



May 21, 2025

RE: Sole Source Letter for Southern States Reclosers

The Southern States LLC recloser is the industry's only fully "utility designed" recloser. This product is the result of public power utilities (Cooperatives and Municipalities) coming together, discussing issues they have faced in the field with reclosers, ways to solve those issues, and ways to make a 3 phase recloser better meet their operational needs. All those ideas from various people within the utility (management, apparatus & lineman) were consolidated to form criteria for the design of the Southern States recloser. As such, the Southern States recloser is nothing like any other product on the market, and completely unique. Below is a list of features that are not available with other vendors devices:

1. Built in **fault indicator light** per phase.
2. **Tempered glass indicator covers** in place of the industry standard plastic indicator cover to prevent the need for a truck roll to change out clouded indicator covers over time.
3. Completely **unique control cabinet** utilizing industry standard SEL relay with the following items that no other vendor offers or provides
  - a. **304 stainless steel NEMA 4X "Completely Insulated" cabinet** - to eliminate cabinet sweat in high humidity summer mornings. No other vendor offers an insulated cabinet.
  - b. **Surge protection on incoming AC power** - to prevent lightning strikes on the line from creating AC power surges that will damage equipment inside the cabinet.
  - c. **AC and DC breakers** - in place of industry standard fuse blocks to prevent the need to keep up with lots of spare fuses in the cabinet
  - d. **10-year lithium-ion battery** - in place of industry standard 3-year lead acid to greatly reduce the O&M budget associated with battery maintenance
  - e. **Wired Communication Panel** – Includes terminal block & din rail for all necessary SCADA communication equipment installation. Prevents the need for wiring, drilling, or bolting of equipment a customer may need to add to the cabinet for SCADA communications.
  - f. **Manual Open/Close Operation Buttons** - for lineman safety and ease of urgent operation situations. Eliminates need for linemen to access the relay for operation.
4. Delivered with **pre-programmed relay** per utility requirements to ensure proper factory tested operation, and to ease the time required by the utility to get the recloser in service.
5. **Largest** diameter manual operation handle with brighter yellow ring around it to aid the lineman in field operations.

Below is a list of items that are standard with the Southern States recloser that are paid upgrades with all other vendors:

1. 6 built in resistive voltage sensors rated at <1% accuracy
2. 900A continuous current rating
3. 304 stainless steel cabinet



- 4. Cabinet items
  - a. Heater in the cabinet
  - b. Door alarm
  - c. Convenience outlets

Southern States is committed to the continued improvement of the recloser by continued listening to the market (distribution customers). Several key customers are engaged regularly to provide feedback on ideas for improvements, and new ideas for new features and functionality. This is how the Southern States recloser will continue to be the only fully **utility designed recloser** that will continue to improve based on market demands and needs.

The above information conveys the reasons that the Southern States LLC recloser is unique to all other reclosers on the market. What's not covered above is the best-in-class after sales service and support that is provided to all Southern States recloser customers. The very first item in Southern States LLC's "Core Values & Quality Policy" is "We will provide the best customer care in our market and be a model corporate citizen". This is taken very seriously by all Southern States associates. Our customers will attest to the fact that our support is best in class. **After Sales Service** is a critical item that our customers have stated is essential to their operations and another reason the Southern States recloser sets apart from all other reclosers.

If there are any questions, or need for more details or information, please feel free to contact me directly.

Thanks,

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