



INTRODUCTION TO THE HUBBELL BRANDS



RACO TAYMAC WIEGMANN HUBBELL Wiring Device-Kellems HUBBELL Premise Wiring BURNDY IMPLO Continental Industries WILEY

BELL KILLARK GAI-TRONICS HAWKE CHALMIT HIPOTRONICS THE MEASURE OF A LEADER BRYANT HAEFELY HIGH VOLTAGE TEST

ausdac Vantage technology LLC Cableform Inc. HUBBELL Building Automation, Inc.

Electronic Real HUBBELL Industrial Controls Columbia LIGHTING

SPAULDING LIGHTING WYSTERWAY A LERA Victor LIGHTING

SLS HOME STYLE LIGHTING COMPASS LIGHTING

KIM LIGHTING LIGHTING Thomasville LIGHTING PROGRESS LIGHTING

BEACON HUBBELL Outdoor Lighting DUALITE

architectural arealighting USCO Power Switches CHANCE FARGO Electro Composites solid HV bushings solution TRINETICS HotBox Quazite ANDERSON

HUBBELL Industrial Lighting STERNER DEVINE LIGHTING HUBBELL ACCESSORIES HUBBELL ENCLOSURES POLYCAST OHIO BRASS PCORE ELECTRIC

HUBBELL 125 HUBBELL 1888 2013

HUBBELL 125 HUBBELL 1888 2013

HUBBELL 125 HUBBELL 1888 2013

HUBBELL 125 HUBBELL 1888 2013

HUBBELL 125 HUBBELL 1888 2013

HUBBELL 125 HUBBELL 1888 2013

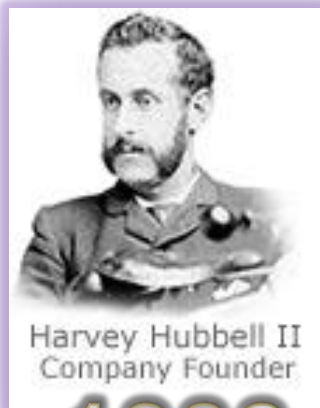
HUBBELL 125 HUBBELL 1888 2013

HUBBELL 125 HUBBELL 1888 2013

HUBBELL 125 HUBBELL 1888 2013

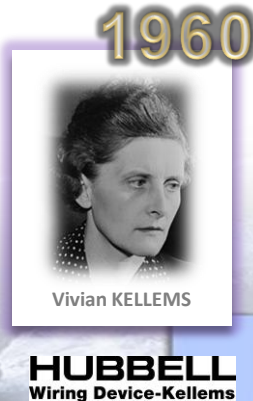
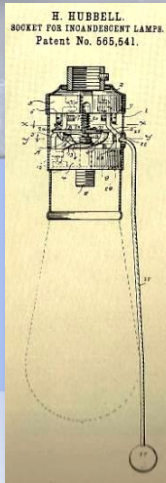
HUBBELL 125 HUBBELL 1888 2013

Growth Through Acquisition



Harvey Hubbell II
Company Founder

1888



OHIO BRASS

BRYANT®

DUAL LITE

CHANCE

PCORE
ELECTRIC

RACO®

BELL®

HUBBELL
Premise Wiring

KILLARK®

HUBBELL
Building Automation

PCORE
ELECTRIC

Columbia
LIGHTING



architectural
arealighting

WIEGMANN.

KIM LIGHTING

PROGRESS
LIGHTING

Quazite®

ALERA
LIGHTING

ANDERSON™

STERNER™
INFRANOR™

kurt versen

GAI-TRONICS®
A Hubbell Company

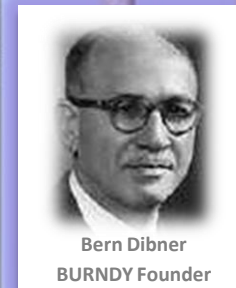
TayMac®

WILEY

HAEFELY
TECHNOLOGY

TRINETICS

Cableform



BURNDY®

Continental
Industries

Vantage
Technology LLC

Today

- Founded in 1888
- NYSE : HUB B and HUB A
- Over 13,500 Employees
- 58 Divisions: Industrial, Commercial, Residential
- Over 30 Plant Locations
- Year 2012 Sales: \$3.0 Billion



Hubbell Incorporated

Hubbell Electrical Systems

WIRING SYSTEMS

HUBBELL ★
Wiring Device-Kellems

HUBBELL
Premise Wiring

CONNECTORS & GROUNDING

BURNDY ★ **IMPLO** **WILEY** ★

Vantage
Technology LLC

Continental
Industries

ELECTRICAL PRODUCTS

RACO ★ **BELL** ★ **TAYMAC** ★
BRYANT ★ **WIEGMANN** ★

HARSH & HAZARDOUS

austdac



GAI-TRONICS®

Victor
Lighting

KILLARK ★

CHALMIT™

HAWKE™

INDUSTRIAL PRODUCTS

Gleason Paul ★

HUBBELL ★
Industrial Controls

Metron

HAEFELY
HIGH VOLTAGE TEST

Cableform Inc.

