

Channel Partner Sales Guide

Medium Voltage Terminations (5kV - 69kV): High-performance medium voltage terminations based on field-proven cold shrink technology, pioneered by 3M

OPPORTUNITY

3M™ Cold Shrink and Tape Terminations are used by electric utilities, commercial and industrial customers to terminate 5-69kV underground or insulated distribution systems. The purpose of a termination is to provide stress relief at the insulation shield of the cable, environmental sealing at the connector and a track resistant insulation. These functions protect the cable and the circuit at this critical connection point.

There are 5 key delivery systems/technologies for terminating cables:

- 1) Cold Shrink
- 2) Push-on
- 3) Heat Shrink
- 4) Tape
- 5) Porcelain

3M's core technology and value proposition for these options is Cold Shrink. 3M pioneered the technology over 45 years ago.

MARKETS

- | | |
|---|---|
| ☒ Commercial Const. | ☒ Industrial Construction |
| ☒ Data Centers | ☒ Mining |
| ☒ Education | ☒ Oil & Gas |
| ☒ Electrical Distribution | ☐ Residential Construction |
| ☐ Electronics | ☒ Retail Construction |
| ☒ Energy Generation | ☒ Transportation |
| ☐ Food & Bev | ☒ Industrial Construction |
| ☒ Government | ☒ Renewable Energy |
| ☒ Health Care | |

KEY DECISION MAKERS

- 1) Owner - drives the standard in many cases and may have a representative on the project site
- 2) Design and Build Firm - responsible for the turn-key design and construction of the project, they may own the specification
- 3) Electrical Contractor – responsible for installation and heavy influence/control of product selection

3M FEATURES & BENEFITS

Reliable

- Robust high-performance design
- Simpler installation helps reduce craft errors
- Integrated design helps ensure installation consistency
- Living seal provides constant radial pressure
- Meets IEEE 48, Cenelec O278, IEC 502 and GB
- UV resistant, hydrophobic and track-resistant
- Factory-tested material

Efficient

- Helps minimize installation time in enclosed or contaminated environments
- Helps improve outage repair and installation time through intuitive and user-friendly products
- Step core design for easy and simple installation and wide application range
- Compact configuration with High-K stress control tube
- Built-in High-K stress controlling compound
- Built-in environmental top sealing compound
- Designed to last the life of the cable
- No tools, torches or other heat sources required



3M™ TERMINATIONS PRODUCT TIERS

Premium Tier: 3M™ Cold Shrink QT-III Termination Kits - The QT stands for ‘Quick Term’ and the QT-III and provides increased reliability and decreased installation time.

Mid-Tier: 3M™ Cold Shrink QT-II Termination Kits - QT-II is 3M’s fighting brand that utilizes 3M’s core Cold Shrink technology.

Lower Tier: 3M™ Tape Terminations are sold in areas where cost is the major driver or flexibility is needed.

3M™ COLD SHRINK PRODUCT CATEGORIES

3M™ Shearbolt Lugs & Accessories

- ☐ Two-Hole Shearbolt Lugs
- ☐ Shearbolt Holding Tools



3M™ Single Core Termination Kits

For Use with Compression Lugs

- ☐ Indoor
- ☐ Outdoor
- ☐ Inverted
- ☐ With Top Insulator

For Use with Shearbolt Lugs

- ☐ Indoor
- ☐ Outdoor
- ☐ Inverted
- ☐ With Top Insulator



3M™ Three Core Termination Kits

Indoor

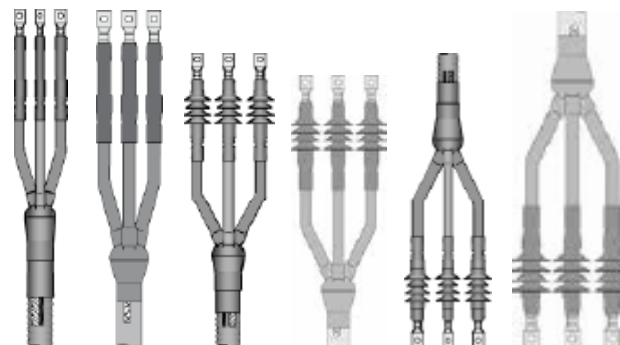
- ☐ Cabinet Mount
- ☐ With Ground Wire
- ☐ Without Ground Wires
- ☐ With Top Insulator

Outdoor

- ☐ With and without Ground Wires

Inverted

- ☐ With and Without Ground Wires



Electrical Markets Division
6801 River Place Blvd. Austin, TX
78726-9000 USA

Phone 1-800-245-3573
Fax 1-800-245-0329
Web 3M.com/electrical

3M is a trademark of 3M Company. © 3M 2017. All rights reserved.

Important Notice

Before using this product, you must evaluate it and determine if it is suitable for your intended application. You assume all risks and liability associated with such use.

Warranty; Limited Remedy; Limited Liability.

3M’s product warranty is stated in its Product Literature available upon request. **3M MAKES NO OTHER WARRANTIES INCLUDING, BUT NOT LIMITED TO, ANY IMPLIED WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE.** If this product is defective within the warranty period stated above, your exclusive remedy shall be, at 3M’s option, to replace or repair the 3M product or refund the purchase price of the 3M product. **Except where prohibited by law, 3M will not be liable for any loss or damage arising from this 3M product, whether direct, indirect, special, incidental or consequential regardless of the legal theory asserted.**