New Product Evaluation - ATM Covers

The Need:

Upon visiting banking facilities, Dale Conrath of Indiana, PA, conceived of and developed a cover for ATM machines that would prevent heat loss and cool drafts resulting from openings in the equipment. The cover would also help maintain cool indoor temperatures in the summer therefore reducing annual energy costs and providing a more comfortable environment for bank employees. Dale needed to evaluate the effectiveness of the cover.

The PennTAP Connection:

The Small Business Development Center (SBDC) at Indiana University of Pennsylvania met PennTAP at a Technology Commercialization event in Pittsburgh, PA and referred Dale to PennTAP. After talking with Dale, an approach for evaluating the effectiveness of the ATM cover was developed.

The Project:

PennTAP designed and conducted a preliminary test at a banking facility that Dale had identified. Testing confirmed the benefit in preventing heat loss and reducing cool drafts. Software from the North American Insulation Manufacturers Association was also utilized. Approximate projections of the annual energy savings were developed. PennTAP also contacted ATM equipment suppliers to confirm rated temperature ranges for the equipment, and discussed commercialization approaches with Dale.

The Outcome:

Arctic Blast Covers is currently manufacturing and selling ATM, night deposit box, and cash drawer covers. Customers include a multi-facility bank in Pennsylvania. Dale has reported $365,000 in economic benefits as a result of PennTAP assistance.

“PennTAP is great to work with and they have been a great asset to helping me on my project with testing and calculations and valuable suggestions, and I will be needing them again in the near future to further test my product. Thank you for your program.”

Dale Conrath, Owner

About the Company

Dale Conrath
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