

FALL 2016

[www.womackelectric.com](http://www.womackelectric.com)

# the WOMACK

*"What Customer Service Is About!"*

way®



## WES Connect

What It Can Do For Your Business

Sign-Up Today to ...

- ✓ Maximize Efficiency
- ✓ Save Time & Money
- ✓ Increase Production & Profits

WOMACK

ELECTRIC SUPPLY

*"What Customer Service Is About!"*

# Efficiency, at your fingertips – WES Connect

In the electrical contracting and construction world, technology has changed the way business gets done. It doesn't pretend to replace the existing human relationships that have been the backbone our industry since its beginning; it simply adds layers of efficiency to compliment and strengthen these relationships.

Every day, more electrical contractors embrace utilization of online account portals. They do so to take advantage of the convenience and efficiency that is provided by these online applications. Contractors that have been reluctant to try online applications may think that it will be too difficult to get started or they may mistakenly think that it's an all or nothing commitment to technology and online ordering for their business.

At Womack Electric Supply, we understand that

change can be daunting and we're here to help.

When we developed WES Connect, Womack Electric Supply's online portal, we did so to make it easier for our customers to do business from their jobsite, home or office. WES Connect lets you access your account and order history, place new orders when it's convenient for you, create and save shopping carts, easily reorder materials, create your own product groupings and part numbers, download spec sheets and much more.

We put your account at your fingertips with an online tool designed to drive efficiency and profitability for your business. Continue reading in this issue to learn more about the benefits of getting your account access with WES Connect.



# Night Falcon low wattage LED floodlight

## Product introduction



### Simplifying the choice. Designed for versatility and value.

#### Superior, affordable performance

Combining value and performance in a compact, robust design, the Night Falcon low wattage LED floodlight delivers superior uniformity and excellent illumination to the targeted application. Optics are precisely designed to shape the 6H x 6V NEMA wide distribution and 3H x 3V NEMA spot distributions, maximizing efficiency and fixture spacing. With lumen packages ranging from 2,719 to 5,976 delivered lumens, the Night Falcon floodlight provides greater than 83 percent in energy and maintenance savings over traditional HID systems. At 20W and 52W, the Night Falcon floodlight replaces up to 150W metal halide floodlights. Offered standard in 4000K (CCT), the Night Falcon floodlight is the perfect floodlight lighting solution for building facade lighting, sign lighting, landscape lighting and general security lighting in both commercial and industrial applications.

#### Design performance and installation features

The Night Falcon floodlight is built with the installer in mind. Available in several mounting configurations and weighing less than 14 pounds, this fixture provides you with design flexibility while simplifying installation. A heavy-duty, die-cast aluminum knuckle that fits 1/2" NPT and is 1.5G vibration rated is available for ground or wall mounting applications. The steel trunnion mount is ideal for facade lighting applications and is 3G vibration rated. The Night Falcon floodlight can be pole mounted with a die-cast aluminum slipfitter that is 1.5G vibration rated and fits 2-3/8" to 3" tenon.

A separate driver compartment and external fins maximizes heat dissipation resulting in longer fixture and LED life. The rugged, die-cast housing is IP66 rated for exceptional durability and long term reliability. Offered standard in carbon bronze finish, the Night Falcon floodlight is backed by Eaton's five-year warranty.

Supplied standard in 120-277V, 50/60Hz operation, the Night Falcon floodlight is suitable for -40°C to 40°C ambient operating temperatures. A high ambient (50°C) temperature option is available. To provide protection of the drivers and LED components, a 3kV surge protection device is integrated into the fixture and if additional surge protection is required, an optional 10kV MOV surge protection is available.



Driver compartment



Powering Business Worldwide

# WES Connect

## What It Can Do For Your Business...

Everyone has a comfort zone – even in business. You’ve always placed your orders at the supply house counter or phoned your orders in and then drove across town to pick them up. It’s what you’re used to and has worked for years – so why change? Is there really a better way? Will embracing online ordering and online account access technology really make a positive impact on your business? In short - Yes!

Let’s take a look at three ordinary, often problematic scenarios, and see how Womack Electric Supply’s WES Connect system can improve processes, maximize efficiency and productivity and increase profits.

