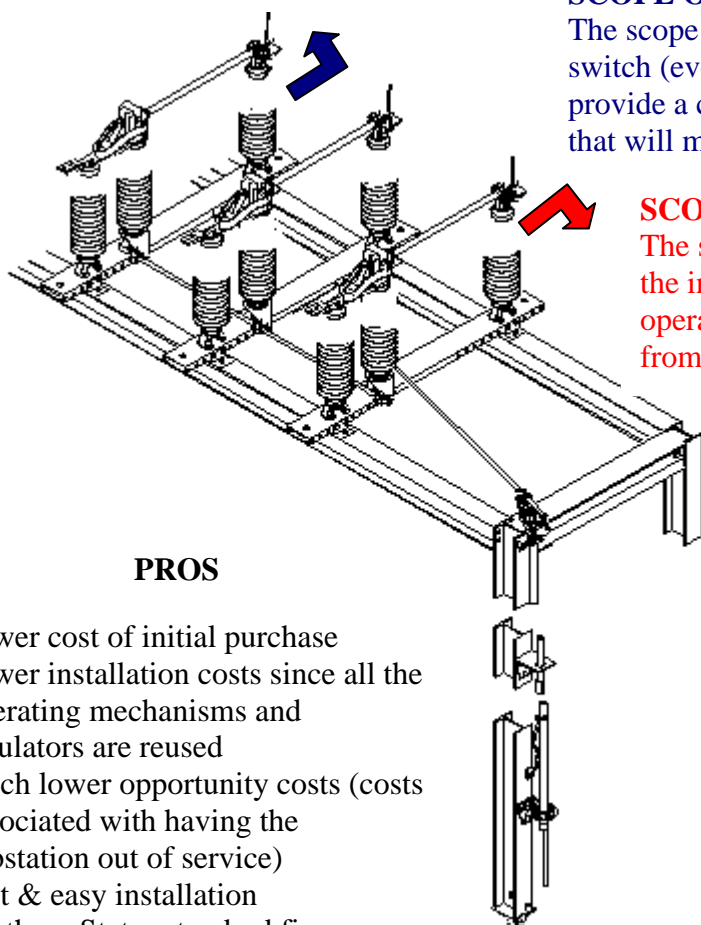


RETROFIT

Your Existing Switches



SCOPE OF A RETROFIT

The scope of a retrofit covers the live parts of a switch (everything from the blue arrow and up). We provide a complete three phase set of new live parts that will mount on the existing insulators.

SCOPE OF A RETROFIT

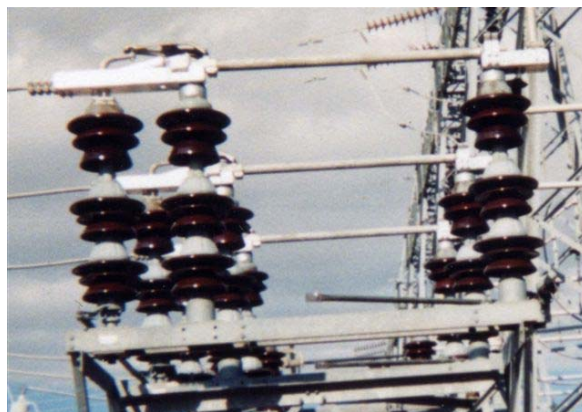
The scope of a retrofit does not usually cover the insulators nor does it usually cover the operating mechanism of a switch (everything from the red arrow and below).

PROS

- Lower cost of initial purchase
- Lower installation costs since all the operating mechanisms and insulators are reused
- Much lower opportunity costs (costs associated with having the substation out of service)
- Fast & easy installation
- Southern States standard five-year warranty on the retrofitted components
- Instead of changing some failed parts from a switch a thorough replacement of all live parts is performed.
- This eliminates the risk of more failures from other outdated parts.

CONS

- Insulators, bases, and operating mechanisms must be in good shape.
- The customer must provide very detailed information (drawings) of the existing switches.
- It might not be possible to exactly match the height of the terminal pads and/or the terminal pad to terminal pad length, necessitating modifications of existing bus (if the switch is equipped with bus on one or both ends).



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