HIPOTRONICS®
THE MEASURE OF A LEADER

Hubbell Lighting ★

ARCHITECTURAL OUTDOOR

architectural
arealighting

BEACON
PRODUCTS

KIM LIGHTING

OUTDOOR & INDUSTRIAL

HUBBELL
Outdoor Lighting

DEVINE
LIGHTING

HUBBELL
Industrial Lighting

SPAULDING
LIGHTING

SLS™
SPECIALTY LIGHTING SOLUTIONS

STERNER™

SECURITY
LIGHTING

WHITEWAY

INDOOR COMMERCIAL

ALERA
LIGHTING

Columbia
LIGHTING

COMPASS®
Produced by Hubbell Lighting, Inc.

kurt versen®

DUALITE

prescolite

LIGHTING CONTROLS

HUBBELL
Building Automation, Inc.

RESIDENTIAL

PROGRESS
LIGHTING

HOME
STYLE
LIGHTING

Thomasville
LIGHTING

Hubbell Power Systems ★

UTILITY

ANDERSON™

Electro Composites™
solid HV bushings solution

HotBox

HUBBELL
ENCLOSURES

PCORE
ELECTRIC

TRINETICS™

CHANCE

FARGO™

HUBBELL
ACCESSORIES

OHIO BRASS™

POLYCAST™

Quazite®

USCO™
Power Switches

COMMUNICATIONS

ANDERSON™

HUBBELL
ENCLOSURES

CHANCE

FARGO™

Quazite®

COMMERCIAL & INDUSTRIAL

CHANCE

POLYCAST™

Quazite®

Hubbell Incorporated With Fastenal

Your Electrical Supply and Lighting Source



RACO

BELL

KILLARK

WIEGMANN

HUBBELL
Wiring Device-Kellems

BRYANT



Columbia
LIGHTING



Wiring Systems



VENDOR NUMBER: 136794
Hubbell Wiring Device-Kellems

VENDOR NUMBER: 132611
Bryant

Electrical Products



VENDOR NUMBER: 131972
RACO, Bell, Killark, Wiegmann

VENDOR NUMBER: 133910
Gleason Reel

Lighting



VENDOR NUMBER: 133384
Industrial Lighting, Outdoor Lighting,
Columbia Lighting, Dual Lite,
Prescolite

FASTENAL

Visit www.fastenal.com
to find a location near you
or contact your local
Fastenal store

PLACE BUSINESS CARD HERE.

HOW DO YOU PREFER TO BUY?

LOCAL STORE / PERSONAL SERVICE / INVENTORY SOLUTIONS / FASTENAL.COM

FASTENAL

See reverse side for product lines
supplied by each brand...

Hubbell Has Your Electrical and Lighting Solutions



HUBBELL WIRING SYSTEMS

HUBBELL
Wiring Device-Kellems

BRYANT

HUBBELL WIRING DEVICE - KELLEMS

- Straight Blade Receptacles, Plugs & Connectors
- Twist-Lock Receptacles, Plugs & Connectors
- Switches and Disconnect Switches
- H-MOS® Occupancy Sensors
- Pin & Sleeve Devices / Mechanical Interlocks
- Single Pole Devices
- GFCI Receptacles
- Hospital Wiring Devices
- Floor Boxes
- Fire-Rated Poke-Throughs
- Aluminum Service Poles
- House and Cable Protection Systems
- Kellems® Mesh Wire Management

BRYANT

- Straight Blade Wiring Devices
- Commercial GFCI Receptacles and Portables
- Switches and Specialty Switches
- Motor Controls / Disconnects
- Locking Wiring Devices
- Watertight / Dust-Tight Devices
- Pin & Sleeve Receptacles, Plugs & Connectors
- Wire Management
- Lampholders & Pull-Chain Sockets
- Wall Plates



HUBBELL ELECTRICAL PRODUCTS

RACO

BELL

KILLARK

WIEGMANN



RACO / BELL

- Steel Boxes
- Steel Covers
- Steel Box Accessories
- Non-Metallic Boxes
- Ceiling Fan Products
- Floor Boxes
- Fittings and Accessories
- Weatherproof Boxes
- Specialty Switches

