

SPRING 2016

www.womackelectric.com

the WOMACK

"What Customer Service Is About!"

way®



JOBSITE SAFETY

What You Need to Know

MEG APPROVED METERING

What Can You Expect?



WOMACK

ELECTRIC SUPPLY

"What Customer Service Is About!"

New Partnerships = New Opportunities

You need quality products, at competitive pricing, that are readily available to complete your jobs on schedule and in budget. At Womack Electric Supply, we strive to align ourselves with the top brands and products to meet these ever changing, challenging needs.

Our branch locations maintain a supply of inventory in your market area and are dependent on our vendor partners to assist in this. Back ordered product, quality issues, marketplace effectiveness and pricing concerns deem it necessary to confer with these suppliers to address these issues when they arise. While most often our vendor partners address these concerns with viable solutions we are sometimes required to make brand changes when they do not. This is always a difficult decision as we consider these suppliers our partners whom many of you have come to know and trust as well. When a change is needed we work to make the transition for you, our customers, as seamless as possible.

Rest assured when changes such as these are necessary we will work to partner with the best possible suppliers to continue providing the quality products you have come to know and expect from us. Before Womack Electric Supply agrees to carry any new product or product line, it must meet certain criteria. The purchasing, sales, marketing and distribution teams work together to thoroughly evaluate and analyze whether the products and change is not only a good fit for Womack Electric Supply, but more importantly, whether it helps our customers to succeed. Benchmark questions we use in considering new products or product line changes include: Does it do what it says it's

going to? Is it unique? Are the products effective at saving our customers time or money? Will this change offer new business opportunities for our customers? Only when these criteria are met is a change made.

You have probably noticed a few of such changes recently. We have been afforded the opportunity to partner with Philips Lighting and Advance to meet our lamp and ballast needs. We are excited about these new partnerships and know you will be as well. These lines are standouts in their product categories and are delivering many new and exciting products to the marketplace to help grow your business.

We also have a new partnership with Edison fuse. Edison is a part of the Eaton group with which we have had a long standing relationship for many years. We know this change will prove to be a positive one as well.

The next time you are in contact with one of our associates, ask them about these new vendor partners and the products they have to offer.



Terry Burton

Operations Manager





Significant energy savings for today and tomorrow

We are proud to present a broad array of LED lighting solutions designed to create inspiring ambiances both in buildings and outdoors while reducing energy consumption and operational costs.

innovation ✨ you



Philips DiamondSpark LED dimmable candles use a revolutionary new shaped lens that allows the optics to radiate brilliant, clear and sparkling white LED light.



Philips InstantFit LED T8 lamps are a simple way to instantly make your current application more efficient by utilizing your existing fluorescent fixtures and ballasts.



Philips SlimStyle BR30 dimmable LEDs use up to 80% less energy when compared to traditional technology, allowing you to do more with less.



Philips LED lamps are a cost-effective option for every-day lighting and provide LED benefits at an affordable price.

See the full story at:
philips.com



PHILIPS



Jobsite Safety

What You Need to Know

CAUSE FOR ALARM

With national electrical safety month coming in May, now is an opportune time to review workplace safety awareness. Every day, construction workers face numerous hazards and dangers on the jobsite. Many of these hazards can even be life threatening. According to results from the Census of Fatal Occupational Injuries (CFOI) conducted by the U.S. Bureau of Labor Statistics, a preliminary total of 4,679 fatal work injuries were recorded in the United States in 2014, an increase of 2 percent over the revised count of 4,585 fatal work injuries in 2013. Knowing how to spot potential dangers, and take precautionary measures to mitigate threats should be standard operating procedure on every jobsite.

TOP 10 HAZARDS

OSHA workplace safety violations provide a clear indication of potential hazards to be avoided when striving for jobsite safety. Below is a list of the top 10 most frequently cited violations for 2015 in order of citation frequency.

Fall Protection (1926.501) Any time a worker is at a height of four feet or more, the worker is at risk and needs to be protected. Fall protection must be provided at four feet in general industry, five feet in maritime and six feet in construction.

Hazard Communication (1910.1200) Chemical manufacturers and importers are required to evaluate

the hazards of the chemicals they produce or import, and prepare labels and safety data sheets to convey the hazard information to their downstream customers.

Scaffolding (1926.451) Scaffold accidents most often result from the planking or support giving way, or from the employee slipping or being struck by a falling object.

Respiratory Protection (1910.134) Respirators protect workers against insufficient oxygen environments, harmful dusts, fogs, smokes, mists, gases, vapors and sprays. These hazards may cause cancer, lung impairment, other diseases or death.

