

JULY 2015

www.womackelectric.com

the WOMACK

"What Customer Service Is About!" way®

KEEPING YOUR TOOLS
IN PEAK OPERATING
CONDITION IS VITAL



WOMACK
ELECTRIC SUPPLY
"What Customer Service Is About!"

CHANGE – IT HAPPENS

“People will try to tell you that all the great opportunities have been snapped up. In reality, the world changes every second, blowing new opportunities in all directions, including yours.”

-- Ken Hakuta

Change confronts each one of us, each and every day. To remain relevant, we must accept and adapt to the changes before us. Our attitude towards change can often be the difference between our success and failure. As an example, the electrical systems in our homes have certainly changed in the last 75 years. Before 1950, a fused panel was the norm. The simple panels consisted of plug fuses to protect the branch circuits and a knife-blade switch to disconnect power. Today's homes and businesses are truly networked masterpieces of both wired and wireless functionalities providing stimulation to all our senses. And if the power goes out, we have stand-by power at our fingertips. The changes have been brought about by our innate desire, as humans, to achieve more and better our lives simultaneously. It's hard to imagine what our lives would be like if these changes had not occurred. Better yet, think for a moment what your up-sell capabilities would be without them!

Womack Electric Supply understands the rapidly evolving changes taking place in the electrical industry and care deeply about our customers understanding of, and adaptation to, these changes also. Only by building relationships with our customers and getting to know their challenges can we become a solutions provider. Think of this relationship as The Womack

Advantage – a partnership that allows you to focus on business while we take care of everything else. Along these lines, we have created a suite of solution and support services and staff designed to assist contractors in taking advantage of change within the industry.

Here's a sample: PowerSource Online – allows convenient online orders; Contractor Marketing Solutions – allows for design and hosting of your company's website; Product & Service Specialist – provides custom solutions and services for various needs – tools, prefab, energy, new products and more; E-Billing – allows online viewing, software importing and payment of invoices online. The list goes on. Suffice it to say, we want to be your first choice solutions provider and electrical distributor.

Let's view change as an opportunity! If you would like help, looking for opportunities or new ways of doing business, please give us a call.

In closing, another change that you will be seeing in upcoming newsletters, are other relevant Power Line articles from key people in our organization that may have some important insight for your business.

BURKE HERRING,
President, Womack Electric Supply



THE REEL PAYOFF™

THE INDUSTRY'S ONLY SELF-SPINNING WOODEN REEL

PULLING HEADS

Available for both copper and aluminum conductors in sizes 8 AWG - 1000 KCMIL.

SELF-SPINNING REEL

No jack-stand needed! The Reel Payoff allows you to pull directly from the reel.

ROLL-OFF POSITION

Reduce your material handling costs and damage. All Reel Payoffs are shipped in roll-off position.

4-WAY PALLET

Pull straight from the pallet with no tools! Position our exclusive 4-way pallet in your desired location, pull legs to unlock reel, and pull!

THE INDUSTRY'S MOST MANEUVERABLE REEL!

In a tight spot? The Reel Payoff rotates within its own axis for 360-degree maneuverability; perfect for small spaces.



Save
75%
TOTAL TIME

SAVE 74% LABOR TIME

SAVE 65% ON PULL TIME

SAVE 89% ON CLEAN-UP TIME

SAVE 76% ON SETUP TIME

REEL LEGS

2 Legs, 2 Purposes:

- 1 Locks inner flange in place during transit
- 2 Acts like a jack stand during your pull



1.800.962.9473 | encorewire.com

KEEPING YOUR TOOLS IN PEAK OPERATING CONDITION IS VITAL



It's no secret that when your tools aren't working – you aren't working. Keeping your tools in peak operating condition is vital to your success. Helping you keep your tools in proper working order is the reason we recently opened the Womack Tools Sales & Service Center.

