

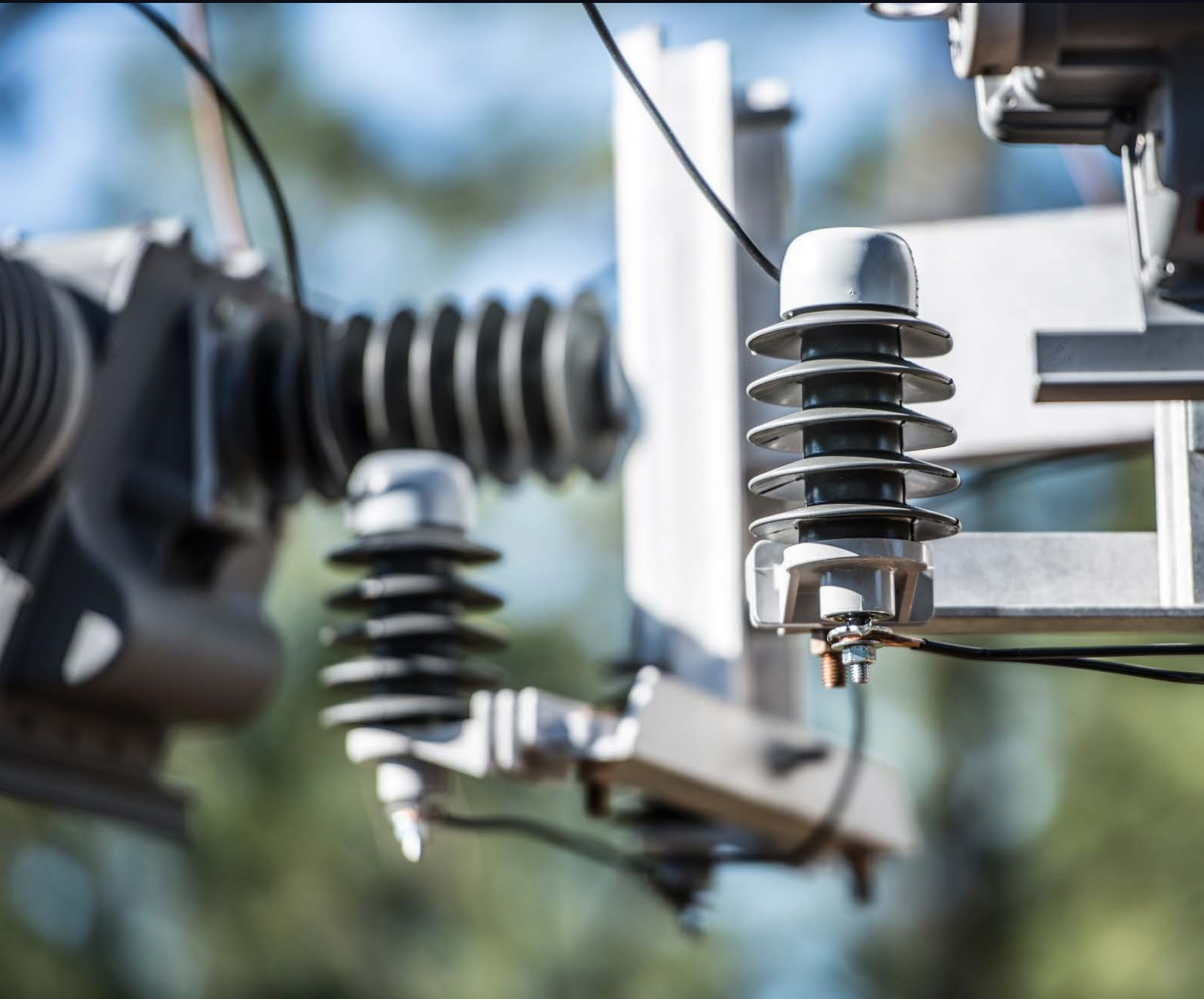
**HUBBELL**  
Power Systems, Inc.

*ENDURING PRODUCTS AND PEOPLE YOU CAN DEPEND ON.*

# TIPS & NEWS

[www.hubbellpowersystems.com](http://www.hubbellpowersystems.com)

