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EPCO Signs New Sales Agency to Represent Southern Virginia

Minneapolis, MN, August 14, 2017 — Engineered Products Company (EPCO), a supplier of specialty lighting and wiring consumable products for electrical contractors, today announced that Hutcheson & Company, Inc. is now representing EPCO’s entire product line throughout southern Virginia. Based in Richmond, Hutcheson & Company has been servicing the Virginia electrical market since 1973.

“EPCO and Hutcheson are a natural fit because we share a commitment to integrity, professionalism and service,” said Hutcheson & Company, Inc. CEO and President Phillip Hutcheson. “Our partnership means commercial, residential, and OEM customers will have access to EPCO’s full suite of quality products including LED vapor tight luminaires, retrofit and temporary lighting, ground bonding products, direct burial splices and more, which will provide additional ways for us to support new construction and retrofit projects.”

Engineered Products Company President Jim Anderson said, “Hutcheson & Company has a long and proven history in the Virginia market. Their sales team is strong and has a great reputation for service and meeting the needs of their customers. We’re looking forward to benefiting from their experience and beefing up our market coverage with their expansive sales team.”

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 about Engineered Products Company and its products, visit www.engproducts.com or call (800) 336-1976. Follow the company on Twitter @EPCO1976 or subscribe to the EPCO Blog.