KILLARK

- Controls
- Enclosures
- Conduit Bodies, Covers & Gaskets
- Lighting (for harsh & hazardous locations)

WIEGMANN

- NEMA 1 through NEMA 12 Enclosures
- Disconnect Enclosures
- Stainless Steel & Painted Enclosures
- Wireways and Fittings
- Back Panels
- Environmental Controls
- Enclosure Accessories

GLEASON REEL

- Cord Reels
- Cable and Hose Reels
- Jibs and Booms
- Tool Balances
- Power Track Kits
- Limit Switches



HUBBELL LIGHTING



HUBBELL INDUSTRIAL & EXTREME

- Highway
- Lowbay
- Extreme Environment

HUBBELL OUTDOOR LIGHTING

- LED
- Floodlighting
- Wall / Surface Lighting
- Landscape / Accent
- Roadway
- Area / Site

DUAL-LITE

- Emergency Lighting Units
- Exit Signs
- Backup Lighting Battery Packs
- Central Lighting Inverters

COLUMBIA LIGHTING - FLUORESCENT

- Lensed Troffers
- Parabolic
- Wraps
- Industrial
- Striplights
- Extreme Environment
- Recessed Architectural

PRESCOLITE - ARCHITECTURAL

- DOWNLIGHTS, PENDANTS & TRACK
- Recessed Residential and Commercial Downlights
- Track Lighting
- Pendant Lighting



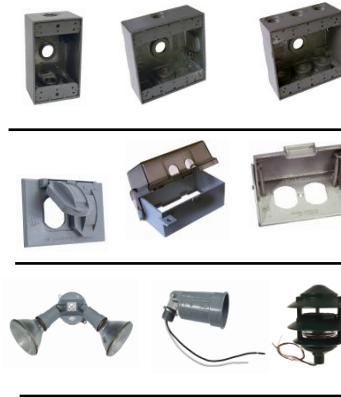
FASTENAL

See reverse side for vendor and
support information...

Hubbell Electrical Products Overview

BELL®

- Weatherproof Boxes
- Weatherproof Covers
- Lighting Products



WIEGMANN®

- NEMA 1 – Indoor Enclosures
- NEMA 3R – Outdoor Enclosures



RACO®

- Steel Boxes and Covers
- Ceiling Fan Support Products
- Metallic and Non-Metallic Fittings



KILLARK®

- Conduit Bodies and Fittings
- Harsh and Hazardous Lighting Products
- Harsh and Hazardous Electrical Construction



Hubbell Wiring Systems Products Overview



WIRING DEVICES

- Plugs & Connectors
- Receptacles & Switches
- Pin & Sleeve / Safety Disconnects



BRYANT®

- GFCI Receptacles & Portables
- Residential Devices
- Wall Plates & Weatherproof Covers



KELLEMS

- Industrial Mesh Grips
- Liquidtight Conduit Tubing and Connectors
- Strain Relief Cord Connectors



- Cord, Cable and Hose Reels
- Grounding & Bonding
- Tool Balancers



Hubbell Lighting Products Overview

Columbia
LIGHTING

- Fixtures
- Striplights
- Recessed Down Lighting and Surface/Track



DUAL LITE

- Emergency Lighting
- Life Safety
- Battery Packs - Replacement / Retrofit



Outdoor Lighting

- Security Lighting / Wallpacks
- Worklights & Flood Lighting
- Wall & Ceiling



Industrial Lighting

- Highbay / Lowbay Fixtures
- Extreme Environments
- Warning & Strobes



Hubbell Industry Leading Brands

HUBBELL®
Wiring Device-Kellems

Premier Wiring Device Brand; #1
Industrial / Commercial MRO & Plant
Brand Preference



RACO®

#1 Steel Electrical Box Manufacturer



BELL®

#1 Weatherproof Box and Cover
Manufacturer



KILLARK®

Leader In Aluminum Fittings; One Of
The “Big Three” In Harsh & Hazardous
Locations/Environments

WIEGMANN®

Offers Complete Line Of Industrial /
Commercial Enclosures; One of To
Companies With Full Breadth Of Line