VOL. 20 NO. 1 | JULY 2016

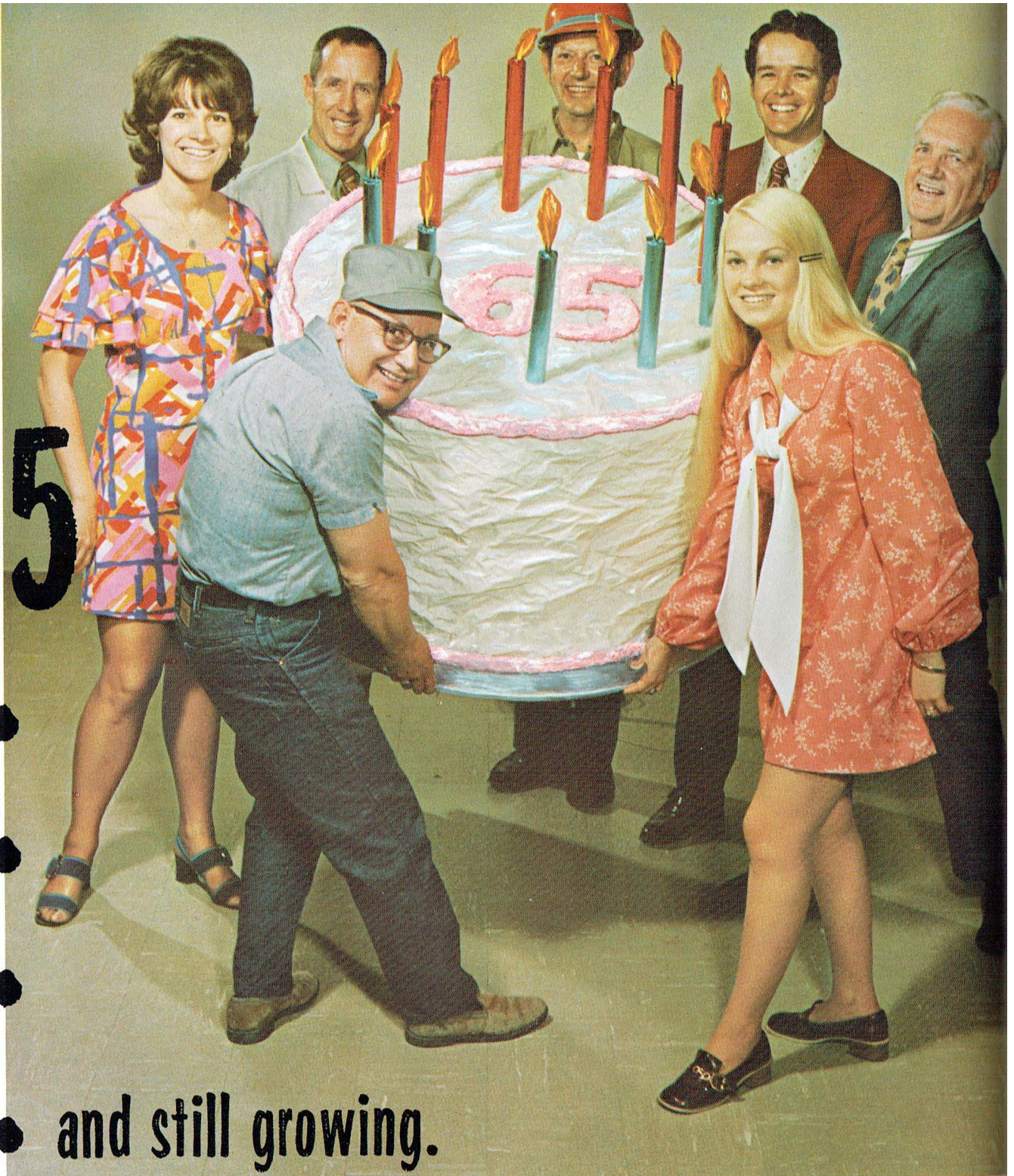


## **IN THIS ISSUE:**

Inverted Switches Case History | 5 Favorite Things About HPS Select | Communications Product Manager



65



and still growing.

## THE YEAR WAS 1971

When most people were retiring, A.B. Chance Co. was just getting started. In 1971, they celebrated 65 years of service to the electrical industry. At this time they offered anchoring products, hotline tools and pole line hardware. Today our Chance® brand is synonymous with excellence in hotline tools and rubber products, switching, pole line hardware, anchors and foundations.



# What's New



## HPS Hosts First International Distributor Training

HPS hosted its first international distributor training May 9-12 in Centralia, MO. There were 20 attendees representing 11 different countries in our Latin American region. The entire training was conducted in Spanish thanks to the support of our bilingual sales, International Business Development Managers and product managers.

We look forward to supporting our international market with continued training.




**STORM SOLDIERS II**

NOW AVAILABLE  
[SHOP.STORMSOLDIERSMOVIE.COM](http://SHOP.STORMSOLDIERSMOVIE.COM)



*Thank you to everyone for participating in our Father's Day campaign. Above submission by Clint King of Centerpoint Energy with daughter Kaylee*

### UPCOMING TRADE SHOWS - 2016

ESMO	September 12-15	Booth 511
OSP	September 21-22	Booth 631
SCTE	September 28-29	Booth 1432
Lineman's Rodeo	October 12-15	Booth 201

[hubbelpowersystems.com/shows/](http://hubbelpowersystems.com/shows/)



### DISTRIBUTOR TRAINING

DT201 Leeds - August 2-4  
 DT201 Aiken - September 27-29

TO REGISTER NOW VISIT  
[hubbelpowersystems.com/training/distributor.asp](http://hubbelpowersystems.com/training/distributor.asp)

# STATION POST INSULATOR

Hubbell Power Systems introduces the Hubbell Porcelain Station Post Insulator to its line of substation insulators.



## FEATURES

Meets or exceeds ANSI C29.9 standards for mechanical and electrical ratings | Solid-core construction with gray porcelain glaze as standard | Long lasting durability with galvanized end caps and proven interface system





The pick-up finger engages the actuator rod creating a parallel current path. At a pre-determined point, the vacuum contacts separate, interrupting the circuit.



# TECO RUPTER

## VACUUM CIRCUIT INTERRUPTER

For more than 35 years, the Turner TECO Rupter Vacuum Interrupter has been the technology of choice for loop and load break applications because of their current interrupting ability, reliability and ease of application. The TECO Rupter offers industry leading performance levels including TRV ratings compared to other load break technologies such as SF6, longer service life and greater interrupting capacity. No other load break device provides 5,000 full load operations at either 2,000 or 3,000 ampere ratings and a TRV rating up to 80kV.

