included with this issue. Please check our web site at www.networketi.com. You will be able to download copies by late November. SIT-6E deliveries will begin in early December at the latest.

New Data Sheets

Most of our data sheets must be redone as the result of the telephone area code change and the adoption of a new format. This task is scheduled for completion by the first of April.

More Pricing System Details

The first example shows how to calculate Trade Price given the List Price. Assume a List Price of $100. The multiplier converting List Price to Trade Price is 0.7692. The Trade Price multiplied by 0.7692 truncated to the nearest whole dollar gives the Trade Price as follows:

76.92 = 0.7692 x 100 x List Price =
0.7692 x 100 Trade Price = $76

The next example shows how to calculate the quantity discount earned by purchasing 10 units when applied to the Trade Price above. For ten units, the discount multiplier is 0.9524. The calculations that determine the Discounted Trade Price follow:

0.9524 x 76 = 72.382
Discounted Trade Price = $72

Upon your request, Customer Service can provide either the appropriate multipliers or a price quotation or both. The next issue of the Interface will provide additional examples showing the application of the new pricing system.

Our Web Sites – Works In Process

We are giving our telecommunications products their own web site with the domain name www.etitelecom.com. Our original site, www.networketi.com, now serves only the construction market.

This change should be complete in December. During the coming months www.networketi.com is scheduled for a complete redesign. Due to the large amount of new content, the changes will take about six months to complete.

SNO-TALK

Hold-On Time: How Long?

In the last issue, we discussed the importance of holding the deicing heaters on for a period of time after snow stops as being necessary to accomplish complete snow melting. Now, we will talk about length of the hold-on time required.

Since complete snow melting is essential, the required hold-on time is slightly greater than the minimum necessary to attain to this goal. In the real world, the melting time for each snow event varies over wide limits depending on the physical characteristics of the site and its climate. Through experience, we have determined that a good maximum hold-on time value is 5 hours.

Making the hold-on time adjustable affords flexibility and energy savings. In small installations, the extra cost and complexity of this feature is not cost effective. Thus, our low cost LCD-1 has a fixed hold-on time of 5 hours. Our modular control products which include the APS-3B, APS-4 and EUR-5 control panels have hold-on times adjustable through a 0 to 10 hours range. Since these controls are normally used on larger installations, the additional cost of this feature is worthwhile.

CODE CORNER

Article 426 Fixed Outdoor Electric Deicing and Snow-Melting Equipment 426.4 Branch-Circuit Sizing. "The ampacity of branch-circuit conductors and the rating or setting of overcurrent protective devices supplying fixed outdoor electric deicing and snow-melting equipment shall not be less than 125 percent of the total load of the heaters."

The requirement for continuous rating is based on the definition of a continuous load, reference NEC Article 100, page 34. A continuous load is where maximum full load current is expected to continue for 3 hours or more. The branch-circuit referenced is defined as the final overcurrent protector, breaker or fuse, to the final device or load. Therefore, the breaker and circuit conductors and circuit shall be capable of carrying 125% of the heater load. Example, a single phase heating load of 4500 watts at 240 volts will require circuit sizing as follows. First, calculate the heater current: Heater current = 4500 watts / 240 volts = 18.75 amperes. Second, calculate the continuous load value: Heater current 18.75 amperes x 125% = Continuous Heater Current of 23.5 amperes. The branch breaker and conductors must both be rated equal to or larger then 23.5 amperes.

Upgraded Computer Network

Starting several months ago, we began updating our elderly computer network with the objectives of improved reliability and functionality. First, the network wiring was updated and a router added. Next, we installed a modern server running Windows 2000. And finally, we added a mail server and a higher speed Internet connection. The upgrade included replacing the most obsolete client machines and upgrading others

All of this was accomplished internally by Chuck Gartland. Amazingly few problems accompanied the upgrade. The result is a supremely reliable network that is much faster than its predecessor.

HAPPY HOLI-DAYS !!

We Manage Heat™

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