

Inrush Current Protection – Inrush Current Limiters (ICLs) & Custom Temperature Sensing Probes

▶ WHERE TO HUNT

Target Customers: ChargePoint, BiAmp, Eaton, Emerson, Enphase, Rheem, GE health, Generac, Rockwell Automation, Schneider, Ford, Tesla, Rivian, Lucid, Miller, Ametek, Astrodyne, ABB, Acuity, Moog, Ryobi, Verizon, Caterpillar, Lincoln Electric, HACH, Nidec, MPS, Boston Scientific, SpaceX, Medtronic, Carrier, Philips Respironics, Stryker, Thermo Fisher Scientific

Door Opener Questions:

- Is the **power supply** section of the application designed in-house?
- Does your design include **electrolytic capacitors**, **power transformers**, or **motor drives** that cause inrush or need controlled energization?
- Does **sensitive equipment** need protection from startup **voltage spikes** or **high current draw**?
- Is Inrush condition causing **breakers to trip** or **blown fuses**?
- Very high energy Inrush Conditions up to $E = 800\text{Joules}$?
- Is Steady State Current draw more than $I=10\text{A}$ up to 50Amp ?
- Any special requirements for temperature sensing probes?

▶ HOW TO CLOSE: Advancing the opportunity

- MOST ICL PNs are available in stock at sample site today!
- Fast PN development and samples for custom temperature probes

▶ APPLICATIONS

Industrial: Power Supply, Inverter, Motor Drive, Pump, Welder, Robotics, Test equipment, Grid Tie Inverter

Green Energy: Solid Oxide Fuel Cell, Solar Inverter, Wind Converters, Energy Storage Systems, LED Lighting Systems

Medical: Imaging Systems / MRI, Monitoring Equipment, Thermometry, Respiratory Pump, Robotic Surgery

Data Centers: UPS Systems, Telecom Power Modules, AI / Cloud server power supplies

Automotive: EV Charging, On-board Charger, BMS, Climate Control

▶ HOW TO SELL: Sell the Solution, not the component

- **NTC ICLs** – **highest energy** inrush circuit protection with no relay
- **NTC ICLs** -- Country of Origin **USA**
- **PTC ICLs** – high energy inrush circuit protection for **wide operating temperature range** (-40°C to $+120^{\circ}\text{C}$)
- **Custom Temperature Sensing Probes** – highly customizable including wire length/type, connector, housing, RT curve, high dielectric voltage strength, special safety certifications (i.e. UL)
- **Temperature Sensing Probes** – Low or Medium quantity volume high mix industrial customers are no problem
- **Temperature Sensing Probes** – Assembled in **USA** or **Mexico**