# FAVORITE THINGS ABOUT ABOUT HPS SELECT

1

USER FRIENDLY

2

EASY TO NAVIGATE

3

ARRANGED  
BY MARKET

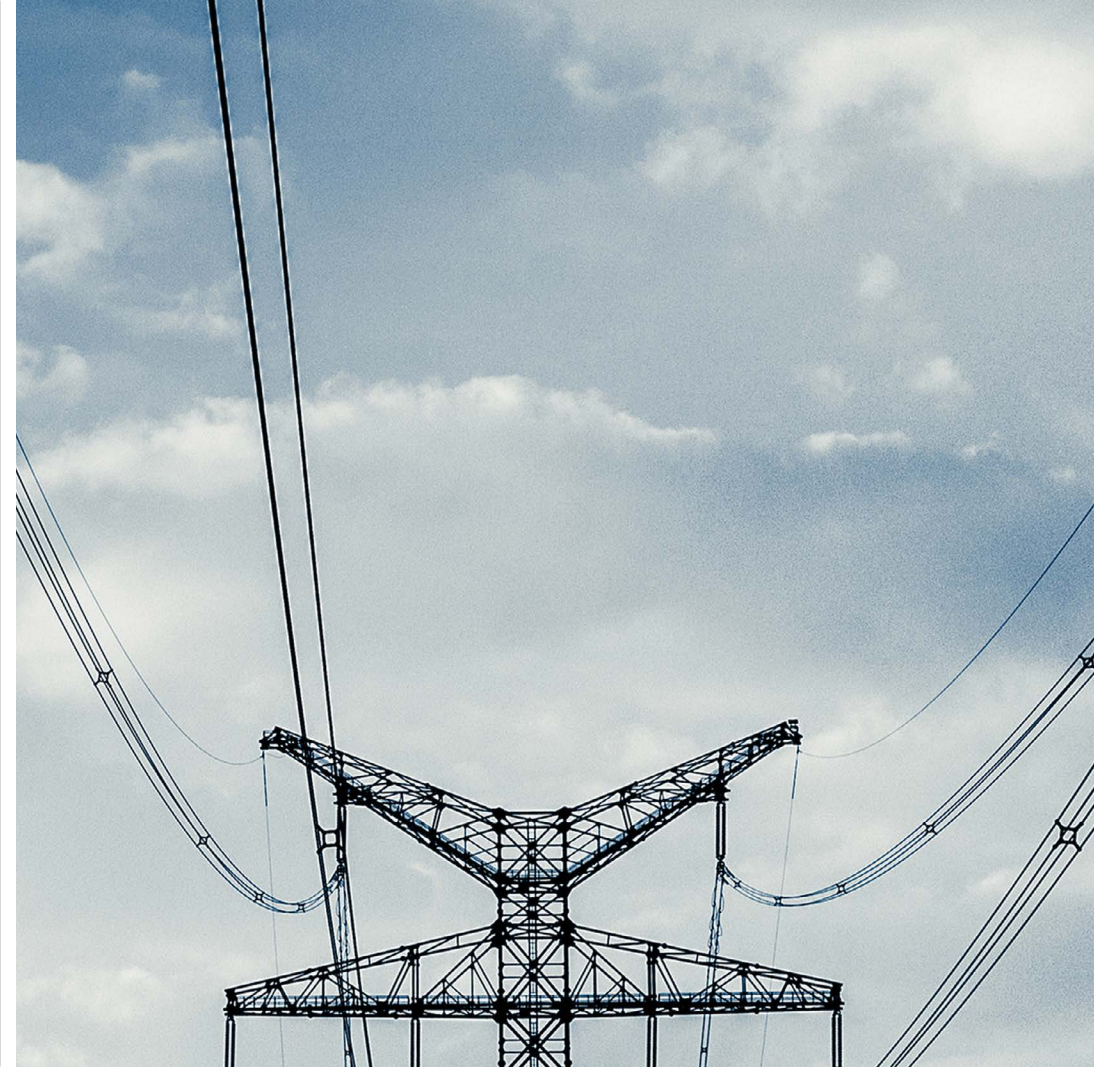
HPS Select is an interactive product selector app. You can browse products by markets, including transmission, distribution, substation, communication, C&I and water. Do you have your own favorite HPS products? Search for them by product number and save them to a list for future reference. You can also share the list with a colleague or sales representative. Do you want to know an HPS equivalent product from a competitor's? Search our competitor cross-reference by product number to find our comparable product.

Search by market, category, product number or competitor cross-reference | View attributes of products with links to drawings  
Select products based on most important attributes | Connector Selector Tool with code words  
Search sales contacts by territory or category | Compatible with iOS, Android, Tablet, Computer, etc.



Available in the Apple store and Google Play





INSULATORS

Hi\*Lite Transmission Line Post Insulators

>69 KV <220 KV Horiz. Line Post AL Flat 8" x 13" Clamptop

View	Product #	ANSI 60Hz Dry FO	ANSI open Wet FO	ANSI Critical Impulse FO - Negative	ANSI Critical Impulse FO - Positive	Application	Q
1	5220061104	325 KV	295 KV	620 KV	905 KV	Horiz. Line Post	R
2	5220071104	385 KV	340 KV	705 KV	990 KV	Horiz. Line Post	R
3	5220081104	440 KV	385 KV	785 KV	675 KV	Horiz. Line Post	R
4	5220091104	490 KV	430 KV	865 KV	760 KV	Horiz. Line Post	R
5	5220101104	545 KV	475 KV	950 KV	845 KV	Horiz. Line Post	R
6	5220111104	600 KV	520 KV	1035 KV	930 KV	Horiz. Line Post	R
7	8220061104	325 KV	295 KV	620 KV	905 KV	Horiz. Line Post	R
8	8220071104	385 KV	340 KV	705 KV	990 KV	Horiz. Line Post	R
9	8220081104	440 KV	385 KV	785 KV	675 KV	Horiz. Line Post	R
0	8220091104	490 KV	430 KV	865 KV	760 KV	Horiz. Line Post	R
1	8220101104	545 KV	475 KV	950 KV	845 KV	Horiz. Line Post	R
2	8220111104	600 KV	520 KV	1035 KV	930 KV	Horiz. Line Post	R

