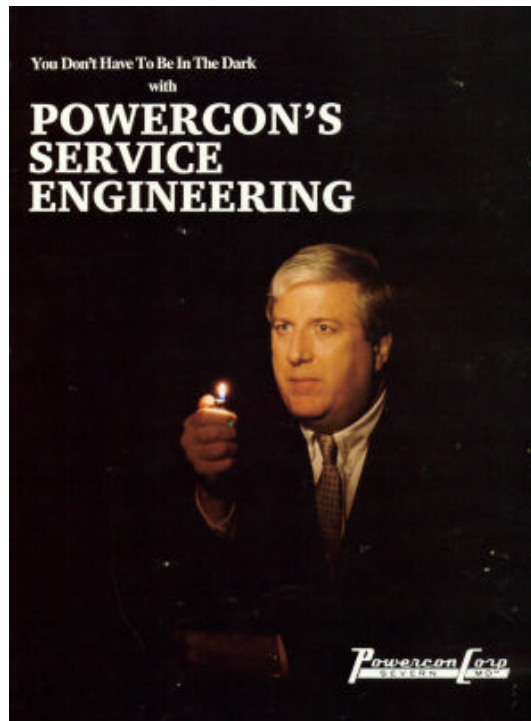


POWERCON CORPORATION



POWERCON FIELD SERVICE ENGINEERING

BROCHURE

ELECTRONIC VERSION CREATED: 7/21/96

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Do not gamble on the safety of your employees or the enormous cost of unscheduled outages that can require extensive repairs and long down times.



Powercon's expert Field Service Engineering Staff has mastered those demanding techniques for the proper installation, maintenance and emergency repairs of power distribution equipment. These competent seasoned veterans are factory trained and backed up with the problem solving expertise of the entire Powercon Corporation. The full resources of Powercon are immediately available with a support structure deep enough to recognize and resolve the subsystem problems.

MAINTENANCE OF THE VITAL LINK BETWEEN THE SOURCE OF ELECTRIC POWER TO THEIR UTILIZATION SYSTEMS HOWLPS REDUCE ACCIDENTS - MINIMIZE COSTLY UNPLANNED OUTAGES

Proper preventive maintenance programs made on a periodic basis, is excellent insurance to assure the highest degree of electric power and safety of personnel.

- **Training of personnel**
- **Diagnostic testing for insulation deterioration**
- **Heating of conductors, components and their joints**

..are good portions of a good maintenance program.

- **High current testing**
- **Ground testing**
- **Relay calibration**
- **Power supply changes**

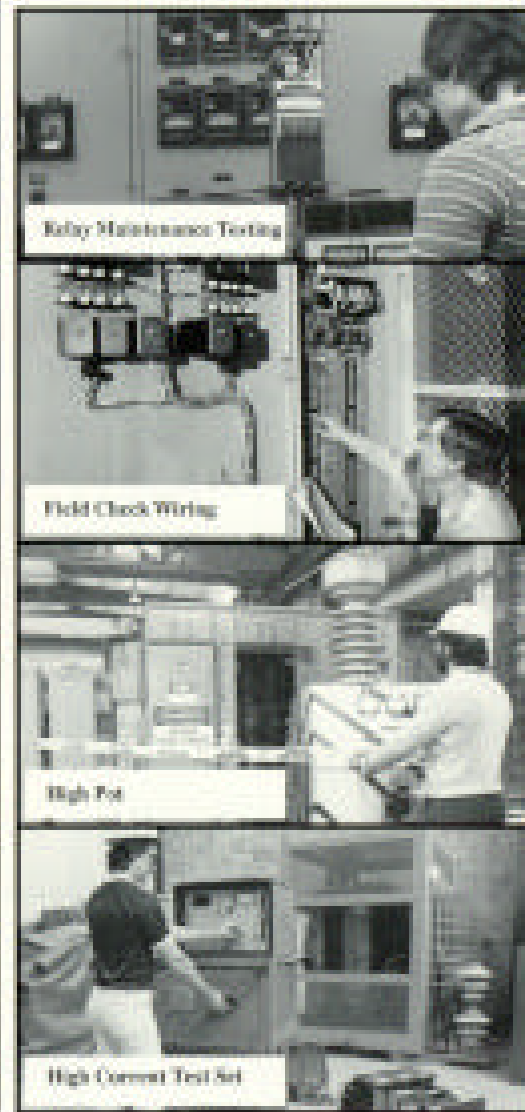
...should all be investigated.

