

The Pipeline - Edition 12



THROUGH IT ALL, WE ARE BETTER TOGETHER

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ECM INDUSTRIES ACQUIRES ILSCO



NEW BERLIN, WI. — April 30, 2020 — ECM Industries, LLC, today announced the acquisition of electrical connector manufacturer ILSCO, headquartered in Cincinnati, OH. ILSCO is a leading North American manufacturer of electrical connectors, tools and accessories serving commercial, industrial, utility and OEM customers. ILSCO will become part of ECM Industries which consists of leading brands Gardner Bender, Sperry Instruments, King Innovation and Bergen Industries.

“The acquisition of ILSCO adds an industry-leading brand with best in class power connectors and grounding solutions. But its real value is with its talented and experienced leadership team that has built deep and impactful customer and channel relationships,” said Mike Masino, CEO ECM Industries.

Andrew Quinn, CEO of ILSCO stated, “This is a very exciting time for ILSCO as we start the next phase of our business with ECM. We are very proud of what we have built in our 126-year history and, with our complimentary organizations and product lines, we will accelerate our growth and presence in the electrical industry.”

"We are very excited to welcome the ILSCO team to the ECM family. Bringing the two dynamic organizations together greatly enhances ECM's position in connecting, grounding and terminating products. In addition, it strengthens our position in the variety of channels and customers we serve," said Masino.

ILSCO will continue to operate its sales, engineering and all customer support functions from its headquarters in Cincinnati, Ohio.

For additional information about ECM's and ILSCO's connectivity and wire management solutions, please visit ECMindustries.com and ILSCO.com.

TaskMaster Tools from ILSCO® Video

TOGETHER WITH A TWIST WITH SERVICEPLEX



Wire and Cable Solutions for Commercial Applications

We specialize in time- and cost-saving solutions. From our full line of colored XHHW-2 to feeder MC and bare copper, we have what you need and can get it on site fast. Our On-Demand Cable Management ensures product availability and delivery for the duration of your project, and our Emergency Service has you covered 24/7. Let us help keep your business on the rise.

"Click the Pic" for more info

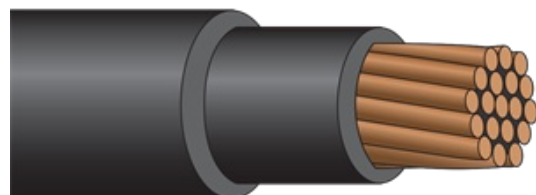
SERVICEPLEX®

Our brand of prefab cable, ServicePlex® is an assembly of quality thermoset single conductors twisted together to create a consistent, uniform construction on one reel for faster installation and lower operating costs. Available in XHHW-2 and USE-2/RHW-2 with striped or colored conductors for easy phase identification.



XHHW-2

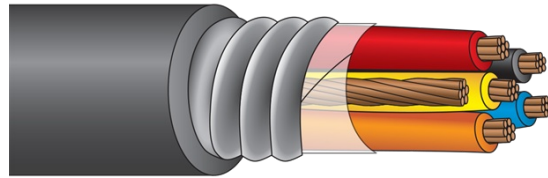
Our XHHW-2 is a thermoset product made with XLPE insulation, instead of PVC (THHN/THWN-2). It is more resistant to chemicals and abrasions and far less toxic in the event



of a fire. Available in #14 AWG through 1000 Kcmil, CT Rated, 600V/1kV copper, tinned or VW-1 in all industry standard colors with overall PVC, ServiceCPE®, or EnviroPlus® (LSZH) jacket.

FEEDER MC

Metal-clad (MC) constructions are a cost-effective alternative to traditional pipe and wire, offering significant savings by eliminating the need for conduit and the labor required for installation. Contractors who use type MC report 50-75% combined labor and material savings versus pipe and wire.



