

What We Do.

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What Do We Design and Build?

1.

Distribution class vacuum switchgear and circuit protection.

- Padmounted
- Vaultmounted
- Submersible

2.

System Automation

Liquid or SF-6 Insulation

Liquid

10,000 Operations

SF-6

3,000 Operations

Load Switching

Load switching through 35kV

- At 15kV can be delta or grounded wye
- Over 15kV must be grounded wye

Dry Well Fusing

- Dry well fusing through 35kV and up to 50 amps

Wet Well Fusing

- At 15.5kV protection can be delta or grounded wye
- Over 15.5kV must be grounded wye

Vacuum Circuit Protection

Vacuum Fault Interrupter (VFI) through 25kV
up to 600 amp

- At 15.5kV can be delta or grounded wye
- Over 15.5kV must be grounded wye
- 12.5kA interrupting capacity
- 65 interruptions at fault capacity

Vacuum Circuit Protection

3-phase or single phase available

Vacuum Circuit Protection

3-Phase

- 3000 series = heavy duty VFI
- 3-phase trip only , onboard PT for 120 VAC control XXXX (word missing)
- SEL Relays – Standard, aux power available

Vacuum Circuit Protection Single Phase

- 4000 series = lighter duty VFI
- 3-phase or single phase trip only
- CT powered T&B Relay, no aux power available
- 3-phase or single phase reset and load switching

Visible Disconnects Available through 35kV

2 Position

Closed/Open

3 Position

Closed/Open/Grounded

System Automation

- Automatic transfer
 - 10 Seconds
 - 10 Cycle
- SCADA controls
 - Local
 - Remote
- Advanced automation
- Stand alone and peer-to-peer
- SmartGrid, MicroGrid, and some Substation

What We DON'T Design and Build

- Primary Metering Cabinets
 - Voltage Regulators
 - Reclosers
 - Transformers
 - Capacitor Banks
- Bar-b-ques
 - Brewer equipment
 - Bull milking machines
 - OTHER MANUFACTURERS EQUIPMENT!



Who Do We Sell To?

- Utilities
- Commercial & Industrial
- Consultants

Utility Customers

- Distribution Engineering
- Standards
- Operations
- Reliability
- Automation
 - Smartgrid, Microgrid
- Special projects
 - Big Stick
 - Deep pockets
 - Senior Engineers vs Junior Engineers

Commercial & Industrial Customers

- Colleges
- Universities
- Military
- Gas & Oil
- Mining
- Heavy Manufacturing

Consultant Customers

- Involved with all of the above

How Can We Sell Trayer?

From a Position of Knowledge



Selling Trayer

From a Position of Knowledge

Selling Trayer

Know the product well enough to
see real opportunity.



Selling Trayer

Know the product well enough to
have a meaningful discussion.

Selling Trayer

Know the product well enough to
know who to talk to.



Selling Trayer

Know your region well enough to
know where the opportunities
should be.

Selling Trayer

Be creative. Where's your next opportunity?

