

ITW LINX Power & Protect Quarterly Newsletter

Q2 2017

Surge Protection for Power, Networks, and Connected Equipment

“The Leader in Surge Protection by offering innovative products to Power & Protect today’s electrical and communications infrastructures, resulting in increased network reliability and sustainability.”

Welcome to our quarterly newsletter. In this issue you will find:

1. New Product Introduction
2. New Applications Guide Tool
3. Helpful Technical Notes
4. The Representative’s Corner
 - Welcoming New Reps
 - Highlighting Existing Reps
5. Participation in Safety Standards, Committees and Industry Specific Conferences

1. New Product Introduction

○ AC (HARDWIRED) SURGE PROTECTION DEVICES

The AHW Series consist of Type 1 and Type 2 Hardwired Surge Protection Devices targeted to protect AC powered and connected equipment and systems from the destructive force of Surges, Transients and related AC Power Induced events. These state of the art protection devices offer a convenient and modern solution, resulting in reliable operations and long term performance. Click [here](#) for more information on these products.



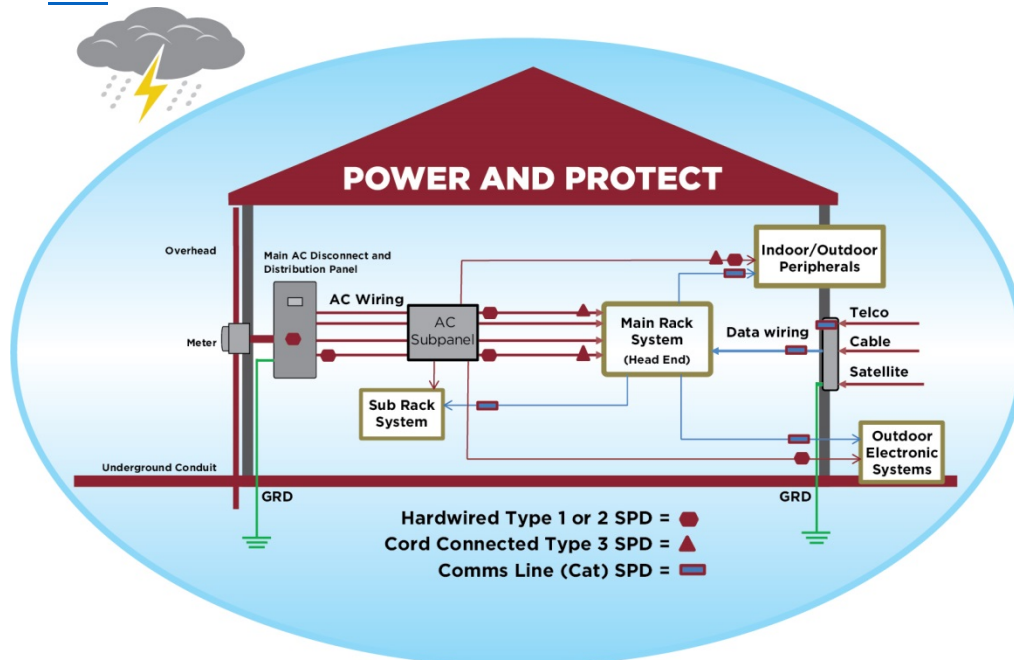
- 4 Pair Outdoor rated Category 6 Surge Protector

Click [here](#) for more information.



2. New Applications Guide Tool

The Linx Applications Guide has been designed to help in selecting a total AC power and Communications Line; Surge Protection solution for today's sensitive network environments. Please click [here](#) to learn more.



3. Helpful Technical Notes

- Double check that all AC power and communications lines are protected.
- Always verify AC Power and Wiring is correct before installing AC Surge Protection.
- Define cable and termination types when selecting a surge protection device.
- Most importantly choose a surge protection device that is UL listed and tested to applicable industry standards.

4. The Representative's Corner

Click [here](#) to find all ITW Linx Reps

○ Welcoming New Reps

TaylorLong & Associates Inc.

Address: 1718 SE Cutter Lane, Vancouver, WA 98661

Phone: (360) 892-8300

Web: www.taylorlong.com

Territory: Alaska, Idaho, Western Montana, Oregon, Washington

○ Highlighting Existing Reps

Brad Hahn & Associates

Address: 1130 Arrington Circle, Oviedo, FL 32765

Phone: (407) 580-6910

Territory: Florida

Brad Hahn & Associates, LLC is a manufacturer's representative company covering the state of Florida. We are based out of Orlando, FL. Our goal is to be the best manufacturer's representative firm in Florida. By keeping our number of lines to a manageable number, we can give each line the time and effort they deserve. By having the best salespeople, we will create, maintain and flip more specifications than anyone in the state.

We currently have 3 salespeople:

- Brad Hahn – 33 years of experience. 29 years working directly for Belden. All but 10 of those years were based out of Florida. Territory rep, Regional Datacom Manager, National Account Manager, Area Manager, and Regional Manager.
- Debbie Brown – Born and raised in south Florida. 16 years in the industry selling data, telecommunications and security all in southeast Florida.
- Bill Hahn – 15 years of experience. 4 here in the state. Has rapidly built a network of loyal customers.

Current lines:

- AFL – Fiber optic cable, connectivity, test and inspection equipment and fusion splicers
- ITW-Linx – Surge Suppression
- Allen Tel – Telecommunication and Datacom equipment

- Duraline – eABF air blown fiber, interduct
- Xtreme Power Conversion – UPS, managed power
- TKH Security – Cameras

Key end users:

- Florida Polytechnic University
- Reedy Creek
- Disney
- Universal
- FAMU
- Four Seasons
- Ave Maria University
- NASA
- CSX
- FIT
- Crowley

Why ITW-Linx? The reliability and correct operation of electrical equipment and networks always rely on Surge Protected AC Power and Communications Lines, and I have found out that ITW-Linx has the Product, Commitment and Knowledge to help Power and Protect today's systems. Plus they continue to develop new products to serve the ever evolving market.

5. Participation in Safety Standards, Committees and Industry Specific Conferences

- UL1449 Standard for Surge Protection – Voting Member of technical panel
- ATIS/PEG (Electrical Protection Group) <http://www.atis.org/peg/advisory.asp>
- ISE Expo 2017 <http://iseexpo.com/speakers/jim-pelegris/>
- BICSI Fall Conference, Las Vegas <http://www.bicsi.org/fall/2017/Schedule.aspx?d=3>