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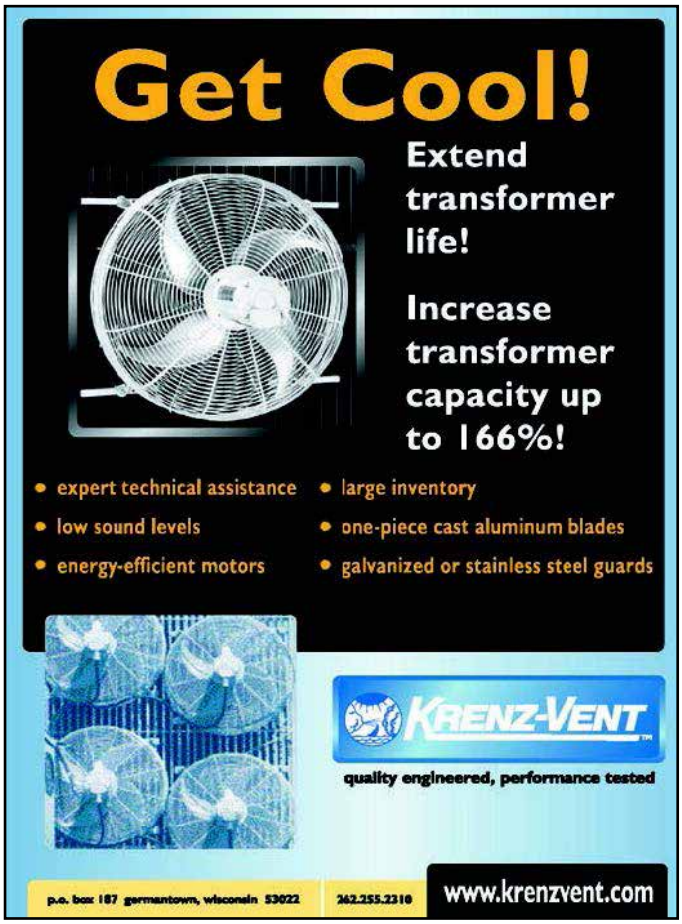

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BURNDY® Announces the Release of the PATRIOT® PATCUT1500 Cable Cutter

BURNDY®, a leading manufacturer and provider of compression connector solutions to the industrial, energy, construction, telecommunications, petrochemical, data center, and transportation industries, is pleased to introduce the PATRIOT® PATCUT1500 Cable Cutter.

This new battery powered, mechanically actuated cutting tool is compact, easy to use and incorporates the latest in battery tool technology. The ergonomic design and positioning of controls provide single-handed operation and reduced operator fatigue for increased productivity.

The PATCUT1500 cable cutter features a powerful motor and durable blade assembly with stainless steel tooth guards, designed to ensure longer life and precision cutting. The PATCUT1500 tool provides cutting capacities up to: 1000 kcmil Copper, 1250 kcmil Copper Flex, and 1500 kcmil Aluminum conductors. It provides the best overall cutting capacity in its class.

Boasting a host of features, the PATCUT1500 cutting tool is powered by the Makita BL Series lithium-ion battery platform and accepts 2.0Ah-6.0Ah 18-volt batteries, compatible with the entire lithium-ion line of PATRIOT® battery tools. The ergonomic design integrates a strategically placed non-skid leveling bumper, a variable speed trigger, and a sliding forward/reverse switch with locking position for additional safety. BURNDY® has combined all of these new features, along with an LED worklight and comfort grip, to create a powerful precision cutter for copper and aluminum conductor that translates into an exceptional ergonomic cutting experience.

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Headquartered in Manchester, New Hampshire, BURNDY® has more than 90 years of dedicated customer support in both service and product. Our customers need to look no further than BURNDY® for all their connector, tool, and accessory needs. BURNDY® is the only manufacturer to have the BURNDY® Engineered System of coordinating dies, connectors and tools. The three elements have been specifically designed to work together and engineered to meet stringent, accepted quality standards allowing the user complete confidence in the integrity of the connection.