Since 1938, the Womack name has been synonymous with bringing superior products and customer service to the trade industries. With the opening of the Womack Tool Sales & Service Center in Burlington, we now bring this same commitment to the tool sales and service marketplace. Our goal is to provide our customers with the efficient, time-saving value of a single equipment and service source for all their tooling needs. With this addition, Womack now offers a unique ability to serve our customers with a comprehensive offering of electrical and safety products, tools, tool services and project management services.

Our tool team members are: Erik White – Branch Supervisor; Eric Payne – Tool Sales Specialist; and Frank Hurdle – Tool Repair Specialist. With decades of combined tool sales and service experience, our team members have the specialized experience and know-how to meet

job-site tooling and safety requirements and to exceed our customers deserved high service expectations. In addition to brick and mortar branch shopping, Womack Tool Sales & Service has launched an online shopping site where customers can learn, interact, view and purchase tools, equipment and accessories. Visit us online at www.WomackTools.com.

Womack Tool Sales & Service Center is pleased to partner with a diverse group of leading brand manufacturers to bring you sales and service support for all your tool needs.

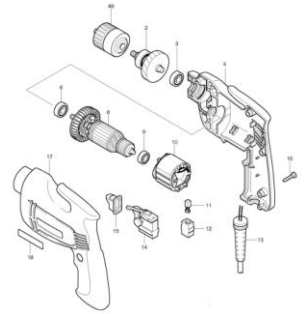


With each Womack branch serving as drop off locations for tool repair services, the logistics of tool repair has never been easier. Simply drop off your tool at one of Womack's convenient locations in North Carolina or Virginia and let us take care of the rest. We will handle shipping of your tool to the repair center, provide you with a quote of repair cost and notify you when your repaired tool is ready for pick up at your local Womack branch.

Keeping your tools in peak operating condition helps you be successful. Job downtime cost drain profits! Striving to anticipate repair demands for popular industry tools, Womack Tool Sales & Service maintains an ever-growing in-house parts inventory which helps to ensure minimal

downtime and/or loss of jobsite productivity when tools are sent in for repair. Womack Tool Repair Specialist, Frank Hurdle encourages everyone to know the warning signs of tool failure so that you can address a problem before a complete breakdown occurs. Here are a few suggestions from Frank:

- Routinely inspect tools for cracks or breaks in housings, handles, gear cases and cords.
- Trust your senses. Tools get louder as grease gets thin and bearings and gears get dry. Sparks indicate brush wear. If your tool smells burnt – it most likely is.
- Any lag in expected tool performance could indicate attention need be given to the tool.



Frank Hurdle,
Womack Tool Repair Specialist

If you notice these or any other tool abnormality, contact the Womack Tool Sales & Service Center right away. We help keep you and your tools working and we stand behind every repair we make with a 30-day labor warranty.

We look forward to working with our customers and earning the reputation that when it comes to the right tool for the job – come to Womack. You can depend on Womack Tool Sales & Service to be there for you, providing you with the quality, reliability, and performance you expect and deserve from your tools.

Contact Us Today

The Womack Tool Sales & Service Center may be contacted toll free, at 844-998-6657 or by visiting our tool sales and service center located at 1250 S. Mebane Street, Burlington, North Carolina 27215, or visit us online at www.WomackTools.com.



