



NURSERY SUPPLIES INC.

"HELPING YOU GROW YOUR BUSINESS"

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May 3, 2007

To: All NSI Plant Managers
Re: Total Protection Solutions project

All four Nursery Supplies manufacturing facilities are equipped with Total Protection Solutions transient voltage surge suppressor (TVSS) units. These units protect our plants and equipment against power surges from any source. They have saved Nursery Supplies tens of thousands of dollars in electrical/electronics equipment repair bills that were occurring annually before they were installed. Return on investment has been a few months in all plants, and they have already paid for themselves many times.

In our Florida plant alone we were spending from \$40,000.00 to \$60,000.00 annually just on variable speed drive repairs. And, this did not include downtime costs. These costs have disappeared since installing the TVSS units.

We have approximately 50 units protecting our plants. The units are located on the power buses from the switchgear and the power panels. Some machines have secondary protection units mounted in the machine control cabinets. These units have practically eliminated nuisance lockups, reprogramming, and downtime for our PLC's.

With the lightning storm and hurricane season approaching, please make sure to check these units periodically as part of your preventive maintenance program. Visually check the three LED'S on the front cover. They should all be lighted. The units have a long, unlimited free replacement warranty, so if there are any units not functioning properly please let me know.

Lynn E. Hospelhorn

Corporate Electrical Engineer

