



Welcome, to EMT Electric Motor, Drives & Engineering Newsletter

PLEASE PASS ALONG TO YOUR:

PURCHASING

MAINTENANCE

ENGINEERING

PROCUREMENT

"Electric Motor Solutions"

EMT is Your Partner for Quality, Value and Service

Best practice checklist

In Australia, more than 1.7 million three-phase electric motors run in industrial and commercial facilities, accounting for around 28 per cent of the country's electricity use. Every organisation runs at least one motor - if not hundreds or thousands - to drive pumps, fans, air compressors, conveyors, refrigeration equipment and other processes requiring motive force. The energy consumed costs Australian industry close to \$3 billion a year and produces 37 million tonnes of carbon dioxide through burning fossil fuels.

There is real potential for your organisation to improve the reliability and efficiency of motors, reduce costs and achieve significant and cost-effective savings through implementing best practice selection and management of motor driven equipment. The potential savings are enormous when you consider that, for a typical organisation, running costs can be up to 100 times the

purchase price of a motor over its service life, and around 60 per cent of your organisation's total energy costs. You can reduce the amount of energy a motor requires by an estimated 10 to 25 per cent through better selection and motor management practices - significantly reducing your organisation's greenhouse gas emissions.

RUNNING COSTS CAN BE UP TO 100 TIMES PURCHASE PRICE OF MOTOR OVER SERVICE LIFE

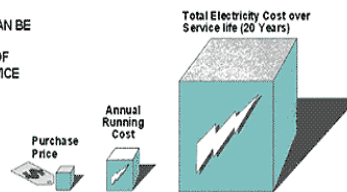


Figure 1

For Australian industry, each percentage point improvement in motor system efficiency translates to savings of about 400 000 MWh of electricity and an associated 400 000 tonnes of greenhouse gas emissions. This is like taking 9 000 cars off the road. Here's how you can achieve these energy efficiency savings, and improve the reliability of your equipment.

Achieving best practice

Best practice in motors involves:

1. Selecting the motor with the lowest life cycle cost.
2. Setting up and maintaining the motor properly to ensure a long life at peak performance.
3. Making the correct repair and replacement decisions when a motor fails.

4. Having good documentation so continuous improvement is possible.
5. Managing your utilities to ensure the best outcome for your organisation.
6. Integrating best practice into existing management systems (including quality assurance, environment and health and safety).
7. Strong senior leadership.
8. Well-trained and confident staff.

Best practice organisations also pay attention to the potential savings of 30 to 60 per cent that can be gained through a whole-of-systems approach to process optimisation and innovation. The level of savings from systems optimisation depends on the effort and money you invest, and the skills, imagination and motivation of your project team.

When purchasing equipment, always ask your supplier for information beyond price. Describe your needs in detail and ask for information on efficiency and what it costs to run a piece of equipment. This is important since while a product may be price competitive, its annual operating costs may be extremely high.

EMT is committed to our customers demand of quality, value and service.

thinkchange



Newsletters written by Bill Jankovic

Did You Know ?

- EMT has "High Energy Efficiency" Electric Motors and is Very "competitive" with Pricing, especially on Large Motors. Call us on (02) 9838 8181

ISSUE 11, December,



Visit our website at: www.emtmotor.com.au

The Man Who Electrified The World

Today is Part 4 of a story about one of the world's greatest geniuses—Nikola Tesla.

Tesla finally gained recognition for his world changing invention in 1888 when he lectured before the U.S. Institute of Electrical Engineers. An inventor and industrialist named George Westinghouse gave his AC system to the world. **George Westinghouse brought Tesla's polyphase system to the world!!** In spite of all the advantages of the AC system, Edison refused to acknowledge its superiority over his system, and inventor George Westinghouse of Pittsburgh came to his rescue. As a matter of fact, Edison sulked like a spoilt child, and started what became known in U.S. history as the War of the Currents, or the battles between AC and DC. George Westinghouse was already world famous as the inventor of the locomotive air brake. His decision to adopt Tesla's AC system changed the world forever. By 1886, the Westinghouse Company was one of the biggest and most successful in the entire world.

Westinghouse was a Protestant Christian gentleman and totally unlike the robber barons of that era....His motto was the golden rule, and his employees shared in the success of his company. He believed in doing his good works in secret, and many charities throughout the country were helped by his largess. He offered to buy all the AC patents from Tesla for the staggering sum of 1 million dollars cash and royalties of \$1.00 per horsepower of electricity produced.

Tesla became an instant millionaire!!

Unlike Edison, George Westinghouse was a man of his word, and offered Tesla a staggering sum for all his AC patents:



George Westinghouse 1846-1914



Tesla and Westinghouse made a perfect partnership

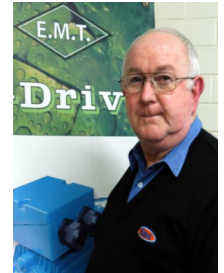
This story continues in our March Newsletter.

Source: © 2008 by Niall Kilkenny

Our People

ROBERT (BOB) BRADLEY

Bob has been in the Electric Motor trade since 1961 when he served his apprenticeship with S & E Downie at Redfern. Bob has been with EMT for 17 years and during his time here he has had varied roles as well as formal training in Pumps from Onga. In 2008 Bob was transferred to our Brookvale branch to Administer the office and oversee the workshop.



ALLAN EMIR-ALI

Allan completed his Automotive Engineering trade at Ultimo TAFE. Thereafter spending 22 years working for Good Year Engineering specializing in Drive Synchronous, Automotive & Industrial Belts. Over the last 2 years with EMT Allan has been a Sales Representative and is now the Branch Manager of our Brookvale branch.



WOULD YOU LIKE MORE INFORMATION ?

- Please send me a Product Catalogue CD Rom
- Please send me a Single Phase Motor Catalogue
- Please send me a Three Phase Motor Catalogue
- Please send me a VSD Catalogue

Have you relocated? Please help us keep our records up to date by including your new details.

NEW DETAILS:

Name: _____

Position: _____

Company: _____

Address: _____

Suburb: _____ State: _____ Post Code: _____

Tel: _____ Fax: _____

Email: _____

Photocopy this form and mail or fax to:

EMT Pty. Ltd. 1/114 Station Road, Seven Hills NSW 2147

Tel: (02) 9838 8181 Fax: (02) 9838 8421

OR

EMT Pty. Ltd. 40 Sydenham Road, Brookvale NSW 2100

Tel: (02) 9905 2755 Fax: (02) 9905 7399