BRYANT®

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



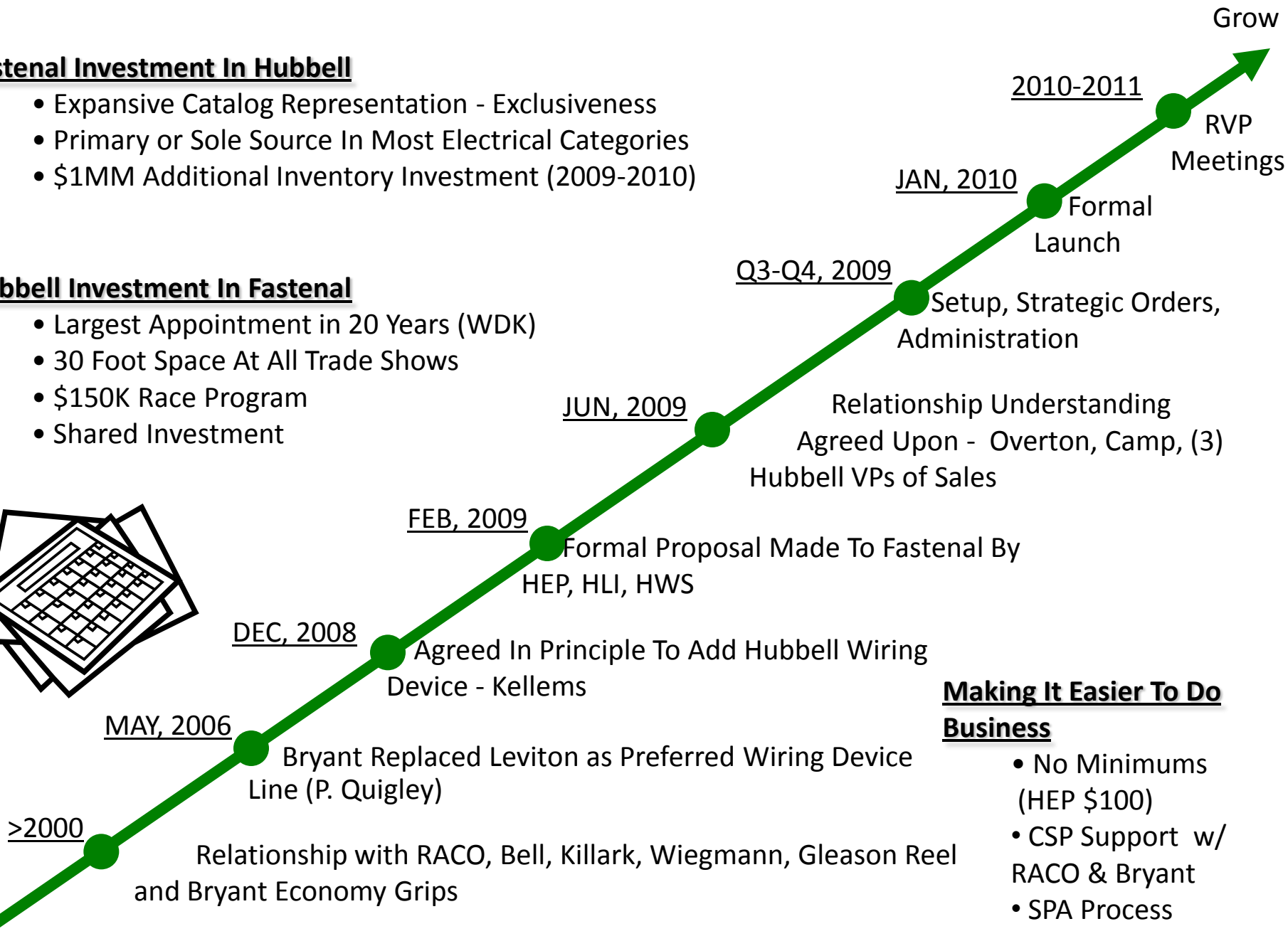
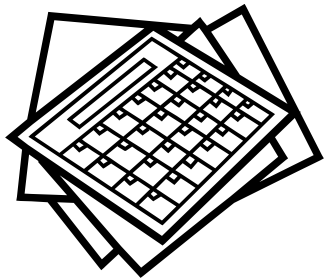
Hubbell Inc. / Fastenal Relationship Overview

Fastenal Investment In Hubbell

- Expansive Catalog Representation - Exclusiveness
- Primary or Sole Source In Most Electrical Categories
- \$1MM Additional Inventory Investment (2009-2010)

Hubbell Investment In Fastenal

- Largest Appointment in 20 Years (WDK)
- 30 Foot Space At All Trade Shows
- \$150K Race Program
- Shared Investment



Making It Easier To Do Business

- No Minimums (HEP \$100)
- CSP Support w/ RACO & Bryant
- SPA Process

Hubbell / Fastenal "Relationship Understanding"