4  
BASED ON  
ATTRIBUTES

5  
DIGITAL CATALOG

INSULATORS

Hi\*Lite Transmission Line Post Insulators

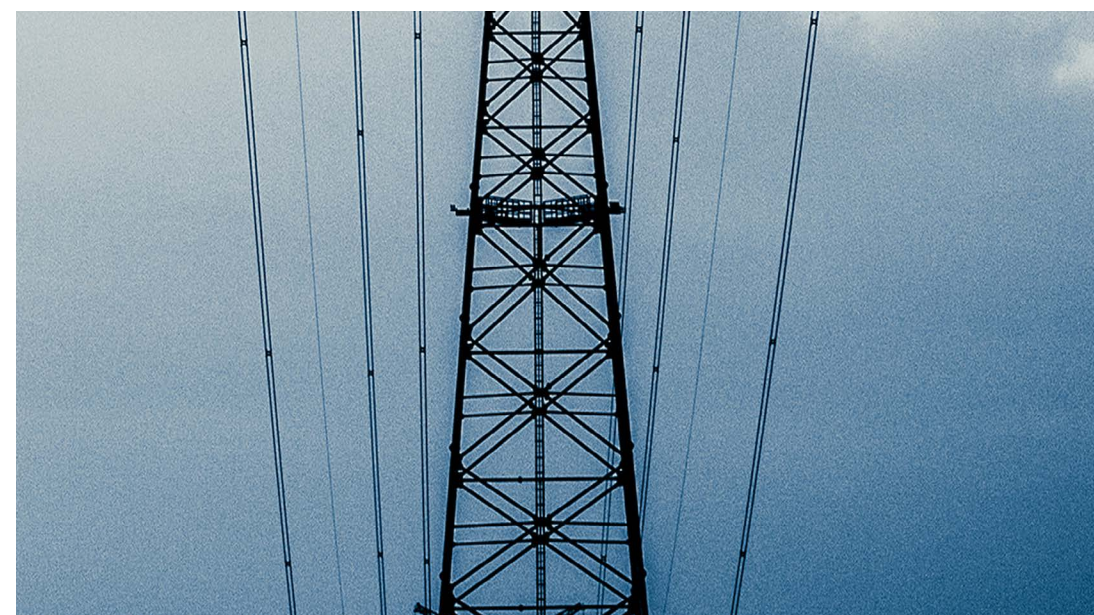
System Voltage (KV) >69 KV <220 KV

Application Horiz. Line Post

Ground / Base Fitting AL Flat 8" x 13"

Line Fitting Clamptop

All options are required. **Submit**



DISTRIBUTION CONNECTORS

Quadrant Clamp For Dead Ending

TYPE PG Pistol Grip  
N-No Fitting  
PG70N

TYPE SD High Tension  
N-No Fitting  
SD70N

Straight Line Dead Ending  
TYPE ADEZ Two U-Bolt  
N-No Fitting

Scroll to view Products  
Select Product # to view Specs



# DELIVERING END-TO-END CONNECTIVITY

**WHEN IT MATTERS MOST**

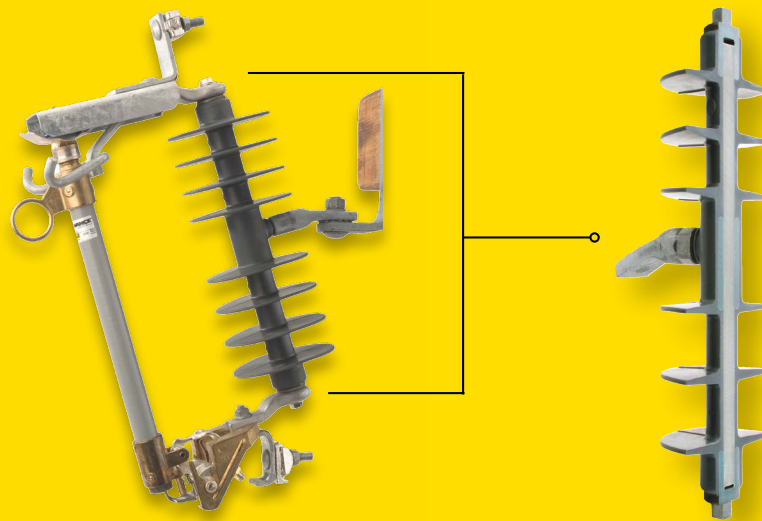
The **RFL EXMUX® 3500** is a substation-hardened IP Access Multiplexer engineered for mission critical infrastructures to transport voice, serial, relaying protection, SCADA, video and Ethernet data communications over Ethernet/IP or MPLS networks, providing the flexibility of backward compatibility with legacy devices and forward compatibility with Ethernet devices on the same communications platform.

Designed into the **EXMUX® 3500** is a distinctive “Hitless Switching” feature with zero-data-loss path recovery technology ensured by end-to-end connectivity.

To learn more, visit [www.rflect.com](http://www.rflect.com).







# JUST BECAUSE IT CLICKS DOESN'T MEAN IT FITS

All cutouts are not created equal, so just because a fuse holder “fits” doesn’t mean it functions. Hubbell Power Systems has over 60 years of experience in both polymer and cutout technology, leading us to being the 1st polymer cutout to pass the stringent CSA Standard. We know the difference between fit and function, so our fuse holders are engineered to be interchangeable with comparable competitor cutouts.

