

Graybar Ranks EPCO Superior

The third largest electrical distributor in the U.S. has high performance standards for its 250-plus locations, and EPCO has measured up for the 19 years the company has done business with Graybar. The giant distributor generates nearly \$5 billion in annual revenue.

Rod Schroeder, Customer Service Manager in Milwaukee, Wisconsin, rates EPCO "superior" when compared to Graybar's top 10 performing suppliers. "It's hard to beat EPCO's product quality, pricing and delivery," he says. "And our sales rep is outstanding, advising us of new products and promotions."



Rod Schroeder, Customer Service Manager - Graybar, Milwaukee, WI.

EPCO's First Rep Council Meeting Consensus: Add Products

The results were unanimous: add products and add them quickly. "We'll be working harder and faster to develop and market new product line additions," EPCO President, Jack Schuster, assured the council. In fact, the company will be adding a new product manager next year to support its growing catalog.



Jack Schuster (President, Engineered Products Company), Bob Conrad (Triple C-Conrad Sales), Bob Tuniewicz (Tri-Tech Sales Associates), Bruce Anderson (Interwest Electrical Sales), Steve Andrew (Lee-Noonan Sales Company), and Bob Latzke (National Sale Manager, Engineered Products Company).

EPCO Rep Council members were pleased that the company is asking for their feedback, reporting that many of the larger manufacturers they represent do not. Since the September 6 meeting, EPCO has been considering many of the Council's suggestions and responses logged during the discussion about best practices.

Distributor suggestions are always welcome. If you have one, email it to Allen Guidry at aguidry@engproducts.com.



Did You Know?

EPCO's TIGER 400 (P/N 15700) was used in the construction of the Trump International Hotel and Tower that overlooks the Chicago River in downtown, Chicago?

If you know of any other interesting locations in which EPCO products are installed, email the info to aguidry@engproducts.com for a free EPCO gift.

EPCO's Golf Classic Co-Sponsorship Helps Bridge Collapse Victims

EPCO was a major Contributing Sponsor at the North Central Electric League's 50th annual Electrical Industry Golf Classic, held in St. Paul. One-half of the \$4,500 raised by the event was donated to the American Red Cross to help the victims of the tragic 35W bridge collapse, in Minneapolis, on August 1st.

According to Dale Yohnke, the league's executive director, "We're grateful not only for EPCO's 31-year membership, but also their generous support."

New UL Standard for Temporary Lighting Strings

Did you know that Underwriters Laboratory (UL) recently changed the 1088 code for Temporary Lighting Strings? There is some confusion in the marketplace regarding what or which Temporary Lighting Strings are or are not UL listed and why.

Effective March 1, 2007, the revised UL standard will now force electrical distributors and contractors to sell and use a slightly more expensive, heavier-duty UL Listed product that was at one point the industry standard.

The National Electric Code in conjunction with the UL 1088 code change does not prevent distributors from selling any manufacturer's existing flat cord temporary lighting string with a UL label manufactured prior to March 1. However any Temporary Lighting Strings installed on construction sites or used in similar applications that do not meet the requirements of UL 1088 code change may be subjected to removal at the contractor's expense as required by the local electrical inspectors. When making a purchasing decision, always check your supplier's UL listing label for the month of manufacture.

EPCO has published a brief summary of the key revisions to UL Standard 1088 code change. This document is posted on our web site in the CordLight product section as well as posted to the EPCO's intranet for easy access by our Distributors. Go to <http://www.engproducts.com/OurProducts/ProdSection.asp?seclD=1>.

Register at engproducts.com for Real-Time Info

Access to our intranet makes it easier than ever to do business with EPCO. Registration is a snap: go to <http://www.engproducts.com/CustomerService/regDistributor.asp> or find the Customer Service tab on the home page. As you roll over the link, the Distributor Site Registration Form will appear. Click on it, complete the form and click on send information. You'll be able to immediately:

- Search product inventory
- Check order status
- Access invoices
- Get quotes
- Track shipments
- Get an RMA form

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