

New Extension Cords Kick off EPCO's 2008 Product Expansion



Master carton quickly and easily converts into POS display for convenient counter and shelf merchandising.

EPCO has launched the first of many new products planned for introduction this year. Available for immediate shipping, the medium- and heavy-duty Extension Cords expand the company's line of Residential Product Accessories, and complement EPCO's other cord products, which include:

- Range Cords: 3 and 4-Wire, 4-foot and 6-foot lengths
- Dryer Cords: 3 and 4-Wire, 4-foot and 6-foot lengths
- Power/Appliance Cords, 13 and 15 Amp (historically referred to as Replacement Cords).

Display Included


EPCO President Jack Schuster explained that the company has packaged the cords to simplify displaying them. "In keeping with our tradition of helping distributors marketing our products, our unique packaging will make it extremely easy to merchandise the cords. In less than a minute, the master carton actually converts into a self-contained point-of-purchase display that's ideal for the counter or product shelf." Simply remove the packaging tape from the bottom of the master carton, and lift off the top portion—it's that easy!


19-Cubic-Inch Junction Box Back (and Better) by Popular Demand

Back by popular demand, EPCO is reintroducing the 19-cubic-inch Phenolic Junction Box—with a major improvement. Four (4) .75-inch knockouts provide increased capacity to accommodate multiple circuit applications.

Increased capacity saves contractors time and labor

Meeting 2008 NEC Article 314.16 (A) box-fill requirements, contractors can eliminate running a second PVC conduit to house additional circuits for a ventilation fan or power circuit along with lighting circuit conductors. That's a potential cost savings of 46%.

Using 12 Cubic Inch Junction Box	Cost	 P/N 15047
12 Cubic Inch Junction Box, extra straps, screws, and 20 feet of PVC Conduit	\$16.50	
Labor to install 1/2 hour*	\$30.00	
Total Savings	\$46.50	

Using 19 Cubic Inch Junction Box	Cost	 P/N 15049
EPCO 19 Cubic Inch Junction Box	\$7.01**	
Labor to install .25 hour*	\$15.00	
Total Savings	\$25.00	

*One (1) Journeyman Electrician @ \$60.00 per hour. Labor rates may vary based on geographic region.

**Trade price for EPCO's 19 Cubic Inch Junction Box. Price will vary rate based on geographic region.

19-cubic-inch phenolic junction box features:

- UL Listed. File #E182992.
- Suitable for wet locations.
- Corrosion resistant.
- For use with all non-metallic wiring systems.
- High impact compression molded phenolic plastic rated to 150°C.

Look for more information about New Product Promotions at www.engproducts.com.

Roger Winterland, Pontiac Electrical Supply

"EPCO is one of my top 10 suppliers, because they've delivered on all fronts over the 10 years we've been doing business with them. They've got their bases covered—good quality products, competitive prices, on-time delivery and outstanding fill rates. On top of that, they've consistently shown me how they value their relationship with me. I think that boils down to being a smaller company that truly cares.

"My biggest issues are with the bigger suppliers. When I call larger suppliers, I'm an account number. Maybe I get a reply, and maybe I don't. But I can always count on EPCO or my rep to answer any question within 10 minutes. Although I might get an answer from my rep, I know it's because EPCO is responsive to my needs.

"My EPCO rep, Ralph Riefenberg with Becker Sales, is one of the best I've dealt with in my 35 years in this business. And EPCO is the most congenial company I've ever dealt with. The people I speak with on the phone can make decisions. There's none of this having to run it

by management nonsense.

"If you have a reasonable request, they proposed a reasonable solution. When I've been in a pinch because of my ordering mistake or a job doesn't materialize, they've gone the extra mile to make me happy.

"On the everyday level, I know I can count on getting product in three days, and within a week on that rare occasion when an item's back ordered.

"I'll put it in perspective. Pontiac serves rural electrical contractors—they're not one bit shy about complaining about products they don't like. I've never had one complaint about any EPCO product. And that's the way I like it."



Roger Winterland, Pontiac Electrical Supply

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