

# Newsroom



Specialists in electrical and automation products, systems and solutions

Spring 2017



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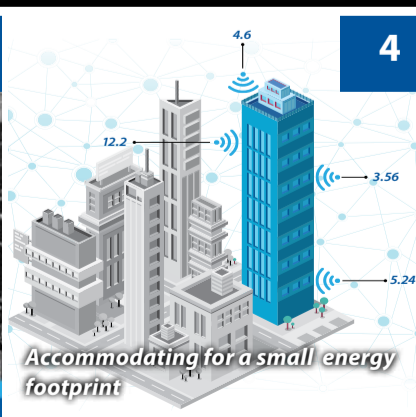
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EDITORIAL

## Our business is your business

In an age of increased online purchasing, it would be reasonable to wonder how relevant trusted sales people are. What we can be sure of is that customer expectations are changing and excellent sales people are becoming increasingly vital. Customers value their time, expect to be well understood quickly and in line with this, company representatives must add value effectively.

At NHP our sales team are committed to adding this value. By getting in our customer's world and understanding their business needs, we are able to tailor solutions that match perfectly. Long gone are the days of 'coffee reps' or 'product pushers' and the new challenge of time poor and savvy consumers with increased choice is one we are taking on with enthusiasm. As part of this approach we are working toward highly flexible sales people that are equipped with the communication and leadership skills to adapt to the many varied personal styles of our valued customer base. We are clearly here to serve our customers, and by going beyond the accepted norm and asking challenging questions to help them think about new ways to solve problems is just one of the ways we can be of service.

With that said, we have recently embarked on a large scale skills development program across our entire sales force that leads the industry and places the focus on our customers businesses. Our team can do what online sites can't, and that is really understand our customer's needs and offer solutions to help their business grow. Starting with our Executive Leadership and Sales Management team then continuing the program through the balance of the sales force, the impact of the training has been phenomenal in a short time with both staff and customers. With plans in place to include other internal customer facing roles we're excited to continue the momentum.

When I asked Darren Besanko, our Learning & Development Partner what made this training so special he said "within

our team we have strong elements of emotional intelligence, leadership, wellbeing and mindfulness practice, and the training continued development of those qualities". Further, it is the cutting edge philosophy behind this program as well as the embrace of adult learning principles that really make it stand out in practice.

In addition to the business benefits we have experienced, the influence of this training on individuals and their families is extremely rewarding and it makes it so meaningful to know that we are making a difference for the people who work so hard for us. We have stories impacting husbands, wives and children, about how the changes in communication have been transformative and in some cases improved the way the whole family communicates with each other. These stories just keep on coming!

When it came to launching this training, as well as identifying the opportunity from a business perspective,

we also listened to our staff and empowered them to identify their needs for specific training. In turn, the impact of the current program is really enhancing our customer experience whilst at the same time increasing employee engagement. We can hear that word is starting to get out and that this level of intense training makes NHP an even more attractive place to work.

The challenge and standards we hold ourselves to are exemplary and people are relishing the opportunities for their own professional and personal growth. We are on a winner which is making a real paradigm shift in the electrical industry.

Mark Skerritt  
Chief Human Resources Officer, NHP



COMPANY NEWS

## Local choice powered by global partners – NHP launch new corporate video!



It is with great excitement, that NHP announce the release of our new corporate video.

The two minute video introduces the value NHP brings to industry through the key themes of local, choice and global partners – our company's core pillars when it comes to servicing customers across Australia and New Zealand.

"Each day we all have the opportunity to make choices - choices that shape you as a person as well as your local community, city and industry," NHP's Chief Marketing Officer, Geoff Thorp said.

"While some of those choices are relatively inconsequential, others are much more powerful and exciting – especially when you work in the electrical industry where you have the opportunity to leave your mark with every project you work on. So when it came to our new corporate video that's precisely what we wanted to capture," Thorp continued.

NHP hopes the video offers viewers a contextual insight into our capabilities as a locally owned company with 50 years' experience, encouraging viewers to consider how this could apply to their diverse projects and operations.

"Like us, we know our local customer base cares about leaving their mark and are proud of their contribution to the industry and it's that local touch that we think makes us a great partner for industry projects of all sizes. Ultimately we want industry to think about us when making their decision about a supplier and partner because we're confident that through our product and service offering, we can together achieve great things," concluded Thorp.

