

## SPECIFYING THE PROPER FLASHING GEAR FOR A NEW SIGN PROJECT IS AS EASY AS A-B-C

Simply by knowing the answer to these three questions your company can provide your customers with the latest in flashing electronics for their new sign.

### A: HOW MANY POINTS OF ANIMATION ARE NEEDED?

A "point" of animation is a section of lighting that needs to be turned on at the same time. Multiple points can be lined up to first turn the whole section on, then do a chase using the separate points. It is very important to determine the exact amount of points a sign will need. An incorrect count would mean the wrong number of electronic drivers is ordered.

### B: HOW MUCH AC CURRENT WILL BE DRIVEN PER POINT OF ANIMATION?

Adding up the primary currents of each neon transformer on a point will give the AC current requirement for the point. Adding up the number of incandescent bulbs and multiplying this number by the AC current drawn by the lamp will also determine the AC current requirements. If the AC current drawn by the lamp is not known use a common formula  $P=I \times E$  to determine the current.

### C: WHAT ANIMATION PATTERN DOES THE CUSTOMER WANT?

Make sure the customer realizes how versatile ALDOR products are. We can make any flashing pattern the customer can think of. A section of neon can be made to spell on, then scintillate with a 3 point pattern, then scintillate with a 6 point pattern, then spell off, flash off and on, scintillate forwards then backwards and even change it's pattern if an external signal is present (like a jackpot on a bank of slot machines).

LEAVE THE REST TO ALDOR.  
WE WILL TAKE YOUR PRELIMINARY INFORMATION AND  
PRESENT YOU WITH A BILL OF MATERIALS AND A DELIVERY  
SCHEDULE FOR THE PRODUCTS YOU NEED TO SATISFY  
YOUR CUSTOMER.

WE DO NOT CHARGE YOU FOR THIS SERVICE. EVERYTHING  
THAT WILL BE BILLED YOUR COMPANY IS LISTED IN THE  
B.O.M.  
EVEN THE SOFTWARE IS ESTIMATED AND BILLED UP  
FRONT. THERE ARE NO HIDDEN CHARGES. GIVE US A TRY  
ON YOUR NEXT BIG OR SMALL SIGN PROJECT.

