SOLAR PROTECTION

Success Story

Solar fuses offer better performance and cost efficiencies, while preventing costly downtime and damage to OEM reputation

PRODUCT:

SPXI & SPXV | 1500 V Dc Solar Fuses & Fuse Holders

Introduction

An integrated cabling and switching manufacturer was using outsourced solar fuses that were not performing in excessive heat. To help eliminate these failures, the manufacturer was installing a higher amperage fuse (30 A)—at a higher cost—for an application that required only a 20 A solar fuse. They also were incurring the added costs of physically replacing the blown fuses sooner than normal. In addition, the manufacturer felt their customers were losing confidence in their brand and this issue was damaging their reputation. They needed to find a more permanent solution that was both reliable and cost-effective.

Quick Facts:

Industry:
Solar Energy

Application:
Combiner boxes/cable for solar string inverters

Customer:
OEM

End-User:
Digital Manufacturer

Benefits:
Fuses that withstand high ambient temperatures and operate at stated functionality. Other benefits include inventory flexibility and cost-efficiency

Situation

Littelfuse approached the manufacturer regarding our well-established brand of fuses. Although the manufacturer was impressed with our fuse performance in high temperatures, quick response and quality process, they had concerns our solar components would be too expensive. Littelfuse dispelled their fears by offering attractive commercial terms to match their volume expectations. To eliminate the advantage of a local competitor and take into account the time-sensitivity of the project, the Littelfuse industrial team, in collaboration with our warehouse and logistics team, developed a new inventory strategy (a local buffer stock). These initiatives not only removed any concerns of supply issues or timing, but also demonstrated how responsive the Littelfuse support team could be.

After the initial product specifications were met, the CEO of the manufacturer viewed a Littelfuse educational webinar regarding solar fuses and sizing for specific applications. The webinar expanded the manufacturer's understanding of our higher amperage fuse capabilities and spurred a new discussion to expand the OEM's product portfolio.

Outcome

By responding quickly, Littelfuse was able to stop an impending deal with the existing fuse supplier and the manufacturer switched to Littelfuse. They awarded Littelfuse a substantial solar fuse and fuse holder order and foresee next year's sales doubling. In addition, the manufacturer is interested in other Littelfuse products including surge protective devices and arc-flash relays as well as the development of Littelfuse 80 and 100 A solar fuses and fuse holders for future projects.

Littelfuse®

Expertise Applied | Answers Delivered