



# Plug Into Zimmies Electrical Newsletter

October  
2018



## This month:

- Energy update
- Safety Message
- ECommerce Update
- Branch News
- Price Increases
- New Products



Our Springfield Contractor Showroom is now OPEN! Come check out our new displays of our most popular pendants and ceiling fans. All of our shelves are well stocked for quick shopping. With the lowest prices in the area, our Springfield Contractor Showroom is the obvious choice for your lighting needs. Stop in today for your contractor approved lighting.

[Click Here to Read on](#)



October is Fire Prevention Month. The theme for 2018 is **"Look. Listen. Learn. Be aware. Fire can happen anywhere."** As electrical contractors, it's your job to make sure that you take special caution and stay alert on the job-site. That is why we, at HZ, are proud to offer only the best in fire prevention materials. From smoke and CO Alarms to fire sealant, we keep our warehouses well stocked so you never



The following vendors will have price increases starting October 1st:

- Burndy
- CRC
- Eaton Lighting
- Greenlee
- Intermatic
- Ledvance
- Murray/Siemens
- Progress
- QMark
- Rectorseal
- Acuity/Lithonia
- Fulham
- Leviton
- Light Efficient Design
- Milbank
- Thomas & Betts

have to worry about taking the correct safety measures. In honor of Fire Prevention Month, ask your sales reps about special pricing on select Kidde or BRK products.

**[Click Here for Fire Prevention Products](#)**



### **Making Efficiency More Humancentric**

Being in the efficiency field for many years I have heard many customers complain after a lighting retrofit that they are unhappy with the results. Most of the time it has nothing to do with the energy savings. I have heard in 2 offices next to each other that one was too bright and the other too dark. Exact same fixtures were put into the offices. No one asked the question of the occupants of what their comfort level was before and what the expectations were after. In today's work environment employees who are comfortable are more productive. While we have seen lighting controls implemented, the pushback we have seen and heard is it is expensive, or it doesn't fit the parameters for Return on Investment. Employee morale and comfort was not considered.

Where do controls fit into the equation? With new LED luminaires almost all come out of the box capable of being dimmed. When controls are added the incremental cost is almost always covered by the additional savings. When total cost of ownership is used instead of simple payback controls are extremely cost effective. Employee comfort and satisfaction is not easily measured or quantified. In the case above an occupancy sensor was installed but no way for either office to be dimmed. The additional cost would be negligible, happiness and greater efficiency would have been attained just by the simple act of dimming the lights. When designing efficiency projects, the human factor must be considered. We need to ask our clients what their expectations are for the end results.

**- Jordano Santos HZ Energy Solutions Manager**

**[Click Here for More Information on Energy Solutions](#)**



Over the last few months we have been making a concerted effort to improve the quality of our branch inventories. We have added more items and increased the quantities available at all locations. We are doing this to be of more value to our customers. Our goal is to have the highest fill rates in the industry at every one of our locations. This process never ends.

#### **To Our Customers**

Are there items that you need added to a branch's inventory? Either new or in a larger quantity. Let your salesperson know! Have you tried asking for items that we didn't have before? We may surprise you!

#### **To Our Salespeople**

Are you letting the customers know about items added to inventory? Are you asking them what else they need us to have?

We want our customers to always feel that they can depend on us to satisfy their needs every time.

**Contact Us Here**



#### **"The Ferret" - Inspection Tool**



#### **99300**

- Padded EVA case keeps the camera and accessories secure

#### **"The Spacer" - Cable Spacer**



#### **CS14**

- Non-metallic cable spacer that holds power or low-voltage cables secure and centered on a 2x4

- Camera provides adjustable bright white LEDs for enhanced clarity
- Rechargeable camera ensures quick charging
- Included threaded adapters make the camera compatible with 8-32 threaded fish sticks

[Click Here to Learn More](#)



### 3" & 4" Gimbal Downlight



**GDL-4-12W-36-WW/NW-WH**

**GDL-3-9W-36-WW/NW-WH**

- Up to 80% energy saving
- High brightness COB LEDs
- Low power consumption
- Warm white and neutral white color temperatures
- cETLus listed for direct contact with insulation and combustible materials
- Easy to install, modular design
- New construction, IC and remote installations
- For residential and commercial applications

[Click Here to Learn More](#)



- Holds cables individually thus preventing heat build-up
- Supports power or low-voltage cables
- UL/cUS listed and NEC Certified

[Click Here to Learn More](#)



### LV-DL Series Extension Cords

**No Photo Available**

**LV-DL-EX-10-CM**

- 10" Remote Extension Lead
- Works with all LV-DL series Downlights

**LV-DL-EX-30-CM**

- 30" Remote Extension Lead
- Works with all LV-DL series Downlights

[Click Here to Learn More](#)



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[www.hzelectric.com!](http://www.hzelectric.com!)**