

The Pipeline - Edition 15



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Get Smart On Us!



*WE ARE OFFERING CUSTOMIZED
ONLINE TRAINING*

+

*CONTINUING EDUCATION
CREDITS*

*EMAIL OR CALL YOUR SALESPERSON
BELOW TO SCHEDULE!*

For questions regarding any of these products or training,
please call our office 314-524-4424,
contact your salesperson directly
or use the email link below:

[Brian Greenwald](#) (314-873-5822)
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[Ed Snyder](#) (314-283-2861)
[Eric Ripp](#) (314-363-3145)
[Jason Kyle](#) (314-805-2323)
[Mike Meglio](#) (314-570-7454)
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PLAY BRAINIAC BONUS BUCKS

Win Chances in a Drawing for a \$25 Gift Card
\$\$ Look for the Double Dollar Sign \$\$

HOW TO PLAY

Look for the \$\$ questions in each article. Then send an email to Tom Kyle at tkyle@meglio.com with the correct answers. Please put **Brainiac Bonus Bucks** in the subject line. You will get one chance for each correct answer. In other words, if you get all five answers correct, you get your name in the drawing five times. Answers and winners will be announced in the next Pipeline newsletter.

Edition #14 Brainiac Bonus Bucks Winner is
Dan Asaro - Frost Electric
Congratulations Dan!
You receive a \$25 Gift Card

Save Time/Money on that next cable job...

Atkore[™]
AFC Cable
Systems



MC Glide[™] Aluminum Clad Cable

THIS IS WHAT EVERYBODY IS TALKING ABOUT!

WATCH THE 2 MINUTE VIDEO BELOW AND SEE HOW MUCH
TIME/MONEY CAN BE SAVED USING MC GLIDE



IT'S A SMOOTH PULL THAT'S EASIER FOR THE
ELECTRICIANS, SO THEY CAN FOCUS ON THEIR JOBS,
VERSUS BEING FRUSTRATED WITH TRADITIONAL CABLE.

MC Glide™ is the new, completely redesigned cable that makes pulling cable a breeze. It slides through metal studs and ceilings easily for faster, quieter pulls.

Reduce time spent on a job. Reduce labor costs. Reduce the stress on your back.
Get MC Glide™ and glide through the path of least resistance.

Watch this 51 second video below that shows you what we mean.



[Click Here for More MC
Glide Info](#)

[Get a Sample](#)

Request a 25' coil of MC Glide™

HOW MUCH CAN YOU SAVE?

[CLICK HERE TO USE THE MC GLIDE
CALCULATOR](#)

**\$\$ 5. True or False: In the 2 minute video above,
MC Glide is installed in less than half the time it
takes for traditional cable. \$\$**

[Give it a Push...](#)

GB[®] Gardner Bender

PushGard Push-in Wire Connectors



Red 2-Port
PushGard Push-in
Wire Connector



Orange 3-Port
PushGard Push-in
Wire Connector



Black 8-Port
PushGard Push-in
Wire Connector

Gardner Bender Wire Connectors are engineered to exceed the expectations of professional electricians. Perfect for commercial or residential applications GB Wire Connectors offer world-class quality, performance, and application versatility.

- Simplified insertion and compact size helps in tight locations
- Clear polycarbonate housings have color-coded side panels for connection verification and identification
- 3-PORT CONFIGURATION: Fits: 22-12 AWG Wire Gauge

[Click Here for More Info](#)



LeverGard
2-port lever connectors



LeverGard
3-port lever connectors



LeverGard
5-port lever connectors

GB's LeverGard wire connectors have the ability to secure both stranded and solid

wire. These lever connectors provide the perfect solution for a wide variety of wire sizes. The clear body design makes it easy to see if the wire is secure and connected.

[Visit Gardner Bender Website](#)

**\$\$ 1. True or False:
Gardner Bender wire connectors offer only
copper-to-copper connections.
(click More Info above for answer)\$\$**


ECM INDUSTRIES

Gardner Bender is an ECM Industries brand.

[Click Here To Visit The ECM Website](#)

Learn and Earn...





Learn about electrical
distribution.
Earn CE credit from AIA.

**FREE
CEU**

Sponsored by Milbank.



How to design electrical distribution systems

This course will focus on common low-voltage 480/120-volt electrical distribution equipment encountered in most facilities and will touch on medium-voltage equipment. Also, basic considerations for rooms housing these pieces of electrical equipment will be highlighted.