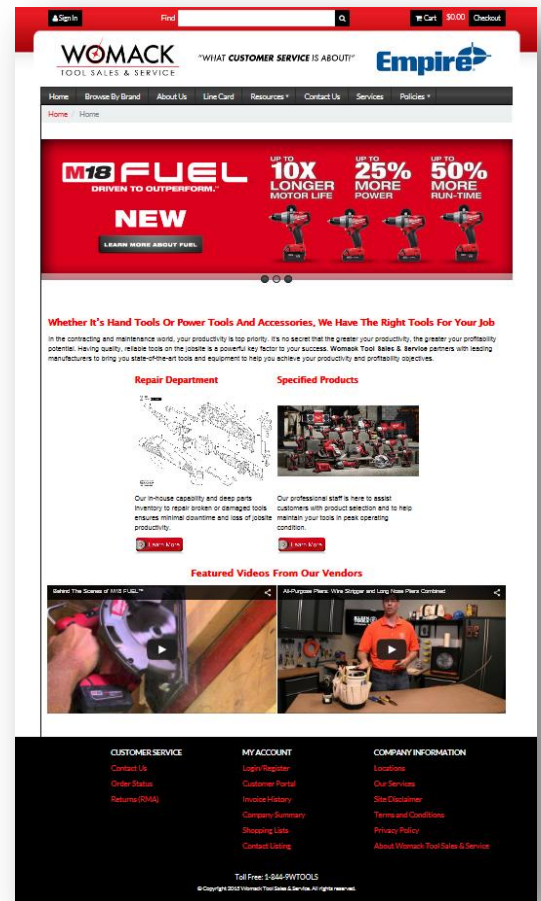
NOW ONLINE

VISIT US @

WOMACKTOOLS.COM

Whether it's hand tools or power tools and accessories, we have the right tools for your job. Now with the convenience of online shopping.

- ⊗ 24/7 Convenience
- ⊗ Top Name Brands
- ⊗ Product Specials
- ⊗ View Product Information
- ⊗ Contact Tool Specialist
- ⊗ View Order History
- ⊗ Browse Product Selections
- ⊗ New Products
- ⊗ Download Specs
- ⊗ View Videos & Demos
- ⊗ Create Shopping Carts



NEWS BRIEFS

Womack Electric Supply Honors Three Employees For 25 Years Of Service

Womack Electric Supply appreciates employee loyalty and for many years has been awarding a gold coin piece to employees as they celebrate their 25th anniversary with the company. Three Womack Electric Supply employees recently reached this employment milestone of 25 years of dedicated service. To reward their service and to commemorate this occasion, each honored employee received a one troy ounce fine gold American eagle coin in a commemorative wooden box. Womack Electric Supply President, Burke Herring, is shown below presenting the awards to this year's recipients.



Steve Adkins, New Product Specialist



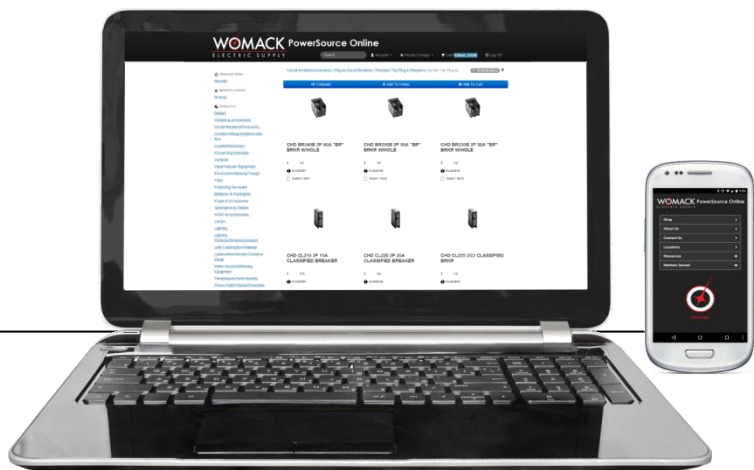
Debbie Meek, Goldsboro NC Branch Supervisor



Greg Bullock, Marketing Associate

PowerSource Online

Redefine Productivity.



What could you accomplish if you could easily look up detailed information about the products you use, create in-depth bills of materials and place orders quickly and easily – at any time of day – in a single online interface? You can, and now from anywhere you have your mobile device and online access, it's possible on our **NEW** PowerSource Online Mobile App.

An Easy Way To Browse Products, Create Accurate, Comprehensive Price Quotes & More

Sometimes it seems like just getting the job is more work than doing the job, especially if you are a small- or medium-sized contractor who wears many hats. We may not be able to keep you from having to do paperwork after your kids are in bed, but we can make the time-consuming process of preparing BOMs a lot less work. When you use our PowerSource Online web interface, you can research the parts you need and put together a complete BOM quickly and easily, 24 hours a day, 365 days a year. Enter your information once and move on, confident that everything will be in place once you win the project.