To view NHP's new corporate video visit the NHP website, download the free NHP eCatalogues App or search 'NHP Corporate Video' in your preferred search engine.



COVER STORY

# Local manufacturing expertise sort and shape global fruit production!

Supplied with an abundance of fresh fruit, consumers often take for granted the availability and quality of produce at their disposal. Since 1963, the Original Equipment Manufacturer (OEM) GP Graders has played a pivotal role behind the scenes to enable this, manufacturing sorting and grading machinery in Victoria to provide fruit growers and packers around the world with industry leading infrastructure.

GP Graders have continually developed a machine which sorts fruit, attaining high productivity while maintaining grading accuracy. The latest evolution of the grading machine benefitted from the help of NHP and integrates cutting-edge technology to increase performance and accuracy. The upgraded machine comprises of seven components; a receival tank, a cluster cutter, a small fruit eliminator, optical sizers, packing belts, automatic carton fillers and an operator console.

“Providing endless support and resources, along with adequate stock levels, working with NHP promises a number of benefits to our operations, which in turn, ensures our End User customer satisfaction.”

With a reputation to uphold and maintain, a core consideration when sourcing a partner to help GP Graders streamline their processes and efficiencies was ensuring the chosen company shared the same values. GP Graders strengthened their competitiveness and technology offering by partnering with NHP, another local manufacturer who like GP Graders is a privately owned company, sharing a similar longevity in the industry.

Prior to the NHP collaboration, the grading machine required excessive commissioning and installation times. To evolve this machine, GP Graders engaged NHP’s engineers to troubleshoot and improve the existing electrical design. The new design had a reduced footprint and far greater on-site flexibility; it laid the foundations for future orders, helped by switching the ordering process from Engineered to Order (ETO) to Made to Stock (MTS) – an advantage NHP was able to offer courtesy of our 12,000m<sup>2</sup> National Manufacturing and Distribution Centre in Victoria. This proved to not only be more efficient and cost effective but also ensured simplicity of ordering the specified MTS item from anywhere in the world. With an established design readily available, NHP are able to assist GP Graders with ordering, project planning, production, short lead times and replacement stock when necessary.

Previously, functional testing was not feasible before being shipped to site, however the new design allows each part to be inspected and tested in isolation. Each of the seven panels are equipped with exterior plugs for power, safety and network (Ethernet) connections, significantly reducing installation time on-site.

“At GP Graders we assume a leadership role in promoting manufacturing within Australia. This project was a great example of how the local footprint of two Australian manufacturers working together can impact productions that are experienced globally,” explained GP Graders’ Managing Director, Stuart Payne.

NHP were able to provide an end-to-end manufacturing solution, bringing together a range of value-add services extending far beyond the assembly itself, combining local knowledge and expertise with on-going engineering and project support through a sound electrical panel design.

“As we continually seek improvements and invest in product development, the sophisticated technology embedded in this machine surpasses other comparable machinery on the market. We could not stay at the forefront of grading machinery without NHP, who assisted heavily in the design aspect, creating a benchmark for future orders,” Mr. Payne continued.

In addition to the engineering and manufacturing support provided by NHP, the panels also contained an extensive suite of NHP products including Eldon mild steel panel enclosures as well as Allen-Bradley® PanelView™ 800 HMI touchscreens, signalling devices and push buttons for operational control on the outside surface.

As an extra feature, the Allen-Bradley® Micro800® Programmable Logic Controller (PLC) system used in the units can accept a micro SD card, giving the option of remote programming and set up, further simplifying on-site installation. Also incorporated in the design are the space saving Allen-Bradley® PowerFlex® 4M and PowerFlex® 525 Variable Speed Drives for machine control, as well as safety relays and conventional motor control switchgear.

“Within an 18 month span, expertise derived from NHP and GP Graders established a MTS item through an extensive design process with the aim of achieving efficiency and improved accuracy. Through in-house testing and construction of these panels, this reliable machine guarantees a high quality grading standards solution,” said NHP’s Sales Supervisor – Technology, Allen Rigby.

This flagship project hinged on the collaboration of two Australian companies with over a century worth of industry experience, successfully delivering an innovative design and quality solution to enhance the customers’ experience on an international scale.

