

Power for the future
for hospitals of the future



*"A nation
is built
on two pillars...*



*...health
and education."*

Dr. Christiaan Barnard

Power for the Future

Healthcare in the Future will be very, very smart.

The number of computers and other sensitive digital electronic equipment in hospitals is growing almost exponentially. The way they consume power reduces the efficiency of the electrical system, increasing energy costs which are one of the largest contributors to operating expenses after salaries. This reduced efficiency also leads to equipment malfunction and failure, and to increased maintenance costs. In hospital settings, this potential for electrical system-induced equipment malfunction can impact equipment warranties, and most important, affect patient care. Powersmiths transformers help you keep these costs and impacts under control. This saves you money, money you can reinvest in making people well. Environmentally, less power wasted by the transformer, means less power has to be produced by a coal-fired generating station - so less smog, less greenhouse gas emissions, and less mining of our natural habitat. Another way you can keep your community healthy.



Powersmiths products may qualify your facility for funding and rebates



New buildings and renovations need to take their electrical systems into account. Power is the backbone of the hospital of the future.

Powersmiths is America's leading provider of high efficiency clean power transformers to the healthcare industry, with installations across the country.

We're pioneers in delivering products that go beyond the efficiency requirements of Energy Star® and all other national energy programs.

As leaders in delivering environmentally friendly products, we manufacture to **ISO 14001, the international standard for minimizing environmental impact during the manufacturing process.** We also build to **ISO 9001 ensuring consistent quality.** Through seminars and live product demonstrations, we have trained over 5000 architects, engineers, facility managers and others in our products. We can demonstrate how **life cycle energy savings, power quality**

and environmental impact can change the picture compared to simple first cost costing. We reduce your computer downtime. We cut your building equipment maintenance costs. We save you energy. We help you save the environment.



You Have The Power



KEEP SYSTEMS HEALTHY

- Electrical power is critical to tomorrow's diagnostic and treatment tools.
- Powersmiths transformers deliver the clean, efficient power hospitals need.

Our observations

✓ In working with healthcare facilities across America, it's clear that saving money, ensuring reliable electrical power, reducing maintenance costs, and being responsive to the environment are all important goals.

✓ Saving money on energy means more money for making people well. A Powersmiths implementation in your hospital can have a *payback of two to three years with an 'ROI' of over 30%*. With an expected life of over 25 years, that's free money in your pocket for 23 years or more.

✓ Ensuring power quality is an important advantage of Powersmiths transformers. By virtually eliminating harmonic distortion caused by loads like computers, Powersmiths

transformers help *prevent malfunctions and damage to electronic equipment, and substantially reduce downtime and maintenance costs for other electrical equipment, such as motors*. In fact, while IEEE standards for most applications allow power variances of up to 5%, *in critical applications like hospitals, it's just over half that, 3%. Because failure can cost lives. Plus, warranties on expensive and sophisticated equipment are often void if failure can be traced to power issues.*

✓ Powersmiths transformers deliver clean undistorted power with a proven efficiency unmatched in the industry. Just to review, that means *savings on downtime, on maintenance, and especially important, on energy use.*

✓ Being environmentally responsive can free up financial incentives from government and utilities. In some cases these amount to *84 cents on every dollar invested!* Just as important, your community expects environmental responsibility. If every transformer was a Powersmiths transformer, America's power generating plants could work four days less each year. The result? Substantially less smog and emissions. The equivalent of taking over *2,500,000 cars off the road.*

✓ And if space is the final frontier, it may interest you to know that a Powersmiths transformer *takes up less room* than most other transformers, leaving more room for other needs.



"He that will not apply new remedies must expect new evils, for time is the greatest innovator."

-Francis Bacon



POWERSMITHS

Power for the Future™

Clean Efficient Power

Equipment we connect to our electrical systems is increasingly electronic in nature, drawing current in pulses rather than continuously. Consequences include a significant increase in losses and distortion. Electronics are more sensitive than other equipment and their operating reliability is reduced when connected to a distorted power source. Given these facts, the need for a product with *proven performance under real world load conditions* is key to delivering predictable efficiency and power quality.

By incorporating *advanced material selection, coil design, and innovative construction techniques*, Powersmiths is able

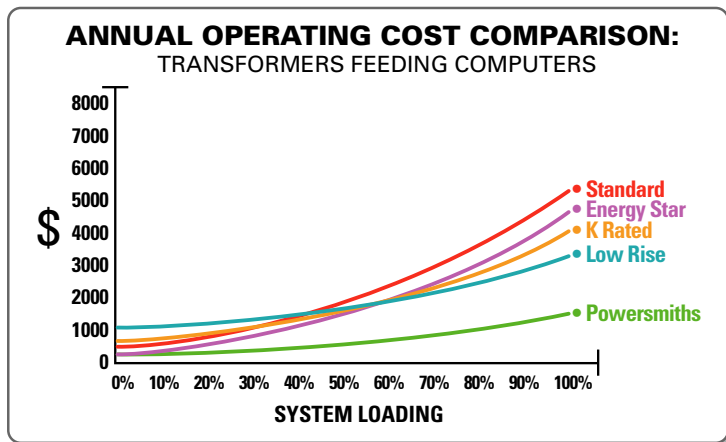
to deliver clean power through the most efficient low voltage distribution transformer on the market today. For example, typical 75kVA transformers found in schools are 90-94% efficient when feeding computers and capacity is lost due to the extra heat loss. The Powersmiths e-saver delivers **98.6% efficiency under the same load, for an up to 70% reduction in on-going operating cost**, and is fully compatible with computer loads (see chart). Powersmiths is the only manufacturer to test every design under real world load, with revenue class accuracy.

The Powersmiths SMART™ Package delivers integrated measurement and validation of efficiency over the life of the transformer. *It comes with a revenue class metering harness*

that allows online validation without the need to open the transformer. This also eliminates the risk to personnel and potential downtime associated with working on live exposed electrical connections. *Dynamic thermal sensors provide the ability to tap into continuous transformer temperature, giving real-time feedback on the condition of the transformer.* An integrated surge suppressor system filters out unwanted spikes for additional protection of your valuable computer equipment.

25 Year Warranty

Our commitment to lasting performance is spelled out in the longest transformer warranty in the business - The Powersmiths Smart Package comes with a 25 year warranty.



Applied Health

Apotex Inc.

Array Biopharma

Baptist Medical Center

Cameron Memorial Hospital

Chandler Regional Hospital

Christus Spohn MRI

Church Health Center

Danville Medical Center

Flagstaff Medical Center

Florida Hospital

Foothills Hospital

Holy Spirit Hospital

ISE Lab

Jewish Hospital

Kaiser

Lafayette Hospital

McMaster Health Center

MD Anderson Cancer Center

Medtronic

Medusa Labs

Melville Health Center

Memorial Herman Hospital

Novex Pharma

Pharmacia

Physiome Sciences

Providence Veterans

Riderwood Extended Care

St. Joseph's Hospital

Surrey Memorial Hospital

Texas Children Hospital

United Health Care

University of Texas Medical Center

US Cardio Center

Valley Baptist Medical Center

Wilkes-Barre Hospital

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