*So how does your cutout stack up?*

# GOING NUTS OVER INVERTED SWITCHES

---

Llano, Texas is a small town located one hour west of Austin. The City Light Department gets its power from the Lower Colorado River Authority (LCRA). It comes in through a single substation and goes out on three feeders to just under 2,000 meters. Llano is home to about 3,000 residents and unfortunately, quite a number of squirrels.

---





*Hubbell's Inverted AR Switch,  
the solution to squirrel-caused outages*

**S**teven Craig, Foreman, 1st Class, blames it on the plethora of pecan trees growing within the city limits. Regardless of the reason, the squirrels used to be a major source of aggravation.

“We have no varmint control around here and the squirrels are everywhere. Before we installed Hubbell’s Inverted AR switches, the whole town would experience 12 to 16 recloser operations per year, due to squirrels on the lines,” explains Craig.

“There is a single transformer in the substation supplying power to three feeders that stretch across town. The feeders are protected by reclosers in the substation and we use air switches to sectionalize the lines. When a squirrel would get on one of the switches, and cause a phase-to-phase short, the current was high enough to affect the system back to the transformer. All three line reclosers would activate, not just the one with the fault. Everyone in town would have to reset their digital clocks. This used to happen regularly and customers were getting irritated,” continues Craig.

Craig and the two other linemen working for Llano Electric would then drive around town, checking each of the ten air switches, until they located the problem. This did not take much time, since the municipality only has about 20 miles of line in its five square mile territory. When the source of the problem was found, it was almost always indicated by the presence of a deceased squirrel.

If a squirrel caused a phase-to-ground fault, only one feeder ‘blinked,’ and the problem was easier to find, since there were fewer locations to check.

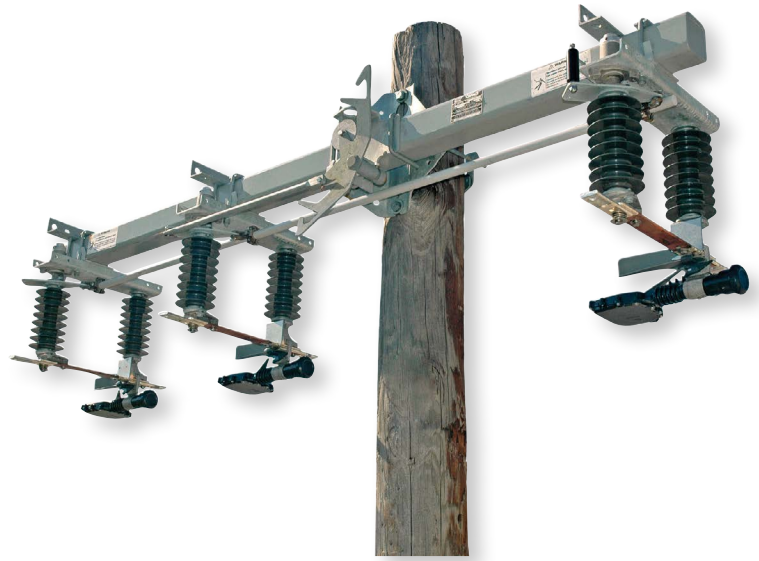
This blinking problem plagued the city for years and Llano Electric tried a number of approaches to address the problem. About 15 years ago, Llano started installing steel poles to support the switch gear, since squirrels cannot climb steel poles.

However, while squirrels cannot climb steel poles, snakes are another story. “Over the last ten years, we’ve had about six snake outages on steel poles. In one case, we found a five-foot, rat snake at the top of a 40-foot, class-3, steel pole. Birds often make nests on the open tops of those poles and the snake was probably following the ‘chirping’ noise of chicks,” explains Craig.

Luckily, snake related outages are few and far between. Squirrels were a totally different story. “We went to steel poles. Of course, squirrels can’t climb steel poles, but they can still run along the neutral service. So, that really didn’t help much,” says Craig.

When the steel poles failed to curtail the blinks, Llano looked for another solution. About eight years ago, the municipality installed pole guards. “You know, those squirrels are very smart. If they can’t get around the guard, they will get up on the neutral line, above the switch, and drop down on it.” The pole guards also failed to solve the problem.

Three years ago, Llano finally found the perfect solution. Craig is good friends with Pat Jenkins, the local Hubbell Power Systems representative, and Coby Randolph, the local representative for Techline, Inc. They both suggested Hubbell’s Inverted AR Switches. “So, I said, ‘Let’s quit beating around the bush.’ We bought five of Hubbell’s Inverted AR Switches and put them up in the most problematic locations. And...we haven’t had a blink since,” explains Craig.



Jenkins explains, “Normally the bare-metal parts of a switch face up, which makes it vulnerable to faults. If anything lands on top of the switch it can cause a phase-to-phase or a phase-to-ground short (depending on the situation). The Inverted AR switches have their live parts (switch blades) on the bottom. Therefore, a short is much less likely, since squirrels can walk across the top of the switch, without causing a citywide blink.”

“Llano was one of the first customers in my territory with this kind of problem, but I thought the inverted switches would work. Keep in mind that Hubbell developed these switches to protect endangered raptors along the west coast. I thought they would prevent squirrel outages as well, and I was right,” continues Jenkins.

The switches are not expensive and it only takes a few hours with three linemen to change them out. Further, you can install the switches without cutting power to the downstream customers.

