

WINTER
2007

COMMERCIAL
EDITION

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WE SELL SOLUTIONS!!

The Application

When you have a walk-in cooler that contains food valued at more than \$15,000.00 and you want to know the very second that one of six independently controlled condensers fail, you call Federal Corporation. Recently one of our clients had that very request, "I want to know right away when one of the condensers fails".

The Solution

Our solution, which we have come to call the "Walk In Cooler Monitoring Station" does precisely what he requested. Through control logic our system looks at a number of variables and gives an alarm output to sound a horn, provides email notification, and annunciates on the front of the panel enclosure via a led light which of the six condensers has failed.

We accomplish indication of condenser failure by monitoring variables for each of the six condensers such as "call for cool". We also monitor the contactor that is pulled in by the thermostat calling for cooling, which closes the power circuit to the condenser and allows it to run. The third variable we monitor is amp draw on the



MONITORING STATION.

condenser. These three variables are required for the control logic to recognize when a condenser failure is present, or not present.

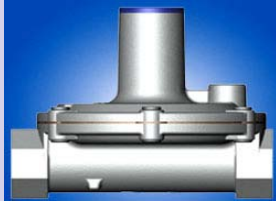
The control logic recognizes that if the thermostat is telling the condenser to come on and the contactor closes, but there is no amp draw then the condenser is not running when it should and it closes the alarm output signal to sound the horn, emails a notification, and turns the corresponding failed condensers annunciating light on. If the thermostat calls for cooling but the contact does not close, and there is no amp draw it also lets our client know that one of his six condensers have failed. The benefit to the client is that he has a proactive monitoring station that informs him upon condenser failure **before** a situation arises that would result in the loss of around \$15,000.00 worth of food. Have a challenge for us and need a solution? Give us a call. "We Sell Solutions" (big or small).



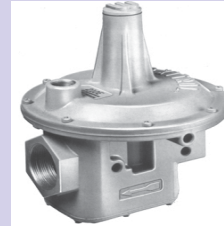
COOLER CONTROL ROOM

MAXITROL

Patented the *straight-thru-flow regulator*
Domestic, commercial and industrial models
Models for both low & intermediate pressure
Leading manufacturer of pounds to inches regulators



IN STOCK NOW



NEW IN OCTOBER!!!

Honeywell

NEW T775 2000 SERIES

REMOTE TEMPERATURE CONTROLLER



- + larger menu driven display
- + built in time clock
- + run time monitoring
- + modulating high or low limit
- + extended temperature range (-40 to 248F)
- + simple reset setup
- + universal inputs/outputs

ASCO[®]

INTRODUCES NEW NSF 61 & 169 APPROVED 8256/8356 VALVES!!

*NSF61 approval provides opportunities in the stringent potable water market for beverage machinery, ice making equipment and water purification & water conditioning equipment.

*NSF169 approval provides opportunities in the food service industry for fruit and vegetable misters/sprayers and ice cream machines.

*Rugged stainless steel body can withstand harsh environments.

*Available in 1/8" and 1/4" NPT.



PRESIDENT'S MESSAGE

Active Listening

You may have heard the phrase, “The number one problem in business is communication.” I heard that comment 40 years ago, but didn’t think too much about it at the time. You probably would agree with that statement, as I now do, if you think through the problems between people in your own company and the causes for the problems. Misunderstandings, incorrect assumptions, refusing to talk, bottling in emotions without talking with the right person and similar communication failures contribute to stress and broken relationships.

One solution – active listening. Active listening is listening with a purpose. It is the process of intentionally focusing on what the person is actually saying. As a listener, one must avoid just passively “taking it all in,” waiting for the chance to jump in and say what you want to say. It’s a discipline that respects the speaker and sublimates your agenda. It’s really an attitude of service and humility.

There is a scripture verse which says, “My dear brothers, take note of this: Everyone should be quick to listen, slow to speak...” (James 1:19) I’ve heard it another way also, “God has given us two ears and one mouth. We should use them in the same ratio.”

What is one thing you wish from your boss? A bigger pay check! Well, that’s a given. But close to the top of your list is, “I wish he (she) would really listen to me.” Don’t you appreciate it when someone you respect finds time to thoughtfully listen to our thoughts and concerns?

If you and I wish others would listen to us, maybe we could solve some problems in our company, family and other groups by practicing the same. Active listening may help you and me make the #1 business problem into the #1 positive trait in our relationships.

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NEW

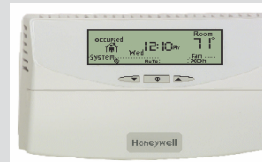


Webstat

finally a simple, low cost web based HVAC automation system.

#No software/license to buy

#use with up to 12 T7350H stats



save energy!!

EMPLOYEE FOCUS



Our employee focus this month is on Darrin Ray. Darrin, our Purchasing & Inventory Control Manager, has been with Federal Corporation for one year. Darrin and his wife, Glendia, have a daughter, Jessica, who is 10 and into softball. The family enjoys time at their lake house and even though Darrin went to OSU/OKC, he is a BIG OU fan. Darrin is responsible for stock orders and maintaining inventory levels in both branches. He also maintains costs files and expedites orders.



P.O. Box 2600
Oklahoma City, OK 73101-2600
RETURN SERVICE REQUESTED



TRAINING NEWS

We had a successful boiler/flamesafeguard controls class in September in OKC.

J.D. Benedict was the instructor for a capacity class.

Upcoming classes being planned are:

October 30 -OKC- Maxitrol Gas Regulator Seminar

Steam Class - OKC

Hydronics Class - OKC

Coppertube boiler class - OKC

For more information on these or any other classes, please contact Alice Powell at 405-239-7320, X231 or email at apowell@federalcorp.com

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