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For Immediate Release

EPCO Tiger HID TempLights, CordLights, and Fixture Whips Chosen for \$1.1 Billion Ohio State University Medical Center Project

Thousands of EPCO products being used in renovation of the James Cancer Hospital, the new Solove Research Institute and 22-story Critical Care Center

MINNEAPOLIS, June 18, 2013—[Engineered Products Company](#) (EPCO), a supplier of specialty lighting and wiring consumable products for electrical contractors, today announced that Gaylor Electrical, the electrical contractor for Ohio State University Medical Center’s \$1.1 billion renovation of the James Cancer Hospital, the new Solove Research Institute and the 22-story Critical Care Center, has chosen EPCO’s Tiger HID TempLights, CordLights, and Fixture Whips to light the buildings during construction. Citing the cooperative efforts of Loeb Electric and AERO Sales in winning the bid, EPCO President Jack Schuster said, “Loeb Electric Sales Manager Scott Sarno and Tina Weis, inside salesperson, worked in concert with Joel Weissinger of AERO Sales, our sales agency of record, to secure the winning bid from EPCO. As a result thousands of our products are now being used in Ohio’s largest construction project. The renovation of the James Cancer Hospital and the new Solove Research Institute and Critical Care Center has a \$5 million budget for lighting material.”

Sarno secured the opportunity to submit a bid for temporary lighting to Gaylor Electrical, the electrical contractor for Ohio State University Medical Center’s project. Weiss secured the winning bid from AERO Sales, EPCO’s sales agency of record based in Westlake, Ohio.

According to Sarno, “Gaylor selected the EPCO’s bid for temporary lighting and whips based on value, besting two other manufacturers. It was viewed as the best choice for delivering the right product and faster connection options in the right timeframe at the right price. It’s a perfect example of why product cost is

not the most important factor in the decision making process. It's all about the value their products provide, such as quicker, simpler installation for saving installation costs. A request for temp lighting makes us immediately think of EPCO.”

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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