Since the initial installation, Craig and his crew are slowly replacing the other old air switches with Inverted AR Switches. “I just bought another one and we installed it two weeks ago. I plan to change them all out, when we get a chance,” shared Craig.

All around, the replacement program has been a rousing success, but there is one problem, as Craig points out, “The whole town is happy about the switches, but now they get mad if there is one blink every six months. Still though, it isn’t due to squirrels.”

**“**  
*We bought five of Hubbell’s  
Inverted AR Switches  
and put them up in the  
most problematic locations.  
And...we haven’t had  
a blink since.*





# THE FUTURE IS **CLEAR**

**Toughened Glass Bell Insulator  
now offered by Hubbell Power Systems, Inc.**

Hubbell Power Systems is excited to announce its partnership with SGD La Granja, providing quality glass bells as part of its Insulator offering. Featuring a range of sizes meeting or exceeding ANSI C29.2 and CSA C411 requirements with optional zinc sleeves and/or silicone coating.

## MORGAN MCELWEE

### Marketing Manager Cable Accessories | Aiken, SC

*Morgan McElwee is the new Cable Accessories Marketing Manager for Hubbell Power Systems. In this role, Morgan leads new product development and promotional efforts. In 2013, Morgan started as an Application Engineer in the Arresters Business Unit. She has a BS in Chemical Engineering from Auburn University and just completed her MBA with a focus in project management from Mississippi State University. Previous to her time at Hubbell, she was employed as an engineer for both Savannah River Nuclear Solutions in Aiken, SC and Southern Nuclear Operating Company in Waynesboro, GA.*

#### **YOU RECENTLY RECEIVED A PROMOTION. TELL ME ABOUT YOUR NEW ROLE IN HPS CABLE ACCESSORIES.**

I work to ensure HPS is providing products our customers want at a competitive price. Cable Accessories is currently handling between 10-15 projects, focusing on new product development and material cost take out. I manage these processes from beginning to end. I couldn't do my job without the collaboration of my great team in Aiken, SC.

#### **HOW DO YOU KNOW WHAT THE MARKET NEEDS?**

What sets HPS apart from our competitors is having such a knowledgeable customer service and sales team. I utilize them on a regular basis to determine what the market is asking for and how it might fit within our product portfolio. Their feedback is invaluable for us to keep up with the marketplace.

#### **WHAT ARE THE MAIN FEATURES OF OUR CABLE ACCESSORIES THAT SET THEM APART?**

We strive to meet our customers' expectations on every level but one of our main goals presently is to continue to reduce lead times. Just within the last year, we have reduced lead times by nearly half on many of our products. I also think we excel in great customer service and technical expertise.

#### **HOW IS HPS EVOLVING THIS PRODUCT LINE TO MEET THE DEMANDS OF THE MARKET?**

We are increasing our product breadth. We already offer a large number of products, but we see the need for more. Ideally a customer could come to Hubbell for all of their products without having to source alternative suppliers.

#### **WHY DO YOU ENJOY WORKING AT HPS?**

This one is really easy. Hands down, I have very high job satisfaction. All the things I do each day matter. I find fulfillment in my everyday tasks at HPS, from the seemingly mundane to interacting with a customer about a technical question. Providing our customers with satisfaction, gives me satisfaction in return.

#### **WHAT'S THE BEST INDUSTRY EVENT YOU'VE EVER ATTENDED?**

Last year I went to Doble's "Life of a Transformer" seminar in San Antonio, TX. This event gave me more insight into how power transformers operate and all the different components that are required to make them work. It was neat to see how important the application of arresters was to the longevity of the transformer as well as its ability to provide uninterrupted power to the end user.



*Just within the last year, we have reduced lead times by nearly half on many of our products.*







# TIPS FOR CHOOSING THE RIGHT CABLE ACCESSORY

## 28 KV CROSS REFERENCE



### 28KV ELBOWS - WITHOUT TEST POINTS

Conductor	Hubbell®	Cooper®	Elastimold®
#2 Str / #1 Compt	228LE43	LE225CC04	275LR-CC5220
#1 Str / 1/0 Compt	228LE44	LE225CC05	275LR-CC5230
1/0 Str / 2/0 Compt	228LE45	LE225CC06	275LR-CC5240
2/0 Str / 3/0 Compt	228LE56	LE225DD07	275LR-E5250
3/0 Str / 4/0 Compt	228LE57	LE225DD08	275LR-E5270
4/0 Str / 250 Compt	228LE58	LE225DD09	275LR-E5270

### 28KV ELBOWS - WITH TEST POINTS

Conductor	Hubbell®	Cooper®	Elastimold®
#2 Str / #1 Compt	228LE43T	LE225CC04T	276LR-CC5220
#1 Str / 1/0 Compt	228LE44T	LE225CC05T	276LR-CC5230
1/0 Str / 2/0 Compt	228LE45T	LE225CC06T	276LR-CC5240
2/0 Str / 3/0 Compt	228LE56T	LE225DD07T	276LR-E5250
3/0 Str / 4/0 Compt	228LE57T	LE225DD08T	276LR-E5270
4/0 Str / 250 Compt	228LE58T	LE225DD09T	276LR-E5270

### ACCESSORIES

Item	Hubbell®	Cooper®	Elastimold®
Bushing Insert	225BI	LBI225	2701A4
Feed-thru Insert	9U04BEB001	LFI225	2702A1
Insulating Cap	9U01BEW500	LPC225	273DRG
Standoff Bushing	9U07BCF100	ISB225	272SOP
Grounding Bushing	9U07BAF100		272GP
Test Rod	225TR	TR225	370TR
Loadbreak Probe	225LBP	PK225	274LRF
Long Bi-Metal Lug	200LUGBx	CC2CxxT	02500x