Wiring Devices
 Weatherproof Boxes
 Steel & Non-Metallic Boxes
 Floor Boxes
 Conduit Fittings
 PVC Conduit Fittings
 Conduit Elbows, Nipples & Coup.
 Enclosures
 Conduit Bodies
 Marine Products
 Communications
 Raceway
 Harsh Environment
 Explosion Proof
 Occupancy & Vacancy Sensors
 Manual Contacts & Disconnects
 Temporary Power Distribution
 Liquid Tight
 Lighting
 Cord Reels & Work Lights
 Flex Tray
 Pre-Fab Systems
 Spring Steel Fasteners
 Cable Ties
 Cable Lugs / Compress Connect
 Pin & Sleeve Connectors
 Terminals & Connectors
 Fuses

Hubbell
Bell
RACO
Hubbell
RACO
 Carlon
RACO
Wiegmann
RACO
Hubbell
Hubbell netSelect
Hubbell
Killark
Killark
Hubbell
Hubbell
Hubbell
Hubbell Lighting
Gleason Reel
 B-Line
RACO / Hubbell
 B-Line
 Power Phase
 Panduit
Hubbell
 Power Phase
 Bussman

Bryant
 -
 -
 -
 -
 -
 -
 -
 -
 Wiremold
 -
 -
Bryant
 -
 Coleman Cable
 -
 Cooper Lighting
 Power Phase
 -
 -
 -
 Pan-Ty / Catamont
 -
Bryant
 -
 Littlefuse



Hubbell / Fastenal Promotions & Shows



Top 40 Promotion

Monthly Flyers

Brand Awareness Campaigns

Regional Promotions


District Sales Blitzes



Customer & Employee Expos

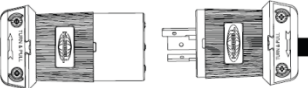
Expo Meetings & Trainings






Wiring Device-Kellems

INSULGRIP®




TWIST-LOCK®
SAFETY-SHROUD®
WATERTIGHT SAFETY-SHROUD®
STRAIGHT BLADE
PIN & SLEEVE

Making Good Connections



Wiring Device-Kellems



Making Good Connections



Hubbell Industrial MRO Markets



**Manufacturing
Plants**



Welding



**Original
Equipment
Manufacturer**



**Refinery /
Chemical**



Automotive



Safety



**Food
Processing**



**Sewage
Treatment**



**Wind Power
Generation**



**Material
Handling**



Military



Utilities

Hubbell Commercial / Institutional Markets



Hospitals



**Government
Facilities**



**Energy
Management /
Sustainability**



**Medical
Offices**



**Commercial
Construction**



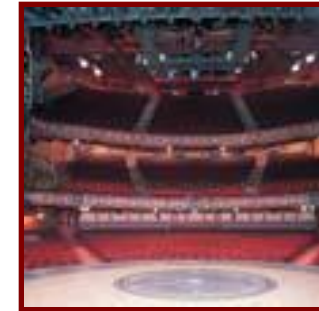
Data Centers



**Education /
Universities**



**Retail
Construction**



**Entertainment
Industries**



**Schools /
K - 12**



Hospitality



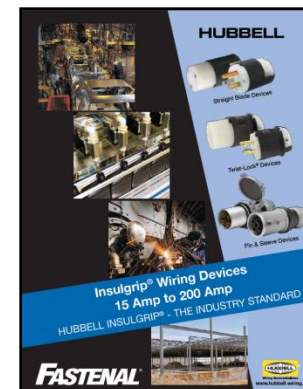
**Property
Management**

Competitive Opportunities



Hubbell Wiring Devices-Kellems & Bryant:

- Arrow-Hart
- Cooper
- Eagle
- Ericson
- Leviton
- Marinco
- Pass & Seymour
- Walker
- Wiremold
- Woodhead



