



# **BIN STOCKING OPPORTUNITIES WITH HUBBELL**



## *Industry Leading Brands*

**HUBBELL<sup>®</sup>**  
Wiring Device-Kellems

Premier Wiring Device Brand; #1  
Industrial MRO Brand Preference



**RACO<sup>®</sup>**

#1 Steel Electrical Box Manufacturer



**BELL<sup>®</sup>**

#1 Weatherproof Box and Cover  
Manufacturer



**KILLARK<sup>®</sup>**

Leader In Aluminum Fittings; One Of The  
Big Three H&H Locations/Environments



**BRYANT<sup>®</sup>**

Bryant – High Quality, Value Priced  
Alternative To Hubbell Wiring Device





### **Cord Connectors & Fittings**

- **EMT** – (Electrical Metallic Tubing) Standard Connector for Pipe & Conduit Pipe
- **Rigid** – Rigid Metal Fittings; Steel and Iron
- **Liquidtight** – Liquids, Hydraulics, Wet & Outdoor Environments



### **Conduit Fittings (Condulet), Gaskets & Covers**

- Iron and Aluminum Fittings
- Neoprene and Fiber Gaskets
- Part of Electrical Raceway System
- Provides Access To The System



### **Electrical Boxes, Covers & Accessories**

- Drawn and Welded Boxes
- Deep and Shallow
- Exposed or Recessed Work
- Access Electrical In a Raceway System



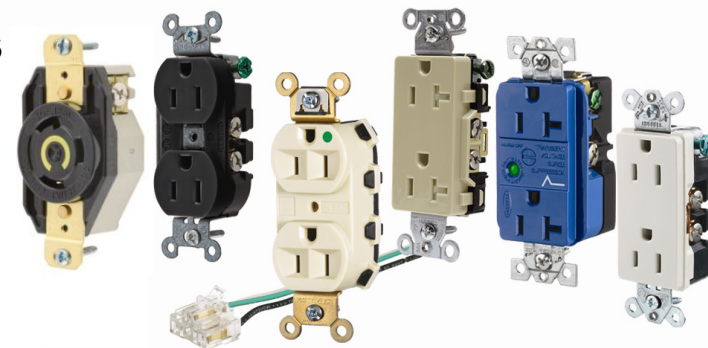
### **Plugs and Connectors**

- “Black & White” Industrial Grade; Hubbell Created The Standard
- Twist-Lock or Straight Blade
- Valise or Suitcase Body Style
- Industrial MRO and OEM Uses
- Cord Drops From Ceilings & Line Cords



### **Receptacles and Switches**

- Twist-Lock and Straight Blade
- Midget (OEM Applications)
- Toggle & Specialty Handle
- Different Grades & \$ Points

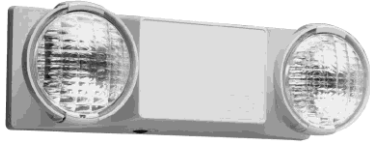


### **Kellems Strain Relief**

- Strain Relief Grips
- Deluxe Cord Grips
- Dust-Tight & Liquidtight Grips
- Cord Connectors
- Hubbell Juniors







### **Emergency Lighting**

- Unique and efficient self-contained emergency lighting unit
- Provides battery back up lighting in case of an emergency or power outage
- Designed to meet a variety of needs
- Constructed of injection-molded, flame-rated thermoplastic – LED varieties available



### **Life Safety**

- Standard and LED units provide long life energy efficient, bright illumination for egress pathways
- Need to be viewed no further than 100 feet
- Impact resistant thermoplastic LED exit combination unit with side mounted adjustable heads provide convenient low profile installation



### **Security Lighting**

- 1-piece injection molded UV stabilized polycarbonate
- Sharp prism design – Distributes lumens at exact angles, engineered for spacing up to 6 times mounting height
- Dark Bronze finish is painted on inside of door so projectile impacts will not mar the appearance
- Four point door compression provides seal against moisture and insects, certified for wet locations