“Through joint problem solving, NHP and GP Graders were able to reduce the build time of the comprehensive panels required for our solution without compromising on the consistent quality and reliability. Providing endless support and resources, along with adequate stock levels, working with NHP promises a number of benefits to our operations, which in turn, ensures our End User customer satisfaction,” GP Graders’ Electrical Department and Automation Manager, Grant Canning commented.



(l-r) Grant Canning, Anatoli Klassen and Allen Rigby.





PROJECT

## Accommodating for a small energy footprint

When it comes to the construction sector, the importance placed on energy conservation, efficiency and reduction of emissions whilst maintaining operational performance is of utmost priority. This was truly reflected in a recent project undertaken by Perigon and NHP - Student One, 363 Adelaide Street, Brisbane QLD.

Based in Brisbane, Perigon brings to market an extensive portfolio of successful projects, ranging from industrial installations and high rise buildings to small call outs and maintenance services. Like NHP, Perigon is Australian owned and operated providing electrical and communications engineering and contracting services to industry through specifically tailored designs, quality installation and sustainable solutions.

*“We chose to partner with NHP based heavily on their reputation; having a strong commitment to customer relations, outstanding service and meeting requirements of projects with their multitude of line items.”*

Toward the end of 2015, Perigon was engaged to supply and install the electrical, communications and security services on a high end student accommodation refurbishment that occupied almost 15,000 square metres of office space located in Brisbane’s CBD. With a cohesive and holistic approach, Student One’s building owner aimed to achieve a 4 star NABERS energy rating through an innovative design and solution.

With a building designed to house close to 727 students that were not required to pay electricity bills as part of their housing, it was acknowledged that negligent use of energy would likely transpire. To combat the overall energy footprint of the building, the End User required a solution that would help reduce power consumption. To coincide with this and promote good practice, an initiative was introduced incentivising occupants to be more conscious of their personal energy usage. For example, if their energy consumption was kept under a certain threshold during a set time frame, they would receive a discretionary reward.

Perigon worked together with NHP to provide components that would contribute to a solution that met the project requirements. The equipment specified was chosen to enable Student One to access insight into the performance and operation of the retrofit building.

*“We chose to partner with NHP based heavily on their reputation; having a strong commitment to customer relations, outstanding service and meeting requirements of projects with their multitude of line items,”* said Perigon’s Joe Stefek.

The intuitive VMU-C energy meter combined with the EM2 web-server from NHP enabled Student One to manage the overall building. The integrated web-server capability as a communication master unit can monitor up to 32 energy meters and display data in a standard internet browser, so the information can be accessed remotely.

*“Working with Perigon and Student One, NHP was able to offer and implement a suite of products and solutions specifically tailored to local markets, which integrated seamlessly and we were able to satisfy and optimise the energy management needs,”* said NHP’s Scott McDonnell.

As well as the web based energy monitoring system, NHP supplied Concept Distribution Boards specifically designed to improve and assist with acquiring NABERS and Greenstar based requirements. The board included a split chassis design and integrated the metering system to capture the accommodation unit metering, meter validation in the factory as well as on-site as part of the commissioning process.

NHP supplied a flexible range of DIN-T switchgear products to meet the needs of the ever changing demands of switchboard design. In conjunction with the DIN-T range of protective devices, NHP provided MOD 6 switchgear where all devices were housed in MOD 6 loadcentres.



*“NHP has competitive prices across all switchgear and switchboard lines with fit for purpose products to meet the requirements of the specifications pinned to the project. All of this is backed by dedication and commitment from the NHP staff to ensure the project roll-out was successful and time frames were met,”* Joe Stefek continued.

NHP are proud to partner with Perigon to collaborate on an environmentally conscious project, educating the upcoming generation through the understanding of their energy consumption. Providing a clear solution to meet requirements, NHP offered a comprehensive range, as well as local knowledge, expertise and product support to maximise the project success.





EVENT

## NHP showcases local capabilities on a global scale

In the month of August, NHP was honoured to have the opportunity to host the world's largest technical professional organisation, IEEE (Institute of Electrical and Electronics Engineers), at our National Manufacturing and Distribution Centre in Laverton, Victoria.

In excess of 423,000 members, touching 190 countries, IEEE foster excellence and innovation through forward thinking technology whilst providing industry with one of the world's largest resource and information library.

