

# Protection for critical equipment

This summer has seen a procession of weather extremes around the world that have devastated large areas and cut power for millions. Even in Europe, where hurricanes are extremely rare occurrences, power failures due to extreme weather conditions are becoming more common. This is one of the reasons why more and more organisations, and even private individuals, are choosing to protect critical data and equipment with uninterruptible power supplies or UPSs. This has been the area of activity of Italian electronics specialist Naicon Srl since 1978. Under its Elsist brand, the company produces machines to back up a single PC or an entire hospital.



Multistation 1000 provides complete surge protection for domestic multimedia or small office applications which are connected directly to protected sockets

production lines, the Elsist range is increasingly catering to domestic needs. Its new Multistation 1000 has an output capability of 1000 VA and is designed for domestic multimedia or small office applications. It provides complete surge protection for critical loads, which are connected directly to protected sockets through the UPS. Another product for the domestic sector is Home 550, a line interactive single-phase UPS which boasts

automatic voltage regulation to protect against input mains voltage deviations.

While UPS products form Naicon's traditional area of activity, the company currently operates in two equally weighted and complementary product areas. Launched in 2004, Diloc branded air conditioning products were introduced primarily for the private sector but are now increasingly targeting the

The hospital sector is the one that most readily springs to mind as being in need of guaranteed power supplies even in the midst of a power cut. The risk to life of an operating theatre plunged into darkness mid-operation is unthinkable, which is why the medical sector is one of Naicon's core markets. "The hospital sector is very important for us and demand continues to be strong. We tend to focus on higher performance devices with capacities between 500 VA for IT applications and 800 kVA for industrial use," says Operational

Director Elvis Clusaz who is the son of the founder and one of the shareholders. "The main purpose of our UPS devices is to safeguard critical loads and allow any load, such as a computer, workstation, printer or any other electrical system to keep running when the primary power source is lost. A secondary function of these devices is to protect the load from disturbances in the power network."

Although the majority of applications concern large installations such as power stations or industrial



The Home 550 UPS protects home office equipment from mains voltage failures or fluctuations



Naicon is a family-owned company headquartered in Pozzuolo, Milan, Italy

commercial and industrial sectors. The overlap between power supply protection and air conditioning requirements can most clearly be seen in the IT and data server sector. "All of our air conditioners are wifi enabled as standard unlike our competitors who mainly offer wifi as an optional extra," says Mr. Clusaz. "This is a major selling point as well as the superior efficiency and unobtrusive appearance of our systems." One of these is a door mounted system that creates a vertical blade of air to prevent warm air inside from escaping.

All products in Naicon's portfolio are designed and developed in-

house, and produced by partners in the Far East. "Everything is made to our specifications and to stringent quality standards," insists Mr. Clusaz. "We can modify finished products here in Italy to meet customer requirements and also provide servicing and maintenance of the equipment we install." Mr. Clusaz shares the day-to-day running of the family company with his brother, although their father is still an active presence. "Next year we celebrate 40 years of business and are proud of our tradition but also of the younger generation that is now shaping the company future. Our goal is to grow in export markets to match our domestic success."

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