All this in addition to:


- **Normal cleaning**
- **Continuity verification**
- **Hardware inspection**
- **Proper component performance**

...are tied together for a comprehensive maintenance program.

We don't waste time getting problems and solutions together. Often that is accomplished through a comprehensive system of diagnostic that brings the trouble to the troubleshooter.



EMERGENCY SERVICE



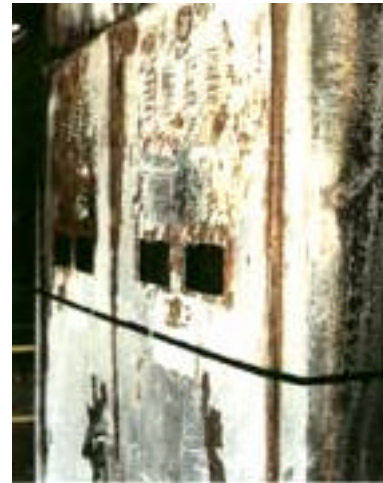
Powercon quickly responds to the emergency needs which minimizes unscheduled downtime and restores production facilities to working order quickly. With its vast store of switchgear parts, a total manufacturing facility at its beck and call, computer systems to reach directly into our major suppliers manufacturing facilities, enables Powercon to quickly restore services. In addition with our own transportation equipment - tractors, trailers, and available crane services, we can quickly remove and install equipment that has been too badly damaged to repair at the jobsite.

A CASE HISTORY - 24 HOUR CALL-IN SERVICE

A major textile plant in South Carolina is put out of operation due to extensive lightning damage to 5kV metal-enclosed switchgear, which shattered 3000A 5kV roof bushings and heavily damaged the switchgear.

Powercon was able to get the plant back in service over the weekend. Here's Why:

- An inventory of porcelain, copper round stock, raw materials, insulation, and other parts commonly used in primary distribution equipment.
- A workforce unrestricted and willing to do what is required to satisfy the customer. This includes all levels of the organization from salaried engineers and manufacturing supervisors, to the skilled craftsmen in the shop - some worked around the clock.
- Proficient artisans who have at their disposal, machinery and equipment to manufacture parts from working drawings, verbal instructions or duplication existing remains of damaged parts.
- Innovative engineers who understand equipment application and field installation. These engineers have a working familiarity with a wide variety of manufacturer's equipment.
- An order entry and manufacturing system with the flexibility to handle an unusual emergency burnout on the telephone.





REBUILD - REPAIR - REHABILITATE EXISTING SWITCHGEAR

Power Systems Change with Time....

The decline of switchgear performance can be attributed to:

- Increased short circuit availability
- Changes in environment
 - General insulation deterioration
- Changes in loading
- Aging of components
- Natural wear and tear

...These will ultimately cause failures with serious loss of production or provide unsafe working conditions.

Onsite reconditioning is a relatively inexpensive method of preventing an unscheduled costly outage. This can be done with a minimum or even no outage time (depending on the circumstance).

Items such as:

- Recalibrating or replacing protective devices
- Replacing decaying insulation systems
- Repairing or adjusting circuit interrupting devices
 - General rehabilitation

With Powercon's Extensive Facilities and Experience in the Design, Repair and Production of Power Delivery Equipment

The technology that Powercon employs to design and assemble its products is in a class with the world's best.

Computer aided design, for example, expands the creative process by allowing time proven and tested procedures to be incorporated that constantly improve performance.

CNC technology at our Severn switchgear plant, one of the industries most advanced, contributes to the consistency of quality for prime performance.

Technologically speaking, the performance of Powercon takes a back seat to no other switchgear in this plant.

Powercon Corporation is represented by more than 30 manufacturing representatives ideally located in areas which cover the entire United States - for the convenience of our customers. Our corporate offices located in the greater Baltimore suburban area, enables us to deal effectively with the needs of our customers and give us rapid access to the major centers of industry and commerce.

Powercon's extensive facilities and experience in the design and production of Power Delivery Equipment, has established the Powercon Corporation as one of the world's premier independent switchgear manufacturing companies.

The company has reached maturity with its modern 100,000 sq. ft. plant and close to 400 dedicated switchgear engineers and craftsmen, through acquisition, internal growth, expansion and with enlightened management more than willing to invest in the future.

