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BURNDY ANNOUNCES THE WINNER OF THE HIT A HOME RUN WITH BURNDY TOOLS INSIDE SALES CONTEST WITH BORDER STATES



BURNDY® is pleased to announce the winner of the 2016 Hit a Home Run sales contest featuring BURNDY tools. Congratulations to Todd Chandler of the Albertville, MN branch.

Todd and his wife, Christina, won a trip to watch the Minnesota Twins at spring training in Fort Myers, FL. The prize

included flights, hotel, tickets to two games, and jerseys.

The Hit a Home Run with BURNDY tools promotion with Border States consisted of earning “runs” depending on the tools sold. The contest ran from September 1 to December 31, 2016, and all BSE Counter People and BSE Inside Sales

Representatives were eligible to participate. Congratulations Todd.

For additional information, visit: www.BURNDY.com.

Pictured: BURNDY Sales Representative Jim Grahek with Border States' Todd Chandler

UNIVERSAL LIGHTING TECHNOLOGIES CELEBRATES 70 YEARS IN BUSINESS LIGHTING LEADER REACHES MILESTONE ANNIVERSARY WITH FOCUS ON CONTINUED GROWTH

NASHVILLE, TN – Universal Lighting Technologies, Inc. this year celebrates its 70th anniversary in the industry. In 1947, the company was founded as Universal Manufacturing Company and became one of the first manufacturers of fluorescent ballasts in North America. Today, it is known as a global lighting industry innovator committed to quality and customer service.

Building an Industry Leader- “Universal began during a time when America was modernizing and electrifying at a staggering pace,” said Mark Verheyen, President & CEO of Universal Lighting Technologies and President of Panasonic Lighting Americas. “Since then, we and our predecessors have striven to continuously provide reliable products and dependable services, and as a result our brands are well known and respected throughout the industry.”

Universal has grown from being a pioneer in magnetic ballasts in its

early days to a top provider of electronic ballasts and a market leader in the design, development and distribution of high quality ballast and LED products today. More than half of Universal’s manufacturing facility is dedicated to the production of LED components, allowing the company to stay ahead of a rapidly evolving industry.

Today’s Panasonic Operation- The Panasonic Group acquired Universal Lighting Technologies to be its North American flagship for commercial lighting in 2007. In 2010, the North American operation of Vossloh-Schwabe, another company in the Panasonic lighting family, was merged into Universal.

“As a part of Panasonic, Universal is backed by a culture of innovation and success, and continues to answer the call for tomorrow’s lighting products,” said Verheyen. “With the support of our world-class research and development teams, Universal drives the industry forward with advanced energy-saving

designs and production strategies.”

Verheyen, who joined Universal as President and CEO in 2016, has led the expansion of tier one growth over the past two decades for a multitude of worldwide industrial electronics companies. “Universal’s highly skilled team of manufacturing engineers and technicians relentlessly explore technologies that deliver lighting solutions to exceed our customer’s unique challenges,” said Verheyen. “We are focused on finding innovative ways to produce and deliver quality products. Universal’s focus on operational excellence begins from conceptual design to volume manufacturing.”

Innovative Leaders of Tomorrow- Universal Lighting Technologies has been awarded more than 150 patents, and today remains on the forefront of technologies to meet or exceed efficiency requirements.

“For seven decades Universal has been on the leading edge of technology

revolutions—from magnetic to electronic ballasts, and more recently from fluorescent to LED,” continued Verheyen. “We strive for pitch perfect voice of the customer resonating within every unit we produce, because perfect product quality, delivered on time, is our mission statement.”

Along with the most comprehensive product offerings and high quality North American manufacturing, Universal operates 15 regional agent stocking warehouses including an Ontario warehouse in Canada, and five Regional Distribution Centers, enabling the company to provide its more than 3,000 distributor partners with everything from compact fluorescent, linear fluorescent and HID ballasts to control and dimming systems, as well as an expanding line of LED retrofit solutions. The company’s products are marketed worldwide under the Universal®, EVERLINE®, Triad®, and Vossloh-Schwabe® brand names.



