



# The Power Source Newsletter

October 2018

## Counter Days & Events

October 4th  
Eaton Lighting  
Norwalk 11am - 1pm

October 5th  
Eaton Lighting  
Norwalk 7am - 10am

October 10th  
Eaton Lighting  
New London 7am - 10am

October 11th  
Nuheat  
New London 7am - 10am

October 17th  
RAB Lighting  
Norwalk 7am - 10am

October 18th  
Eaton Lighting  
Norwich 7am - 10am

October 23rd  
ETI/Keystone  
Cromwell 8am - 10am

October 24th  
Nvent/Raychem/Nuheat  
Norwalk 7am - 10am

## What's New at EW?



October is Fire Prevention Month. The theme for 2018 is **"Look. Listen. Learn. Be aware. Fire can happen anywhere."** As electrical contractors, it's your job to make sure you take special caution and stay alert on the jobsite. That is why we, at Electrical Wholesalers, are proud to offer only the best in fire prevention materials. From smoke and CO Alarms to fire sealant, we keep our materials well stocked so you never have to worry about taking the correct safety measures. In honor of Fire Prevention Month, ask your sales reps about special pricing on select Kidde products.

**[Purchase Fire Prevention Products Here](#)**



**Making Efficiency More Humancentric.**

Being in the efficiency field for many years I have heard many

October 30th  
Generac Training  
CDC-Middletown 8am - 12pm  
[RSVP Only Click Here](#)

Eaton Lighting  
Middletown 11:30am - 1pm

[Click Here to View More...](#)

### Price Increases

Throughout October, the following vendors will be implementing price increases:

Burndy  
CRC  
Eaton Lighting  
Greenlee  
Intermatic  
LEDvance  
Murray/Siemens  
Progress  
QMark  
Rectorseal  
Acuity/Lithonia  
Fulham  
Leviton  
Light Efficient Design  
Milbank  
Thomas & Betts

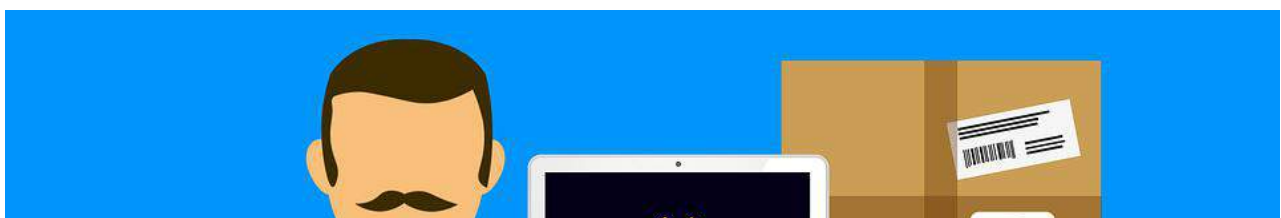
customers complain after a lighting retrofit that they are unhappy with the results. Most of the time it has nothing to do with the energy savings. I have heard in 2 offices next to each other that one was too bright and the other too dark. Exact same fixtures were put into the offices. No one asked the question of the occupants of what their comfort level was before and what the expectations were after. In today's work environment employees who are comfortable are more productive. While we have seen lighting controls implemented, the pushback we have seen and heard is it is expensive, or it doesn't fit the parameters for Return on Investment. Employee morale and comfort was not considered.

Where do controls fit into the equation? With new LED luminaires almost all come out of the box capable of being dimmed. When controls are added the incremental cost is almost always covered by the additional savings. When total cost of ownership is used instead of simple payback controls are extremely cost effective. Employee comfort and satisfaction is not easily measured or quantified. In the case above an occupancy sensor was installed but no way for either office to be dimmed. The additional cost would be negligible, happiness and greater efficiency would have been attained just by the simple act of dimming the lights. When designing efficiency projects, the human factor must be considered. We need to ask our clients what their expectations are for the end results.

**- Jordano Santos EW Energy Solutions Manager**

**[Click Here for More Information on Energy Solutions](#)**

## ECommerce Message





Did you know our website displays information from the manufacturer such as Spec Sheets, Catalogs, Brochures, and Technical Drawings? One of the issues with buying online, is not knowing if you're buying what you need. We take away all guessing by giving you all of the information you need to make an educated decision before buying your products. All you need to do is click on any product description and scroll down to the "Documents" section to see the files. There you will find all available documents from our manufacturers.

**Visit Our Website Now!**

## Have you Noticed the Difference?



Over the last few months we have been making a concerted effort to improve the quality of our branch inventories. We have added more items and increased the quantities available at all locations. We are doing this to be of more value to our customers. Our goal is to have the highest fill rates in the industry at every one of our locations. This process never ends.

### **To Our Customers**

Are there items that you need added to a branch's inventory? Either new or in a larger quantity. Let your salesperson know! Have you tried asking for items that we didn't have before? We may surprise you!

### **To Our Salespeople**

Are you letting the customers know about items added to inventory? Are you asking them what else they need us to have?

We want our customers to always feel that they can depend on us to satisfy their needs every time.

**Contact Us Here**

**New Products**

## The Ferret Wifi-Inspection Tool



**99300**

- Padded EVA case keeps the camera and accessories secure
- Camera provides adjustable bright white LEDs for enhanced clarity
- Rechargeable camera ensures quick charging
- Included threaded adaptors make the camera compatible with 8-32 threaded fish sticks

[Click Here to Learn More](#)



---

## 3" & 4" Gimbal Downlight



**GDL-4-12W-36-WW/NW-WH**

**NSL-3-9W-36-WW/NW-WH**

- Up to 80% energy saving
- High brightness COB LED's
- Low power consumption
- Warm white and neutral white color temperatures
- cETLus listed for direct contact with insulation and combustible materials
- Easy to install, modular design
- New construction, IC and remote installations

## The Spacer-Cable Spacer



**CS14**

- Non-metallic cable spacer that holds power or low-voltage cables secure and centered on a 2x4
- Holds cables individually thus preventing heat build-up
- Supports power or low-voltage cables
- UL/cUS listed and NEC Certified

[Click Here to Learn More](#)



**Arlington**

---

## LV-DL Series Extension Cords

No Image Available

**LV-DL-EX-10-CM**

- 10" remote extension lead
- Works with all LV-DL Series downlights

**LV-DL-EX-30-CM**

- 30" remote extension lead
- Works with all LV-DL Series downlights

[Click Here to Learn More](#)



- For residential and commercial applications

**Click Here to Learn More**



**Stay up to date with New Products  
at [www.ew-ct.com](http://www.ew-ct.com)**