

The Pipeline - Edition # 16 East



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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,
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or use the email link below:

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<u>Matt Miller</u>	314-873-4411

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 #15 Brainiac Bonus Bucks Winner is

Coy Fitzgerald - Cape Electric

Congratulations Coy!

You receive a \$25 Gift Card

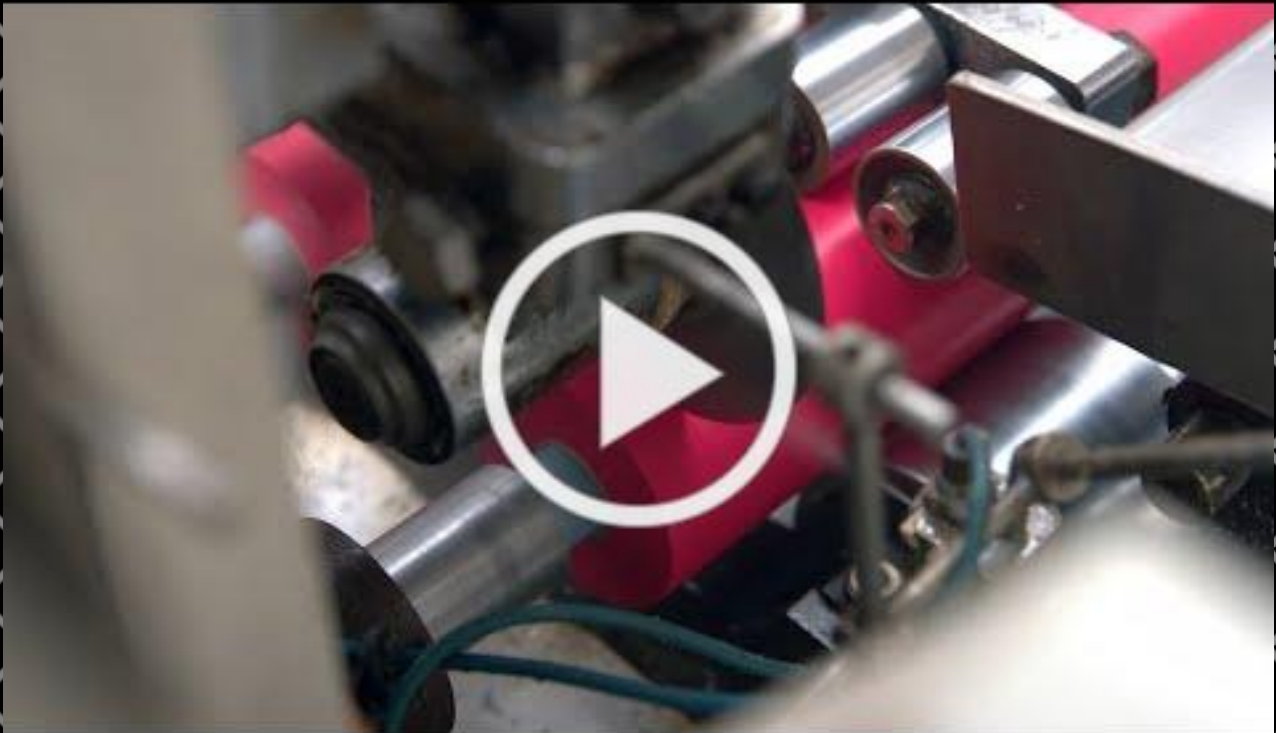
Save Time and Money

Plymouth

Premium Quality Electrical Tapes



Watch the 2:49 minute video below



The "MORE TAPE" - Tape

MORE TAPE
MORE ADHESION
MORE FLEXIBILITY
MORE COMPRESSION
MORE COST SAVINGS

SIZE MATTERS

THE 1" ADVANTAGE

1" wide x 66' long vs. 3/4" wide = 33+%

MORE TAPE
which means

FASTER WRAPS
FOR

LESS MONEY

Visit the Plymouth Website

\$\$ 1. True or False:
Using Plymouth's 1" wide electrical tape saves
considerable time when used in a typical wrap.

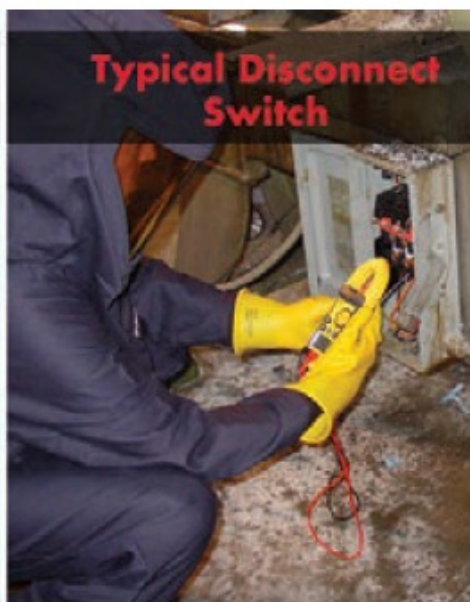
Try Before You Buy...

 **MELTRIC**
A COMPANY OF MARECHAL ELECTRIC

**Reduce Motor Changeout
Downtime by 50% or more!**
**With MELTRIC Switch-Rated
Plugs and Receptacles**



QUICK AND EASY



CUMBERSOME

SWITCH-RATED PLUGS & RECEPTACLES

TRY BEFORE YOU BUY OFFER

Meltric will provide a standard DSN20 or DSN30 sample free of charge for potential new customers with appropriate application and volume opportunities.