Quickly Place Orders From Anyplace You Can Go Online – Desktop or Mobile Availability

Whether you're in your office or on the job site, if you can go online you can connect to PowerSource Online. Put your orders in, and we'll pick, package and deliver them with the same attention to detail that you've come to expect from every transaction at Womack Electric Supply. Best of all, our sales team and technical experts are there to ensure that your experience is both positive and productive.

Key features include ...

- ✓ Reorder Pad with 365 Day Order History
- ✓ Browse Products by Manufacturer
- ✓ Create Custom Product Groups
- ✓ Create Custom Part Numbers
- ✓ Filtered Search Capability
- ✓ Compare/Contrast Products Side-by-Side
- ✓ New Product Category Drill Downs
- ✓ Download Specification Sheets
- ✓ Account Inquiry / Order History

The PowerSource Online Mobile App is available for download in the Apple App Store and Google Play Store. You can find the app by searching for PowerSource or clicking on the QR code. Once downloaded, click the "Shop" button in the app and customers who have access to Womack

PowerSource Online can sign in using their existing username and password and shop within the app.



Contact your Womack Electric Supply rep today and apply to become a PowerSource Online or PowerSource Online Mobile App user. Then find out how productive your newfound power can be!

**ARE YOU
READY?**

Don't Be Underprepared for an Expected Quiet Hurricane Season

Any Cause for Alarm? Yes.

Forecasters say this year's hurricane season may be among the tamest on record, with predictions indicating activity could be half of the norm. The U.S. typically experiences about six hurricanes and 12 named storms each year.

Storm systems achieve hurricane status when winds reach 74 mph or greater. Although all hurricanes are extreme storms, Category 3, 4 and 5 strength storms are considered major hurricanes. North Carolina State University forecasters are expecting only one major hurricane for the U.S. this season.

The forecast is no reason to let your guard down. Predictions are just that – predictions. These can be wrong and even one strong hurricane can cause severe harm and damage. In 1983, one of the least active seasons on record, Hurricane Alicia roared through Texas, killing as many as 20 people and causing billions of dollars in damage.

To play it safe, you should prepare for hurricane season as you might any year, regardless of the forecast. In addition to securing the necessary items required to protect life, property and possessions; be prepared with the necessary electrical supplies to handle the influx of storm damage repair calls once the storm moves through the area.

Before severe weather strikes,
stop by **Womack Electric Supply**
for the following items:



- ✓ Generators
- ✓ Flashlights & Extra Bulbs
- ✓ Batteries (In Different Sizes)
- ✓ Surge Protectors
- ✓ Twist-Lock Plugs & Connectors
- ✓ Rubber Cord
- ✓ Extension Cords
- ✓ Task Lighting
- ✓ Tools (Power, Cordless & Hand)
- ✓ Electrical Distribution Panels
- ✓ Circuit Breakers (Main & Branch)
- ✓ Meter Bases & Hubs
- ✓ Fuses
- ✓ Conduit – PVC & Rigid
- ✓ Conduit Fittings



Eaton makes panel assembly EZ



Eaton's EZ Panel™ factory-assembled panelboards



Save time

Expedite the delivery of panelboard configurations with field-installed bolt-on Type BAB, GHB or GHQ breakers.



Reduce cost

Order factory-assembled EZ Panel panelboards to reduce installation time, labor and on-site coordination.



Simplify specification

Reduce ordering complexity with four primary box sizes, common circuit breaker configurations and a single catalog number.



Minimize error

Confidently supply solutions assembled by Eaton to help ensure reliable operation and accurate installation.

Featuring Eaton's EZ Panel panelboard



Unassembled



Assembled

We know the importance of your time and that's why we assembled it for you.

Simplify delivery, reduce costs and save time with the most common configurations of Eaton® EZ Box,™ EZ Trim,™ main device and panelboards interior—all in a single, pre-assembled package.*

Eaton's EZ Box and EZ Trim, the revolutionized panelboard boxes and trims, are provided standard for Eaton's lighting panelboards.

