



Electrical Markets Division
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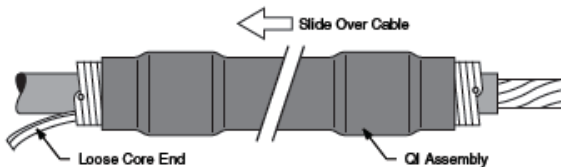
3M™ Cold Shrink Quick Insulator QI Series



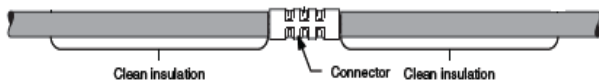
Sales Demo Sheet:

Installation Instructions:

1. Park the QI insulator on the cable prior to making the connection.



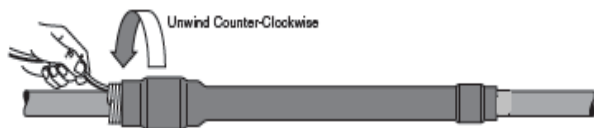
2. Make the connection and file off any sharp edges on the connector.



3. Center the QI insulator over the connection.



4. Install the QI insulator by pulling the loose core end and unwinding (counter clockwise). Continue unwinding until installation is complete.



5. Installation is complete.



Features, Advantages and Benefits:

Features	Advantages	Benefits
Cold Shrink Technology	Quick & consistent installation	Time savings and reliability
	Excellent sealing	Long-term performance
	Avoids use of heat/flame	Safety
	Durability	Lower skill requirements
Factory Installed Mastic Rings	Range Taking	Long life, reliability
	Fills in cable jacket imperfections	Reduced inventory
		Accepts different diameter cables
		Reliable seal

Demo Tips:

- Perform hands-on demonstration with the customer.
- Explain the range-taking capability of the factory installed mastic rings and the ability to fill in cable imperfections.
- Explain the opportunity to reduce inventory due to the range-taking capability of the QI Series insulator.
- Explain the benefit of a low profile part.