Lockout/Tagout (1910.147) "Lockout-Tagout" refers to specific practices and procedures to safeguard employees from the unexpected startup of machinery and equipment, or the release of hazardous energy during service or maintenance activities.

Powered Industrial Trucks (1910.178) Each year, thousands of injuries related to powered industrial trucks (PIT), or forklifts, occur in US workplaces. Many employees are injured when lift trucks are inadvertently driven off loading docks, lifts fall between docks and an unsecured trailer, they are struck by a lift truck, or when they fall while on elevated pallets and tines.

Ladders (1926.1053) Occupational fatalities caused by falls remain a serious public health problem. The US Department of Labor (DOL) lists falls as one of the leading causes of traumatic occupational death,



accounting for eight percent of all occupational fatalities from trauma.

Electrical – Wiring Methods (1910.305) Working with electricity can be dangerous. Engineers, electricians and other professionals work with electricity directly, including working on overhead lines, cable harnesses, and circuit assemblies. Electrical hazards are a serious problem in many workplaces, with the potential to cause burns, shocks or worse. Common hazards identified in inspections include use of flexible cords instead of fixed wiring, inadequate protection for workers entering boxes and exposure to live contacts.

Machine Guarding (1910.212) Any machine part, function, or process that may cause injury must be safeguarded. When the operation of a machine or accidental contact injures the operator or others in the vicinity, the hazards must be eliminated or controlled.

Electrical – Gen. Requirements (1910.303) Working with electricity can be dangerous. Engineers, electricians, and other professionals work with electricity directly, including working on overhead lines, cable harnesses, and circuit assemblies. Others, such as office workers and sales people, work with electricity indirectly and may also be exposed to electrical hazards.

PROTECTION BEGINS WITH YOU

Jobsite safety is everyone's responsibility, but being proactive regarding safety begins with you. A few straight-forward guidelines may help you take steps to avoid hazards that cause injuries, illnesses and fatalities. As always, be cautious and seek help if you are concerned about a potential hazard. Consider these helpful tips:

- Ensure you are properly trained to avoid hazards specific to your role. Foremen should

consider tracking required training and certifications by job function or department.

- Inspect tools and equipment for exceptional wear and hazardous operation. Repair or replace, as needed.
- Always wear appropriate personal protective equipment for each specific jobsite task.
- Participate in regular safety meetings. Review the causes of accidents, especially recent incidents, and ways to reduce them in the future.
- Assign corrective and preventive actions for incidents and near-misses.
- Perform regular safety audits to proactively identify hazardous conditions.
- Centralize written programs to document your organizations safety efforts.

HOW WOMACK CAN HELP KEEP YOU SAFE

You can count on Womack Electric Supply to provide for all your jobsite safety needs. In addition to ergonomic tools and tool repair and maintenance, we offer lock-out/tag-out equipment, and a wide range of personal protective equipment including hard hats, vest, gloves, safety glasses and ARC flash protection suits. Contact a Womack representative today to discuss your particular safety needs. We look forward to working with you to ensure your safety today and for years to come.



Safety matters

personal protective equipment

3M

DBI
SALA



headquarters

Elk River, Inc.
Personal Fall Protection

- ⊗ Arc Protection Suits
- ⊗ Hard Hats
- ⊗ Mag Readers
- ⊗ Safety Vest / Apparel
- ⊗ Safety Eye Wear
- ⊗ Hearing Protection
- ⊗ Safety Visors
- ⊗ Fall Protection
- ⊗ Insulated Gloves
- ⊗ Insulated Hand Tools

When you think safety – think Womack Electric Supply.

We partner with leading safety product manufacturers and vendors to bring you top of the line safety products and solutions designed to keep you and your staff safe on the job.

Watch for our PPE & Safety Products specials during the month of May.

PETZL

PIP
PROTECTIVE INDUSTRIAL PRODUCTS



WOMACK
ELECTRIC SUPPLY

MILWAUKEE® M18 FUEL™ TRADE-IN

**\$100 OFF SELECT MILWAUKEE® M18 FUEL™ KITS
WHEN YOU TRADE IN A 14.4V OR GREATER PROFESSIONAL
GRADE CORDLESS TOOL WITH 2 OR MORE BATTERIES**

