

WINTER 2017

www.womackelectric.com

the WOMACK

"What Customer Service Is About!"

way®

SOLUTIONS SPECIALISTS

Custom Answers for Unique Challenges

REMEMBERING

- Our History





HAPPY NEW YEAR

New Beginnings & New Ideas!

One of the greatest joys of this season is to say thank you and wish you the very best for the New Year. As we look forward to the New Year, we also reflect on our valued partnerships with you our customers. We wish you continued prosperity and look forward to working alongside you in growing your business.

As is often the case, it's all too easy to allow ourselves to get stuck into a routine with our business practices and processes. While simply going through the motions, we can often overlook new ideas, and opportunities for new beginnings. These overlooked opportunities and ideas could be the spark needed to ignite increased productivity and profitability within your business. We encourage you to make it your resolve this year to take a moment to examine your current market strategy and business practices; keeping what works while opening your mind to new activities and strategies.

Womack Electric Supply invites you to inquire about the many ways we can help you with this process. We don't stop at selling products. Our customers have asked us to help them with everything from marketing and websites to inventory and bookkeeping, and much more.

As a result, we've developed a powerful set of business tools and programs that attract, retain, and give our partners an edge.

We call this the Womack Advantage – a partnership that allows our customers to focus on business while we take care of everything else.

This philosophy helps to hone our focus on services and processes that build relationships and partnerships with our customers and profits for our customers.

Ask any Womack associate about the many productivity and profit boosting service enhancements offered by Womack Electric Supply. Continue reading in this issue to learn how you can take advantage of the knowledge and expertise of the Womack Electric Supply Solutions Specialists.

The bottom line is – we want you to succeed and we want to be a part of your success! Let's make 2017 a year filled with new beginnings and new ideas – a year that brings profits and prosperity to you and your business.

Thank you for your continued business and for being a valued Womack Electric Supply customer.

BURKE HERRING,

President, Womack Electric Supply





Alarm Service Life

Alarms have a Replacement Date

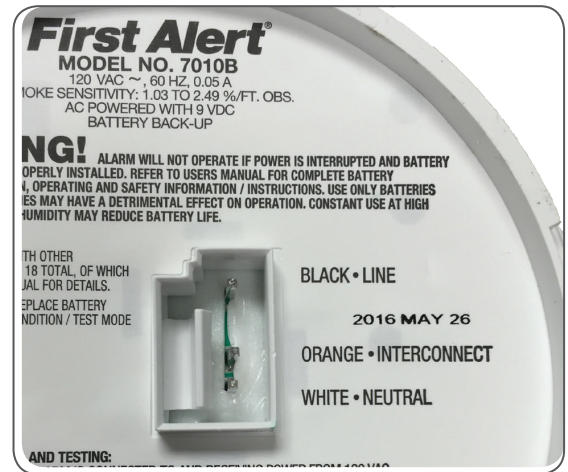
WAIT
DON'T
CHECK THE DATE



Alarms Don't Last Forever

Facility managers and property owners must maintain the smoke and CO alarms installed in their rental units. As with all electronic devices, these alarms have a life span, with none being greater than 10 years of in-service use.

In August of 2009 the ANSI/UL 2034 standard was modified to require that all carbon monoxide alarms manufactured after this date include an end-of-life (EOL) audible warning. At that time many CO alarms had a 5 or 7 year sensor life. Today most BRK/First Alert CO sensors service life is 10 years.



Date Code

Typical BRK/First Alert date of manufacture stamp.

How can I tell when an alarm should be replaced?

BRK/First Alert stamps a date of manufacture on the back of all alarms (see photo). If this date is about 10 years prior to the current date, the alarm should be replaced. The exception would be CO and Combo alarms. They have a built-in EOL signal that activates when the alarm should be replaced. If the alarm beeps 5 times in a row about every minute, it has reached it's end-of-life and must be replaced. *Don't Wait. Check the Date.*

Don't miss an opportunity to help reduce your customer's liability and keep them compliant.

For more information, please contact:

SOLUTIONS SPECIALISTS

CUSTOM ANSWERS FOR UNIQUE CHALLENGES

You're good at your job. That's why you're in a leadership position. However, it takes a team to cover all the bases that successful management requires. Many companies – including most electrical contracting firms – simply don't have the resources to keep a staff of experts around who may only be needed once or twice a year or on call for quick responses. Good news: When you work with Womack Electric Supply, you can collaborate with our experts instead!