[Click Here to Register](#)



A Proud AMERICAN Manufacturer

[Visit the Milbank website](#)

\$\$ 2.Experience is important.
Do you know what year Charlie Milbank
founded Milbank Manufacturing? \$\$

[Click here to find out](#)

Time is Money

Prefabricated Device Assemblies

Watch this fun 2 minute video that shows how much faster the Atkore system is to install.



Atkore Cable Ready Devices



Features & Benefits

- Devices are installed, side-wired, taped and fitted with quick connect feature
- Cable ready assemblies terminated outside box, eliminating need to remove mud ring
- Universal brackets have built in standoffs for up to 6" walls
- Mounting templates are available
- Reduces material storage, waste and handling
- Metal device protectors prevent damage by other trades
- UL listed assembly (UL QQYZ)

[Click Here to Learn More](#)

\$\$ 3.What is your time worth?

How much longer does it take for a
traditional hotel room installation
vs.

an Atkore Fully Engineered Pre-Fab installation ?

- a. about 2 and a half times longer
- b. a little less than twice as long
- c. about 1 and a half times as long

Watch the cool 2 min. video above to find out. \$\$

Winter Isn't Coming....It's Here!



202SL Series - Radiant Plug-In Under Desk Heater



- Personalized warmth where and when it is needed
- Mounting versatility with low-profile wall mount or floor stands
- Lighted built-in on/off switch
- 3-prong power cord and plug included
- Safe to the touch
- Radiant heat heats objects and people, not the air
- Energy efficient - costs 1-2 cents per hour to operate

More Information About The Under Desk Heater



Marley[®]
Engineered Products

WHERE DESIGN & COMFORT MEET

Whether your space is residential, commercial or industrial, Marley digs in deep to deliver planning and design services that allow you to spend more time and effort focusing on the big picture.

[Click Here To Visit Marley's Virtual Tour Website](#)

\$\$ 4. What are the three basic Marley brands? \$\$

[Click Here to find out](#)

Meglio Employee Spotlight

RON WRIGHT

It was 1977. Gas was \$.65 a gallon, the World Wide Web was still 14 years away and Ron Wright graduated from



Washington High School in Washington, Illinois. He gave college a try but found it wasn't for him, so he started in the warehouse in distribution and worked his way up the ladder to a management position learning on the job. Ron got into the rep lighting business in 2000 as a direct Philips employee for Daybrite. Then in 2013 he came to Meglio and Associates and now handles outside sales in the Central Illinois territory. That's a tough assignment in these days of Covid-19, but Ron is making the best of it, calling on and meeting with the few customers he is able to and keeping in touch via phone and email with those he can't. "It certainly is different, but we're making it work," he says.

When he's not selling Ron likes to stay active, spending time outdoors on his Harley, four-wheelers and hunting with his bird dogs. That's why his favorite time of year is Fall when temperatures are cool outside although he really enjoys all of the changing seasons. Action movies are his favorite particularly the classic westerns with John Wayne and Clint Eastwood. Ron likes to travel with family and figures he has literally been around the world four times. What most people don't know about Ron is that he and his two brothers have played in a Country Southern Rock cover band for the past three years called the Whiskey River Band a.k.a. his nickname Rockin Ron for the band, which he says is known all over. He started playing the guitar 30 years ago and really enjoys performing albeit, the current circumstances have pretty much eliminated indoor gigs. He attributes his favorite quote to his bandmate brother, "You've got to be smart when you're being stupid."

Tell us about a Meglio employee that went above and beyond & be entered to win one of five \$25 Visa Giftcards.

Email response to Tom Kyle, tkyle@meglio.com

Please feel free to share our newsletter with anyone you think might benefit from it. If someone shared this copy with you and you would like to subscribe yourself, click on the link below.

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Edition #14 Brainiac Bonus Bucks Answers

\$\$ 1. True or False: MV-105 Cable is rated at 105 degrees C for dry and wet applications. \$\$ True

\$\$ 2. Experience is important. Do you know the year MGM Transformer was established? \$\$ 1975

\$\$ 3. Cope is the original brand of cable tray. Do you know what year Thomas Jefferson Cope developed the first modular cable tray system and introduced it to the electrical industry? \$\$ 1948
\$\$ 4. For what year did ServiceDrive receive the EC&M Silver Award for Product of the Year? \$\$ 2020