For more information,
visit Eaton.com/EZpanel

EATON

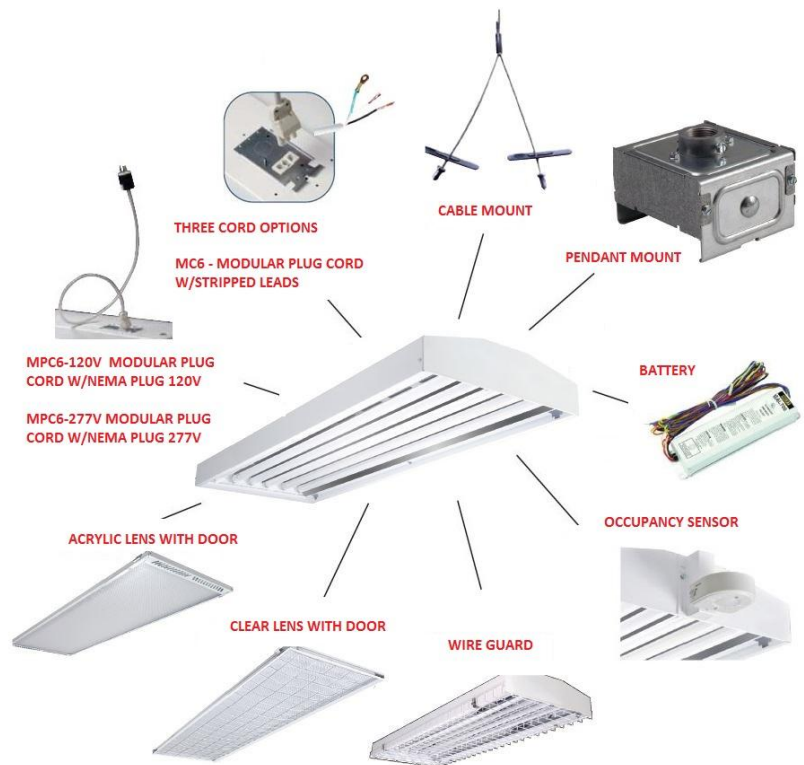
Powering Business Worldwide

Follow us on social media to get the latest product and support information.



Plug & Play Functionality

The HBI series offers true “plug & play” functionality. Fixture frames are same size, so any accessories fit any fixtures. Molded receptacle is wired to ballast and top mounted. Three cord options available. All fixtures have programmed start ballasts and plug in occupancy sensor works on all fixtures, with no lamp issues. The **ONLY** accessory requiring field wiring or access to wiring compartment is the emergency ballast.



Cooper Lighting by **EATON**

Benefits:

- ⊙ Exceptional Color Rendering
- ⊙ High System Efficacy
- ⊙ 95% Lumen Maintenance
- ⊙ Instant On/Instant Re-Strike
- ⊙ Economical Dimming / Long Lamp Life

Applications:

- ⊙ Manufacturing
- ⊙ Warehouses
- ⊙ Light Industrial
- ⊙ Gymnasiums
- ⊙ Recreational Environments

PLUG & PLAY OPTIONS

Choose Your Fixture:

4 Lamp T8
(HBI432PS-MP)
6 Lamp T8
(HBI632PS-MP)
4 Lamp T5
(HBI454HT5-MP)
6 Lamp T5
(HBI654HT5-MP)

Choose Your Cord

Modular Pigtail
(MC6)
120v Twist Lock Plug
(MPC6-120)
277v Twist Lock Plug
(MPC6-277)

Add Options

Acrylic Lens
(HBI-FRM/LENS PK)
Clear Lens
(HBI-FRM/CL PK)
Wire Guard
(HBI-FRM/WG)
Clear Lens With Wire Guard
(HBI-FRM/CL/WG)
Occupancy Sensor
(MMS)
Emergency Ballast
(LAL LADL12)