Knowledge and Expertise Without All The Overhead

At Womack Electric Supply, we solve problems. It's that simple. However, every situation is unique. A one-size-fits-all approach doesn't always work. This is why we have created a team of Solutions Specialists to work directly with you to provide you with the experience, knowledge, support and service you need to solve not only your immediate problem; but to also provide you with sustainable solutions designed to improve your business processes. Many times that means supplying innovative products. However, our staff also includes a team of professionals who specialize in marketing, pre & custom fabrication, online billing, energy, project management, tool sales and service, inventory, industrial maintenance and repair and many other solutions designed to make your business better.

Custom Answers For Your Unique Challenges

There's nothing as discouraging in business as a problem that you've never seen before or simply don't have the resources to address. Fortunately, you don't have to overcome these unique challenges on your own. Our Solutions Specialists are experienced and innovative, committed to providing new answers from a wide range of available resources. Have an idea to make your work crews more productive but don't know where to begin? We'll work with you to make it happen. Want to streamline your accounting processes to create more time in your day. We have a solution for that.

Training Is Key

Best of all, we can provide support once a solution is in place. Training is an important part of any business, but training from a company that understands your industry is invaluable. We're with you each step of the way. We provide solution implementation training; as well as, support training - creating professional development opportunities that make your teams smarter and better at their jobs, and your company more efficient, productive and profitable.



Contractor Marketing Solutions

From branding to websites, we provide opportunities to effectively market your company.

Contact: Greg Bullock, Marketing Associate: marketing@womackelectric.com

Pre-Fabrication & Custom Solutions

Respond to high labor cost and compressed schedules by using products with productivity designed in.

Contact: Brian Garner, Pre-Fab & Custom Specialist: bgarner@womackelectric.com

Online Billing Solutions

Get your invoices electronically and pay your bills online to keep your cash flow moving in the right direction.

Contact: Jimmy Worrell, Credit Manager: credit@womackelectric.com

Energy Solutions

Best in class green lighting and energy solutions strategies and practices.

Contact: David Pratt, Energy Specialist: dpratt@womackelectric.com

Project Management Solutions

Simplify and streamline big jobs from beginning to end. Up-to-date, real-time billing, reporting and tracking.

Contact: Your Local Womack Electric Supply Branch

Online Ordering & Inventory Solutions

Ensure the parts and products you use are right where you want them – in your hands.

Contact: Robert Herring, IT Director: rherring@womackelectric.com

Tool Sales & Service

The right tool for the job from top name brand manufacturers with fast reliable in-house service & repairs.

Contact: Eric Payne, Tool Specialist: epayne@womackelectric.com

Industrial Solutions

Comprehensive industrial solutions engineered to provide reliability & efficiency in demanding environments.

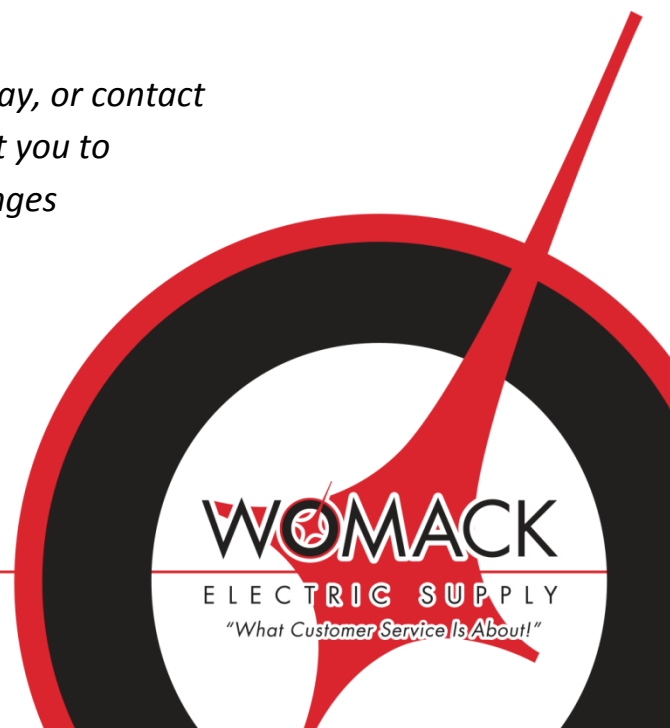
Contact: Danny Woodlief, Industrial Specialist: dwoodlief@womackelectric.com

Speak to your Womack Electric Supply representative today, or contact a Womack Solutions Specialist directly and they'll connect you to the best solution to help you overcome the unique challenges your business faces.