For additional information, contact us at 47 East Industrial Park Drive, Manchester, New Hampshire 03109; call Customer Service at 1-800- 346-4175; or visit our website at www.BURNDY.com.

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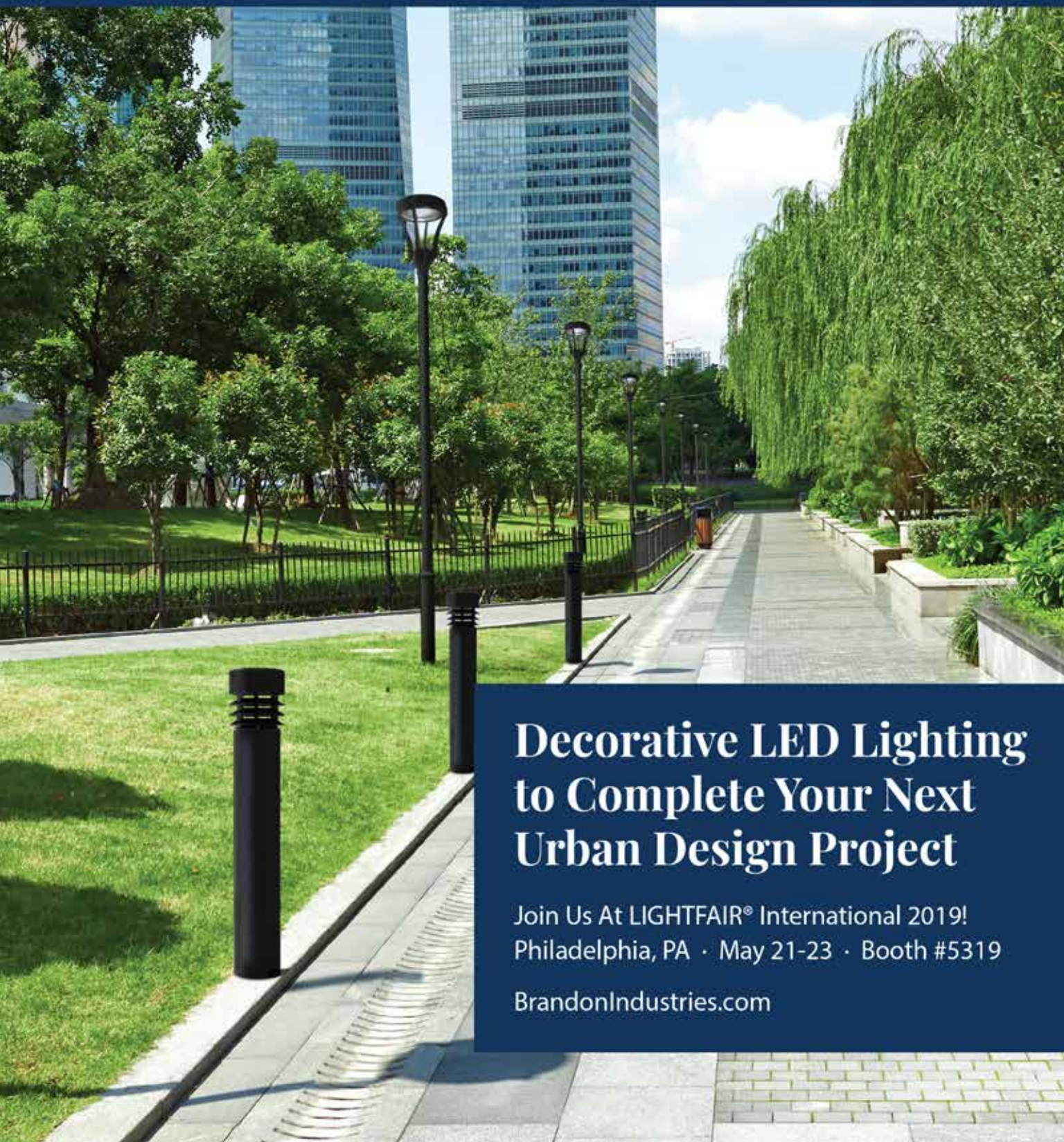