### JUNCTIONS

Item	Hubbell®	Cooper®	Elastimold®
Feed-thru	228FT	LPF225H	274FT
2-pt Junction w/Brkt	228J2B	LJ225C2B	274J2
2-pt Junction w/U-straps	228J2U	LJ225C2U	274J2-5
3-pt Junction w/Brkt	228J3B	LJ225C3B	274J3
3-pt Junction w/U-straps	228J3U	LJ225C3U	274J3-5
4-pt Junction w/Brkt	228J4B	LJ225C4B	274J4
4-pt Junction w/U-straps	228J4U	LJ225C4U	274J4-5

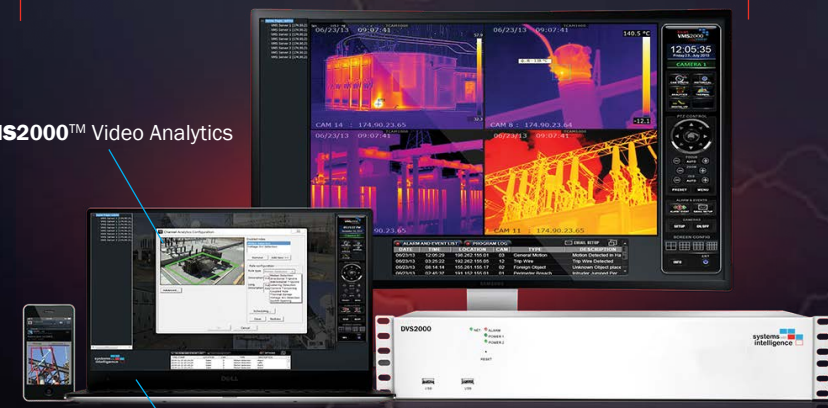
### ARRESTERS

Item	Hubbell®	Cooper®	Elastimold®
25kV 8.4 MCOV	225ELA10	3238019C10M	273ESA-10
25kV 10.2 MCOV	225ELA12	3238019C12M	273ESA-12
25kV 15.3 MCOV	225ELA18	3238019C18M	273ESA-18

# “ Intelligent Video Monitoring Solutions for Harsh Environments ”

VMS2000™ Video Management System

VMS2000™ Video Analytics



Remote Alarms / Remote Access

DVS2000™ Substation Hardened Digital Video Server

**SUBSTATION  
RATED  
VIDEO  
SECURITY  
EQUIPMENT**



# GO BIG 2016

Everything's bigger in Texas, and this year's IEEE was no exception. Dominating our 6,000 square foot booth was an 18.5ft BOLD transmission tower, designed in conjunction with AEP and Valmont.

## PRODUCT INTRODUCTIONS

Glass bell insulators | Video monitoring solutions from Systems With Intelligence™  
Communication and security devices from RFL® | ADSS hardware | EMC connectors  
Contact your HPS Territory Manager for more information on our product offerings.

Over the course of our three nights in the Hyatt Regency Tower, we hosted over 500 guests in the revolving restaurant, offering the best views of Dallas. If we didn't catch you this year, we hope to see you in 2018 in Denver!

850

EXHIBITORS

13,000+

ATTENDEES









# EMILY HERRINGTON, Product Manager

EXPLAINS HOW SHE IS HELPING HPS GROW IN  
THE COMMUNICATIONS MARKET





**Q YOU'RE STILL FAIRLY NEW TO HPS. WHAT IS YOUR BACKGROUND, AND HOW DID YOU GET STARTED IN THE COMMUNICATIONS BUSINESS UNIT?**

**A** Two years ago, Hubbell Power Systems acquired FCA, Fiber & Cable Accessories, Inc. out of Buford, GA. I had been with them for 14 years where I managed all national and international sales and marketing. Following the acquisition, I was given an opportunity to work in the Leeds, AL facility, enhancing HPS' position in the communications connectors market. It was a perfect fit with my education in marketing. The new role has allowed me to work with some of the best industry leaders. We prioritize the development of innovative products and the continuous improvement of our current products.

**Q WHAT IS GOING ON IN THE COMMUNICATIONS MARKET NOW, AND HOW IS HPS PARTICIPATING?**

**A** Turn on your computer or pick up your smart device and search "new fiber builds". You will see pages and pages of content about new networks on AT&T GigaPower, Google, Verizon and others nationally and internationally. We are fortunate enough to be directly connected to that growing infrastructure. The electrical industry already recognizes HPS for our wide breadth of high-quality products for transmission, substation and distribution, and we are especially focused on providing the same caliber of quality and promise in the communications market.

**Q HOW DO YOU SEE THE COMMUNICATIONS INDUSTRY CHANGING OVER THE NEXT TWO YEARS, AND HOW DOES HPS PLAN TO STAY AHEAD OF THE CURVE?**

