

Electrical Products & Solutions

The Purchasing Guide for Electrical Contractors

OCTOBER 2025

www.epsmag.net

Trends and Developments in Testing Instrumentation



FE
CKT
1
3
5
7
9
11
13
15
17
19
21
23
25
27
29
31
33
35
37
39
41

MADE IN U.S.

Amps
Voltage
Phase
Wire
Half of
Recept

CANNON 12K

**THE TOUGHEST
WIRE PULLER YOU'LL EVER USE!**

EXTRA EXTENSIONS:
giving you up to 13' of wire from
the conduit opening.

SIX SPEEDS:
Dual capstans with 3 speeds
on each AND reverse gear!



12,000 Lb. pulling capacity.



Dual capstans with a 3
speed motor.



Overhead, underground
and side pull capabilities.

We're Proud to be the Electricians' Friend for Over 50 Years!

**NEW
PRODUCT!**

IP10a

EZ STUB-UP

Join two EZ Stub-Ups
with strut to support and
secure multiple stub-ups
on wooden forms before
concrete pour for sizes
1/2", 3/4", 1" & 1-1/4"
stub-ups with SP's Nylon
Support Brackets and
transition to RGB with
our transition couplings.

IP1

Qwik Duct Safer Better Faster

**IP3b
IP3c**

PVC Offset

Sizes 1/2" thru 6"
Meets Flexible
Madel Test
Requirements

Bore Spacers

Sizes 1/2" thru 6"
Roll assembled conduit
into caissons and under
obstructions

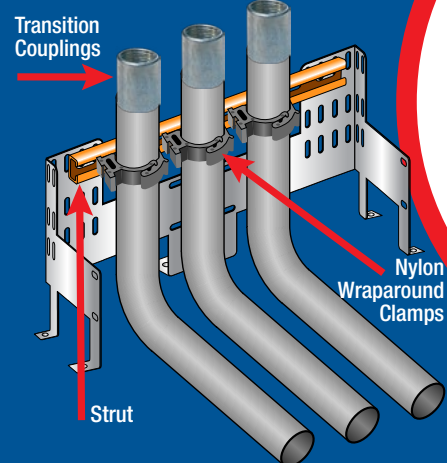
IP2a

HDPE CUSTOM TEMPLATES
In Any Configuration Required



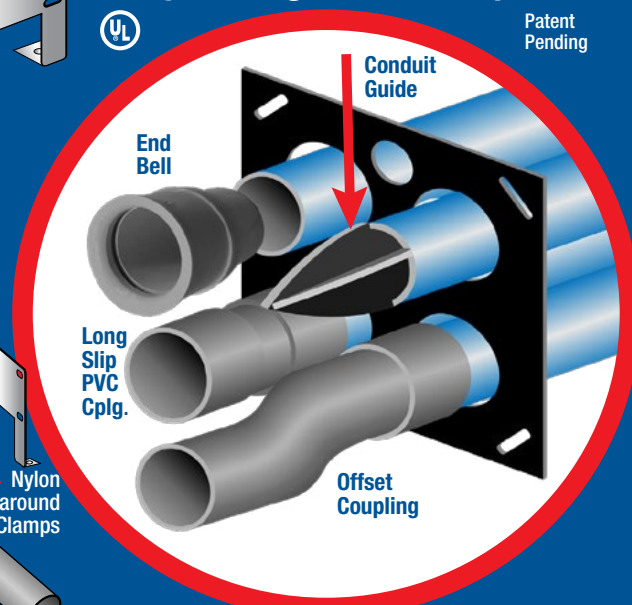
Patent
Pending

Transition
Couplings



Strut

Long
Slip
PVC
Cplg.



Conduit
Guide

End
Bell

Offset
Coupling

IP13a-p

Conduit Transition Couplings



PVC schedule 40 & 80

Patent
Pending

*Transitions in Less Than
5 Minutes*



IP3a

**End Bell
Adapter**

Schedule
40/80 PVC



Patent
Pending

PVC/Liquidtite

PVC/MC Cable

PVC/EMT

PVC/PVC

PVC/Stainless

PVC/Aluminum

Bell End/Rigid

PVC Slip/Rigid



IP15

**1 Piece
Reaming Bit**

1/2" thru 6"
Schedule 40/80

Save Cost on the Rigid Nipple, Tape & Labor
Use for Entire Job - Not Just for Repair

Plus More Being Invented for SAFER BETTER FASTER Jobs . . . Call With Your Ideas!

Electrical Products & Solutions™
issue sponsors



COMPANY PROFILE

6 Protect Yourself
Miller Safety Consultants —
A Leader in Arc Flash Protection
BY VINCENT MILLER

COVER STORY

8 Trends and Developments in Testing Instrumentation
BY TROY MARKS

FEATURE ARTICLE

14 5 Finance Signs that you need to hire a CFO and what it is costing Construction Contractors Margin & Cash

DEPARTMENTS

20 INDUSTRY NEWS
24 NEW PRODUCTS
32 AD INDEX

ON THE COVER

Photo courtesy of Milwaukee Tool



Electrical
Products & Solutions™
The Purchasing Guide for Electrical Contractors www.epsmag.net

PUBLISHER
Danny J. Salchert

OFFICE MANAGER
Anita Salchert

CREATIVE DIRECTOR
Derek Gaylard

CIRCULATION DIRECTOR
Pam Fulmer

CONTRIBUTING WRITERS
Vincent Miller
Troy Marks



PRESIDENT
Danny J. Salchert

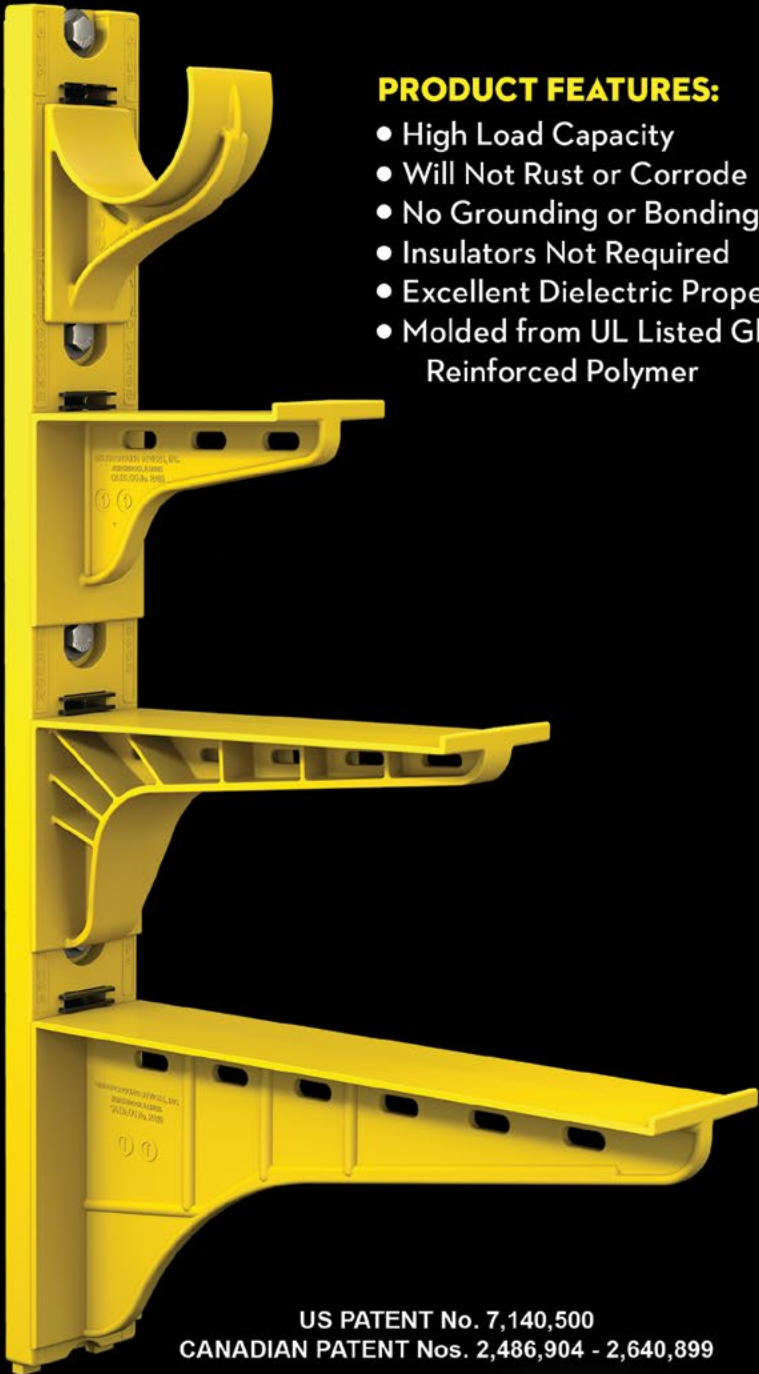
EXECUTIVE AND
ADVERTISING OFFICES
2009 Eagle Ridge Drive
Birmingham, AL 35242
phone: 205.981.4541
www.epsmag.net
danny@epsmag.net

Electrical Products & Solutions™ is published twelve times a year on a monthly basis by ABD Communications, Inc., 3591 Cahaba Beach Road, Birmingham, Alabama, 35242, USA. *Electrical Products & Solutions™* is distributed free to qualified subscribers. Non-qualified subscription rates are \$57.00 per year in the U.S. and Canada and \$84.00 per year for foreign subscribers (surface mail). U.S. Postage paid at Birmingham, Alabama and additional mailing offices. *Electrical Products & Solutions™* is distributed to qualified readers in the electrical contracting industry. Publisher is not liable for all content (including editorial and illustrations provided by advertisers) of advertisements published and does not accept responsibility for any claims made against the publisher. It is the advertiser's or agency's responsibility to obtain appropriate releases on any item or individuals pictured in an advertisement. Reproduction of this magazine in whole or in part is prohibited without prior written permission from the publisher.