We look forward to hearing from you!

Contact Us Today!

www.womackelectric.com



THINK INSIDE THE BOX

The Outdoor Ground Box comes in three finishes to complement any outdoor space. It's available in a host of configurations to suit your needs.



2-gang, 20 amp duplex receptacles

30 amp, 125V Turnlok® locking receptacle L5-30R

30 amp, 250V Turnlok® locking receptacle L6-30R

2-gang low voltage box (shown with communications options)

2-gang low voltage box (shown with audio/video devices)



CLEVER DESIGN THAT WEATHERS THE ELEMENTS

The Outdoor Ground Box brings the convenience of safe, permanent power to any outdoor setting with a clean, seamlessly integrated design. It's built with UV-resistant material that can stand up to the harshest weather conditions. And its ANSI/SCTE 77 Tier 5 rating means it can withstand a 5,000 pound load, so groundskeeping tractors and mowers are no problem.

HIGHEST SAFETY RATING

Thanks to its diving bell-inspired design, it's the first UL-rated while in use in-ground box that provides permanent power and is always "on." It's also the first outdoor-rated ground box equipped with a NEMA 6P wiring enclosure and rated for wet locations.



Features include a lockable security cover to prevent unauthorized access.



Its NEMA 6P & IP68 Rated "diving bell" design traps and maintains an air pocket, keeping connection points safely away from wet weather.



A modular, interlocking design allows ganging for specific connectivity needs.



WIREMOLD®

OUTDOOR CHARGING STATION



SATISFY THE POWER HUNGRY

Legrand Outdoor Charging Stations provide an ideal solution for employees, students, and guests to charge their mobile devices in outdoor spaces. Perfect for areas like corporate campuses and higher education facilities, these stations incorporate power devices as well as LED lighting. Featuring durable construction and outdoor-rated finishes, these elegant pedestals are designed to enhance your facility while blending into existing landscaping.

FEATURES & BENEFITS

- **Charging & Illumination** - Combine power with accent or area lighting in one pedestal to maximize functionality of outdoor spaces.
- **2- or 3-Gang Options** - Customize the station with two or three gangs of devices to meet your facility's unique needs. Prewired versions include weather-resistant GFCI outlets and 4-port USB outlets. Also available unwired.
- **Outdoor-Rated Construction** - Rugged aluminum form designed for durability in all weather conditions. UL listed to NEMA 3R requirements to ensure optimal performance.
- **Durable, Premium Finishes** - Available in three outdoor-rated finishes to complement your space design. Choose from black, bronze, or silver, or select a custom color.
- **A/V & Communication Compatible** - Add an A/V-Communication Kit to 3-gang versions to accommodate Wiremold AVIP plates as well as decorator A/V or communication devices. Enables pedestal to support outdoor presentation areas and classrooms, eliminating the need to bring cables from inside a building.
- **Device Shelves** - Add up to two pairs of shelves to hold mobile devices while charging.
- **Door Options** - Interior illuminates when door is open. Replace standard color-matched door with a transparent version to make devices inside more visible. Or, select a lockable door for added security or to ensure use is limited to facility personnel.