**Problem 1: Everyone’s busy. Too much to do – too little time!** You need to place and receive a standard rough-in or trim-out order quickly, but you’re in a meeting with a prospect and your staff is busy working at various jobsites. Who will you pull off a job to get this taken care of so your next project can begin on schedule?

**WES Connect Solution 1:** WES Connect simplifies the way orders may be entered. You can, ahead of time, create product groupings, saving carts, for products you normally order together, such as rough in and trim out packages. Or you can quickly reorder previously ordered products using the reorder pad feature. Your orders can be entered by any authorized member of your staff without ever having to leave their jobsite. Your order is processed by a Womack associate and scheduled for



your preference of delivery or pick up.

**Problem 2: You need a price quote quickly!** You're meeting with a customer at a service call. You've diagnosed the problem, know the parts required to fix it, but don't have them on your vehicle. The customer wants a price before authorizing you to complete the job.

**WES Connect Solution 2:** One of the biggest advantages that WES Connect offers is providing you with a way to develop comprehensive price quotes quickly and easily. You can search, and select, required parts, saving them to a bid that provides accurate pricing for the selected items. Once you receive the go ahead to proceed with the job, ordering is as simple as making a few clicks on your device. A Womack associate is notified and follows up personally to confirm the details of your order.

**Problem 3: I need to manage my existing labor force better.** Let's face it, we all have to run a little lean in today's competitive work environment, but when your skilled technicians are at a distributors counter waiting for orders to be pulled, your productivity dwindles in unison with your profitability.

**WES Connect Solution 3:** WES Connect allows for placement of orders from anywhere you can go online. No more trips to the counter, calling out your product request - item by item. Once your orders are entered, we'll pick and package them for pick up or delivery with the same attention to detail that you've come to expect from every transaction at Womack Electric Supply

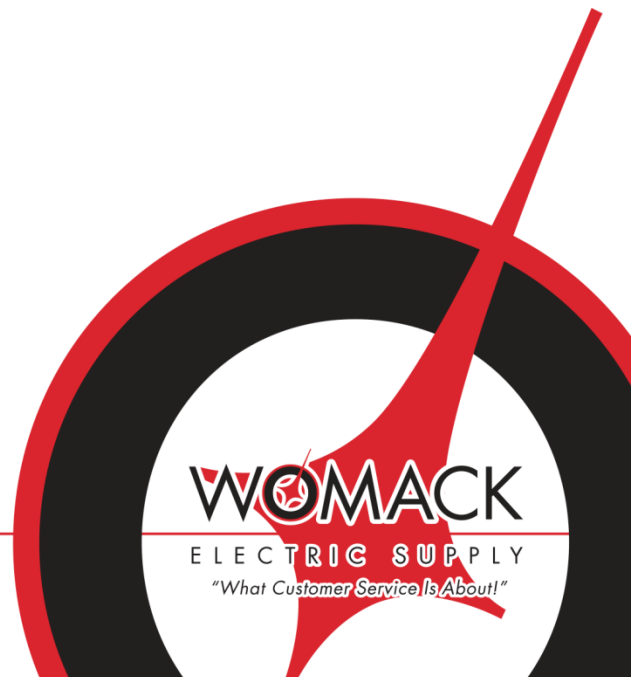
These are just 3 quick examples. There are numerous other ways WES Connect can help your business maximize efficiency, save time, money, and increase production and profits. So sign up today. Set up is easy - we're with you every step of the way.



For more Information on becoming a WES Connect user, contact your Womack Electric Supply representative today.

# WES Connect

Your Online Account Connection



# PULLPro®

LIGHTER, STRAIGHTER, FASTER...IT'S JUST THAT SIMPLE™

Centered, form-fitting grip for balanced handling

Don't lose your pull - Secure it here with this pocket when you're in-between pulls

Reduced coiling memory in wire after pulling

Package sits upright - safer and easier to lift

All PullPro circuit wire comes in our lube-free SuperSlick Elite®

Available in 14 AWG, 12 AWG and 10 AWG, Solid and Stranded

PullPro Cases fit together when pulling multiple conductors

All sizes and lengths weigh less than 30 lbs for better handling and increased safety

Footage Estimator helps track how much wire is remaining\*

Weight distribution stays even during pull, improving balance

Shrink-wrapped inner coil allows wire to be pulled with or without the case

## PULLING & STACKING WITH THE PULLPRO



Stack PullPro Cases for a horizontal pull

OR



Arrange PullPro Cases in an "X" pattern or side-by-side for a vertical pull



1.800.962.9473 | [www.encorewire.com/pullpro](http://www.encorewire.com/pullpro)

\*Footage Estimator is a visual reference only. Precise footage not guaranteed.