To continue to support industry, IEEE run over 1,800 annual conferences, constantly building a network and collaboration of experts which in turn, derives enhanced credibility, reliable data and support initiatives. To advance and develop global technologies, IEEE are also responsible for 1,200 actively recognised standards worldwide ensuring upmost functionality and capabilities of products and services are achieved. Successfully measuring the impact of IEEE's initiatives is pinned back to industry bodies directly affected, so meeting with local companies such as NHP are of upmost importance.

The purpose of IEEE's delegation visiting NHP manufacturing headquarters was to explore industry trends, challenges and opportunities with a locally owned company in order to determine how to best leverage capabilities from both parties to assist company growth.

*"NHP is investing in research and development activities to ensure our product and service offering remains relevant to the Australian and New Zealand markets. Global organisations such as IEEE have an important role to play in developing standards and educating the industry on both existing and emerging technologies and it is important that we work closely with industry organisations like IEEE to ensure we meet our key goal of delivering innovative global solutions to the local market,"* said Richard Harrison, NHP's Chief Technology Officer.

With an active approach in developing and evolving cutting edge products, technologies and solutions, NHP was privileged to showcase our local manufacturing expertise to a globally recognised industry organisation like IEEE.



NEW RELEASE

## With an extensive portfolio, NHP makes it easy to find what you need!

The latest release of the NHP Price List Catalogue is now available, providing the most current product information and the latest list prices, and best of all, makes finding them easy.

By implementing a refining process focusing on our core products, NHP ensures all the products listed in this catalogue are fully stocked and supported. So, whether it's pre or post-sales support you need or getting a product without delay, if it's in this catalogue we've got you covered. If orders are placed before 5pm AEST, in most cases, you will get same day dispatch and this means the products you need to get the job done will get to you sooner.

To further assist your selection process, NHP have included product comparison charts to help you narrow down and identify the product you require for your project. This enhanced tool includes descriptions, features and benefits, technical attributes, and images to aid in you finding the correct product.



To download your complimentary copy of the 2017/18 NHP Price List Catalogue, visit the NHP website or download the NHP eCatalogues App available on iTunes and Google Play.



NEWS

## Moving closer to the Connected Enterprise with the CompactLogix® 5480

NHP are pleased to present the Allen-Bradley® CompactLogix® 5480 – a high performance Logix automation device more flexible than ever before.

The CompactLogix® 5480 provides the benefits of Logix control with the integration of Windows computing on a single hardware platform. This allows for parallel operation of third party software, providing End Users and OEMs the ability to make decisions at the machine level. The Logix real-time control runs independently of the commercial operating system, ensuring that your operations are running consistently.

Numerous built-in communication ports provides for simplified yet flexible network architectures. On-board communications between Logix and the OS ensure a seamless flow of information, increasing your reaction and decision times to events happening on the plant floor. The 5480 also provides greater visualisation options, as the integrated DisplayPort provides direct connection to multiple VersaView® industrial monitors.

Increased security features are delivered through digitally-signed and encrypted controller firmware. Change detection and logging, as well as role-based access control ensures a secure, controlled network – protecting you from any security and access issues.

The CompactLogix® 5480 provides an integrated solution for visualisation, analytics, and machine vision applications. Using the 5480 will provide you with powerful tools to bring together the components of your system and increase your production possibilities.

Contact your local NHP representative to determine how you and your operations can begin moving towards the Connected Enterprise.



NEWS

## Flexible and dependable enclosure solutions for protecting valuable equipment

NHP has an established offering with the Eldon floor standing enclosure range. These enclosures are designed with robustness and flexibility to provide reliable protection to valuable electrical equipment. Available in a choice of powder coated mild steel or 316L stainless steel as well as a range of sizes and configurations, there is sure to be an Eldon enclosure to suit every application.

The enclosures can be fitted with climate control options such as heaters, ventilation fans, heat exchangers and air conditioning units in order to maintain the recommended operating conditions for installed equipment.

The floor standing range includes a secure locking system with flat locking rods, self-positioning locking catchers, new metallic lift handles and an enhanced security “click” indicator that provides an audible indication of correct locking operation.

Available in single and double door, as well as compact or bayable/combinable versions, a comprehensive range of accessories including glazed inner doors, plinths, baying kits, rain hoods, 19” rack mounting, swing frames and locks are compatible across the range.

Quick-fixation baying brackets and CLPF profile system ensures that no tools are required to install which reduces build time by up to 80%. The floor standing enclosure range features continuous welding for maximum strength promising no weak spots.