FOLLOW US ON



The Heavy Duty Nonmetallic
CABLE RACK
For Power and Communications Manholes And Vaults



PRODUCT FEATURES:

- High Load Capacity
- Will Not Rust or Corrode
- No Grounding or Bonding
- Insulators Not Required
- Excellent Dielectric Properties
- Molded from UL Listed Glass Reinforced Polymer



HDL Arm Lock shown with
RA04 Arm and CR36-B Stanchion



3HDS - 3" throat saddle shown with
a cable secured by cable ties.



RA08 - 8" arm shown with three
cables secured by cable ties.

US PATENT No. 7,140,500
CANADIAN PATENT Nos. 2,486,904 - 2,640,899

UNDERGROUND DEVICES
INCORPORATED



420 ACADEMY DRIVE
NORTHBROOK, IL 60062
Phone: 847-205-9000 • Fax: 847-205-9004
Website: www.udevices.com

REPAIR CONDUIT IN A SNAP!

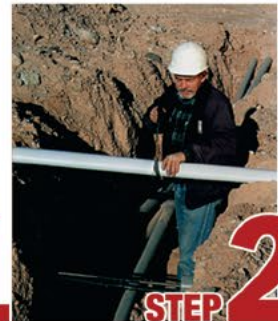
No Tape • No Plastic Straps • No Metallic Straps

NO KIDDING!

Designed especially for power, communications and fiber optics.



Remove damaged conduit



Cut split duct conduit to fit



Snap in place

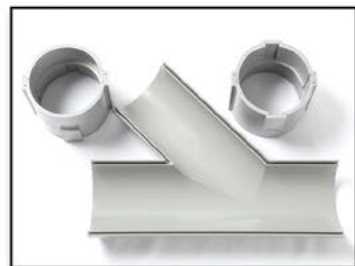


Attach adapters



Finish job in record time

"The World Leader In Split Conduit Products"



Conduit Repair Systems, Inc.
The World Leader In Split Conduit Products



800.670.1804 • 435.673.8724 fax • crs@conduitrepair.com • www.conduitrepair.com

BASETEK

ZANITE PLUS POLYMER COMPOSITE
A base you can build on.

Call us today **877.712.2273**

PRECAST POLYMER HOUSEKEEPING PADS

- **Customized** to fit your exact project
- **4X Stronger** than traditional concrete pads
- **Rapid Installation** and Labor Savings
- **Stainless Steel** inserts for mounting equipment to the pad
- **Counter Bore** anchoring to existing concrete
- **Excellent** Corrosion Resistance
- **Flexibility and Options:**
 - Bottom access
 - Exact sizes
 - Dedicated handling and lifting



SET YOUR PRECAST POLYMER PAD AND MOUNT YOUR EQUIPMENT THE SAME DAY!

GO GREEN
environmentally friendly

Reuseable — just unbolt and move

For more visit
basetek.com or
info@basetek.com



Built to last
and outperform.

We guarantee it.

©2025 BaseTek, LLC.

Zanite Plus is a registered trademark of BaseTek LLC.

Protect Yourself

Miller Safety Consultants — A Leader in Arc Flash Protection

Vince Miller started Miller Safety Consultants, a veteran owned business in 1999. The goal of the business was to provide cost effective safety consulting, employee training such as: confined space entry, fall protection, electrical safety and provide sales of electrical shock and flash protective equipment and fall protection equipment to businesses in the Washington DC area.

Reliance Industries provided fall protection products and much of the sales and training was on behalf of the supplier. In 2000, the owner decided to retire from his business, and Vince decided to discontinue the fall protection line of his business and concentrate more in the electrical training and products.

Vince had been a distributor for Certified Insulated Products (CIP), a manufacturer of electrical insulated tools and electrical arc flash clothing manufactured by Otex in Rochester, New York. As a distributor, Vince provided sales through his internet website and much through relationships with electrical contractors. His training was a classroom environment and was provided directly to customers but he also taught as a sub-contractor for other safety consulting companies and the

Chesapeake Safety Council in Baltimore, Maryland. In 2005, Vince partnered with Vivid Learning Systems in Cascades, Washington to provide on-line training in safe work practices.

Training in electrical safe work practices is still provided locally in the Washington DC area and as a partner with an electrical engineering firm and online. The training is based on the Occupational Health and Safety Administration (OSHA) standards and the National Fire Protection Association (NFPA) 70E standard.

Miller Safety Consultants is now a distributor for Cementex USA, Burlington, New Jersey, for insulated tools and equipment and clothing from OTEX Protective, Rochester, New York. The majority of his sales of products

are from the web-based store. Cementex is nationally known for their quality equipment. Otex Protective is becoming more known for their quality clothing. For years, they have manufactured their products under other provider labels. Vince chose to not create his clothing line, but to sell the manufacturer product.

Vince has worked with many electrical company employees to fine-tune the clothing to be more comfortable for the user. Working closely with the manufacturer, they have made slight changes in how the cloth pattern was modified to meet final production. An example is the lightweight 40 Calorie vented hood offered by Otex.

The material is of the latest technology. The vented assembly is constructed for balance on the back of the hardhat and the airflow is 27 CFM to prevent fogging of the face shield and provide cooling to the worker. It took over a year to develop the product with the user prior to having the hood “flash tested”. This product is now standard issue with many electrical contractors.

Being a small business and having quality providers has resulted in satisfied customers for Miller Safety Consultants. Being a direct supplier for OTEX Protective, another small business means customized customer needs can be met. □

For more information, visit
Miller Safety Consultants at:
www.electricalsafetyproducts.com, email
Vince at: sales@millersafetyltd.com.

AUTHORIZED
Cementex
The Safety Tool Specialists
DISTRIBUTOR

Give Vince a call at
(703) 367-0404



Deluxe Maintenance Tool Kit



Class O Glove Kit

Protect yourself from "Arc Flash"

We offer two lightweight 40 cal rated systems for employee protection -
PYRAD® Technology by GORE-TEX LABS, single layer and the two layer HYBRID (Protera/Indura) models.
Our unique V-5 ventilation systems using Milwaukee's M12 rechargeable battery
with our patented "arc flash sensor" technology.



Both lift hoods feature 30 CFM ventilators. The arc sensor automatically disconnects the fan power to stop the air flow and maintain a safe breathing zone within the hood.



CALL US TODAY
(703) 367-0404

OR VISIT OUR ONLINE ELECTRICAL SAFETY EQUIPMENT STORE
www.electricalsafetyproducts.com



TRENDS AND DEVELOPMENTS IN TESTING INSTRUMENTATION

BY TROY MARKS, DIRECTOR OF PRODUCT MARKETING



ELECTRICAL TESTING EQUIPMENT, including testers, datacom tools, multimeters, and voltage meters, play an essential role in a professional electrician's safety and productivity, helping them accomplish many of their foundational tasks around the jobsite.



For an electrician, the right testing tools can mean the difference between a safety risk and a job well done as they constantly operate in potentially hazardous environments, making the need for safe and innovative tools critical. These tools receive extensive use throughout a professional's career, further driving the importance of quality and reliability in electrical testing equipment. Recent advancements in this product category are increasingly delivering on the demands of professionals, driven by the need for increased safety, efficiency, and reliability on the jobsite.

Emerging Industry Trends

Recent investments in broader infrastructure, including the expansion of data centers and mega sites, have placed increasing demands on professionals throughout the industry. With this heightened workload, conversations among industry professionals have centered around

concerns about the jobsite conditions faced daily. For electricians who work in environments where live circuitry may be present, it is crucial to take extra precautions, wear personnel protective equipment (PPE), utilize insulated hand tools, and testing solutions.