# SNAP2IT<sup>®</sup> MC Cable Connectors

*Largest Line. Widest Cable Ranges. Fastest Installation.*



**NO TOOLS  
Snap In  
installation  
SAVES TIME!**

Arlington's zinc diecast SNAP2IT<sup>®</sup> fittings are the *easiest to insert* snap-on connectors. And they handle the widest variety of cables!

- **Easiest installation**  
New and improved design delivers the easiest cable insertion.
- **Widest total cable ranges**  
Our Snap2It<sup>®</sup> connector line accommodates cables from 14/2 to 3/3.
- **Widest variety of cables**  
For AC, MC, HCF, MC continuous corrugated aluminum cable, MCI-A cables (steel and aluminum), AC90, ACG90.

**Arlington makes snap in connectors that fit the NEW CABLE with lighting and low voltage circuits in the same cable**

- Super-secure installation in retrofit (38RAST, 40RAST) or new work
- Connector is removable, reusable
- Fully assembled – Ready to use
- Concrete-tight when taped



**OUR  
SNAP2IT<sup>®</sup>  
CONNECTORS  
FIT THE NEW CABLE**  
with lighting & low voltage circuits in the same cable

**Easiest cable  
insertion.  
NO TOOLS!  
Secure hold.**



**Arlington**  
[www.aifittings.com](http://www.aifittings.com)

the  
**WOMACK**  
way



**7th Annual**

# "Give a Kid a Bike"

## Community Outreach Event

Our annual Give a Kid a Bike campaign begins October 17th and runs through December 8th. Last year, with the support of our generous customers and Womack staff, a total of 466 were collected and donated for distribution to children in local communities. We are 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 support this important event which embodies the spirit of the Womack Way – building relationships and partnerships within our communities.



**Partnering together to support our communities.  
See your local branch for participation details.**





# Expansion

T&B Fittings



# Deflection

## A smarter, safer, faster coupling for rigid PVC conduit runs



T&B® Fittings Non-Metallic Expansion/Deflection Couplings provide a fast, flexible and safer connection for rigid PVC conduit and fiberglass runs involving movement or vibration, such as bridges, piers, parking garages, overhead walkways, and other structures.

- Accommodates axial or parallel deflection of up to ¾" and angular deflection of up to 30° from relaxed position
- Saves labor time and costs – up to five times faster to install vs. traditional method
- Reduces inventory – 5-to-1 part reduction
- Suitable for wet locations
- Fully UL approved and NEC 2014 Code compliant
- For PVC Schedule 40 & 80 and fiberglass raceways
- 100% made in the U.S.A.

[www.tnb.com/non-metallicdeflection](http://www.tnb.com/non-metallicdeflection)

