



# THE ABCs OF SELLING SURGE PROTECTION

This document is a supplement to the “ABCs of Selling AC Surge Protection” webinar, available for viewing at [www.transtector.com/partners/channel-tools](http://www.transtector.com/partners/channel-tools). The information will help you upsell AC surge protection.

You’ll want to speak to Facilities, Operations, Plant Managers, or Network Engineers. These questions will help you qualify which AC surge protectors would be best for your customers’ projects:

Questions to Ask	
How are you protecting the power lines? What equipment are you protecting?	What kind of technology? (MOV, SASD, or both, GDT?)
What is the voltage configuration? <ul style="list-style-type: none"> <li>• How many hots?</li> <li>• Is there a neutral?</li> <li>- Yes, Hot to Neutral Voltage?</li> <li>• Hot to Hot voltage?</li> </ul>	What certifications are required? <ul style="list-style-type: none"> <li>• Is UL 1449 required?</li> <li>• Motorola R56 specification?</li> <li>• Hazardous Location? (Class 1, Div 2)</li> </ul>
What is the mounting? (Rack, Wall, Panel, DIN Rail)	What is the maximum surge? (50 kA to 600 kA)
How is it connected? (Wired-in or Plugged-in)	Will it be installed indoor or outdoor? (NEMA rating)

## Team Up with the Experts

Call or email us. We are here to help!

Shavaun Reed  
 Channel Sales Program Manager  
 208-762-6195  
[Sreed@infinitreelectronics.com](mailto:Sreed@infinitreelectronics.com)

Judy Brizendine  
 Sr. Customer Service Representative  
 208-762-6188  
[jbrizendine@infinitreelectronics.com](mailto:jbrizendine@infinitreelectronics.com)

Tim Winde  
 Channel Sales Account Manager  
 208-762-6160  
[Twinde@infinitreelectronics.com](mailto:Twinde@infinitreelectronics.com)

Scott Yerxa  
 Application Engineer  
 208-762-6132  
[syerxa@infinitreelectronics.com](mailto:syerxa@infinitreelectronics.com)

Bruce Bricker  
 Channel Sales Manger  
 208-762- 6093  
[bbricker@infinitreelectronics.com](mailto:bbricker@infinitreelectronics.com)



# THE ABCs OF SELLING SURGE PROTECTION

## Transtector AC Protection – Applications and Products

### Category C (Type 1)

Product	UL Type 1
PV Series	Yes
SP Series	Yes
LS Plus	Yes
Apex Imax	Yes

### Category B (Type 2)

Product	UL Type 2
Apex Imax	Yes
Apex Series	Yes
12R SA	Yes
12R SuperHy	Yes
MCP -OD	Yes

### Category A (Type 3)

Product	UL Type 3
12R IEP	Yes
MCP	Yes
12R IEP	Yes
SL & SLN	Yes

