



morning meeting

A Rouzer Sales Company Publication

Winter 2007

ROUZER CELEBRATES 70 YEARS

FDR is president, The first coast-to-coast radio broadcast reports the explosion of the Hindenburg. Joe Louis becomes the world heavyweight champ by knocking out Braddock. Amelia Earhart and co-pilot Fred Noonan are lost in the Pacific. Snow White and the Seven Dwarfs, the first feature-length animated movie, is released. And Jerry Rouzer opens the Rouzer Sales Company. On the dawn of the third generation of owners, Rouzer Sales looks forward to continuing and improving the service we provide our valued customers for the years to come..



GOOD THINGS NEED TO BE COMMUNICATED

The 3M T/Y wire connector was highlighted in one of our first morning meeting updates. This little connector has had a huge impact on our territory. Contractors really like the small profile, the huge wire range and cost savings. Great things can and do come in small packages. If you need samples or want a counter demo display, give Greg Elstad a call or send him an email at greg@rouzer.com



THE LAW IS NOW BEING ENFORCED!

A new law NOW requires carbon monoxide (CO) detectors to be installed in both owner occupied and rental dwelling units by various effective dates. The law has a great deal of emotional appeal as a number of legislators, including the Senate and House authors of the bill, had constituents, friends, or even family members who had tragically been killed or injured by carbon monoxide. It was clear that the bill would pass, and Minnesota Multi Housing Association's objective was to amend it to avoid unreasonable and onerous results, such as requiring installations of detectors in areas where they are not needed. January 1, 2007, all new construction dwellings must comply with the law. January 1, 2008 all existing residential single family dwellings must be in compliance. January 1, 2009 all multi-family dwellings must be in compliance!



GREENLEE INTRODUCES A FULL LINE OF HAND TOOLS

We are proud to announce the introduction of the new Greenlee Hand Tools line! Over the last two years, Greenlee's project team has spent hundreds of hours talking with distributors, contractors and end users, gathering valuable feedback regarding customer preferences, and specifically, how professional hand tools could be improved.

This voice of customer research led to the development of a line of professional hand tools that is second to none, designed to outperform and outlast the competition. When combined with all of Greenlee's existing product lines, this comprehensive new line provides our customers with one of the highest quality, complete offerings available in the market today and positions Greenlee as a premier hand tool provider.



CABLE PROTECTION

Even the popular TV Reality Show American Idol uses TRC Yellow Jacket. On the January 28th episode, a significant amount of Yellow Jacket was shown to protect and secure all of the necessary cables to support the audition held in Birmingham, Alabama. Cable protection is not a "best practice" option of temporary wiring. Cable Protection devices are **required** anytime exposed cables are placed where pedestrian or vehicle traffic will occur. TRC provides two family of products to meet performance needs or conservative budget needs. Don't miss an opportunity and keep a few sticks in your warehouse!



A COMPLETE OFFICE IN A BOX AVAILABLE BY EMBARQ (FORMALLY SPRINT!)

Connection Central is the voice and data communications solution for the home and micro office. It can satisfy all your home/office communication needs, now and in the future, allowing you to focus on running your business.



Connection Central is an all-in-one voice and data gateway solution for the home and micro office markets. It is equipped with DSL modem, router, four Fast Ethernet ports, WiFi (802.11b/g) and support for two channels of VoIP.

In addition, Connection Central incorporates the features of an advanced PBX, including a maximum of two PSTN CO lines, four wired extension ports and an on-board DECT (Digital Enhanced Cordless Telecommunications) base station supporting six wireless extension ports. Connection Central provides the user with complete flexibility and mobility.



Installers of limited power systems who typically stay away from keyed telephone systems will now have an excellent product to utilize for their small business customers. This product is very easy to install and program..



If you have additional interest in any of the menu items in this edition of "morning meeting" or want a digital copy, please visit www.rouzer.com. The cup will take you to additional links for more information covered in this menu. Or, contact your sales representative and ask them for assistance. Toll Free 800-444-9011

I appreciate your time and please keep an eye out for the next "morning meeting.." If you have any questions or comments about "morning meeting" contact Greg Elstad.