### Fastenal's Value Proposition

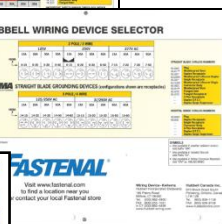
- Lower Acquisition Costs
- Lowered Capital Expenditures – VMI
- Fastenal Vending Opportunities
- Consolidation Of Service & Support



### Vendor Consolidation

- HBL Working To Make It Easy To Support Fastenal Salespeople
  - Sales Tools
  - Bin Stocking Guide
  - Slide Selectors
- Consolidated Customer Service
- HBL Matches A Broad Range Of Competitive Alternatives

	Fastenal Preferred Brand	Competitor Part Numbers
<b>EMT FITTINGS</b>		
EMT 1/2" EGS	1/2" EGS	1/2" EGS
EMT 1/2" OZ	1/2" OZ	1/2" OZ
EMT 1/2" Neer	1/2" Neer	1/2" Neer
EMT 1/2" Thomas & Betts	1/2" Thomas & Betts	1/2" Thomas & Betts
EMT 1/2" Topaz	1/2" Topaz	1/2" Topaz
EMT 1/2" BWF	1/2" BWF	1/2" BWF
EMT 1/2" Red-Dot	1/2" Red-Dot	1/2" Red-Dot
EMT 1/2" Arrow-Hart	1/2" Arrow-Hart	1/2" Arrow-Hart
EMT 1/2" Eagle	1/2" Eagle	1/2" Eagle
EMT 1/2" Ericson	1/2" Ericson	1/2" Ericson
EMT 1/2" Leviton	1/2" Leviton	1/2" Leviton
EMT 1/2" Marinco	1/2" Marinco	1/2" Marinco
EMT 1/2" Pass & Seymour	1/2" Pass & Seymour	1/2" Pass & Seymour
EMT 1/2" Walker	1/2" Walker	1/2" Walker
EMT 1/2" Wiremold	1/2" Wiremold	1/2" Wiremold
EMT 1/2" Woodhead	1/2" Woodhead	1/2" Woodhead



<b><u>RACO</u></b> - - - - -	Appleton, Bridgeport Fittings, Cooper/Crouse-Hinds, EGS / OZ Gedney, Mineralac, Neer, Thomas & Betts, Topaz
<b><u>Bell</u></b> - - - - -	BWF, Red-Dot
<b><u>Killark</u></b> - - - - -	Appleton, Cooper/Crouse-Hinds
<b><u>Hubbell Wiring Device-Kellems &amp; Bryant</u></b> - - - - -	Arrow-Hart, Eagle, Ericson, Leviton, Marinco, Pass & Seymour, Walker, Wiremold, Woodhead

### **Products Designed To Enhance Customer Productivity**

- One Part Equivalent To Three
- Gotcha Rings are color-coded for easy trade size identification – completely usable
- Captured Screws & Quick Thread Designs



### **Systems For Long-Term Solutions**

- Snap-Connect
  - Connectorized Receptacles, and Switches
- Linkosity – Modular Systems



### **Products Designed To Enhance Customer/Facility Safety**

- Non-Metallic Innovator & Designs
- Split Gland Rings Prevents Hose Slippage
- Knurled Compression Nuts Allow Fittings To Be Hand Tightened to UL Specifications





## Hubbell & Fastenal Partner To Help Deliver A Lower Total Cost Of Ownership For Customers

- Reduce Costs Related To Vendor Consolidation & Inventory Management & Safety
- Enhance Productivity With Innovative, Problem Solving Designs
- Two Premier Brands Specializing In Value Add Service and Problem Solutions
- Broad Portfolio Of Products – Bin Stocking Can Lead To Other Pull Through Opportunities with Hubbell



## Workplace / Safety Solutions Green Products - Energy Efficiency

