



morning meeting

A Rouzer Sales Company Publication

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T/Y WIRE CONNECTOR

I can hear you saying, "Why do we need another wire connector?" Well, I agree with you that there are a lot of flavors available today at a variety of price points and performance. The reason that this little T/Y is worth talking about is the incredible number of wire ranges it has. There are other connectors that have similar wire ranges, but the T/Y patented flexible skirt reduces the profile of this connector. The response has been very positive and partnering the T/Y with the T/R wire connector, 2 connectors basically covers it all.

Promotion:: 3M now has a NASCAR themed promotion which highlights these high performing connectors.. You can now customize which connectors (T/Y, T/R, and/or 412) you want on the display. Please help us by participating...[more information click here](#)



FIRESTOP CAULK

We have heard your feedback and job business has been difficult at times to write with the very popular CP-25. The next time you need to quote fire-stop, consider IC-15WB. This product is roughly 35% less the cost of CP-25 and lends itself well for most jobs. Please keep in mind that a tradesperson should never purchase a fire-barrier product based on cost. It is dictated by law and code that each firewall penetration must use an approved UL system. That system is like an engineers specification and every manufacturer provides their own tested and certified UL systems. Each system will call out what products to use. There is no guess work. The bill of materials is already done...[more info click](#)



9120B

AC powered smoke alarm with battery back-up, silence, latching and perfect mount system. The 9120B has been redesigned from the ground up. They install faster, perform better and are even smarter than before. The callout features which has helped BRK re-build our market-share has been the perfect mounting system. Question? Have you ever tried to screw on a cap and had trouble getting it started? The bottle leaked, so you tried again by screwing the cap to the left then right again to find the start of the threads? Well, with Perfect Mount there is no need to do that. It is quick and easy for the contractor to install. The new latching, slide battery, and silence feature has been a nice appreciated by home owners. All of these new features at the old style pricing...[more info click](#)



EZ BOX

No yawning. I know that plastic boxes are not that exciting, but sometimes it is good to talk about one of the "staples" of every distributor's stock. The EZ Box includes a contractor favorite, the Express Clip. The Express Clip is designed to provide EZ installation of electrical devices. Just tap and turn the device screw for quick, secure mounting. All of our multi-gang boxes can be divided to accommodate low voltage wiring...[more info click](#)



COMPRESSION COAX CONNECTOR TOOL

The new Greenlee compression tool is a great addition to exceed local CATV & Satellite providers rigid specifications. The most popular question we hear in our data termination class is "Why is it necessary to use an outdoor rated compression connector indoors?". Well, without sounding like I have a pocket protector, the compression connector "seals" both ends of the cable, eliminating the possibility of air and moisture from entering the inside of the cable jacket. Any coax cable home-run is most likely exposed to some significant temperature change. During heating and cooling cycles, the expansion and contraction of the cable can actually draw air into the cable. Over time this can cause oxidation and corrosion which of course will reduce the performance of the wire... Please consider the complete line of GREENLEE data tools and testers. Greg Elstad can provide you and your customers in-house training on the best practices of structured wiring...[more info click](#)



A GROUND FAULT PARTNER

TRC (Technology Research Corporation) is the most complete manufacturer of portable ground fault protection. TRC wrote the book on the topic and they are a key player in the military keeping our troops safe in the field. That technology and breadth of line offers you a partner that can provide portable protection from 15amps, 120 volts all the way to 80 amps, 600 volts 3 phase. The law indicates that the jobsite must protect workers from ground faults greater the 6mA for all jobsite equipment rated at 15, 20, and 30 amps... There is only one manufacturer to supply you with all of that. Technology Research Company...[learn more click here](#)



SOMEWHERE OVER THE RAINBOW

The debate and decision to consider colored conduit, cable, fittings continues. Rouzer has seen a steady increase in volume in our red and blue EMT conduit. The color palate doesn't end there. In addition to blue, red, and traditional galvanized silver, Allied can provide green, yellow, orange, black and white. A full description of what sizes are available for each color can be found on the web. Oh, and guess what? The price is the same for colored conduit. This is not a premium expense, so please consider adding blue and red to your next order...[more info click](#)



MCTUFF MC CABLE

If you haven't met this pooch, consider the online training available at AFC website. This is a great tool for the industry gray hairs to the green-horn's. In a few short minutes, this informational web based training goes through the advantages of MC cable and describes the color and helps you identify the color coding you will find on AFC MCTUFF products... Sharpen your #2 pencil and click your way to www.afcweb.com/mctuff/learn.htm.



DATACOM CABLE HARNESS

A bunk bed for your low voltage wiring, provides a neat and secure anchoring of cables in any configuration. The standard (570A) dictates either a run of one coax and one Cat5 or two coax and two Cat5. The NMWH-43 paves the way to a professional and convenient practice of wire management. BRIDGEPORT provides many unique time and cost saving solutions when it comes to wire management. Call us for a bag of samples for your next sales call...[click here for more information](#)



If you have additional interest in any of the menu items in this month's "morning meeting", please visit www.rouzer.com and look for the coffee cup. 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 next months "morning meeting." If you have any questions or comments about "morning meeting" contact Greg Elstad.