Performance, Efficiency, and Durability

More and more is being demanded from electricians. To meet those demands, while also maintaining safety on the jobsite, performance, efficiency, and durability in electrical testing solutions are crucial factors for professional electricians to consider. Tools designed with efficiency in mind can reduce the number of tools required for a job, allowing users to carry less on their person. More durable tools allow users to stay on the job rather than having to track down a replacement for a damaged or broken tool. Purchasing durable hand tools from a trusted manufacturer ensures professionals can stay efficient and productive on the job.

Understanding the importance of performance, efficiency, and durability, Milwaukee Tool's recent expansion of Test and Measurement solutions delivers professionals with top performance and ultimate durability to drive productivity and efficiency. Increasing visibility in a main service panel, these solutions provide LED lights allowing for a higher range of vision over circuit breakers. Delivering an over molded grip, these new solutions provide security when utilizing in electrical environments. To drive efficiency and reduce tool swapping, the Milwaukee® Circuit Breaker Finder w/ LED is comprised of an all-in-one design with a Transmitter and Receiver that can be used for standard 120V panels and a safety rating of CAT II 135V.

Ensuring the Right Solution for the Job

As electricians look to invest in solutions that meet the demanding requirements of their jobsite, they often encounter several challenges

TOOLS YOU CAN TAKE TO THE BANK!



FINALLY, A TOOL YOU CAN TAKE TO THE BANK!

KNOCK'ER-IN pipe and conduit anvil is proudly **MADE IN U.S.A.** and provides a safe and efficient alternative to the traditional 2 x 4 method of joining pipe, conduit, and fittings.

If your goal is to increase worker safety and productivity; **KNOCK'ER-IN** will get you there, ten-feet at a time.

- Develop a Consistent Work Method
- Minimize 'Struck-by' Incidents
- Reduce 'Strains & Sprains'
- Prevent Long-Term Muscle, Joint, and Back Injuries
- Standardize Communication - "Knock'er-In"

Invented by a second-generation Electrical Worker, who, prior to advancing in the industry, served his 10,000hrs in the trenches.

Our patent pending design is built for worker safety and comfort. The molded polyurethane block coupled with a fiberglass handle and rubber handgrip, provides a cushion for every blow. The positioning-shoe offers stabilization through the strike. Built with a concave-arch bottom... because sometimes you need to, Knock'er-off.



Brining the proper size mallet to the bank is many times overlooked. But what is the correct hammer to use, when joining conduit with a piece of wood? None!

We pair **KNOCK'ER-IN** with a 3 LB x 16" Hammer because it swings good, feels good, and gets the job done safely.

KNOCK'ER-IN
MADE IN U.S.A.
www.innisfreetools.com

FOR MORE INFORMATION, CONTACT:
INNISFREE TOOLS, LLC
info@innisfreetools.com





Milwaukee Tool's commitment to understanding the challenges and requirements of professionals in the field ensures the delivery of cutting-edge manufacturing technology, resulting in innovative, high-performance solutions.

when selecting the right tools for their needs. One significant challenge is accessing straightforward resources to differentiate products within the same category, ensuring they leave with the best solution. Clear and comprehensive product packaging can greatly assist in this area. Another concern is ensuring they are purchasing professional-grade solutions, as many manufacturers produce both consumer and professional tools. It is crucial for electricians to be

confident that they are investing in tools designed for their specific applications. Additionally, electricians often encounter issues with on-shelf inventory and maintenance in stores. Given their immediate needs for various jobs, they must be assured that the required tools will be available when they visit a store. As electrical contractors frequently shop for these professional solutions, it is increasingly important they invest in manufacturers that continue

investing in test and measure solutions for professional users, to address these evolving needs.

What does this all mean?

Overall, the continued innovation of electrical testing solutions is crucial to ensuring the safety of professionals on the jobsite. High-quality solutions provide users with durable tools that can withstand daily demands and maintain user safety in application. By investing in top-performing, trade-focused solutions, electricians can meet the demanding requirements of the jobsite, increasing their productivity and performance. Milwaukee Tool's commitment to understanding the challenges and requirements of professionals in the field ensures the delivery of cutting-edge manufacturing technology, resulting in innovative, high-performance solutions. □



Appleton™ IJL LED Series Luminaires

Versatile and Adaptable Illumination for Any Environment

Appleton™ IJL LED Luminaires by Emerson are the premier jelly jar LED luminaires for industrial locations that offer versatile and adaptable illumination. With user selectable technology, they allow users to choose from a range of correlated color temperatures (CCT) and/or lumen outputs. Our engineers have developed specially designed optics that provide optimal light distribution – including upright. The IJL LED Luminaires offer multiple mounting options such as wall, ceiling, and pendant, with an adjustable arm that allows precise rotation in 10° increments from 0° to 90°.

Learn More at: www.masteringled.com

APPLETON™

The Emerson logo is a trademark and a service mark of Emerson Electric Co. © 2024 Emerson Electric Co.





5 Finance Signs that You Need to Hire a CFO (Chief Financial Officer) and What it is Costing Construction Contractors Margin & Cash

The field-tested steps to protect margin on every job, every time

When progress billing, retainage, and volatile material price changes collide with change orders, delays, and tight schedules, even “profitable” jobs can starve cash. You’re running hard, yet the bank balance doesn’t match the effort—and that gap keeps you up at night. The good news: these are fixable finance problems, not “just the way construction works.” No contractor should grow broke while building other people’s projects. In this article, we’ll flag five finance red flags costing electrical contractors margin and cash and show simple, practical moves to turn busy crews into predictable profit.

Red Flag #1: Persistent Cash-Flow Crunches

Progress billing lags, retainage drags, and long project cycles mean cash can be tight even when jobs look “profitable” on paper. When payroll week collides with a slow pay app or a material price spike, you end up juggling vendors and lines of credit instead of running the business.

What this really means: the timing of cash in versus cash out is misaligned. Pay apps trail labor and material spend, change orders aren’t billed fast enough, and retainage locks up the profit you’ve already earned. Here’s what to do next (and what strong financial leadership will implement for you):

- **13-week cash forecast** tied to your job schedule and pay-app calendar.
- **Billing rhythm** that shortens the pay-app cycle and captures change orders in the next draw.
- **Collections playbook** to pull cash forward: reminders at
- **Supplier/GC term strategy** that matches inflows and outflows: early-pay discounts when cash is abundant, extended terms when AR stretches.
- **Working capital guardrails:** minimum cash floor

Red Flag #2: Poor Visibility into Project Profitability

Jobs look fine in the WIP, but margin “mysteriously” disappears by closeout. If you don’t trust your job-cost reports, or you get them too late to act, you’re flying blind while labor, materials,

subs, and change orders drift.

What this really means: unit costs aren’t current, hours and materials aren’t posted daily, and COs/T&M are lagging the field. Variances surface after the fact, so PMs can’t course-correct in time. Here’s how to see true profitability early (and fix it while it’s still fixable):

- **Daily cost capture:** labor hours and materials posted the same day to the job.
- **Current unit costs:** live material pricing and vendor updates roll into estimates and buyouts.
- **Change-order discipline:** price/submit within [24/48] hours, track approvals, and tag field hours to the CO code from day one.
- **Variance alerts:** PM dashboard flags labor productivity, material overrun, and subvariance when thresholds exceed.
- **Two-level WIP:** gross (booked) vs. “real WIP” with pending COs and expected buyout savings/overruns.
- **Closeout checklist:** punch items, final COs, retainage release plan, as-builts—owned by [Role] with dates.



IWL LED Series Luminaires

Wall Pack LED Lighting for Industrial Facilities

The Appleton™ IWL LED Series Luminaires by Emerson are designed to provide safe illumination at outdoor entrance doors and along the exterior of commercial and industrial facilities. Three models — each with three field selectable wattages (lumen outputs) and three field selectable color temperatures — ensure the perfect configuration for your unique application requirements. Improve employee safety and security with the IWL’s bright, cost-efficient illumination.

Learn More at: www.masteringled.com





Red Flag #3: Difficulty Scaling or Pursuing Growth

You're eyeing bigger bids, a new market, or an acquisition, but the numbers feel fuzzy. Financing isn't lined up, risk isn't quantified, and ROI is more gut than model. The result: stalled decisions, missed opportunities, or growth that strains cash and crews.

What this really means: strategy isn't anchored to a forward-looking financial model. Without clear scenarios, capital requirements, and guardrails, you either overreach (and stress cash) or hesitate (and lose momentum). Here's how to make growth safe and repeatable (and what strong financial leadership will build with you):

- **Capacity-based revenue model** tied to crews, labor hours, productivity, and sub usage.
- **18-month three-way forecast** (P&L, cash flow, balance sheet) with monthly view of draws, retainage, AR timing, and materials spend
- **Bid/no-bid guardrails:** minimum gross margin, labor risk thresholds,

material volatility factor (copper/conduit), and CO complexity score.