designed to be better.™

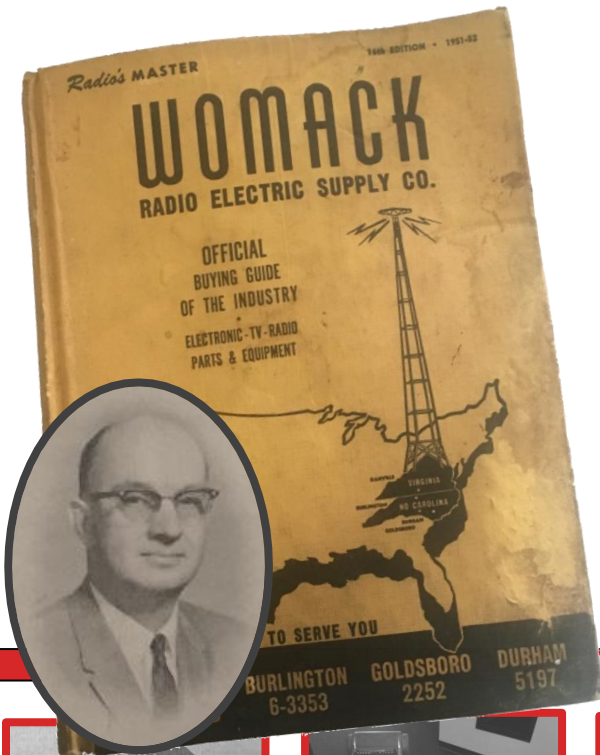


Remembering Our History

In 1938, Charles Womack founded a supply company on a simple ideal that turned out to be extraordinary: customer success first. Remaining true to the vision, that company grew to become one of the top electrical distributorships in the nation. This heritage continues today as a part of Womack Electric Supply's identity – in our values, with our service, and with our people.

To document and honor the history of our company, Womack Electric Supply has recently created a series of exhibits within a larger History Center. These exhibits are on display at the Womack Electric Supply corporate headquarters in Danville, VA. A digital tour of the exhibits and artifacts is available at <http://www.womackelectric.com/about-us/history/>.

We invite you to tour the exhibits and thank you, our customers, for allowing us to be your distributor of choice.



QUICK CHANGE CARBIDE CUTTER SET

Cat. No. 648 - INCLUDES 7/8" - 2 1/2" CUTTERS

FASTER

SAFER

EASIER



- Split point, cobalt-steel pilot drill eliminates walking and penetrates quickly
- Precision engineered, tungsten carbide teeth for fast cutting of round, burr-free holes

- Flange stop for safety – prevents over-drilling
- Reduced torque minimizes muscle exertion

- Optimized carbide design requires less force
- Ejector spring – automatic slug removal with every cut

Change cutter sizes with a simple push and turn.
Reduce cost by replacing cutter heads only.



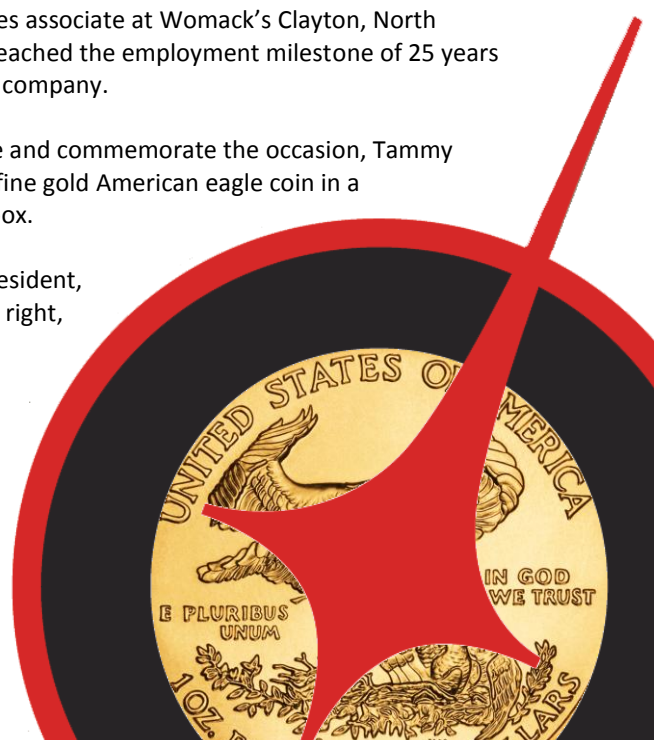
Womack Electric Supply Honors Tammy Ransom with Prestigious Service Award

Tammy Ransom, Inside Sales associate at Womack's Clayton, North Carolina branch, recently reached the employment milestone of 25 years of dedicated service to the company.

To reward Tammy's service and commemorate the occasion, Tammy received a one troy ounce fine gold American eagle coin in a commemorative wooden box.

Womack Electric Supply President, Burke Herring, is shown, at right, presenting the award to Tammy.

Congratulations, Tammy!