M18 FUEL

\$100 OFF M18 FUEL™ KITS Q1 2016

Eligible Items	
2703-22	M18 FUEL DRILL KIT XC
2704-22	M18 FUEL HMR DRILL KIT XC
2753-22	M18 FUEL 1/4 HEX IMP KIT XC
2897-22	M18 FUEL HAMMER DR W/IMPACT
2754-22	M18 FUEL 3/8 IMP WR KIT XC
2755-22	M18 FUEL 1/2 IMP W PIN-KIT
2755B-22	M18 FUEL 1/2IMP W FR-KIT
2762-22	M18 FUEL 1/2 HTIW W/PIN KIT
2763-22	M18 FUEL 1/2 HTIW W/RING KIT
2764-22	M18 FUEL 3/4 HTIW W/RING KIT
2765-22	M18 FUEL 7/16 UTILITY DR KIT
2720-21	M18 FUEL SAWZALL 1 BAT KIT
2720-22	M18 FUEL SAWZALL 2 BAT KIT
2894-22	M18 FUEL HAM DR W/FUEL SAWZALL
2757-22	M18 FUEL™ 1/4" Hex Impact Driver with ONE-KEY™ Kit
2706-22	M18 FUEL™ 1/2" Hammer Drill/Driver with ONE-KEY™ Kit
2759B-22	M18 FUEL™ 1/2" Impact Wrench w/ Friction ONE-KEY™ Kit
2758-22	M18 FUEL™ 3/8" Impact Wrench w/ Friction ONE-KEY™ Kit
2795-22	M18 FUEL™ 2-Tool Combo Kit with ONE-KEY™
2759-22	M18 FUEL™ 1/2" Impact Wrench w/ Pin ONE-KEY™ Kit
2705-22	M18 FUEL™ 1/2" Drill/Driver with ONE-KEY™ Kit
2796-22	M18 FUEL™ 2-Tool Combo Kit with ONE-KEY™
2780-21	M18 FUEL 4-1/2"/5" PAD,1 KIT
2780-22	M18 FUEL 4-1/2"/5" PAD, KIT
2781-21	M18 FUEL 4-1/2"/5" SLIDE,1 KIT
2781-22	M18 FUEL 4-1/2"/5" SLIDE, KIT
2783-22	M18 FUEL GRINDER W/BRAKE KIT

\$229

WITH TRADE-IN

M18 FUEL™ 3/8" Compact Impact Wrench

2754-22 Friction Ring. Includes (2) M18® REDLITHIUM™ XC 5.0 batteries, multi-voltage charger, belt clip and case.

\$229

WITH TRADE-IN

M18 FUEL™ 3/8" Compact Impact Wrench

2755-22 Pin Detent. Includes (2) M18® REDLITHIUM™ XC 5.0 batteries, multi-voltage charger, belt clip and case.



\$379

WITH TRADE-IN

M18 FUEL™ 2-Tool Combo

2894-22 Includes 1/2" Hammer Drill Driver, SAWZALL®, (2) M18® REDLITHIUM™ XC 5.0 batteries, multi-voltage charger, side handle, belt clip and carrying case.



\$299

WITH TRADE-IN

M18 FUEL™ 2-Tool Combo

2897-22 Includes 1/2" Hammer Drill Driver, 1/4" Hex Impact Driver, (2) M18® REDLITHIUM™ XC 5.0 batteries, multi-voltage charger, side handle, belt clip and carrying case.



\$199

WITH TRADE-IN

M18 FUEL™ 1/2" Hammer Drill/Driver Kit

2704-22 Includes (2) M18® REDLITHIUM™ XC 5.0 batteries, multi-voltage charger, side handle and case.



\$329

WITH TRADE-IN

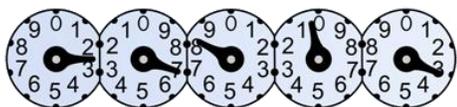
M18 FUEL™ 1/2" High Torque Impact Wrench

2762-22 Pin Detent. Includes (2) M18® REDLITHIUM™ XC 4.0 batteries, multi-voltage charger and case.



MEG APPROVED METERING

What Can You Expect?



In 2015, Duke Energy became a member of the MEG which is an organization comprised of electrical utilities that specifies the requirements for customer-owned, self-contained meter sockets and maintains an approval list of the sockets.

The effective date for MEG approved meter socket installation is January 1, 2016. HOWEVER, Duke Energy is allowing an EXTENDED grace period until July 1, 2016 to allow suppliers and electrical contractors to FULLY transition their stock to the approved MEG sockets.

Duke Energy strongly encourages immediate transition to MEG approved equipment. Duke Energy service personnel are being trained to look for the “MEG approved” label and will refer to the described list as needed. Services with non-MEG compliant meter sockets installed after 7/1/2016 will not be connected.