- **Capital plan:** LOC sizing, bonding capacity targets, and equipment buy vs. lease policy.
- **Bank/surety package ready before you need it:** 24-month projections, WIP, AR aging, backlog schedule, covenant tracking.
- **Growth dashboard:** win rate, average job size, backlog months, DSO, CO cycle time, cash runway. [Publish weekly to leadership on [Day].]

Red Flag #4: Inefficient Financial Processes and Compliance Gaps

Manual invoicing, disconnected systems, and loose controls slow reporting, invite errors, and put bonded/public work at risk. In electrical, the complexity multiplies—unit pricing shifts, pre-fab labor must be tracked separately, and certified payroll rules are unforgiving.

What this really means: your

financial engine can't keep up with the field. Pay apps go out late, COs miss the next draw, certified payroll is corrected after submission (not before), and audits take weeks you don't have.

Build a tighter system that moves as fast as the work (and stands up to audits):

- **One source of truth (ERP)** integrating estimating → purchasing → job cost → AP/AR → payroll, with estimating feeding cost codes directly to job cost.
- **Month-end close in under a week** with a published checklist (WIP, accruals, intercos, bank recs).
- **Change-order control:** scope, units, materials, and pricing signed by the customer's authorized PM before field work.
- **Pre-fab & unitized labor tracking** entered **daily by field leadership**.
- **Certified payroll & compliance** reviewed **pre-submission**.
- **Three-way match** on all materials; cost codes verified at receiving.
- **Vendor compliance** required prior to payment.
- **Retention & lien notices** triggered by **policy thresholds** (e.g., 45–60 days).
- **Access controls** with dollar thresholds and segregation of duties.

Red Flag #5: Lack of Strategic Financial Leadership

Most owners live in the field: crews, schedules, bids. Finance becomes “close the books and pay the bills.” Without strategic leadership, you leave money on the table. Pricing drifts, tax opportunities get missed, working capital gets thin, and growth decisions feel like guesswork.

What this really means: no one owns the profit model of the business. Pricing isn't tied to real overhead and capacity, capital spending isn't stress-tested against cash, and leadership doesn't share a single, forward-looking scorecard.

- **Pricing policy** anchored to fully loaded costs and capacity: target GM by division, minimum floor for bid/no-bid, and a change-order markup standard.
- **12–18 month financial model** (P&L, cash, balance sheet) to test decisions

THE SECRET TO
**UNDERGROUND
POWER
TRANSMISSION**



OUR WUNPEECE TRANSMISSION SPACERS REDEFINE THE INDUSTRY STANDARD FOR UNDERGROUND POWER TRANSMISSION INSTALLATIONS. WITH PRECISION ENGINEERING AND UNMATCHED QUALITY,

JOIN THE RANKS OF INDUSTRY LEADERS WHO TRUST UNDERGROUND DEVICES FOR THEIR POWER TRANSMISSION NEEDS.



VISIT WWW.UDEVICES.COM

AND EXPERIENCE THE FUTURE OF UNDERGROUND POWER INSTALLATION

before you make them—new crews, equipment, leases, market entries.

- **Capital allocation plan:** buy vs. lease rules, LOC usage limits, bonding targets, and a working-capital floor.
- **Tax strategy calendar:** quarterly tax projections, entity/bonus depreciation planning, and distribution policy tied to cash runway.
- **Leadership rhythm:** weekly KPI huddle; monthly forecast review; quarterly strategy day.

Why a Fractional CFO Can Be the Right Move

For many construction contractors, a full-time CFO is overkill or simply out of reach. A fractional model gives you senior-level financial leadership only when you need it: part-time, project-based, or seasonally, so you get the impact without the full-time overhead. It's ideal when you're preparing to scale, improve margins, win larger bonded work, or shore up financing.

We make it easy to say yes with a simple 3-step plan:

1. Assess — Profit & Cashflow Assessment

We go inside your numbers to pinpoint cash delays, pricing gaps, and job-cost blind spots. Deliverables: a prioritized action plan with quantified wins.

2. Fix (First 90 Days) — Cash, Pricing, Job-Costing

Execute quick wins that move cash

and margin now: tighten billing & CO cadence, set pricing floors, and stand up daily cost capture with a PM dashboard.

3. Scale — Forecasting, Financing, Growth Roadmap

Build an 18-month three-way forecast (P&L, cash, balance sheet), bank/surety package, and bid/no-bid guardrails tied to capacity.

What you can expect

- Clear numbers you can trust monthly, not just at year-end.
- Faster cash, cleaner WIP, and pricing discipline that protects margin.
- Confidence to pursue bigger work with a forecast that proves you won't "grow broke."

DAAXIT: The #1 Fractional CFO for Construction

When selecting a fractional CFO, industry-specific experience matters. DAAXIT is recognized as the number one fractional CFO for construction, offering deep expertise in construction accounting, job costing, cash flow management, and compliance. DAAXIT's specialists understand the unique challenges contractors face and provide hands-on solutions: implementing construction-focused ERPs, instituting reliable job-cost reporting, optimizing working capital, and building strategic financial plans that support growth. Their tailored approach helps construction companies move

from reactive to proactive financial management.

Conclusion

Success vs. Failure (the stakes)

Choose the path where your numbers work for you: predictable profit, clean WIP you can trust, faster collections (lower DSO), pricing that protects margin, and bids you can pursue with confidence because the forecast says cash stays healthy. Or keep rolling the dice and grow top line without cash to support it, miss good work because financing isn't ready, watch change orders and overhead quietly eat margin, and burn out your crews and leaders. If your company is facing cash crunches, shaky job-level visibility, stalled growth, process/compliance headaches, or a leadership gap in finance, it's time to add strategic financial horsepower without the full-time overhead. A specialized fractional partner can deliver measurable improvements, reduce risk, and position your business for sustainable growth. The right moves now protect today's margins and fund tomorrow's opportunities. □



For more information, please visit www.daaxit.com



AARON MILLS

Founder and CEO of DAAXIT the #1 Fractional CFO company for Construction

Aaron's 25 + years of financial oversight for several contracting companies with up to \$90 million in annual revenue gives him a unique perspective into how to scale businesses through a framework he calls Financial Resource Optimization. His expertise has been nationally recognized for multiple awards, including Crain's Chicago Business Fast 50, four-time INC's 5000's Fastest-Growing Private Companies, and Engineering News-Record's (ENR) Top 600 Specialty Contractors. Aaron enhances profitability and improves employee revenue output for every contracting company he works with while helping owners discover financial freedom. He founded DAAXIT to serve, educate, and grow construction industry businesses and increase their profitability.

We're Proud to be the Electricians' Friend for Over 50 Years!

New Products
Safer Better Faster

IP19

4-Conduit Block

Vertical support from only one 1/4", 3/8" or 1/2" threaded or threadless rods 1/4" or 3/8" threaded holes on the side along with slots for hex head bolts for hardware are provided for conduit support.

IP21a

QwikBlock

Vertical support from only one 1/4", 3/8" or 1/2" threaded rod by attaching two machine screws 1/4" x 20 thru the existing holes in back of the box. Eliminates knocking out center KO on box and traditional nut and washer method to support a single box.

IP20a

Box Support Rod Cubes

Vertical support from only one 1/4" or 3/8" threaded or threadless rod with 4 holes for Gripper applications as well as 4 threaded 1/4" or 3/8" holes for conduit support hardware.

IP3e

PVC Guide

IP2b

PVC Driver

TE15

Conduit Layout Tool

IP3g

Long Slip PVC

IP3f

Slip PVC/RGD

IP4

EZ Raised Bracket

For more information visit our website at SPProducts.com

Plus More Being Invented for SAFER BETTER FASTER Jobs . . . Call With Your Ideas!

Appleton Group South Milwaukee Foundry Recognized by Focus on Energy® with 2025 Energy Excellence Award

Appleton Group's South Milwaukee metal casting foundry has been honored with the prestigious 2025 Energy Efficiency Excellence Award by Focus on Energy® recognizing it for innovation in manufacturing. Focus on Energy, Wisconsin's state energy efficiency program, acknowledges statewide organizations for their outstanding energy efficiency achievements and sustainable practices.

The South Milwaukee foundry manufactures electrical fittings, enclosures and other cast products under the Appleton™ and O-Z/Gedney™ brands within the Emerson portfolio. As one of this year's 11 Focus on Energy award recipients, the South Milwaukee foundry demonstrates how heavy industrial operations can lower expenses, improve the environment, and boost regional economies. While more than a century old, the foundry is stocked with state-of-the-art modern equipment and is a key part of Appleton Group's supply chain, producing an estimated 15,000,000 castings annually.

