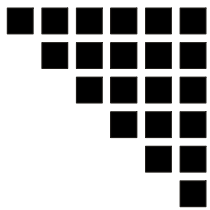


# Utility Relay News

Winter, 2002



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## URC Honored for Achievements over the past 5 years.

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OUTSTANDING GROWTH COMPANY

## New! AC-PRO Direct Replacement Relay for AKR Circuit Breakers.

If your older *G.E.* *AKR*-style circuit breakers are in need of new trip units, then Utility Relay Company has the solution for you.

URC's new **AC-PRO-ECS/SST** will directly replace older style *G.E. Type-ECS* and *Type-SST* electronic trip units, originally installed on early version *AKR-4* and *AKR-5* circuit breakers.

The **AC-PRO-ECS/SST** includes a specially configured **AC-PRO** Trip Unit that is designed to operate with the existing OEM CTs and magnetically latched actuator.

An interconnect cable is provided that mates the new trip unit

directly with the existing breaker wiring harness.

Upgrading with the **AC-PRO-ECS/SST** will dramatically reduce breaker conversion time.

Since the **AC-PRO** mounts in the same location as the original electronic trip unit, using the same mounting holes, no modifications



It only takes about 15 minutes to install the **AC-PRO-ECS/SST** while it typically takes several hours to install another manufacturer's retrofit kit.

are made to the breaker frame or mechanism. The **AC-PRO-ECS/SST** is fully programmable and it can be configured in minutes

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# URC

# Utility Relay Company

Chagrin Falls, OH  
U.S.A.

## Tom Brawner joins URC as New Southwestern Regional Manager



Utility Relay Company is excited to announce that Tom Brawner has joined the company as the Southwestern Regional Sales Manager. Tom will be

responsible for overall sales of URC's AC-PRO and ZERO-Hertz Retrofit Kit product lines within his territory. Tom will also be instrumental in rolling out several new products in the coming year within the region.

The Southwest Region (and it's a sizeable one) extends from Mobile, AL westward including the states of Tennessee, Mississippi, Arkansas, Louisiana, Oklahoma, Texas, Kansas, Colorado, New Mexico, Utah, Arizona, Nevada, California, Oregon and Washington. Needless to say, if you need to reach Tom, it will probably be on his mobile phone 214-912-2124.

Tom brings with him a wealth of circuit breaker and switchgear experience, as well as his specific knowledge of the industry.

Before to joining URC, Tom served as the Southwestern Regional Sales Manager for *Carriere Technical Industries*, a position that he held for 7 years.

Prior to that, Tom served for 5 years as the Sales Manager for *National Switchgear*. Other experience includes almost 5 years of Utility Sales with *WESCO* and 6 years in sales with *Shermco Industries*.

Tom is already a familiar face to some URC customers and I know that he is looking forward to meeting and working with everyone.

During the next several months, Tom will be contacting all of URC's customers in his territory. In the mean time, you can reach Tom at:

Cell: 214-912-2124 - or -  
tbrawner@utilityrelay.com

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to operate on any frame size breaker, using any CT tap without a rating plug.

The **AC-PRO-ECS/SST** is the state-of-the-art in circuit breaker trip units. The trip unit's standard functions include:

- Long-Time
- Short-Time
- Instantaneous
- Ground Fault
- Phase Unbalance

The trip unit also features a large backlit 16-character LCD. The display also provides continuous 3-phase current metering when the breaker is in service.

Last Trip Data and Trip Settings can be review at any time on the display by pressing the **REVIEW** pushbutton on the front of the unit. Last Trip Data includes a trip counter and the individual phase currents at the time of trip.

The **AC-PRO-ECS/SST** is the latest offering of Direct Replacement Trip Units. Other Direct Replacement Trip Units are currently in the works for older style **RMS-9** and **MVT** trip units on **AKR** air type and **PowerBreak** insulated case type circuit breakers. For more information on other URC Direct Replacement Trip Units, go to the URC website:

[www.utilityrelay.com](http://www.utilityrelay.com)

## URC Moves to New Manufacturing Facility

2001 was a very busy year at Utility Relay Company. In July, URC moved its operations into a new facility located in Chagrin Falls, Ohio, a beautiful town located in the rolling green hills of Northern Ohio about 30 miles east of Cleveland. The new location was necessary to provide additional space to accommodate URC's continued growth.

The new facility is over twice the size of our previous location and provides an *additional* 3,000 square feet of manufacturing and warehousing space as well as approximately 1,000 square feet of *additional* office space.

The new facility is located on approximately 1 acre which will accommodate a sizeable addition - tentatively set for 2003.

URC would like to thank its



employees, all of whom assisted with the move. With all of their

dedication and effort URC never missed a day of shipping.

## URC Honored as a Weatherhead-100 Company



Drew Binder (center), Helmut Weiher (right)

Annually, the Weatherhead School of Management at Case Western Reserve University recognizes the fastest growing

companies in Northeastern Ohio and includes them in the prestigious Weatherhead-100.

The Weatherhead-100 was started in 1987 to emphasize the Weatherhead School of Management's growing interest in entrepreneurial education. Companies included in the Weatherhead-100 were evaluated based on percentage sales growth over the previous 5-year period.

URC was fortunate to be selected as the **#1 UPSTART Company for 2001** with a 5-year

percentage sales growth of 2,336%. The UPSTARTS category consists of emerging companies with 15 or fewer employees that meet the criteria for the Weatherhead-100.



[www.weatherhead100.org](http://www.weatherhead100.org)