With improved product availability, NHP is your local choice of enclosure solutions to protect your equipment.



NEW RELEASE

## Make the switch to securing your connectivity

NHP is proud to release the Allen-Bradley® Bulletin 1783 Stratix® 2500 lightly managed switches, enabling network connectivity in applications where traditional unmanaged switches lack the ability to provide diagnostics and security. This connectivity helps you achieve higher productivity and network reliability.

The Stratix® 2500 is offered in 5 and 8 10/100 Mbps fast Ethernet copper port versions in a compact design. Its consistent delivery and prioritisation of traffic, on a per-port basis, helps ensure that the critical traffic is delivered end-to-end with priority.

It can be installed in the network in two ways. By using the default, “out-of-the-box” installation, you can prioritise network traffic and commission the device faster. Configuring the switch allows you to enable security, resiliency and bandwidth optimisation features needed for today’s industrial networks.

Features include:

- Allows for logical segmentation in a single switch, which reduces total number of switches needed
- Enables network link redundancy and fast link recover with STP
- SNMPv3 and Syslog monitor network attached devices to uncover errors and decrease downtime

- Secures networks using Port Security to disable ports, or control end device connectivity based on MAC address
- Provides secure connectivity with SSH and HTTPS

With seamless integration, NHP’s Stratix® 2500 improves network security and minimises downtime for your operation.



NEW RELEASE

## Retrofitting solutions providing protection integral to the mining industry

NHP is proud to bring to market the Protek NEF series of 1000V AC electronic motor protection relays, ideally suited for mining related applications.

This product has been specifically designed as a retrofit solution to supersede the now obsolete CEF1. The compact footprint of the NHP Protek NEF ensures a quick and easy replacement with minimal installation time. Change - over from CEF1 to NHP Protek NEF is simplified thanks to the use of an optional adapter plate.

To optimise inventory, the NHP Protek NEF is available in two units, each one is complete with its associated integral current converter unit.

The first unit covers 0.825 up to 40A, the second unit covers the current range 33 up to 160A.

Rated to 1000V AC and complete with remote reset facility as standard, the NEF series offers rapid phase failure protection, asymmetry detection and a PTC thermistor input. As your complete motor protection solution, the NEF series also offers DIP switch setup and LED indication.

For quality motor protection in 1000V AC applications, the NHP Protek NEF is the ideal choice.



NEW RELEASE

## Achieve peace of mind with load break switches offering safety and durability

NHP is proud to bring to market the robust ESS enclosed 32BR visible contact load break switches (50A – 800A) from Socomec.

The ESS suite provides emergency breaking, breaking for mechanical maintenance and safety isolation in low voltage circuits. This product is designed for harsh industrial environments with mechanical risks or non-explosive dust hazards such as mining, iron and steel, cement plants, sawmills and automotive industries.

The ESS load break switches protect operators against accidental startup of machines and are easy to operate without risk of error for unqualified personnel. The range maximises security for many types of simple mechanical and electrical maintenance operations.

The key features include:

- Visible contact indication
- ON/OFF indication flag on window
- 316 stainless steel enclosure

- IP65 rated
- Safety door interlocking mechanism prevents switch operation when door is open
- Door hinged left
- Red S type handle on right hand side of enclosure
- Optional aluminum handle available

The ESS enclosed stainless steel load break switches offer peace of mind for demanding applications where safety is paramount.



NEW RELEASE

## NHP lights the path in hazardous area applications

NHP's range of hazardous area LED lighting products is perfect to suit all applications within hazardous environments. Comprising an important part of the offering is the EVL Highbay range promising the most efficient LED technology with the highest lumen output per watt rating on the Australian and New Zealand market.

In addition to being Zone 1, 2, 21, and 22 compliant, the EVL range is also purposely designed to be compact and lightweight allowing for quick and easy installation. In turn this reduces labour costs during installation and maintenance.

Our EVL range of highbay fixtures provide increased benefits over traditional lighting technology with reduced maintenance requirements, 5 year warranty and lower energy consumption.

With the implemented LED technology, the operating life equals approximately 13+ years for 12 hours a day duty, reducing maintenance to an estimated 10% of the cost of traditional lighting systems. In addition, LED technology promises lower loss of brightness as product ages and increased resistance to shock and vibration with toughened borosilicate glass, therefore, having a longer life in arduous installations. Running at low operating temperatures, NHP's EVL range promises high efficiency with low power usage compared to traditional light sources.