Appleton Group worked with Focus on Energy and local utilities to cut energy waste, lower operating costs, and strengthen its long-term sustainability in the South Milwaukee foundry. At the center of the initiative was the optimizing of the facility's heating system through the implementation of a new building management system (BMS). This project was supported by Focus on Energy which provided technical oversight of scoping and design. Focus on Energy also helped the foundry capitalize on a custom



Left to right: Doug Presny, CleanTech Partners; Joe Pater, Wisconsin Public Service Commission; Paul Kling, Focus on Energy; John Schuster, Emerson; Bob Axtell, Emerson; Bill Bolhuis, Franklin Energy; Chris Larson, Wisconsin State Senator, District 7; Jim Garbowski, WEC Energy Group.

utility project grant that greatly boosted project economics, saving ratepayers money by mitigating the cost of future infrastructure buildout.

The new BMS enables precise control and monitoring of comfort heating and cooling systems, helping the South Milwaukee foundry eliminate long periods of overheating that were accentuated by radiant heat from foundry operations, and by reducing temperature setpoints outside of operational hours. Natural gas consumption was slashed by an impressive 20%, while the emissions footprint was trimmed by 9%. Appleton Group realized \$127,000 year-over-year savings in natural gas costs at a net project cost of \$118,000, resulting in an effective payback period of under one year.

But the BMS is only one part of Appleton Group's ambitious energy efficiency goals for the foundry. Since 2017, it has replaced channel furnaces

with cordless induction melting furnaces and retrofit over 800 fluorescent lights with Appleton industrial LED fixtures. Combined, the energy improvements save the facility over 10,000 megawatt-hours (MWh), 65,000 million British thermal units (MMBtu) and \$1 million in energy costs annually. The team also identified nearly \$350,000 in energy-related incentives throughout this period. In all, total energy consumption and emissions have been cut by about a third since 2017, drastically reducing emissions and operating expenses.

Earlier this year, the South Milwaukee foundry received the 2025 Better Project Award from the U.S. Department of Energy (DOE). In 2019, the facility earned the Plant Engineering Award by the American Foundry Society for innovation and commitment to continuous improvement.

For more information please visit www.appletonelec.com.

ABOUT EMERSON

Emerson is a global technology and software company providing innovative solutions for the world's essential industries. Through its leading automation portfolio, including its majority stake in AspenTech, Emerson helps hybrid, process and discrete manufacturers optimize operations, protect personnel, reduce emissions and achieve their sustainability goals. For more information, visit Emerson.com.



CANNON iK

ELIMINATE HAND PULLS & INCREASE JOBSITE EFFICIENCIES.



Electri-Flex Company Announces Promotion to Regional Sales Manager

Electri-Flex Company, a leading manufacturer of flexible Liqueatite® conduit, is proud to announce the promotion of John Duggan III from District Sales Manager to Regional Sales Manager.

John began his career at Electri-Flex as an intern in 2019 and joined the company full-time the following year as a Sales Trainee. His strong ability to grow sales, build relationships, and successfully manage territories has led

to several promotions, including Sales Associate, Inside Sales, and District Sales Manager.

In his new role, John will expand his responsibilities by overseeing additional regional sales territories while continuing to support his current markets.

For more information about the Electri-Flex team, please visit us online at <https://www.electriflex.com/about/meet-the-team/>. □



John Duggan III
| Regional Sales Manager

ABOUT ELECTRI-FLEX

Electri-Flex Company, a leader in electrical conduit design and manufacture for 70 years, produces Liqueatite®, the most diverse line of liquidtight flexible electrical conduit in the industry. The company offers custom design, engineering, quality assurance, and testing capabilities. For more information on Electri-Flex Company, call (630) 529-2920 or (800) 323-6174; fax: (630) 529-0482; e-mail: mktg@electriflex.com; visit: www.electriflex.com; or write: 222 West Central Avenue, Roselle, IL, 60172-1994.



Housecall Pro launches Electrical Toolkit app, enhancing jobsite efficiency

The trusted provider of field service management software announces new, all-in-one solution designed with electricians and electrical contractors in mind

Housecall Pro, a leading software platform for home service professionals, announces the launch of Electrical Toolkit by Housecall Pro, a comprehensive, all-in-one app made specifically for electricians and electrical contractors. Designed to streamline complex calculations and boost efficiency in the field, Electrical Toolkit encompasses a suite of essential tools that help Pros work with greater accuracy and speed.

The app provides electricians with a range of professional-grade tools to expedite their work on the jobsite, including access to a vast library of electrical calculators that include voltage drop, minimum wire size and more. It also benefits contractors, who can easily equip their technicians with mobile, professional-grade tools.

Additional features included with Electrical Toolkit by Housecall Pro:

- Conduit bending calculators, empowering electricians to calculate offsets, saddles and rolling offsets with step-by-step accuracy.
- Conduit fill tools, providing a quick and way to verify conduit fill capacity following NEC guidelines.
- Residential load calculators, allowing electricians to perform optional method load calculations for residential properties. These results are shareable as PDFs, enabling better communication with clients and inspectors.

“Electricians face a constant struggle to balance precision and efficiency,” said Roland Ligtenberg, Housecall Pro co-founder and Senior Vice President of Innovation. “Electrical Toolkit by Housecall Pro takes the guesswork out of complex calculations, empowering Pros to focus on what matters most:

delivering high-quality work and ensuring everyone’s safety.” Designed with usability in mind, the app offers Dark Mode to reduce eye strain and extend battery life during long days on site. The app’s ease-of-use makes it a helpful companion for any licensed electrician looking to reduce time spent making calculations, along with apprentices and trainees seeking NEC-compliant methods.

“At Housecall Pro, we believe in building tools that actually make our Pros’ lives easier,” said Ligtenberg. “This is more than just an app; it’s an indispensable aid in the field that helps electricians get the job done right the first time.”

More information is available at www.housecallpro.com. □



Galvanized Rigid Transition Couplings to Schedule 40/80 PVC Stub-Up



Save at Least **1 Hour** per Installation.

When Concrete is Poured and Metal Below the Slab is Needed

Transitions in Less Than 5 Minutes!

Save Cost on the Rigid Nipple, Tape & Labor

Use for Entire Job - Not Just for Repair

See Our Conduit Plug See page IP27c

See Our REAMING BITS for Transition Couplings See page IP15

PATENT PENDING



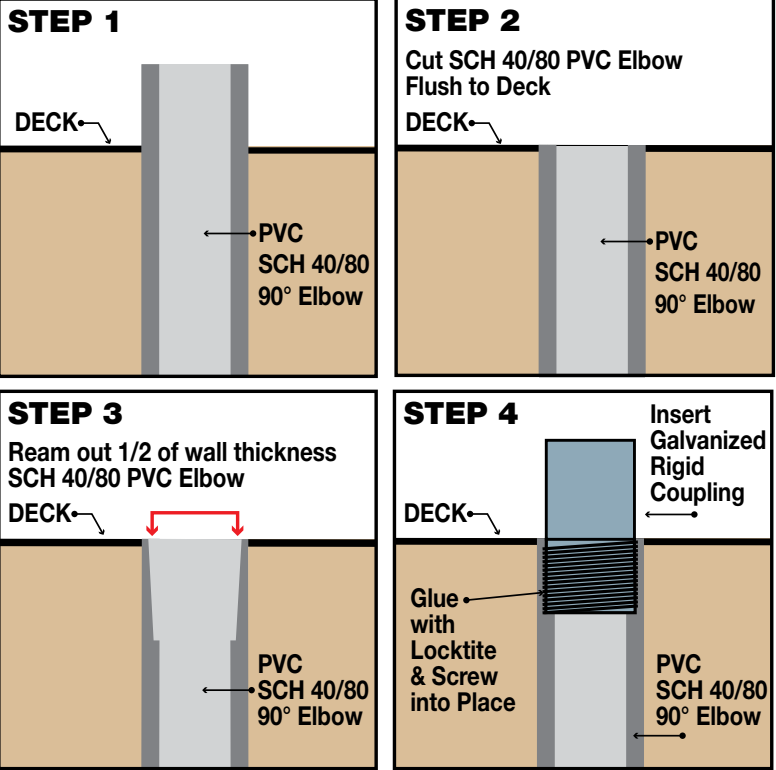
Saves a great deal of time transitioning from PVC conduit to Rigid Conduit above slab without damaging PVC risers and chipping concrete eliminating a concrete repair job!

1/2" thru 6"

Transition Couplings	
Size	Catalog #
1/2"	50-PVC-R-GRC
3/4"	75-PVC-R-GRC
1"	100-PVC-R-GRC
1-1/4"	125-PVC-R-GRC
1-1/2"	150-PVC-R-GRC
2"	200-PVC-R-GRC
2-1/2"	250-PVC-R-GRC
3"	300-PVC-R-GRC
3-1/2"	350-PVC-R-GRC
4"	400-PVC-R-GRC
5"	500-PVC-R-GRC
6"	600-PVC-R-GRC

All Above Meet UL651 CSA C22.2, No.85 and US Army Corps Engineers Specifications

All SP Products Inc. Transition Fittings are manufactured for installation to either meet or exceed in accordance with NEMA TC2, TC3 or UL 651 specifications



Customer must satisfy all codes and owners' specifications.