Mark Verheyen, President & CEO of Universal

“Universal’s sales support, customer loyalty and innovation are a rare combination that has helped set our company apart in a competitive marketplace,” said Willis Milner, principal at United Electrical Sales, LTD, an agent which began distributing Universal products in 1958. “With the innovative line of products like the LED Retrofit Kit, Diversa Sensors and the outdoor LED Sign Tubes, our distributor customers can easily access top-of-the-line solutions in their local markets for nearly any application.”

For more information on Universal Lighting Technologies, visit: www.unvlt.com.

STOPPING CORROSION IN THE UTILITY INDUSTRY

From gas distribution, drinking water, and sewer piping to electric transmission, distribution, and substation structures, to telecom towers, much of the utility industry's carbon steel facility infrastructure is aging and now between 40 and 100 years old. Consequently, the cost of corrosion is on a path to dramatically escalate.

"Utilities, which supply gas, water, electricity, and telecommunications services, account for the largest portion of annual industrial corrosion costs, with direct corrosion costs totaling \$47.9 billion, according to NACE International's report Corrosion Costs and Preventive Strategies in the United States.

The Electric Power Research Institute (EPRI), a non-profit scientific research organization, estimates that corrosion cost the electric power industry \$17 billion in 1998, of which "about 22 percent of the corrosion costs were considered avoidable."

Once corrosion starts, often through a breach in traditional barrier-type coatings such as epoxies or polyurethanes, the coating can act like a greenhouse, trapping water, oxygen and other corrosion promoters. This allows the corrosion to spread quickly under the coating itself, which is difficult to inspect, and can lead to failure and costly premature replacement. For these reasons, such coatings are routinely reapplied at a sizeable cost in facility downtime, surface preparation, and coating application.

"Corrosion is a never ending problem to utility facility infrastructure, and everything made of steel is

at risk," says Scott Taylor, President of Taylor's Industrial Coatings, a Lake Wales, Florida based industrial coatings contractor. "Steel structures are typically recoated every 7-10 years, depending on environmental factors such as rainfall, humidity, and proximity to a marine environment.

Now a new generation of anti-corrosion coatings, called Chemically Bonded Phosphate Ceramics, is poised to cost-effectively stop such corrosion, improve safety, and significantly extend utility industry infrastructure and facility life while minimizing maintenance and downtime.

"Utilities are looking for better corrosion coatings that extend the usable lifespan of their facilities while minimizing the need for coating reapplication," says Taylor, whose company has coated a wide range of utility infrastructure including gas and circulating water piping, waterbox/tubesheets, boiler structures, turbine decks and enclosures, ct inlet filter houses, interior/exterior tanks, as well as transmission/distribution poles and towers.

To address these issues, the company turned to EonCoat, a spray applied inorganic coating from the Raleigh, North Carolina based company of the same name. EonCoat represents a new category of tough, Chemically Bonded Phosphate Ceramics (CBPCs) that can stop corrosion, ease application, and reduce production downtime. Recognized as an industry leader, EonCoat won the NACE 2015 Corrosion Innovation of the Year Award in the coatings and linings corrosion control category.

In contrast to traditional polymer coatings that sit on top of the substrate, the corrosion resistant CBPC coating bonds through a chemical reaction with the substrate, and slight surface oxidation actually improves the reaction. An alloy layer is formed. This makes it impossible for corrosion promoters like oxygen and humidity to get behind the coating the way they can with ordinary paints.

Although traditional polymer coatings mechanically bond to substrates that have been extensively prepared, if gouged, moisture and oxygen will migrate under the coating's film from all sides of the gouge.

By contrast, the same damage to the ceramic-coated substrate will not spread corrosion in utility facility infrastructure because the carbon steel's surface is turned into an alloy of stable oxides. Once the steel's surface is stable (the way noble metals like gold and silver are stable) it will no longer react with the environment and cannot corrode.