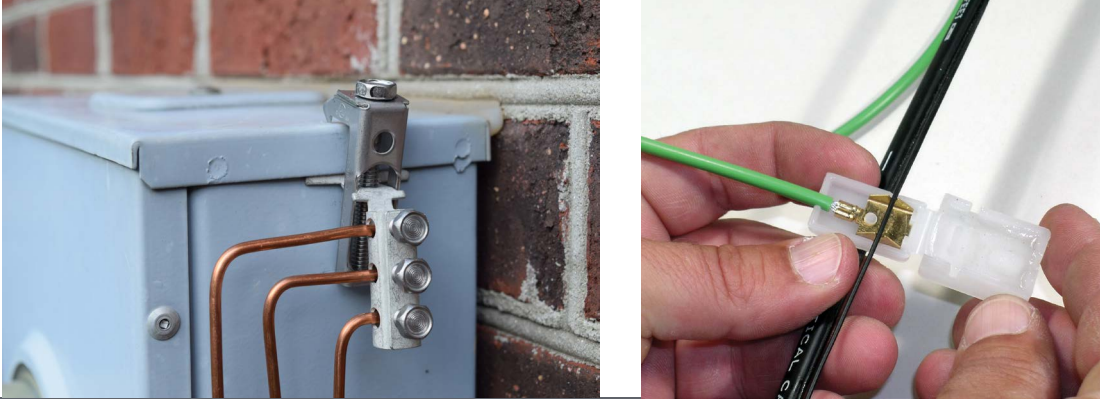
**A** Do you remember the days of dial-up? Those days were not that long ago. Since then, we've seen major changes in networks and in the transition to wireless; now, we're also seeing a massive growth in Fiber to the Home (FTTH). We live in a fast-paced world and consumers want blazing fast access to the internet. The FTTH movement will help offer the best access for today's consumers. HPS is prepared to lead nationally and globally with new product development, meeting the needs of the future. We are committed to the communications market, and through leveraging our solutions across Hubbell, we can more effectively provide a comprehensive solution for the years to come.

**Q WHERE DO YOU GET IDEAS FOR NEW PRODUCTS? HOW DO YOU TURN THEM INTO REALITY?**

**A** I am definitely not an engineer. Therefore, I tip my hat to the masterminds of our products. Specifically, John Sakmar, Communications Engineer, can take an idea from sales or myself and turn it into a reality - usually better than I imagined. Our sales team is also fantastic; they are the link from the field to the product managers, and their feedback is a great start for the new product development process. There are several projects in the works currently that were initiated from sales. Our customers will also come to us with a problem and we work diligently to create a solution. With our team, we always collectively find a way to make it happen.

**Q WHAT DO YOU ENJOY DOING WHEN YOU'RE NOT WORKING?**

**A** Since moving to downtown Birmingham, my husband and I are enjoying the city and being able to walk or ride the motorcycle anywhere. I had preconceived notions about what life would be like in Birmingham, and I'm happy to say I was so wrong. It's a lively, beautiful city with so much to offer. I am also an avid reader, so you can almost always find me with my nose in a book. By far, I am happiest just being around my family and friends.



# Welcome to the Hubbell Family

## **electric motion company, inc.**

On February 4, 2016, Hubbell Power Systems, Inc. announced the acquisition of Electric Motion Company (EMC). Located in Winsted, CT, the roots of EMC go back to its beginning in 1978 as a custom electric motor shop, and for the last 37 years EMC has grown to become a major player in the niche markets of grounding and bonding of electric and electronic equipment for the communications, power generation and transportation markets. EMC's innovative culture, capabilities, and products make for a seamless fit into Hubbell Power Systems' business in the communications and electric utility markets.

In addition to Electric Motion's standard product offerings of innovative solutions to common challenges in the field, they have also worked with customers to develop and produce new or modified hardware that best suits their needs. With the very broad range of manufacturing capabilities under one roof, EMC has excelled in quick turnaround of customized solutions.

The key to this growth was responsiveness to the customer. Over the years, EMC developed an active outside sales force for constant customer contact. Cultivating good relationships with customers involved traveling to field locations to interact with both staff and field personnel, learning what works for them, what doesn't and why, and developing new products that provide satisfactory solutions to their unique problems. In time, other customers saw the same needs arise, and EMC had the solution ready.

An example of EMC's responsiveness involves the development of their Intersystem Bonding Terminals (IBTs), pictured in the top left photo. By staying close to industry contacts, EMC had forewarning that the NEC was going to encourage the use of IBTs. The IBT mounts on meter bases and provides a ground point for each of telephone, cable TV and satellite services. By doing this, the NEC codewriters will bring all those ground systems in direct contact with the power grounds, with no differences in potential among all of them. EMC jumped on creating a design and had a product ready when customers needed them for their networks.

All of us at Hubbell Power Systems are excited to have EMC in the family to leverage our strengths to serve our customers with innovative products that solve problems, streamline installation and improve network reliability. For more information, see the EMC website or contact your HPS sales rep.

# QUIT SLACKING

ORGANIZE AND PROTECT AERIAL CABLING WITH  
OPTILOOP® SLACK STORAGE DEVICES



Snowshoes for Lashed Aerial or ADSS



New Horseshoe for Drop Cables



New Cable Wheel for Coils

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ABOVE & BELOW GRADE ENCLOSURES | TOOLS

Hubbell Power Systems is the largest provider of aerial and buried products for your outside plant needs.

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Your suggestions, editorial or photographic contributions are invited and may be submitted to [HPSliterature@hubbell.com](mailto:HPSliterature@hubbell.com).

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NOTE: We have a policy of continuous product improvement.

Please visit [hubbellpowersystems.com](http://hubbellpowersystems.com) to confirm current design specifications.

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[www.hubbellpowersystems.com](http://www.hubbellpowersystems.com)

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[HPSDELIVERS.COM/APPS](http://HPSDELIVERS.COM/APPS)



# IN DEPTH

Check out our Hubbell Power Systems YouTube channel for more in depth product information to include:

**TIPS | INSTALLATION INSTRUCTIONS | HPS SERVICES**

*In Depth is a series that provides a deeper dive on HPS products.*

*We tackle frequently asked questions and provide solutions and tips for handling products in the field.*