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**Thomas&Betts**

A Member of the ABB Group

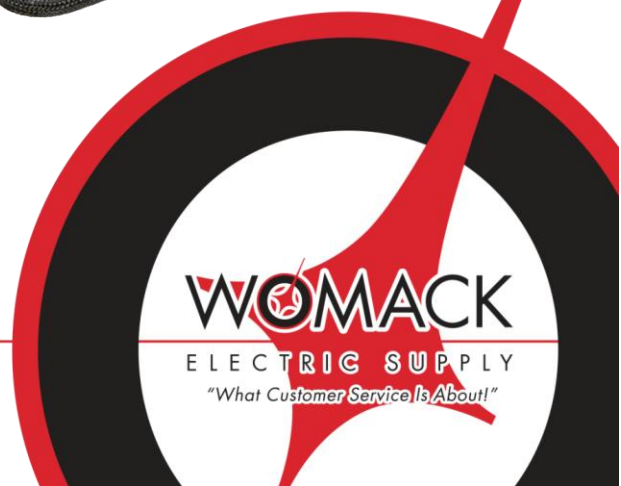
# KLEIN TOOLS®



For Professionals... Since 1857™

## NEW PRODUCTS

- ⊗ KLE 32800 6-IN-1 MULTI-NUT DRIVER
- ⊗ KLE 32751 ADJ LENGTH SCREWDRIVER
- ⊗ KLE 32290 15-IN-1 MULTI-BIT SCREWDRIVER
- ⊗ KLE 32291 15-IN-1 TAMPERPROOF DRIVER
- ⊗ KLE 635-6 6-PIECE HD NUT DRIVER SET
- ⊗ KLE 32581 4-IN-1 ELECTRONICS SCREWDRIVER
- ⊗ KLE 5482 BACK POCKET TOOL POUCH
- ⊗ KLE 32594 6-IN-1 RATCHETING STUBBY DRIVER
- ⊗ KLE 56999 CONDUIT LOCKNUT WRENCH
- ⊗ KLE 32801 5-IN-1 MULTI-NUT DRIVER
- ⊗ KLE 635-9/16 9/16 IN HD NUT DRIVER
- ⊗ KLE 56220 HEADLIGHT
- ⊗ KLE 56223 SLIDE FOCUS FLASHLIGHT
- ⊗ KLE 56222 PENLIGHT
- ⊗ KLE 56221 LED CLIP LIGHT



# NEWS BRIEFS

## Womack Way Award



Craig Melton

Craig Melton, CDC and Purchasing Manager, in Youngsville, 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 Craig!

## Womack Wins – Best of the Best Awards



During the month of August, at the NAED AdVenture Marketing Conference, held in Chicago, Womack Electric Supply's marketing team was awarded Best of the Best Awards for Event: Womack University – Women In the Electrical Industry & Literature/Selling Tool: Tool Sales & Service Tool & Safety Catalog.



## Important e-Billing Service Enhancements

To better serve you, Womack Electric Supply has made the following important e-billing service enhancements to our online billing program.


- Paid and unpaid invoices are now listed separately online
- Items are now identified as an invoice, a statement or a credit memo
- Maximum single ACH payment increased to \$50,000 from \$15,000
- One-time payment option for customers with no account set up
- Total balance due appears upon log-in to eInvoice Connect
- Conveniently link to eInvoice Connect from womackelectric.com



Use your customer specific token found at the bottom of your invoice and sign up at: <http://womackelectric.billtrust.com>

For questions, or to learn more about online billing, contact the Womack Electric Supply Credit Department at 800-280-1586.

## Project Management - Tools for Success Event



Womack Electric Supply hosted a Womack University: Project Management Event on September 14<sup>th</sup> at the PNC Arena in Raleigh, North Carolina. The event was very well attended and provided training opportunities, with continuing education credit, for contractors with topics including Womack Electric Supply Project Management Services, Eaton Drives, and an Electrical Code Update Class. Manufacturer booths showcased the latest product innovations and releases.

Womack University was created to give each and every one of Womack Electric Supply's customers the opportunity to learn, grow and succeed by combining product education, business training and sales motivation into a set of tools and resources that are easy to understand yet powerful enough to make a noticeable impact on the electrical contractors bottom line.

We look forward to seeing you at our next Womack University event and ask you to give us an opportunity to work with you on your jobs and projects using our Project Management Services program.

Allow us to show you how you and your company can add profit to your bottom line by increasing your projects' efficiency.

Let us show you – "What Customer Service Is About!"



# Online Specials

Celebrate the season with spectacular savings.

## October

### **LEVITON 9864-LED**

LED Ceiling Occupancy  
Sensor Lamp Holder

### **INTERMATIC K4021C**

1800W Fixed Position  
120V Photo Control

## November

### **CLC 1526**

28 Pocket Custom Leather  
Craft Tool Bag

### **MILWAUKEE 2393-L**

M12 Cordless Realtree  
Heated Jacket

## December

### **MILWAUKEE 2735-20**

M18 Cordless LED  
Work Light

### **KLEIN 2100-7**

Electrician's Scissors  
w/ Stripping Notches

# WES Connect

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