NEWS BRIEFS



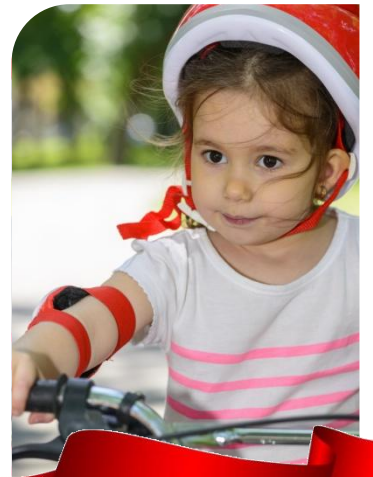
Debbie Meek

Womack Way Award

Debbie Meek, Branch Supervisor, in Goldsboro, North Carolina is this quarter's recipient of the Womack Way Employee Award. The award is bestowed upon an employee that best demonstrates what "The Womack Way" is about in that quarter. What does that entail ... it's "What Customer Service is About!" ... attentiveness to our customers and their needs, clear communication skills, willingness to learn (new products, new skills), a positive attitude, time management skills, and being a team player. Each quarter, the employee that is chosen will earn a \$100 gift card and Womack Way trophy. Congratulations Debbie!

7th Annual Give a Kid a Bike Campaign Update

The 7th Annual Give a Kid a Bike campaign brought a smile to the face of many kids over the holiday season. Womack Electric Supply delivered over 380 donated bikes to local YMCA and Boys & Girls Clubs. Rhonda Aherron, Marketing Manager for Womack Electric Supply, commented, "We are so truly pleased to organize this event, which gives back so much to the communities in which we live and work. Our thanks go out to our customers, staff and the local communities who supported this important event which embodies the spirit of the Womack Way – building relationships and partnerships within our communities."



Thank You!



Connecting to the Communities We Serve

A new phone and tablet charging station has been installed at the Main Street Plaza in downtown Danville, VA! Anyone with a USB cable can bring their phone or tablet and plug into one of four inputs on the station.

Womack Electric Supply provided the station for the community. Steve Adkins, new product specialist with Womack says the company knows how connected everyone is today and hopefully this will keep people in the district sharing photos, posting on social media, and promoting downtown Danville.

Please contact us at marketing@womackelectric.com for information on how to get "connected" in your area.



Why Broan Big Heat®?

Because this rugged, reliable heater works as hard as you do.

Our portable, electric heater is the perfect solution to instant heat, with a full 1500 watts and a reliable, ceramic heating element to ensure fast warm-up. It will keep you comfortable in nearly any situation—the garage, workshop or on the job. Rugged steel construction, automatic shut-off if tipped over on its front or back, and overheat protection mean that Broan Big Heat is not only durable, but safe. No matter where you put it to work, it's just what you need, right when you need it.

Broan Big Heat® Portable Heater Model 6201

- Durable finish with integrated carrying handle and rounded bumpers to protect surfaces
- Overheat protection shuts off the heater and activates the “caution” light if excess heat is detected
- Full 1500 watts for fast warm-up, 1200 watt setting maintains warmth
- High, low, or fan only settings with quiet operation
- Built-in thermostat to hold the selected comfort level
- 6' cord with safety flanged plug



WOMACK
ELECTRIC SUPPLY

WES Connect

Winter 2017 Specials

Don't get left in the COLD! Warm up this winter with these fabulous specials featured on WES Connect. If you haven't yet signed onto WES Connect – now is the time. We're available via the App Store or Google Play. Simply scan the code below to begin experiencing the benefits of WES Connect today. See you online!



JANUARY SPECIALS

\$22.99 MIL 48-22-1996* Milwaukee Camo Spring Assisted Knife

\$33.99 KLE 56999 Klein Conduit Locknut Wrench -1/2in and 3/4in

\$39.95 BCI G1100 NOCO Genius 6V/12V Multipurpose Charger

FEBRUARY SPECIALS

\$399.00 MIL 2897-22* Milwaukee M18 Hammer Drill / Impact Driver

\$89.99 RAT 18455 Rack-A-Tiers Wire Tub - Coil Wire Dispenser

\$16.99 KLE 5482 Klein Back Pocket Tool Pouch

MARCH SPECIALS

\$12.99 SCR CLC 2053M HD Cowhide Driver Gloves

\$69.99 RAT 11455 Rack-A-Tiers Wire Dispenser

\$22.99 MIL 48-22-3079* Milwaukee 6-1 Combo Pliers / Stripper

*Purchase these items & receive a bonus item free. See details online.