PATENT PENDING
PATENTED



LABELS APPLY TO PRODUCTS ONLY WHERE SHOWN ABOVE

730 Pratt Boulevard • Elk Grove Village, IL 60007
P: (847) 593-8595 • F: (847) 593-8629 • Toll-free (800) 233-8595
E: info@spproducts.com • www.spproducts.com

NEWPRODUCTS

Recessed Mud-In Channel Features a Unique Scoop Design Creating an Attractive Light Gradient in Walls

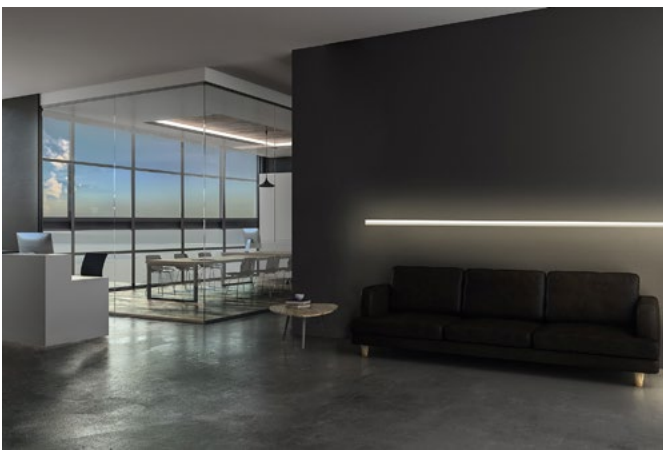
The Mudr AlCove 3 in. & 4 in. recessed mud-in channels feature a unique scoop design that creates an attractive light gradient in walls. The versatile channels can be mounted in ceiling drywall as a wall wash or lower in the wall below eye line with the light engine facing down to provide floor illumination, as well as above eye level with the light engine facing up for ceiling illumination.

For optimal performance, the aluminum Mudr AlCove channels are designed to easily wrap around corners without the need for soldering or corner connectors that can create dark spots. The linking system provides a straightforward solution for connecting and perfectly aligning profile sections, ensuring a seamless, unified appearance without visible gaps or misalignment.

The channels feature a paintable surface, ensuring seamless integration with any décor or color palette. The channels are easy to install by simply placing the channel against the wall or ceiling and screw it into place. The grooved flanges allow for easy mud-in and painting.

The 4-inch recessed channel is compatible with 5/8-inch drywall, while the 3-inch channel can be installed in both 1/2-inch and 5/8-inch drywall for added flexibility.

The products are sold in complete kits (4 ft. or 7 ft.) to create a finished fixture in the field or custom lengths are available through Alloy LED's build-to-order program.



For more information, visit www.alloyled.com

Altech Corp. Introduces Innovative Dual-Rated AC/DC Disconnect Switches

Altech Corporation, a leader in industrial automation solutions, announces the launch of its dual-rated AC/DC disconnect switches for industrial and manufacturing applications. This product line, which includes the LSF and RT Series, offers one proven switch technology configured for different mounting needs.

LSF and RT switches are rated for 600V AC and 60V DC, eliminating the need for separate AC and DC components. Designed for DIN-rail and base mounting applications, the LSF Series supports an extended handle application where a shaft extends beyond the electrical box, and an external handle interlocks with it to prevent the box from being opened while power is on.

The RT Series door-mount version features a knob that attaches to the front of the panel for easy access, with rear-facing terminals for simplified installation. Installation requires only a standard 22.5-millimeter push-button panel hole. This model is ideal for applications requiring a local disconnect without shutting down the entire system.



Other technical features of the LSF/RT Series include:

- Switch bodies are made from high-grade plastics that resist shock and chemicals and can operate in a wide temperature range.
- Silver contacts and rivets ensure long life and better conductivity.
- The spring-loaded design prevents DC current from arcing and burning the contacts after repeated use.

Both LSF and RT mounting options consist of only a few parts — unlike most other multi-part products on the market that can be complex to install. They are available in 16A, 30A and 40A versions and carry UL 60947-4-1 certification.

For more information, visit www.altechcorp.com

Helping contractors build better business with Finance Resource Optimization



ARE FINANCIAL GAPS LIMITING YOUR GROWTH?

- Do Any of These Sound Familiar?**
- Unclear financial position or cash flow
 - Pricing and profitability issues
 - High turnover and staffing challenges
 - Lack of key financial metrics
 - Daily decision-making stress
 - Trouble scaling
 - Gaps in financial expertise
 - Worry about the future and your legacy

If so, it's time for a better way forward.

DAAXIT CFOs Help Contractors Take Control of Their Financial Future

Through Fractional CFO services, we help contractors:

- Reduce risk
- Gain financial clarity
- Make smarter, more profitable decisions

Optimize your profits with the **DAAXIT Five Pillar Process**, where you'll streamline systems, uncover opportunities, and build a stronger, more resilient business — one that grows, lasts, and leaves a legacy.

- 1 Core Values Alignment
- 2 Long-Term Shared Purpose
- 3 Complimentary Strengths
- 4 Positive, Intentional Communication
- 5 Scheduled Strategic Planning

Expert Financial Leadership for Contractors

Reduce risk and overcome the common pitfalls contractors face—including stagnation, retention problems, and financial decisions that could lead to bankruptcy. We'll help you build a growing, thriving business, inside and out.

CASH FLOW MANAGEMENT

FINANCIAL STRATEGY

FINANCIAL FORECASTING

BUDGETING



FOR MORE INFORMATION, CONTACT:
DAAXIT HEADQUARTERS
1511 Wilmot Ave.
Twin Lakes, WI 53181
info@daaxit.com
www.daaxit.com

*“After only six months with **DAAXIT**, we had a streamlined financial system and had identified the areas where we were leaking and burning money. **DAAXIT** grew our bottom line by \$1.8M.”*

—ERIC SMITH, EDGE ELECTRICAL SYSTEMS



SP PRODUCTS, INC.
Productivity and value thru ideas
FOR SAFER BETTER FASTER JOBS

2025 NECA
ShowStopper
WINNER



Sealtite/Liquidtite to EMT



**Transitions from
Liquidtite to
EMT in minutes**

**Great for wiring
transformers,
solar systems
& pumps.**

All SP Products Inc.
Transition Fittings are manufactured
for installation to either meet or
exceed in accordance with NEMA TC2,
TC3 or UL 651 specifications

**PATENT
PENDING**



1/2" thru 4"

Transition Couplings

Size	Catalog #
1/2"	50-LT-EMT
3/4"	75-LT-EMT
1"	100-LT-EMT
1-1/4"	125-LT-EMT
1-1/2"	150-LT-EMT
2"	200-LT-EMT
2-1/2"	250-LT-EMT
3"	300-LT-EMT
3-1/2"	350-LT-EMT
4"	400-LT-EMT

SP PRODUCTS, INC.
Productivity and value thru ideas



**PATENT PENDING
PATENTED**

LABELS APPLY TO PRODUCTS ONLY WHERE SHOWN ABOVE



730 Pratt Boulevard • Elk Grove Village, IL 60007
P: (847) 593-8595 • F: (847) 593-8629 • Toll-free (800) 233-8595
E: info@spproducts.com • www.spproducts.com

IP13bb

NEWPRODUCTS

Liquatite® Type LA Delivers Superior UV Protection

Electri-Flex Company, a leading manufacturer of flexible Liquatite® conduit, announces that its Type LA UL-listed, jacketed metallic steel conduit offers industry-leading protection in outdoor, sun-exposed environments.

Type LA conduit has undergone rigorous laboratory testing, performing UL360 accelerated UV aging tests to evaluate the durability of its jacketing materials. The results demonstrate exceptional performance. Type LA's gray jacketing proved UV resistance up to four times longer than the standard UL360 test duration, while its black jacketing outperformed expectations, delivering UV protection that lasts up to five times longer than the UL360 benchmark. Type LA maintains its integrity, flexibility, and protective properties even after prolonged UV exposure, making it the recommended choice for outdoor applications requiring the highest level of UV resistance and long-term performance.

Type LA is a UL-listed, CSA-certified "Heavy-Duty" flexible steel conduit, providing outstanding protection against wet and oily conditions. It is ideal for nearly any outdoor installation that requires a liquidtight, flexible raceway. Type LA is BABA compliant, WEEE and RoHS compliant, and CE certified. Its standard colors include machine tool gray and black, with other colors available upon request.

For more information, visit www.electriflex.com



EasyHeat Inside-the-Pipe Heating Cables Keep Potable Water Flowing in Rural Properties All Winter Long

In-Line Freeze Protection System includes Energy-saving Thermostat

Emerson presents the EasyHeat In-Line Heater (ILH), an economical in-pipe freeze protection cable for rural cottages, homes and barns that draw on lakes, reservoirs or springs as a source of potable water. Easy to install inside 1.25" polyethylene (PE) pipes, the EasyHeat ILH includes a 12-Amp energy-saving thermostat complete with GFCI safety receptacle featuring a Test/Reset and indicator lights that provide confirmation when power is applied.