[Click Here To Try Before You Buy](#)

Watch the 3 minute video below for more info



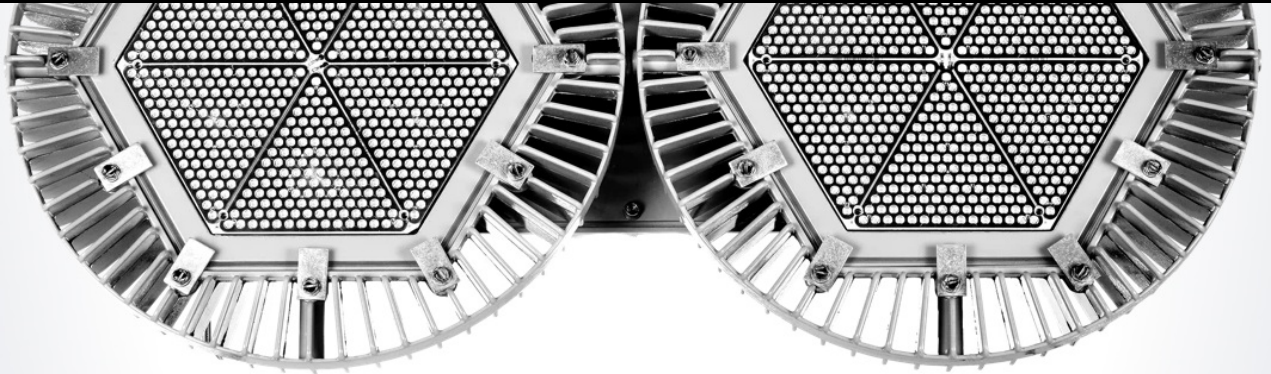
[Visit the Meltric Website](#)

\$\$ 2. True or False:
Meltric's solid silver-nickel contacts are 20 times
more conductive than brass contacts.
(Watch the video above for the answer)\$\$

Lighting Industry Throughout The World...



Dialight is the world leader in
LED industrial lighting technology
with millions of LED fixtures installed worldwide.



Watch the 2:38 Dialight Overview Video Below

Dialight



Industrial LED Lighting 101

[Visit the Dialight Website](#)

\$\$ 3.Experience is important.
Do you know what year Dialight was founded? \$\$

[Click here to find out](#)

American Built, Ronk Solid...



Why UL1008 Certified Transfer Switches Are More Important Than Ever

With an ever-growing need for emergency backup power systems in hospitals, healthcare facilities, data centers and other public facilities, it is critical to have transfer switches that ensure reliability and safety.



[Learn More](#)

UL 1008 is one of the most rigorous safety standards

for transfer switches in emergency power systems. Today, most healthcare facilities and facilities that have legally required emergency power generally only accept UL 1008 transfer switches.

Watch the 1:20 minute video below about
the
SERIES 4 HEAVY-DUTY DOUBLE-THROW SWITCH



[Visit the RONK website](#)

\$\$ 4. What is the first name of Mr. Ronk?
Visit the "About Us" page of the Ronk website
above to find out. \$\$

Meglio Employee Spotlight

David Kackley



A St. Louis area native, David grew up in the St. Peters area, spent a couple of years in Troy, Missouri, then finished high school at Wentzville Holt. After completing his Associates Degree in Electrical System Design Technology at Ranken Technical Institute, he started in the industry at Lee Deering Electrical for a year before being introduced to the distribution world and moving on to Rexel where he spent 5 years honing his skills. Holt Electrical Supply was his next 8 year step where

he took over their commercial lighting department, ran it and built it up before settling in at Meglio about a year ago where his focus is now on lighting for national accounts. He admits it has been an unusual year. The pandemic circumstances have had him working from home, so he has only been in the office for a few events and like all of us, is looking forward to returning to some semblance of normal.

David's favorite seasons are the warm ones, especially summer when he likes to spend his free time outdoors mountain biking, kayaking and wilderness hiking. An avid trout fisherman, he knows the Current River well and cannot wait for trout season to open every year. He admits to being a big St. Louis Blues Hockey fan and is looking forward to when we can all go to games again. He is an action film kind of guy favoring *The Jason Bourne Series*, all of the *Mission Impossible* films, and flicks like *The Transporter* which feature skilled driving scenes. That's because he is more than a bit of a car guru. He likes to work on cars on the side, favors German manufacturers and owns a Volkswagen right now, but his favorite make is Audi. Even so he is looking at a Dodge Durango as something a bit bigger to support his outdoor activities. When David wins the lottery his first expenditure will be his new winter home in Hawaii. Then he would get a nice house on a lake here where he could go fishing on the off days. Feel free to reach out to David at dkackley@meglio.com.

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

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Edition #15 Brainiac Bonus Bucks Answers

\$\$ 1. True or False: Gardner Bender wire connectors offer only copper-to-copper connections.

\$\$ True

\$\$ 2. Experience is important. Do you know what year Charlie Milbank founded Milbank Manufacturing? \$\$ 1927

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

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

\$\$ a.

\$\$ 4. What are the three basic Marley brands? \$\$ QMark, Berko and Farenheat

\$\$ 5. True or False: MC Glide orders come with their own set of special tools needed to install it.

\$\$ False. No special tools are needed.