Add Hangers

(ARL DWY2T0810)

1/4 HP CIRCULATORS



24" Pedestal
(CACU 24-P)
\$198.55

24" Pedestal
Oscillating
(CACU 24-PO)
\$232.65

30" Pedestal
(CACU 30-P)
\$219.45

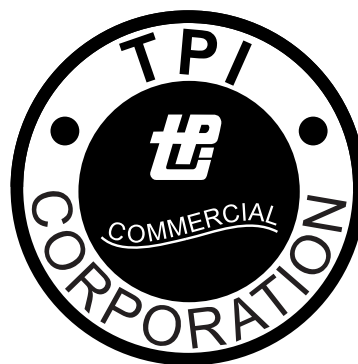
30" Pedestal
Oscillating
(CACU 30-PO)
\$243.65

24" Wall Mount
(CACU 24-W)
\$169.40

24" Wall Mount
Oscillating
(CACU 24-WO)
\$198.50

30" Wall Mount
(CACU 30-W)
\$176.50

30" Wall Mount
Oscillating
(CACU 30-WO)
\$215.60



Motor: 1/4 HP, 3 Speed, 120V, 1 Phase, Ball-Bearing, Open Ventilated, Permanently Lubricated, Permanent Split Capacitor

Switch: Pull Chain

Cord: SJT Type 3 Conductor, 9' Long

Guard: Coated Steel with Retaining Clips

Pole: Adjusts center of fan from 43" to 60"

Type	Size	CFM		
		High	Med	Low
Oscillating	24"	7500	6060	4050
Oscillating	30"	8700	7500	6780

ALL FAN COMPONENTS SHIPPED IN ONE UPS-ABLE CARTON



Type	Size	CFM			Amps High
		High	Med	Low	
Non-Oscillating	24"	5400	4900	4300	2.3
Non-Oscillating	30"	6000	5500	4800	2.4

Meets Federal OSHA Requirements / 1 Year LIMITED WARRANTY

1/3 HP HEAVY DUTY CIRCULATORS



30" Pedestal
Heavy Duty
(CACU 30-P-HD)
\$255.20

30" Pedestal
Heavy Duty
Oscillating
(CACU 30-PO-HD)
\$311.85

Motor: 1/3 HP, 3 Speed, 120V, 1 Phase, Ball-Bearing, Open Ventilated, Permanently Lubricated, Permanent Split Capacitor

Switch: Pull Chain

Cord: SJT Type 3 Conductor, 9' Long

Guard: Coated Steel with Retaining Clips

Pole: Adjusts center of fan from 43" to 60"

ALL FAN COMPONENTS SHIPPED IN ONE UPS-ABLE CARTON



Type	Size	CFM			Amps High
		High	Med	Low	
Non-Oscillating	30"	10200	8100	6700	3.6
Oscillating	30"	10200	8100	6700	3.6

Meets Federal OSHA Requirements / 1 Year LIMITED WARRANTY

WHAT'S **INSIDE**

WOMACK
ELECTRIC SUPPLY
518 Newton St.
Danville, VA 24543

PRESORTED STD
US POSTAGE
PAID
Danville, VA
Permit No. 521

- ⊗ Keeping Your Tools In Peak Operating Condition Is Vital
- ⊗ Burkes Power Lines
- ⊗ News Briefs
- ⊗ PowerSource Online App
- ⊗ Don't Be Underprepared For An Expected Quiet Hurricane Season
- ⊗ Lighting Solutions – The Womack Advantage
- ⊗ Womack University – Save The Date



WOMACK
UNIVERSITY

Mark your calendars to join us for our Womack Tool Sales & Service Center Grand Opening and an exciting, informative day of tool & equipment demos, safety training & more.

TOOL & SAFETY WORKSHOP

TOOL SALES & SERVICE CENTER GRAND OPENING

September 17, 2015

1250 S. Mebane Street Burlington, NC 27215

* Registration Info & Details Will Be Announced Soon