Rural properties commonly rely on fresh water sources. For instance, cottages and homes draw water from lakes via a pump system that filters and treats it with UV or chemical disinfection to ensure safe consumption. Barns may also depend on untreated spring water for non-potable purposes like livestock. Without proper protection, these water supply lines will freeze in winter. The EasyHeat ILH protects PE pipes and maintains running water all winter long at a fraction of the cost of alternative heating systems.

Fast and easy to install, the ILH requires only simple plumbing connections and will plug into ordinary 120V outlets. The ILH cable is flexible so it pulls without effort around elbows and bends in

the pipe. Also, it can be safely installed in pipes wrapped with insulation -- such as inexpensive 1/2" closed-cell foam -- for additional freeze protection and energy savings. The thermostatic control only activates the cable inside the pipe when it's required to prevent freezing. It accurately maintained temperature settings without risk of burning through the pipe, even during a dry-out.

Built rugged for long-term reliability, the ILH's dual-conductor resistant wire features PVC insulation, continuous braid, and a clear food-grade outer jacket, plus it is CSA certified and rated to withstand water pressure up to 60 PSIG. To meet the widest range of needs, EasyHeat ILH cables are available in 50- to 1350-watts and lengths of 10- to 270-feet.

For more information, visit www.appleton.emerson.com/en-us/easy-heat

AUTHORIZED DISTRIBUTOR OF



Class 00 Arc Flash Glove Kit

Class 00 arc flash glove kit from Cementex is a good option for a reliable kit for work with 500 Volts or less. The gloves are made of natural rubber construction, offering the required dielectric properties combined with flexibility, strength, and durability. Gloves feature rolled cuffs, and are anatomically shaped thereby reducing hand fatigue. Each glove is chlorinated for maximum comfort.

Components of Cementex IKG00-11 glove kit:

- 11" long Class 00 rubber insulating gloves
- Leather protectors
- Canvas storage bag

Cementex
The Safety Tool Specialists

Deluxe Geared Maintenance Tool Kit

Cementex Double-insulated Tools:

- Comply with the IEC 900 standard
- Comply with ASTM F1505-01 standard
- Help you meet requirements of OSHA Safety Related Work Practices, NFPA 70E Standard and CSA-Z462

Cementex Double-insulated Tools are:

- Tested to 10,000 VAC and rated for 1,000 VAC when working on live parts
- Manufactured in the USA with domestic and global materials.
- Marked with the international safety symbol - (double triangle) 1000V



CALL US TODAY
(703) 367-0404

OR VISIT OUR ONLINE ELECTRICAL SAFETY EQUIPMENT STORE
www.electricalsafetyequipment.com

Customizable Control Centers Let Users Select Optimal Mix of Switches, Push Buttons, and Pilot Lights

Appleton ACSEW explosion-proof control centers used where hazardous materials are handled or stored

Appleton™ ACSEW Cast Control Centers are a versatile line of explosionproof industrial electrical enclosures offering a centralized control solution. Factory assembled and wired to customer specifications, a single ACSEW can house a diverse combination of push buttons, pilot lights, selector switches, and other operational devices. Different size windows can be also added to accommodate meters for the monitoring and controlling of processes.

Appleton ACSEW Cast Control Centers meet National Electric Code (NEC) and Canadian Electric Code (CEC) Class I, Division 1 and 2 requirements for safeguarding assets and workers in locations classified as “hazardous” due to the presence of flammable gases, vapors, liquids, or combustible dusts. Petrochemical, gas and oil, wastewater treatment, chemical processing, and mining are some of the hazardous locations where the control centers can be safely deployed.

Every aspect of Appleton ACSEW Cast Control Centers emphasizes industrial-grade reliability. To prolong service life, it integrates features such as a durable O-ring neoprene gasket for watertight integrity, a precision machined flame path between its body and cover, and stainless-steel cover bolts and slotted mounting feet. A shot blast finish is applied as standard to the copper-free aluminum bodies and covers for NEMA 4 rating. However, a gray epoxy powder coat is an option to obtain more stringent NEMA 4X certification, which is often needed in food and beverage processing plants, corrosive saltwater marinas, harsh outdoor locations, and water treatment operations.



**For more information, visit
www.appletonelec.com**



Versatile, Adjustable Flood Lights Complete Family of Outdoor Commercial and Industrial Security Lighting Solutions

Rounding out its commercial and industrial outdoor security lighting solutions, the AMP® SECURE™ Contemporary Flood Lights are offered in two sizes and conveniently feature selectable lumen output, selectable color temperatures, universal voltage (120-277V), 0-10 volt dimming, integrated dusk-to-dawn photocontrol and durable die-cast aluminum construction – all at unmatched prices. These versatile luminaires allow for nine different configurations in a single luminaire.

Engineered to maximize adaptability across projects, the flood lights are offered in 80- and 35-watt models and designed for both wall and ground mounting. The fixtures feature an industry standard ½-inch NPS pipe thread at the base for ground mounting and a decorative mounting plate for wall applications. The 80-watt flood light can be mounted from 16 to 30 feet, while the 35-watt model is suitable for heights from 10 to 20 feet.

The 180-degree toolless vertical adjustability allows for flexible illumination for a variety of outdoor spaces from building exteriors and entryways to signage and landscape illumination.

The selectable lumen switch offers choices of 2500, 4000, or 5000 lumens for the 35-watt model and 6500, 9300, or 12000 lumens for the 80-watt model. The selectable color temperature options include 3000K, 4000K and 5000K. Both selectable switches are conveniently located on the exterior of the fixtures for simple onsite adjustment to meet specific project requirements.

Equipped with high-performance, precision-engineered optics, the Contemporary Flood Lights deliver a wide NEMA 7x7 distribution and feature an ultraviolet and impact-resistant polycarbonate lens for uniform, low-glare illumination.

Each flood light is constructed with a rugged die-cast aluminum housing and a marine-grade polyester powder coat for corrosion resistance. The finish is rated per ASTM B117 for a minimum 1000-hour salt spray test, ensuring longevity in harsh outdoor conditions. Heat-dissipating fins on the housing support optimal thermal management, extending the life of the LEDs and other components. The IP66-rated housing, with silicone gasket, seals out moisture, dust, and other contaminants, making it suitable for wet locations. Additionally, the 4kV built-in surge protection safeguards the fixture against electrical surges.

**For more information, visit
www.amplighting.com**

DON'T MISS OUT!

Does your product help to increase profits or improve safety and overall working conditions for the electrical contractor?
If so, don't forget to submit your product for nomination as one of *Electrical Products & Solutions'*

“TOP PRODUCTS OF 2025”

All the winners will be featured in our December issue.



Deadline: December 5, 2025

Requirements:

Submit a high resolution photo (300 dpi) of your product, along with a brief description (up to 150 words). *Please note on your submission that it is for consideration for Top Products of 2025.*

E-mail: danny@epsmag.net

or mail to: Electrical Products & Solutions

2009 Eagle Ridge Drive, Birmingham, AL 35242

ADVERTISER INDEX

This advertiser index is compiled as a courtesy to our readers. While every effort is made to provide a complete and accurate listing of companies and page numbers, the publisher is not responsible for errors. **Click the company name or page number to see their advertisement.**

Company	PG#	Company	PG#
APPLETON / EMERSON	13	MILLER SAFETY CONSULTANTS LTD	7
APPLETON / EMERSON	15	MILLER SAFETY CONSULTANTS LTD	29
BASETEK, LLC	5	SP PRODUCTS INC	1
CONDUIT REPAIR SYSTEMS	4	SP PRODUCTS INC	19
DAAXIT, INC	25	SP PRODUCTS INC	23
iTOOLco	IFC	SP PRODUCTS INC	26, 27
iTOOLco	21	SP PRODUCTS INC	BC
iTOOLco	IBC	UNDERGROUND DEVICES	3
KNOCK'ER-IN	11	UNDERGROUND DEVICES	17
KRENZ & COMPANY	32		

When it comes to transformer cooling fans, Krenz-Vent is the industry recognized gold standard. Our leadership position is earned through 80+ years of R&D plus our superior engineering and customer service. You can rest easy when you specify Krenz fans.

ENGINEERED TO COOL
There is no comparison.



