

Thomas and Betts Corporation

860 Ridge Lake Blvd.

Memphis, TN 38120

(901)252-5000

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To: ABB Sales and Support Teams

Hi-Tech Current Limiting Fuses are a great value add solution as they promote safety not only for equipment, but utility personnel and the public as well. Coupled with near 100% on time delivery, great quality, and high customer satisfaction levels now is an ideal time to accelerate promotion of what this product can do to help customers. To help spread awareness and provide education for customer’s new collateral is now available for download via the links below in this communication. Make sure to review and understand the included pieces of literature to present Hi-Tech fuse value to your customers as well as critical information on fuse specification to make sure the right product is being used for the application at hand.  
  
Included in the associated links in this communication are:

* **New** white paper that covers application and specification of current limiting fuses
* New and updated customer presentations
  + **New** technical presentation on current-limiting fuses which cover what they are, how they work, common applications, and product portfolio review
  + **Updated** value proposition to showcase the value added feature Hi-Tech fuses provide.
* 6 Case studies
  + In particular note the Current-limiting fuse arc voltage and its role in reducing voltage dips paper as this explains how fuses can prevent a common phenomenon that end users see and can help utilities increase customer satisfaction.
* The current Hi-Tech Current Limiting Fuse Catalog
* 4 cross reference and specification aides
* Sample fuse specification file
  + Great tool to help users develop an out of the box fuse spec for their systems so they can start using fuses or to improve their current specifications
* Brochure highlighting a unique product to Hi-Tech, the TRANS-GUARD® EXT current-limiting backup fuse for 46KV - 138KV systems

Michael Valenza

Sr. Product Marketing Manager

Elastimold / Hi-Tech / Fisher Pierce

Email: [michael.valenza@tnb.com](mailto:michael.valenza@tnb.com)

Office: [901.252.5486](mailto:dewayne.boyd@tnb.com)