

## First Impression: “No Complaints”



Jon Klapman

If first impressions are any indication, Bert's Electric will be an EPCO customer forever. Although the Quincy, Mass. company began doing business with EPCO this year, Bert's owner Jon Klapman raves about the products, customer service and pricing. "I've been in this business for 25 years, and I don't know why we hadn't run across EPCO before," says Klapman. "I'm certainly glad that Steve Martinos with Gallagher Sales Associates (the local rep firm) turned me on to them."

Bert's Electric serves the metro Boston/Cambridge area, where large commercial construction projects are plentiful. It's been the perfect environment to make the TIGER HID Temp Light a hot seller—approximately 200 per month.

In addition to admiring the product quality, Klapman says, "The fill rates are great, like the service and prices. I have no complaints, because my customers have no complaints. EPCO really is easy to do business with and they're one of my top suppliers."

## New Polycarbonate T5 Model Rounds-out Tube Guard Product Line

The new T5 Tube Guard, which fits all four-foot T5 lamps, rounds-out EPCO's T8 and T12 family of Tube Guards and is available for immediate shipment. They are sold only in 24-unit case cartons.



T5 Tube Guard with End Caps

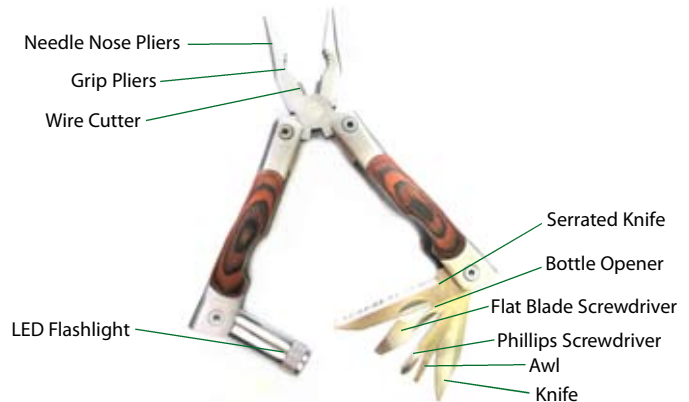
EPCO President Jack Schuster says, "Our new Polycarbonate T5 Tube Guard is yet another product line expansion this year—a commitment we've made to our customers for making it even more convenient to do business with us. We have several more new product introductions planned for 2008."

## Registration Earns Reward

Earn an EPCO Multi-tool, our gift to you for registering to use the EPCO's OnLine Intranet for Distributors. Click on the Customer Service tab on our home page. As you roll over the link, the Distributor Site Registration Form will appear. Complete the form and click on Send Information. Your gift will be on its way.

### Updated Product Literature Online

EPCO product data sheets have been updated and include 2008 National Electric Code specs. All product literature is available online.



## New Wet Location Fluorescent Fixtures Coming in August

EPCO will introduce fluorescent utility lighting fixtures in four-foot and eight-foot models with a dust and moisture resistant enclosure that make them ideal for use in wet locations (livestock containment buildings, food processing facilities, laundries, car washes, marinas, etc.). In addition, the new utility lights feature high output ballast for instant starting in temperatures down to -20° F, as well as dimmable ballast to enable the lighting system to adapt to multiple activities and changing space needs.

An impact-resistant polycarbonate lineal ribbed diffuser withstands pressure washing breakage, reducing replacement and maintenance costs. No tools or fasteners are necessary to attach the diffuser. Plus, these utility lights accommodate T5 or T8 lamps for long-term energy savings.



## Temporary Lighting Promotion Starts September 1st

The Fall Promotion includes the TIGER and TIGERcub HID Temp Lights for high-bay and low-bay lighting applications, as well as the mainstay 12/3 and 14/3 Deluxe CordLights.

Plus, we have a "cool" incentive item for your contractors. Look for more information from your EPCO sales representative in mid-August.