

Avery Sticks with EPCO

25-year Relationship built on vendor excellence with creative products

Ken Avery's relationship with EPCO runs deep, according to the Vice President of Vendor Relations at Capital/Tri-State, the Electrical Distributor of Choice (the actual newly merged company's name). He recalls that he's been doing business with EPCO for 25 years in a variety of positions with other companies, or "past lives," as he puts it.

"They're not a me-too company. The leadership thinks 'out-of-the-box' to develop products that address real lighting needs."

With 43 stocking locations, Avery is pleased with EPCO's 99-plus percent fill rate on first shipments. "We rank EPCO as an "Excellent" vendor," Avery says. "They are a valued supplier, offering wonderful service and strong local representation in our markets."

On the product side of the business, Avery really admires EPCO for always looking for new, innovative products. "They're all about building, manufacturing and packaging quality products with reliability that just doesn't disappoint—us and our customers. That's why we order a myriad of products from EPCO."



Jim Eldringhoff, Sales Manager - R. C. Colerick; Ken Avery - VP of Vendor Relations, Capital Lighting and Supply

It Pays to be Energy Efficient with EPCO's GFF Series™ Fluorescent Linear Lighting Fixtures

EPCO's GFF Series Fluorescent Fixtures save money and energy in a variety of ways. They accommodate both T5 and T8 lamps, are ideal for wet environments indoors and out, and provide superior energy efficiency and long life. Even better, a full complement of options and accessories are also available, including specular reflectors for targeted lighting, which greatly increases lighting effectiveness and efficiency.



But there are even more money-saving reasons to upgrade! Right now, building owners can take advantage of rebates from their local electrical utility (where applicable), and receive an EAct Tax Deduction of \$0.30 per square foot for installation. The typical return on initial investment averages less than two years. Contact your EPCO Sales Representative for product and pricing information.

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Q: GFF Series - What's the best lamp choice for my lighting application - T5 or T8?

A: T8 lamps provide better light quality with less glare in areas where the fixture height is less than 20 feet.

T5 lamps deliver a brighter light source and combined with the use of EPCO's specular reflectors, provides better optic precision. This results in better quality light output and higher fixture efficiency.

As a general rule, T5 fixtures should be used in applications above 20 feet in height, with a gap between 8 and 25 foot heights where either T8 or T5 fixtures can be used successfully.



Got a question?

Ask EPCO - 800.336.1976 or sales@engproducts.com

Everything Comes to An End



The Federal Government will phase-out Thomas Edison's invention, the incandescent lamp by 2014. The 2005 Energy Policy Act (EPAAct) is intended to boost the energy efficiency of almost every significant product, tool and appliance that we use, from lamps to light trucks.

The phase-out of the incandescent lamp will start with the 100-watt lamp in 2012 and end in 2014 with the 40-watt. By 2020, all lamps must be 70% more efficient than they are today.

Be ready for the change with EPCO's ProSeries™ GU24 Light Fixture. The ProSeries GU24 provides an economical energy efficient lighting solution for the building owner. And EPCO's "newest" Light Fixture combined with our GU24 Compact Fluorescent Lamp (CFL) provides more visible light, gives-off less heat for the same amount of electrical energy, and reduces annual maintenance costs.

For a limited time, rebates from your local utility and tax deductions resulting from the 2005 EPAAct legislation are available with the installation of the ProSeries GU24 Utility Light Fixture. This fixture's unique GU24 socket base eliminates screw-in type incandescent lamps and CFLs because it is not "backward" compatible with the Edison base socket.

Current Federal and State incentives are making it more cost-effective than ever before for building owners to upgrade to energy-efficient lighting. Eleven states offer more than 50 energy-related incentives. The Database of State Incentives for Renewable and Energy Efficiency (DSIRE) is dedicated to clean and renewable energy resources. Visit www.dsireusa.org for a list of participating states and their incentives.



FREE
ProSeries GU24
and GFF Series
Fluorescent
Light Fixture
Evaluation
Samples!

Visit engproducts.com to request a sample!

GFF Series™ Linear Lighting Fixtures Merchandising Kit

With every qualifying sales order of twenty (20) 4-Foot GFF Series fixtures or ten (10) 8-Foot GFF Series fixtures you will receive a GFF Merchandising Kit. The kit includes a 4-Foot GFF Series Lighting Display Fixture, GFF Merchandising Poster, 50 Product Data Sheets, and an EPCO Header Card.



ProSeries™ and ProSeries GU24 Utility Lights Merchandising Kits

Contractor demand for EPCO's new ProSeries and ProSeries GU24 Utility Lights continues to grow. These Utility Lights are ideal for food processing facilities, commercial kitchens, industrial facilities, livestock containment buildings, laundries, saunas, pedestrian and road tunnels, elevator shafts, storage buildings, car washes, refrigerators, freezers and more.

With your qualifying sales order of twenty-four (24) ProSeries or ProSeries GU24 Utility Lights you receive the "new" Merchandising Kit. The kit includes the respective ProSeries Utility Light Fixture mounted on an attractive counter display (9" w x 12" d) with an integral literature rack, a ProSeries application poster, 50 Product Data Sheets and an EPCO Header Card.



EPCO Tube Guards

EPCO now manufactures T5, T8 and T12 colored Tube Guards. We are the only vertically integrated Tube Guard manufacturer exclusive to the electrical marketplace that provides superior service, and expedited delivery. And our pricing is very competitive. To get your "free" evaluation sample of our Tube Guards, contact Amanda Sackett at asackett@engproducts.com.



For a limited time receive 10% off your purchase of EPCO Tube Guards in any combination of part numbers. The 10% discount applies only:

- If you have not previously purchased any EPCO Tube Guards.
- If you have previously purchased Tube Guards but are now adding different Tube Guard part numbers.
- The sales order must include a minimum order of two (2) cartons of Tube Guards, 48 units total.

For more information contact your EPCO Sales Representative.

Bright Idea: EPCO Solutions in Action

Noble Conservation Solutions chooses EPCO's GFF Series Fluorescent Fixtures for Retrofitting Macy's Parking Garage: Nearly \$35,000 estimated annual energy savings, plus more than \$80,000 in rebates and tax credits!



Do you have a bright idea?

Tell us your story! Contact Allen Guidry, Marketing Manager, at aguidry@engproducts.com.

TRIVIA

Be one of the first 25 participants to answer the question correctly and receive a prize. Contact Amanda Sackett at asackett@engproducts.com. Good Luck!

What was Memorial Day formally called?

Is This Newsletter Addressed Correctly?

To ensure that you receive future mailing of EPCO's Customer Newsletter, let us know if there are any changes that should be made to the mailing label. Please complete the following and FAX to:

Engineered Products Company - 800.336.2801- Attention Marketing.

- Please Correct the Name, Title and/or Address.
- Substitute this Name for the Name shown on the mailing label.
- Add this name to your mailing list.
- Remove this name from your mailing list.
- Are there other individuals in your company who should receive this newsletter?

Name: _____

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Address: _____

City: _____ State: _____ ZIP: _____

Telephone: _____ Fax: _____

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