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**EPCO Adds Three Sales Agencies for Representation in Florida, Northern California, Delaware,
Eastern Pennsylvania and Southern New Jersey**

Strengthens company's position to take advantage of 2013 construction market outlook

MINNEAPOLIS, March 7, 2013—[Engineered Products Company](#) (EPCO), a supplier of specialty lighting and wiring consumable products for electrical contractors, today announced that it has added three sales agencies to help continue the double-digit growth the company had in 2012. [Florida Electrical Sales](#), Tampa, Fla., [ELR Sales, Inc.](#), Liverton, Calif., and [Ertel Company](#), Rosemont, Penn., are now part of EPCO's 34-agency network serving electrical distributors nationwide. The new sales agencies will represent EPCO products in Florida, Northern California, Delaware, Eastern Pennsylvania and Southern New Jersey, respectively.

The company's 2012 growth was led by its legacy product, Ground Bonding PigTails™ and Fixture Whips. However, President Jack Schuster said, "With the outlook in commercial and residential construction anticipated for 2013, we're seeing significant movement in our lighting products category, including those supporting energy-conservation and retrofit installations. Our new agencies strengthen our ability to take advantage of the uptick in construction market conditions," he said.

About EPCO

Engineered Products Company supplies electrical distributors with specialty lighting, lighting accessories, and wiring solutions that address a wide range of standard and unique applications. EPCO's durable, reliable products, high fill rate, on-time delivery, and no-risk purchase terms optimize distributor cash flow and profit margins on the consumable products electricians use for commercial, industrial, agricultural and residential buildings. Known for its exceptional customer service, as well as sales representatives who are the most knowledgeable in the electrical industry, the Minneapolis-based company offers multiple configurations of products to meet a broad variety of building applications. For more information, call (800) 336-1976 or visit www.engproducts.com.

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Ground Bonding PigTail is a trademark of Engineered Products Company.