



London
CANADA

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Internal Memo
Protection of Electronic Equipment

From: Bruce Abram
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To: Facility Managers

The City of London has 13 arenas (single, double and triple pad), each using a Frick Chiller controller. We had recently lost a controller at the Kinsmen arena due to a lightning strike. The repair costs were nearly \$10,000.00. These units are 7-8 years old, so it is getting harder to replace the circuit boards. The repair also requires 2 electricians the entire day to do the repairs and upgrades necessary.

I was introduced to **Total Protection Solutions** at a local electrical distributor's counter-day last February. They believed we could protect the controller for a fraction of the cost of repairing it. In fact, we protected all 28 controllers on the chillers for about the cost of one repair to one chiller.

The return on investment was realised within months. We have experienced many high-energy thunder storms in the past year-and-a-half with no controller down-time.

The product (#TK-LT120-15A-DIN) was easily installed on the existing DIN Rail of the controller cabinets.

The units come with a 15 year FREE REPLACEMENT Warranty. The life-time savings for these units could reasonably exceed \$100,000.00 as well as extending the life of the controllers.

We plan to use the maintenance savings to address our arena lighting and similar issues on our Splash Pads. We will save \$2,400.00 per Splash Pad repair and reduce our lighting and ballast replacement costs.

If you have issues of a similar nature in your facilities, please contact me.