Meter sockets currently installed on existing contractor temporary service poles or boards used for temporary construction services can continue to be used. Newly constructed temporary construction service poles or boards should be built with MEG approved sockets.

If you have any questions, please contact the appropriate Duke contact below:

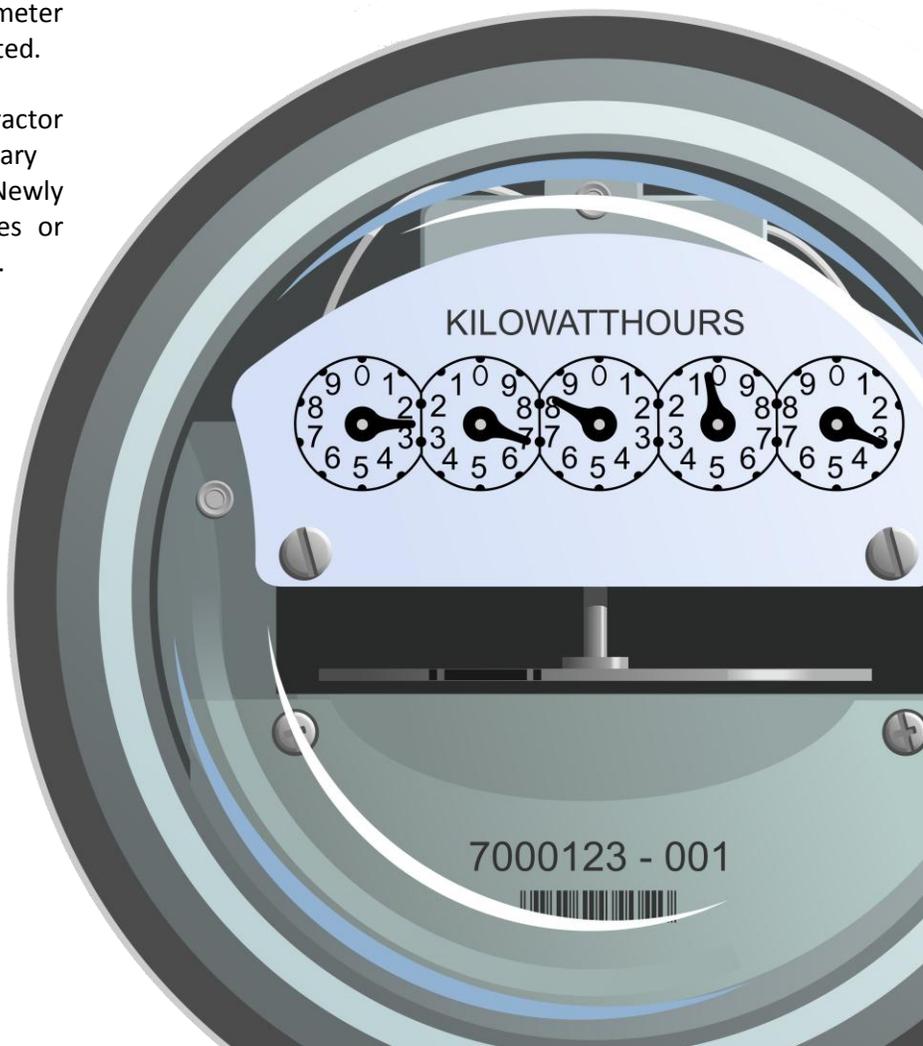
Joe Starnes
Manufacturer & Florida Contact
727-639-3623