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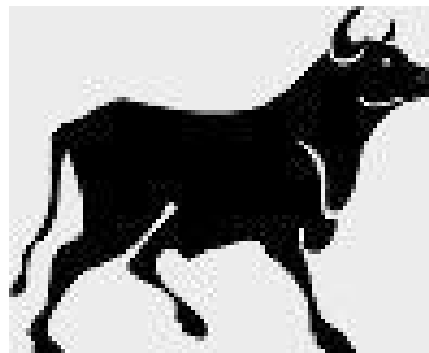
Need a transformer fast, we can deliver. Emergencies happen and we're here to respond.

WE WILL WORK 24/7 till the emergency transformer is done or your money back*! **Ask about our BULL RUSH emergency transformer program** and let us know what you need.

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LIGHTING FOR WHAT BRINGS US TOGETHER

SPORTSBEAMS



MOST ADVANCED

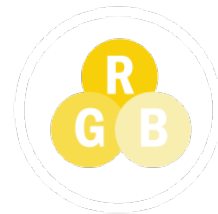
LED

L I G H T I N G
I N T H E W O R L D

Chromabeams - Full Color LED Sports Lighting Fixtures



FULL PRE-MIXED RGB



This full RGB fixture pre-mixes colors so that only a solid color is displayed.

Our Chromabeams line of LED sports lighting fixtures represents the best the industry has to offer. Not only do the fixtures provide broadcast quality event lighting, it can switch to one of 2 million colors instantly. In addition, the white light can be tuned from 1800 K (very warm yellow) to 10,000 K (icy blue). Whatever matches your #venue best, our fixture will accommodate.

We are the only sports lighting company in the world that can offer this product at the same price as our competitors' standard mono light. The same single optic design that allows us to offer glare-free lighting allows us to add additional LEDs as needed with little increased costs. That means that our customers can enjoy



far more functionality and entertainment value from their sports lighting fixture then was ever possible before.

This year, we are lighting several major venues with 100% Chromabeams products. They will be the only facilities in the world where 100% of their sports lighting fixtures are capable of full color and white color tuning. The customization and entertainment options will be like nothing seen before.

Better yet, however, is that even high schools can afford to have professional grade lighting in their own stadiums.

*Visit **SPORTSBEAMS** website*

For questions regarding these any of these products, please call our office 314-524-4424 or email your salesperson:

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Employee Spotlight

Tony Meglio



The founding principal of Meglio & Associates grew up in St. Louis not far from Tower Grove Park. The youngest of five children, Tony was the first in his family to get a college degree. He chose a baseball scholarship at St. Louis University over an offer to play Class C ball for the Boston Red Sox. A .300 hitting catcher for the Billikens, he was known for his hard nose play and grit.

It was that play-hard attitude that led to the best play of his life. In a volleyball game while a sophomore at SLU, he meant to slam a point home and instead hit the girl playing in front of him in the back of the head. The ensuing apology is how he met the love of his life, his wife of 67 years, Jane. They married while still in college where he finished with a bachelor's degree in economics. While in school he also worked in the family's restaurant business, Luigi's, and to this day says he still loves his time waiting

tables and managing. However, in 1968 he left to go to work as a salesman for Glasco

Electric. His brother told him he would be back in six months, but Tony had other ideas. His now famous Meglio work ethic led to him being the #1 salesman in the last five years at Glasco of his ten years there.

The year was 1978 and the oil embargo was crippling the economy but despite the times, Tony was determined to venture out on his own and he started Meglio & Associates. His hard-nose attitude led Meglio & Associates to become one of the top rep agencies in the area. As the 21st century started, Tony began the process of turning things over to his sons, who today now own and operate the business and enjoy the loyal following he created. When asked about how he built such loyalty with his customers he said, "It's about telling the truth even when sometimes it wasn't what they wanted to hear. We worked together, but we also played together. My customers became my friends." Tony still enjoys deer and turkey hunting and got out just last year a couple of times. Before the current circumstances, he was still coming into the office almost every day and was enjoying his monthly investment club meetings with his friends. Like all of us, he is looking forward to things getting back to normal and hoping that won't be too long.

Tell us about a Meglio employee that went above and beyond & be entered to win one of five \$25 Visa Giftcards.
Email response to Teresa Vitale, tvitale@meglio.com