Insulgrip
Brochure –
Plugs &
Connectors

Bin Stocking Guide

Fastenal Preferred Brand		Competitor Part Numbers		Source Part Number
Part Number	Part Description	Part Number	Part Description	Part Number
1/2"	1/2"	1/2"	1/2"	1/2"
1/4"	1/4"	1/4"	1/4"	1/4"
3/8"	3/8"	3/8"	3/8"	3/8"
1/2"	1/2"	1/2"	1/2"	1/2"
3/4"	3/4"	3/4"	3/4"	3/4"
1"	1"	1"	1"	1"
1 1/4"	1 1/4"	1 1/4"	1 1/4"	1 1/4"
1 1/2"	1 1/2"	1 1/2"	1 1/2"	1 1/2"
2"	2"	2"	2"	2"
2 1/2"	2 1/2"	2 1/2"	2 1/2"	2 1/2"
3"	3"	3"	3"	3"
3 1/2"	3 1/2"	3 1/2"	3 1/2"	3 1/2"
4"	4"	4"	4"	4"
4 1/2"	4 1/2"	4 1/2"	4 1/2"	4 1/2"
5"	5"	5"	5"	5"
5 1/2"	5 1/2"	5 1/2"	5 1/2"	5 1/2"
6"	6"	6"	6"	6"
6 1/2"	6 1/2"	6 1/2"	6 1/2"	6 1/2"
7"	7"	7"	7"	7"
7 1/2"	7 1/2"	7 1/2"	7 1/2"	7 1/2"
8"	8"	8"	8"	8"
8 1/2"	8 1/2"	8 1/2"	8 1/2"	8 1/2"
9"	9"	9"	9"	9"
9 1/2"	9 1/2"	9 1/2"	9 1/2"	9 1/2"
10"	10"	10"	10"	10"
10 1/2"	10 1/2"	10 1/2"	10 1/2"	10 1/2"
11"	11"	11"	11"	11"
11 1/2"	11 1/2"	11 1/2"	11 1/2"	11 1/2"
12"	12"	12"	12"	12"
12 1/2"	12 1/2"	12 1/2"	12 1/2"	12 1/2"
13"	13"	13"	13"	13"
13 1/2"	13 1/2"	13 1/2"	13 1/2"	13 1/2"
14"	14"	14"	14"	14"
14 1/2"	14 1/2"	14 1/2"	14 1/2"	14 1/2"
15"	15"	15"	15"	15"
15 1/2"	15 1/2"	15 1/2"	15 1/2"	15 1/2"
16"	16"	16"	16"	16"
16 1/2"	16 1/2"	16 1/2"	16 1/2"	16 1/2"
17"	17"	17"	17"	17"
17 1/2"	17 1/2"	17 1/2"	17 1/2"	17 1/2"
18"	18"	18"	18"	18"
18 1/2"	18 1/2"	18 1/2"	18 1/2"	18 1/2"
19"	19"	19"	19"	19"
19 1/2"	19 1/2"	19 1/2"	19 1/2"	19 1/2"
20"	20"	20"	20"	20"
20 1/2"	20 1/2"	20 1/2"	20 1/2"	20 1/2"
21"	21"	21"	21"	21"
21 1/2"	21 1/2"	21 1/2"	21 1/2"	21 1/2"
22"	22"	22"	22"	22"
22 1/2"	22 1/2"	22 1/2"	22 1/2"	22 1/2"
23"	23"	23"	23"	23"
23 1/2"	23 1/2"	23 1/2"	23 1/2"	23 1/2"
24"	24"	24"	24"	24"
24 1/2"	24 1/2"	24 1/2"	24 1/2"	24 1/2"
25"	25"	25"	25"	25"
25 1/2"	25 1/2"	25 1/2"	25 1/2"	25 1/2"
26"	26"	26"	26"	26"
26 1/2"	26 1/2"	26 1/2"	26 1/2"	26 1/2"
27"	27"	27"	27"	27"
27 1/2"	27 1/2"	27 1/2"	27 1/2"	27 1/2"
28"	28"	28"	28"	28"
28 1/2"	28 1/2"	28 1/2"	28 1/2"	28 1/2"
29"	29"	29"	29"	29"
29 1/2"	29 1/2"	29 1/2"	29 1/2"	29 1/2"
30"	30"	30"	30"	30"
30 1/2"	30 1/2"	30 1/2"	30 1/2"	30 1/2"
31"	31"	31"	31"	31"
31 1/2"	31 1/2"	31 1/2"	31 1/2"	31 1/2"
32"	32"	32"	32"	32"
32 1/2"	32 1/2"	32 1/2"	32 1/2"	32 1/2"
33"	33"	33"	33"	33"
33 1/2"	33 1/2"	33 1/2"	33 1/2"	33 1/2"
34"	34"	34"	34"	34"
34 1/2"	34 1/2"	34 1/2"	34 1/2"	34 1/2"
35"	35"	35"	35"	35"
35 1/2"	35 1/2"	35 1/2"	35 1/2"	35 1/2"