The aluminium housing is specifically designed with a finned body to efficiently dissipate heat and minimise dust accumulation.

When it comes to selecting lights within the EVL range, NHP also offer a complimentary in-house lighting design service to customers which improves efficiency by optimising product placement and selection. By selecting the right light for your application from our broad range and optimising the placement of the lights we minimise the quantity required which results in substantial savings for the customer.

In addition to the EVL Highbay lighting range from NHP, when it comes to your next hazardous area application, with a complete hazardous area offering that includes custom manufacturing and assembly, make NHP your local choice.



NEWS

## Switching in EMC environments with NHP

We all understand that using screened output cables on VSD applications is best practice for eliminating potential electromagnetic disturbances (EMC). What is not so well understood is how to retain the advantages of continuous cable screening while using a motor isolator. Using a standard motor isolator risks breaking the continuity of the EMC screen.

An effective EMC Isolator can provide a solution to this and is very similar to a standard motor isolator. However, there are some key differences. These include a copper-coated enclosure lining, a pre-installed earth terminal and the addition of EMC glands. These differences maintain a continuous Faraday cage from the VSD output to the motor terminals as well as earth connection.

With this in mind, NHP has released the Katko EMC Isolator which is purpose-built to provide continuous cable screening in a simple and effective manner for VSD and HVAC applications.

Combining an IP65 / IP66 rating with a choice of polycarbonate, aluminium and stainless steel, this EMC Isolator ensures consistent operation of industrial equipment, making it ideal for use where maintaining EMC compliance throughout the installation is vital – particularly applications with motors controlled by VSDs.



For added application flexibility, the compact unit has been specially designed to occupy less space, ensuring easy installation and operation with a choice of larger enclosures for increased wiring space.

Complete with internally copper-coated polycarbonate or aluminium up to 160A (AC21) and door interlock with defeat mechanism when switch is in ON position, the EMC isolator is also padlockable in OFF position with up to 3 padlocks.

Locally tested to comply with EN55011, the Katko EMC Isolator from NHP also ensures safe operation in environments with electromagnetic disturbances, so you can ensure a high level of safety without compromise.



INNOVATIONS



**THE TEMPOWER RACK FROM NHP ENSURES HIGHEST LEVELS OF PERSONNEL PROTECTION**

The consequences of an arc fault include significant damage to switchgear, conductors, switchboards and the installation. However, the biggest consequence is the injury or death of operators in the area.

The best form of protection for personnel working in an electrical installation is to reduce the time spent in the area of potential danger. The area of danger is not necessarily an extremely hazardous place for the operator to be but has the potential to cause harm. This is analogous to a worksite that requires hard hats to be worn by workers. The most likely time for an incident to occur in a switchroom is during electrical and mechanical operations, such as switching, isolation and racking of larger circuit breakers.

The manual in and out racking of circuit breakers also represents a point in time where there is some dynamic disturbance through a switchboard. The simplest example of this danger would be a tool left inside the switchboard that drops on to conductors from this mechanical movement and causes an arc.

In the interest of improving switchroom safety when racking in and out switchgear, NHP has developed the TemPower Rack.

The TemPower Rack is a 'remote racking device' for use with the Terasaki brand 'AR' Air Circuit Breaker (ACB). The TemPower Rack completely isolates the operator from the front of the switchboard during the mechanical 'racking' operation as it is controlled by a hand held pendant that is connected to the main motor racking unit via a 10 metre cable.

This technology means that the operator can be potentially outside of the switchroom away from any source of injury. The TemPower Rack is battery powered, allowing the device to be electrically isolated from the installation and avoids having hazardous power leads passing through the switchroom.

Furthermore to avoid OH&S issues, the TemPower Rack features a specially designed fully integrated lifting trolley, which provides a safe and robust method of removing and transporting the often heavy ACB body. In addition, to maximise safety during the closing of the ACB, the TemPower Rack features an in-built remotely operated mechanical 'closing finger' which can trigger the ACBs standard manual open / close buttons.

The impressive TemPower Rack was recently specified and subsequently purchased by for use in one of Australia's most significant mining site developments. For further information on the TemPower Rack please contact your local NHP sales specialist.



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**NHP Electrical Engineering Products**

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