

Capital Sizes up EPCO: Small Company Delivers Big Benefits

Ross Delovitch, Director of Purchasing for Capital Lighting and Supply Company based in Alexandria, VA, shared his comments with EPCO President, Jack Schuster.

"Our purchasing agent loves doing business with EPCO, because the company makes it very easy to do business with them. That's why we have significantly increased our purchasing with the company over the past year. We couldn't be happier with EPCO on many levels.

First, their logistics — lead times and fill rates are outstanding. From a service and delivery standpoint, it's the difference between night and day from our previous supplier. Secondly, their people are terrific - from our local rep to EPCO's senior management. Their involvement is a rare thing. They follow up on a regular basis with our purchasing agent and immediately resolve issues that may occur.

Third, and perhaps most important, EPCO makes good quality products and sells them at competitive prices that support good margins for us.

Then there are those promotions that EPCO has become well known for. We recently delivered some Temporary CordLights to a construction job site. Some of the boxes were older and didn't have the promo cars in them. The customer requested replacement boxes, so we know that EPCO is providing us a value-added selling tactic that really works.

I would expect that EPCO is the kind of company that treats all of its customers equally well."



Ross Delovitch

Quick-as-a-Whip QuikWhips Save Contractors Time



An independent study revealed that EPCO QuikWhips™ save contractors three minutes per installation. And since time is money, the study translated the time savings into a cost savings of \$2-3 per installation compared with standard Fixture Whips.

The secret to QuikWhip's unprecedented speed is pre-installed WAGO® Pushwire four-port connectors on each end and two die cast "snap-in" connectors that snap directly into the fixture or electrical box for finalizing fixture whip terminations. The snap-in connectors are easier and faster to push through the knockout on the fixture, compared to using connectors that require a locknut that must be screwed onto the connector. And, QuikWhip's tool-less installation makes it a more cost-effective solution that eliminates lock nuts and wire nuts. The WAGO connectors facilitate the connection from incoming power to the fixture. EPCO attaches WAGO connectors to one end or both ends of the QuikWhip for different applications.

UL Listed as a complete "listed" Wire Assembly that complies with the 2005 NEC, QuikWhip features solid or stranded THHN conductors enclosed in six feet of 3/8" flexible steel conduit.

Boxed Special: EPCO Cooler Promotion Returns

Staying cool this time of year is a no-brainer but EPCO's waterproof cooler bag keeps your lunch, 12 six-ounce cans or two wine bottles cool anytime of the year. The bag is FREE and is pre-packaged with your choice of stranded or solid wire, single or dual-gang Ground Bonding PigTails™. The promotion runs from January 8 – March 30th or while supplies last. Contact your EPCO Sales Rep for more information.



Where Has The Time Gone?

In 1976, during our country's Bicentennial Anniversary, I was a sophomore at a South Jersey college and had no clue about what I'd be doing or where I'd be living in 30 years. Minneapolis, Minnesota—where's that?

To help you put the time in perspective:

- * Gerald Ford was president.
- * Jimmy Carter was president-elect.
- * Median household income was \$12,686.
- * A postage stamp cost \$.13.
- * Dorothy Hamill was the winter Olympics darling of skating.
- * Mark Spitz earned 7 gold medals in Montréal's summer games.
- * "Rocky" was the movie of the year.
- * Ted Rowe, Rowe Marketing Group of Chicago was the chairman of NEMRA.

It was also the year that Cliff Krenik, a Steel City™ (now a T&B Company) sales rep, went looking for a sales job in the electrical rep community of Minneapolis-St. Paul. He was the creator of the Stranded Grounding Pigtail, which he co-developed with another Steel City rep, Lee Koch, from Des Moines.

Pete Lee, a former ITT Blackburn & Holub Vice President of Sales & Marketing, and the new owner of the Lee-Noonan Company, a local electrical rep agency, hired Cliff to build a company around the Stranded Grounding Pigtail product. Pete and Cliff named the new business Engineered Products Company, and Cliff was named General Manager.

We've continued to grow our business thanks to our quality products, knowledgeable reps, and commitment to being easy to do business with. The Stranded Grounding Pigtail is still in our product catalog, and we continue to introduce innovative products like the TIGER 400 HID Temp Light—the only Temp Light that features a handle for easy installation and a box with a handhold for stocking and unloading. Our customer list continues to grow, and for that I say thanks for the memories.

Jack Schuster, President
Engineered Products Company



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Engineered Products Company, 800-336-2801, Attention Marketing.

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