36"	36"	36"	36"	36"
36 1/2"	36 1/2"	36 1/2"	36 1/2"	36 1/2"
37"	37"	37"	37"	37"
37 1/2"	37 1/2"	37 1/2"	37 1/2"	37 1/2"
38"	38"	38"	38"	38"
38 1/2"	38 1/2"	38 1/2"	38 1/2"	38 1/2"
39"	39"	39"	39"	39"
39 1/2"	39 1/2"	39 1/2"	39 1/2"	39 1/2"
40"	40"	40"	40"	40"
40 1/2"	40 1/2"	40 1/2"	40 1/2"	40 1/2"
41"	41"	41"	41"	41"
41 1/2"	41 1/2"	41 1/2"	41 1/2"	41 1/2"
42"	42"	42"	42"	42"
42 1/2"	42 1/2"	42 1/2"	42 1/2"	42 1/2"
43"	43"	43"	43"	43"
43 1/2"	43 1/2"	43 1/2"	43 1/2"	43 1/2"
44"	44"	44"	44"	44"
44 1/2"	44 1/2"	44 1/2"	44 1/2"	44 1/2"
45"	45"	45"	45"	45"
45 1/2"	45 1/2"	45 1/2"	45 1/2"	45 1/2"
46"	46"	46"	46"	46"
46 1/2"	46 1/2"	46 1/2"	46 1/2"	46 1/2"
47"	47"	47"	47"	47"
47 1/2"	47 1/2"	47 1/2"	47 1/2"	47 1/2"
48"	48"	48"	48"	48"
48 1/2"	48 1/2"	48 1/2"	48 1/2"	48 1/2"
49"	49"	49"	49"	49"
49 1/2"	49 1/2"	49 1/2"	49 1/2"	49 1/2"
50"	50"	50"	50"	50"
50 1/2"	50 1/2"	50 1/2"	50 1/2"	50 1/2"
51"	51"	51"	51"	51"
51 1/2"	51 1/2"	51 1/2"	51 1/2"	51 1/2"
52"	52"	52"	52"	52"
52 1/2"	52 1/2"	52 1/2"	52 1/2"	52 1/2"
53"	53"	53"	53"	53"
53 1/2"	53 1/2"	53 1/2"	53 1/2"	53 1/2"
54"	54"	54"	54"	54"
54 1/2"	54 1/2"	54 1/2"	54 1/2"	54 1/2"
55"	55"	55"	55"	55"
55 1/2"	55 1/2"	55 1/2"	55 1/2"	55 1/2"
56"	56"	56"	56"	56"
56 1/2"	56 1/2"	56 1/2"	56 1/2"	56 1/2"
57"	57"	57"	57"	57"
57 1/2"	57 1/2"	57 1/2"	57 1/2"	57 1/2"
58"	58"	58"	58"	58"
58 1/2"	58 1/2"	58 1/2"	58 1/2"	58 1/2"
59"	59"	59"	59"	59"
59 1/2"	59 1/2"	59 1/2"	59 1/2"	59 1/2"
60"	60"	60"	60"	60"
60 1/2"	60 1/2"	60 1/2"	60 1/2"	60 1/2"
61"	61"	61"	61"	61"
61 1/2"	61 1/2"	61 1/2"	61 1/2"	61 1/2"
62"	62"	62"	62"	62"
62 1/2"	62 1/2"	62 1/2"	62 1/2"	62 1/2"
63"	63"	63"	63"	63"
63 1/2"	63 1/2"	63 1/2"	63 1/2"	63 1/2"
64"	64"	64"	64"	64"
64 1/2"	64 1/2"	64 1/2"	64 1/2"	64 1/2"
65"	65"	65"	65"	65"
65 1/2"	65 1/2"	65 1/2"	65 1/2"	65 1/2"
66"	66"	66"	66"	66"
66 1/2"	66 1/2"	66 1/2"	66 1/2"	66 1/2"
67"	67"	67"	67"	67"
67 1/2"	67 1/2"	67 1/2"	67 1/2"	67 1/2"
68"	68"	68"	68"	68"
68 1/2"	68 1/2"	68 1/2"	68 1/2"	68 1/2"
69"	69"	69"	69"	69"
69 1/2"	69 1/2"	69 1/2"	69 1/2"	69 1/2"
70"	70"	70"	70"	70"
70 1/2"	70 1/2"	70 1/2"	70 1/2"	70 1/2"
71"	71"	71"	71"	71"
71 1/2"	71 1/2"	71 1/2"	71 1/2"	71 1/2"
72"	72"	72"	72"	72"
72 1/2"	72 1/2"	72 1/2"	72 1/2"	72 1/2"
73"	73"	73"	73"	73"
73 1/2"	73 1/2"	73 1/2"	73 1/2"	73 1/2"
74"	74"	74"	74"	74"
74 1/2"	74 1/2"	74 1/2"	74 1/2"	74 1/2"
75"	75"	75"	75"	75"