Larry Medlin
Duke Energy Progress Contact
919-812-4909

Wes Dillard
Duke Energy Carolinas Contact
864-316-9082

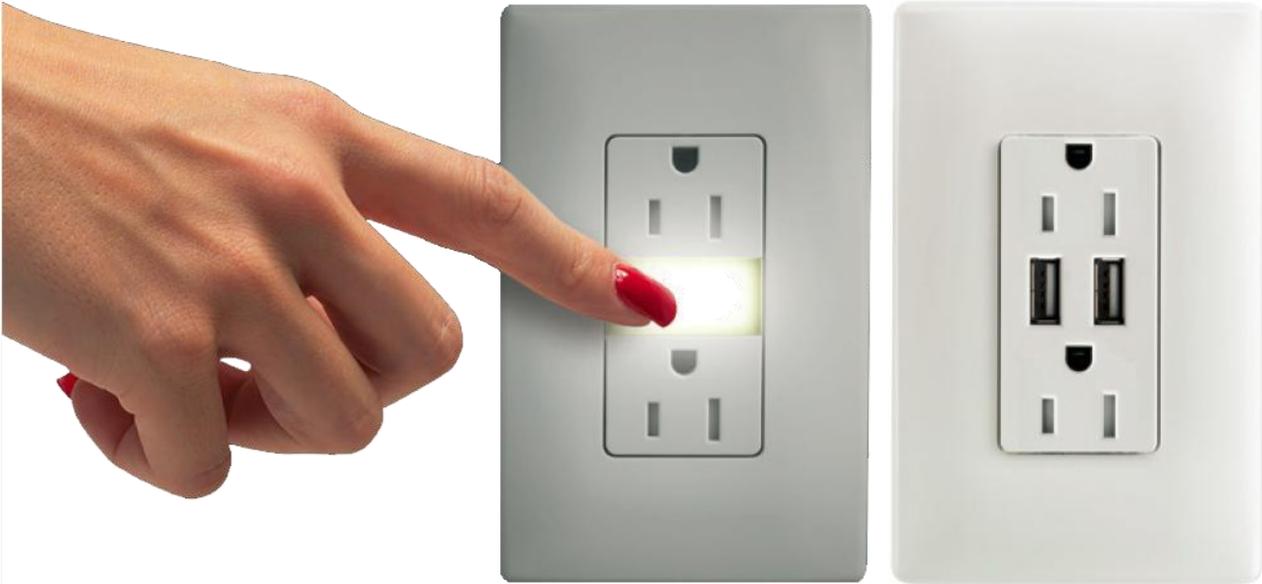
Womack Electric Supply is taking all steps necessary to ensure that our inventory meets the requirements for this change. Womack Electric Supply encourages our customers to be as informed as possible regarding this change and how it may affect existing and future jobs. Visit www.womackelectric.com to view a cross reference of current metering products sold by Womack Electric in Duke Energy territories and the new recommended “MEG approved” metering device.

For further information and to review the latest MEG approved equipment list visit www.duke-energy.com . In the website search box enter “Approved Enclosure.”





Give your customers more of what they want ...



More Products. More Opportunities.

Always start with the best components



The best systems are always powered by the best ballasts so there's no compromise on performance.

innovation + you



PHILIPS
ADVANCE

NEWS BRIEFS



Joe Hicks

Womack Way Award

Joe Hicks, Womack's Roxboro Branch Supervisor, is this quarter's recipient of the Womack Way Employee Award. The award is bestowed quarterly upon an employee that best demonstrates what "The Womack Way" is about. 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 Joe!

Women In Electrical Industry Seminar



Mark your calendars! Don't miss out on this exciting opportunity to network with fellow women in the industry. Watch for more details to follow about this event especially designed for Women in Electrical Industry. Watch for details.



Thursday, May 5th, 2016



CASH* for CLAMPS

Upgrade your old clamp meter by trading it in for the latest in performance and safety!



\$50⁰⁰ for the purchase of an IDEAL 660A Clamp! (61-763 or 61-765)



\$75⁰⁰ for the purchase of an IDEAL 1000A Clamp! (61-773 or 61-775)

Offer valid until April 30, 2016.

WHY TightSight™ Clamp Meters?

PROBLEM

Have you ever had to measure the circuit current in a confined dimly lit and hard to reach location?



SOLUTION

The IDEAL TightSight™ clamp meter allows you to safely and easily view the current measurement due to the exclusive back lit TightSight™ display located on the bottom of the clamp meter. This is particularly useful when accessing cables deep within a distribution panel or measuring overhead.



See rebate form for program details.
*Cash in the form of a widely accepted AmEx Gift Card.

1916



2016

CELEBRATING THE IDEAL CENTURY



"What Customer Service Is About!"

WHAT'S INSIDE

WOMACK
ELECTRIC SUPPLY
518 Newton St.
Danville, VA 24543

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

- ⊗ Jobsite Safety – What You Need To Know
- ⊗ New Partnerships = New Opportunities
- ⊗ PPE Safety Promo Announcement
- ⊗ Milwaukee Trade-In Promo
- ⊗ MEG Approved Metering – What Can You Expect?
- ⊗ News Briefs
- ⊗ Ideal Cash for Clamps Promo
- ⊗ WES Connect Specials



Check Out Our Online WES Connect Specials @
www.womackelectric.com

WES Connect

Connect to WES Connect and connect to your one-stop online shopping source for all your electrical supply needs.

Be sure to check out the latest online specials including 3M comfort grip gloves, and BRK smoke and combo CO detectors.

