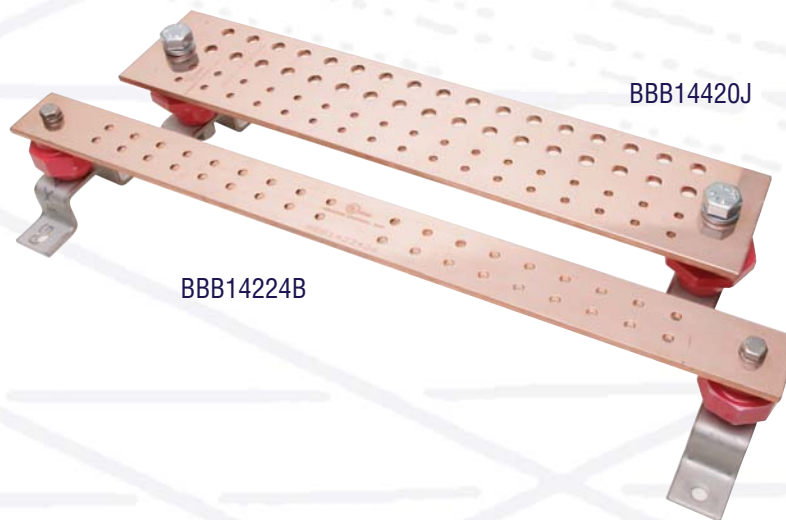


BURNDY® BUSBARS

Copper BusBars

Product Introduction Materials:

- Introduction Information
- FAQ
- Sales Drawings
- Catalog Sheets
- Price Sheets
- Press Release



As the recognized leader in the grounding industry, we have now added a natural complement to our product offering — BURNDY® BusBars. Our UL Listed BusBar is offered in a variety of sizes and hole patterns. BusBars are often used as a common ground point in a data center or central office but are also used as an essential part of a power system. Most come complete with insulators, brackets and hardware so they are easily installed in the field.

We offer two BusBars that have been specifically designed to be mounted to an equipment rack, vertically or horizontally. These do not include the insulators or brackets as they are unnecessary for this application. These two BusBars are not UL Listed.

We also offer two sizes of undrilled BusBars; 12" long or 24" long. These come undrilled and include the insulators and brackets so they can be custom drilled in the field to meet any of the customer's special requirements.

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Customer Service
1-800-346-4175
International:
1-603-647-5299

www.burndy.com

Experience. Technology. Answers.™



Frequently Asked Questions:



- Q. Can I get a hole pattern different from the ones that are currently offered?**
- A.** Customer requirements can vary by job; we've tried to pick the most common patterns that are suitable for many different applications. These sizes will be stocked in Londonderry. *Custom sizes can be provided through the FOCUS process.* But if they only need a few - don't forget our undrilled versions!! These can be easily drilled in the field to meet the customer's specific requirements.
- Q. What customers should I target?**
- A.** BusBar is used in virtually every market. Telecom, new Industrial & Commercial projects, data center contractors, large OEMs, and renewable energy contractors are very good places to start. Many distributor personnel are unsure where to source this product. Make sure the inside and outside salespeople are aware that BURNDY® is in the BusBar business.
- Q. What are the rack versions used for? Why don't they come with the bracket and insulators?**
- A.** The BBBHR19 and BBBVR36 are pre-tapped to be mounted directly to a cabinet or "rack". The racks are generally used to support computer equipment.
- Q. Can I buy the insulators and brackets separately?**
- A.** Most of our BusBars come complete with insulators and brackets.* But, yes, the brackets and insulators are available by ordering B38633700.
- *BBBHR19 & BBBVR36 do not come with insulators or brackets; they are not required for the application for which they were designed.
- Q. What are the brackets and insulators made of?**
- A.** Mounting brackets and assembly bolts are stainless steel. The standoff insulators are made of flame retardant, glass reinforced polyester. UL Recognized.

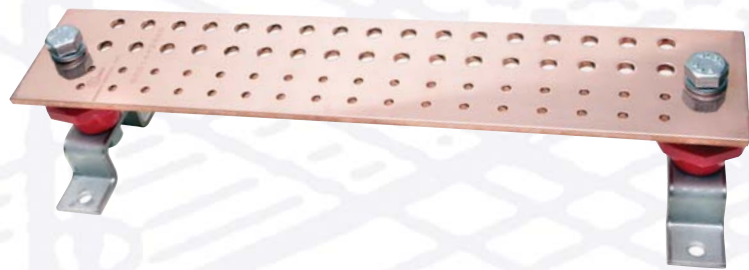
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Frequently Asked Questions: (cont'd)

Q. What are common uses for ground bars?

A. Grounding bars (BusBars) provide a common location for ground wires throughout a building or structure.

Q. Who are the competitors?

A. Our main competitors will be Harger, Erico, Panduit and small job shop manufacturers.

Q. Are they in stock?

A. Yes! The 13 sizes included in this introduction are in stock. Custom sizes are available and would be handled by the FOCUS process.

Q. What type of add on sales would be common for BusBar buyers?

A. Customers buying BusBar quite frequently will need YA or YGA type compression terminals, heat shrink, TMH kits (tongue mounting hardware) and our YG-B type connectors.

Q. The competitors' BusBar has a different drilling than ours, do I need to submit a FOCUS?

A. We are offering 13 common BusBars and hole patterns and while they may not match up exactly to our competitors, there's a good chance one of ours will do the job. Thickness and width are critical to the amperage the bar will carry and as long as we have enough holes for the lugs they need to mount with the appropriate hole spacing, we should have a BusBar that will work! And our standard BusBars are in stock!!

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HUBBELL