75 1/2"	75 1/2"	75 1/2"	75 1/2"	75 1/2"
76"	76"	76"	76"	76"
76 1/2"	76 1/2"	76 1/2"	76 1/2"	76 1/2"
77"	77"	77"	77"	77"
77 1/2"	77 1/2"	77 1/2"	77 1/2"	77 1/2"
78"	78"	78"	78"	78"
78 1/2"	78 1/2"	78 1/2"	78 1/2"	78 1/2"
79"	79"	79"	79"	79"
79 1/2"	79 1/2"	79 1/2"	79 1/2"	79 1/2"
80"	80"	80"	80"	80"
80 1/2"	80 1/2"	80 1/2"	80 1/2"	80 1/2"
81"	81"	81"	81"	81"
81 1/2"	81 1/2"	81 1/2"	81 1/2"	81 1/2"
82"	82"	82"	82"	82"
82 1/2"	82 1/2"	82 1/2"	82 1/2"	82 1/2"
83"	83"	83"	83"	83"
83 1/2"	83 1/2"	83 1/2"	83 1/2"	83 1/2"
84"	84"	84"	84"	84"
84 1/2"	84 1/2"	84 1/2"	84 1/2"	84 1/2"
85"	85"	85"	85"	85"
85 1/2"	85 1/2"	85 1/2"	85 1/2"	85 1/2"
86"	86"	86"	86"	86"
86 1/2"	86 1/2"	86 1/2"	86 1/2"	86 1/2"
87"	87"	87"	87"	87"
87 1/2"	87 1/2"	87 1/2"	87 1/2"	87 1/2"
88"	88"	88"	88"	88"
88 1/2"	88 1/2"	88 1/2"	88 1/2"	88 1/2"
89"	89"	89"	89"	89"
89 1/2"	89 1/2"	89 1/2"	89 1/2"	89 1/2"
90"	90"	90"	90"	90"
90 1/2"	90 1/2"	90 1/2"	90 1/2"	90 1/2"
91"	91"	91"	91"	91"
91 1/2"	91 1/2"	91 1/2"	91 1/2"	91 1/2"
92"	92"	92"	92"	92"
92 1/2"	92 1/2"	92 1/2"	92 1/2"	92 1/2"
93"	93"	93"	93"	93"
93 1/2"	93 1/2"	93 1/2"	93 1/2"	93 1/2"
94"	94"	94"	94"	94"
94 1/2"	94 1/2"	94 1/2"	94 1/2"	94 1/2"
95"	95"	95"	95"	95"
95 1/2"	95 1/2"	95 1/2"	95 1/2"	95 1/2"
96"	96"	96"	96"	96"
96 1/2"	96 1/2"	96 1/2"	96 1/2"	96 1/2"
97"	97"	97"	97"	97"
97 1/2"	97 1/2"	97 1/2"	97 1/2"	97 1/2"
98"	98"	98"	98"	98"
98 1/2"	98 1/2"	98 1/2"	98 1/2"	98 1/2"
99"	99"	99"	99"	99"
99 1/2"	99 1/2"	99 1/2"	99 1/2"	99 1/2"
100"	100"	100"	100"	100"
100 1/2"	100 1/2"	100 1/2"	100 1/2"	100 1/2"



Hubbell Electrical Products (RACO, Bell, Killark, Wiegmann):

- Appleton
- Bridgeport Fittings
- Crouse-Hinds (Cooper)
- EGS
- Hoffman
- Thomas & Betts



Hubbell Lighting:

- Acuity Brands
- Cooper Lighting
- Philips
- LSI Industries
- GE Lighting



Hubbell Is Easy To Sell / Who Do You Call On

- Electrical Engineer
- Dir. Plant Operations
- Dir. Purchasing
- Maintenance Electrician
- Bio-Med Technician
- Safety Engineer
- Mgmt. Info. Systems
- Storeroom

-
-
- Preferred Brand
 - Pre-sold
 - Market Leader
 - Quality
 - Breadth of Line
 - Quality Alternatives
 - Price Points
 - Contract Pricing

RACO® BELL® KILLARK® WIEGMANN®



BRYANT®



Columbia
LIGHTING



- **Hubbell Leadership Continues**
- **Top Brands Grow in Tough Times**
- **Price Important...**
“Total Cost” More Important
- **Price Stratification Key for Hubbell**