Visible in scanning electron microscope photography, EonCoat does not leave a gap between the steel and the coating because the bond is chemical rather than mechanical. Since there is no gap, even if moisture was to get through to the steel due to a gouge, there is nowhere for the moisture to travel, which effectively stops corrosion in utility industry applications.

The corrosion barrier is covered by a ceramic shell that resists corrosion, fire, water, abrasion, impact, chemicals, and temperatures up to 400 °F. Beyond this, the ceramic shell serves a unique role that helps to end the costly maintenance cycle of replacing typical barrier type coatings every 7-10 years.

"If the ceramic shell and alloy layer is ever breached, the ceramic shell acts as a reservoir of phosphate to continually realloy the steel," explains Merrick Alpert, President of EonCoat. "This 'self heals' the breach, depending

on its size, and stops the corrosion if necessary. This capability, along with the coating's other properties, enables effective corrosion protection for the life of in-service structures with a single application."

Because of the dual layer of corrosion protection and unique self-healing capability of the alloy layer, the coating is expected to last a minimum of 30 years and carries a 30-year warranty.

For such durable corrosion protection, Taylor's Industrial Coatings has recently successfully spray applied EonCoat to 3,000 linear feet of 24" gas pipe at an electric power generation facility in the southeast U.S.

"The new anti-corrosion approach essentially triples the expected lifespan of traditional coatings and is much more cost effective in the long run for utility facility and infrastructure managers who want to protect their assets," says Taylor. "We plan to use it in a wide range of carbon and mild steel applications in the future."

Utility industry operation managers or corrosion engineers looking to reduce costs are also finding additional advantages to CBPC coatings like EonCoat beyond corrosion resistance.

Such coatings consist of two non-hazardous components that do not interact until applied by a standard industrial plural spray system like those commonly used to apply polyurethane foam or polyurea coatings. Since CBPC coatings are inorganic and non-toxic, there are no VOCs, no HAPs and no odor. This means the water soluble, non-flammable coatings can be applied safely even in confined spaces.

One of the greatest benefits, however, is quick return to service that minimizes facility downtime. The time saved on an anti-corrosion coating project with the ceramic coating comes both from simplified surface preparation and expedited curing time. With a typical industrial coating, near white metal

blast cleaning (NACE 2 / SSPC-SP 10) is required to prepare the surface. But with the ceramic coating, only a NACE 3 / SSPC-SP 6 commercial blast cleaning is typically necessary.

For corrosion protection projects using typical polymer paints such as epoxies or polyurethanes, the cure time may be days or weeks before the next coat of traditional 'three part systems' can be applied, depending on the product. The cure time is necessary to allow each coat to achieve its full properties, even though it may feel dry to the touch.

With traditional coatings, extensive surface preparation is required and done a little at a time to avoid surface oxidation, commonly known as 'flash rust', which can require re-blasting.

"Typically you need to keep an SP 10 throughout the entire blast operation, cleaning operation, and painting operation with traditional coatings," said Wesley Newburn, a Quality Control Manager for Mobley Industrial Services, a multi-service specialty contractor. "You may need to rent D-H equipment because humidity above 60% will oxidize the surface and require re-blasting."

In contrast, a corrosion resistant coating for carbon steel utilizing the ceramic coating in a single coat requires almost no curing time. Return to service can be achieved in as little as one hour. This kind of speed in getting an asset operational again can potentially save many thousands of dollars per day in reduced utility facility downtime.

"Perhaps the biggest advantage with EonCoat is that there's no worry about surface prep," said Newburn. "You can blast the entire surface, then coat it without concern over losing an acceptable blast. There's no need for D-H equipment because the ceramic coating can be applied when it's wet or humid. A little surface oxidation makes it adhere better."

For more information, visit: www.eoncoat.com.