**KRENZ & COMPANY, INC.**

KRENZVENT.COM • 262.255.2310 • KRENZ@KRENZVENT.COM

ALL THE INFORMATION YOU NEED IS JUST A CLICK AWAY AT **WWW.EPSMAG.NET**



Transition Couplings
PVC Bell End Adapter
Galvanized Rigid Conduit - 1/2" thru 6"

HOMEARTICLESNEWSVIDEOSPRODUCTSSUBSCRIBECONTACT

Warming Up to Electrical Heating Cables
JANUARY 22, 2024

Top Products 2023
JANUARY 22, 2024

Fire Signal
JANUARY 22, 2024

WHAT'S NEW

Conduit Repair Systems, Inc.
The World Leader in Split Conduit Products

DMF Lighting Expands its M Series Commercial Collection with High Lumen Packages for Hospitality and Mix-Use Spaces
JANUARY 22, 2024

New Multi-Tester from Klein Tools® Combines Core Electrical Products into One Model
JANUARY 22, 2024

HPS Launches SineWave Filter To Safeguard Motor and Cables
JANUARY 22, 2024

CORDLESS CANNON 6K



WWW.iTOOLco.com | 865.670.3713

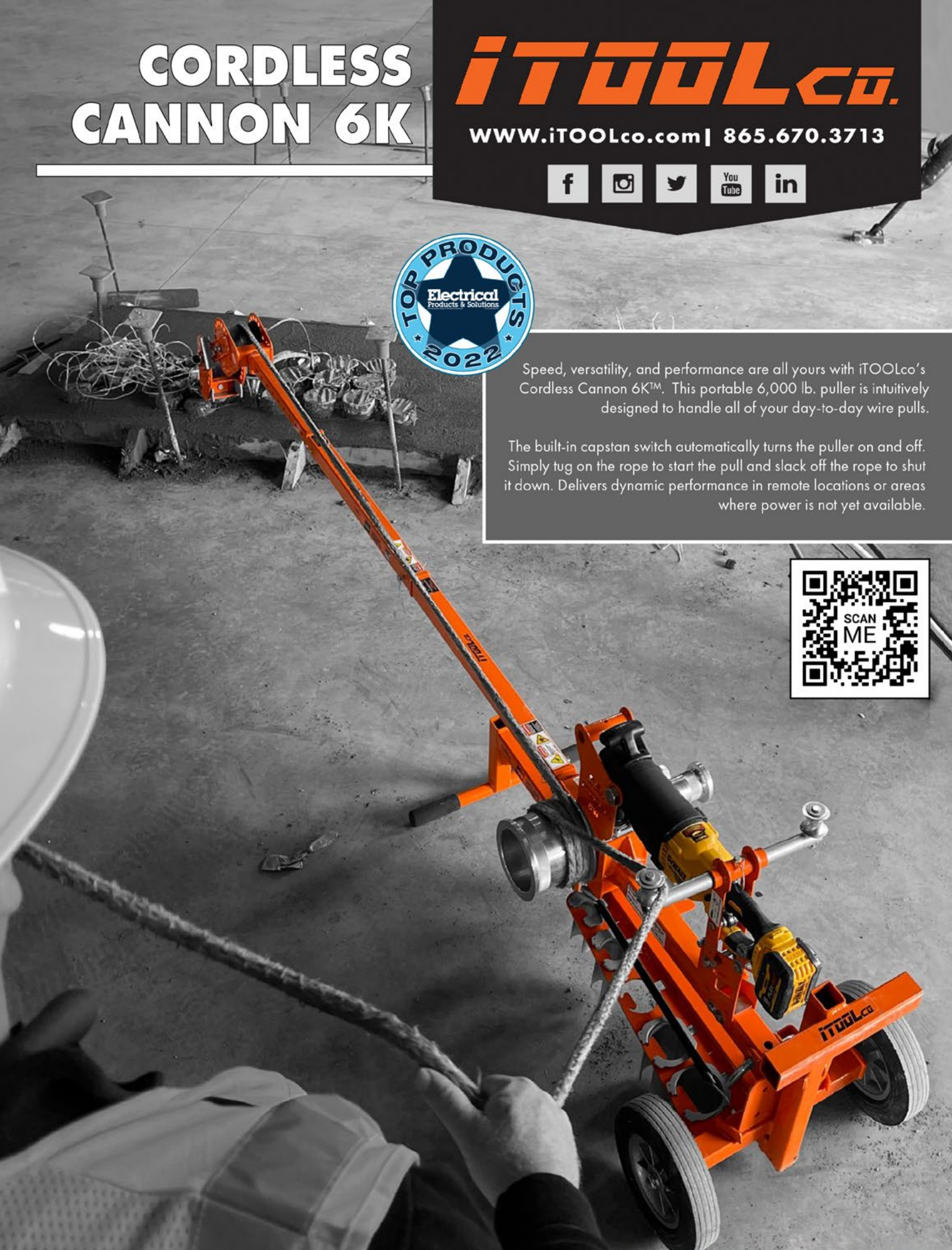




Speed, versatility, and performance are all yours with iTOOLco's Cordless Cannon 6K™. This portable 6,000 lb. puller is intuitively designed to handle all of your day-to-day wire pulls.

The built-in capstan switch automatically turns the puller on and off. Simply tug on the rope to start the pull and slack off the rope to shut it down. Delivers dynamic performance in remote locations or areas where power is not yet available.





32 | Electrical Products & Solutions | OCTOBER 2025



SPPRODUCTS, INC.

Productivity and value thru ideas
FOR SAFER BETTER FASTER JOBS

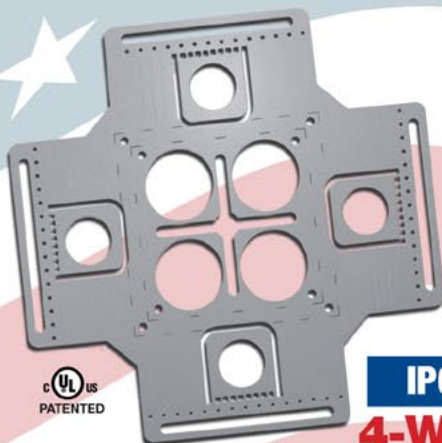


We're Proud to be the Electricians' Friend for Over 50 Years!

IP5

"The Original"

Enter Any KO on Both Sides of the Box



IP6

4-Way

Enter Any KO on All 4 Sides of the Box Plus 4 Large Open KOs in Center Allows Entering Back of Box



IP6a

2-Way/Half

Enter Any KO on 1 or 2 Sides of the Box Plus Large Open KOs in Center Allows Entering Back of Box



IP19/20

4-Conduit Block
PATENTED



IP21a

QwikBlock
PATENT PENDING

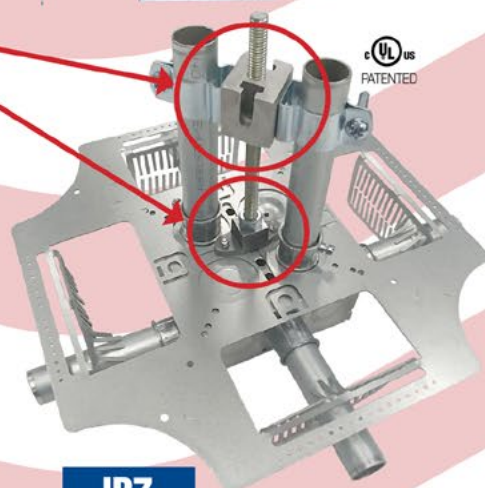
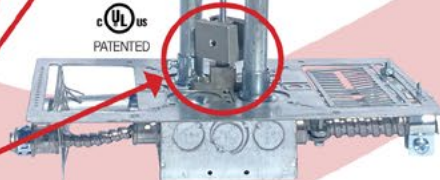
Use 4-Conduit Block (IP19 or IP20) with QwikBlock (IP21a)

Our Family of Conduit & Box Support Plates Saves Valuable Time & Money!

IP6d

2-Way

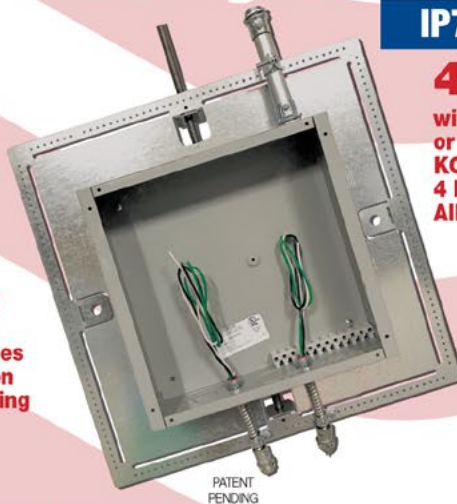
with Split Fingers for Horizontal or Vertical Installation



IP7

4-Way

with Split Fingers for Horizontal or Vertical Installation. Enter Any KO on All 4 Sides of the Box Plus 4 Large Open KOs in Center Allows Entering Back of Box.



PATENT PENDING

IP8

Mount Horizontally or Vertically from One Single Support

20 x 20

Supports up to 12 x 12 J-Box

28 x 28

Supports up to 20 x 20 J-Box

MADE IN THE USA!

Plus More Being Invented for **SAFER BETTER FASTER** Jobs . . . Call With Your Ideas!

SPProducts.com **800-233-8595** info@SPProducts.com