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Klein Tools'® WiFi Borescope Enables Easy Saving and Sharing of Camera Output

Klein Tools, for professionals since 1857, introduces the WiFi Borescope, which enables professionals to easily display, save and share jobsite images and videos through a mobile app compatible with Android® or iPhone® devices. Klein's new WiFi Borescope helps professionals save time spent reporting camera output by transforming compatible smartphones to smart tools for use across all jobsites.

WiFi Borescope (Cat. No. ET20)

- Transmits and displays images and video directly to compatible smartphones up to 30 feet (9m) away
- 9 mm camera has six on-board, adjustable LED lights and outputs high-quality 640 x 480 images
- 6-foot (1.8m) IP67 waterproof camera gooseneck maneuvers around obstacles while maintaining rigidity
- Rechargeable lithium-ion battery has a 5-hour runtime
- WiFi connection and battery status indicators track proper functionality
- Camera LEDs controlled directly from the Borescope or in the app
- Conveniently display, store and share images and videos via text or email on the Klein Tools Borescope App
- Includes easy-to-carry pocket clip, USB charging cable, hook attachment, carrying case and instructions

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The Klein Tools Borescope App* is available free at Google Play or the App Store®:

- Easily displays borescope output to compatible iPhone® / Android® devices
- Rotate the image without struggling with the camera and cable orientation
- Capture, record, save and share images and videos transmitted from the borescope
- Conveniently manage camera LED lights
- Adjust camera and video settings for optimum capturing

*Optimized for Apple® iOS Version 6 or higher and Android® Version 4.2 or higher

"Klein Tools' new WiFi Borescope features a small, rugged camera and a 6-foot waterproof gooseneck to capture vivid images and video even when maneuvering around tough obstacles," says Aaron Holcomb, product manager at Klein Tools. "Once the Klein Tools Borescope App is installed, professionals can quickly connect their smartphone via the built-in WiFi signal, making it easier to display, record, store and share the camera's output."

For more information, visit www.kleintools.com/new-products or search for #NewKleins on social media.

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THE IMPORTANCE OF BATTERY BACK-UPS ON YOUR LIGHTING.

By Eric D Shepard

Marketing Director, Cost Less Lighting

THE MOST IMPORTANT AND ETHICAL INSTALL YOU CAN DO!

Life safety products play an important role, but often a neglected role in the lives of electricians, maintenance professionals and building designers. Life safety products are often forgotten about until a building inspector finds the omission, or worse, if a tragedy like a fire strikes. Most buildings can be completely evacuated in 30 minutes or less, but can people find their way out? Be the quiet hero and recommend the right products. Consequences can be severe in today's litigious society. You don't want to ignore or go cheap here!

Life safety products run the gamut from electrical back-ups on lighting to exit signs and fire gear. For this article we're going to focus on the importance of safety features on your general lighting.
As an electrical professional, you should be aware of the governing regulations such as UL924, NFPA 101 Life Safety Code, NEC, OSHA plus local and state codes.

Did you know most building codes require battery backups on interior lighting? It's the law in many areas, but yet many contractors overlook or simply ignore these rules. Why? Many are unaware of the regulations or want to keep the bid low. But who will be left holding the bag when inspectors catch the missing backups?

Is your client unsure if they have or need backups? Turn off the power to that area and see what happens. If the lights stay out, ask them what would happen during a fire. Sounds a little scary. It's the honest truth. Show them the codes. Remind them those aren't your rules. Those are governmental regulations the client must comply with.

Give your customer the choice to have a safe building. Think about it. Who will be criminally liable if a catastrophic event happens, such as mass injuries or loss of life? Do the right thing and offer to protect the people in the building (and your

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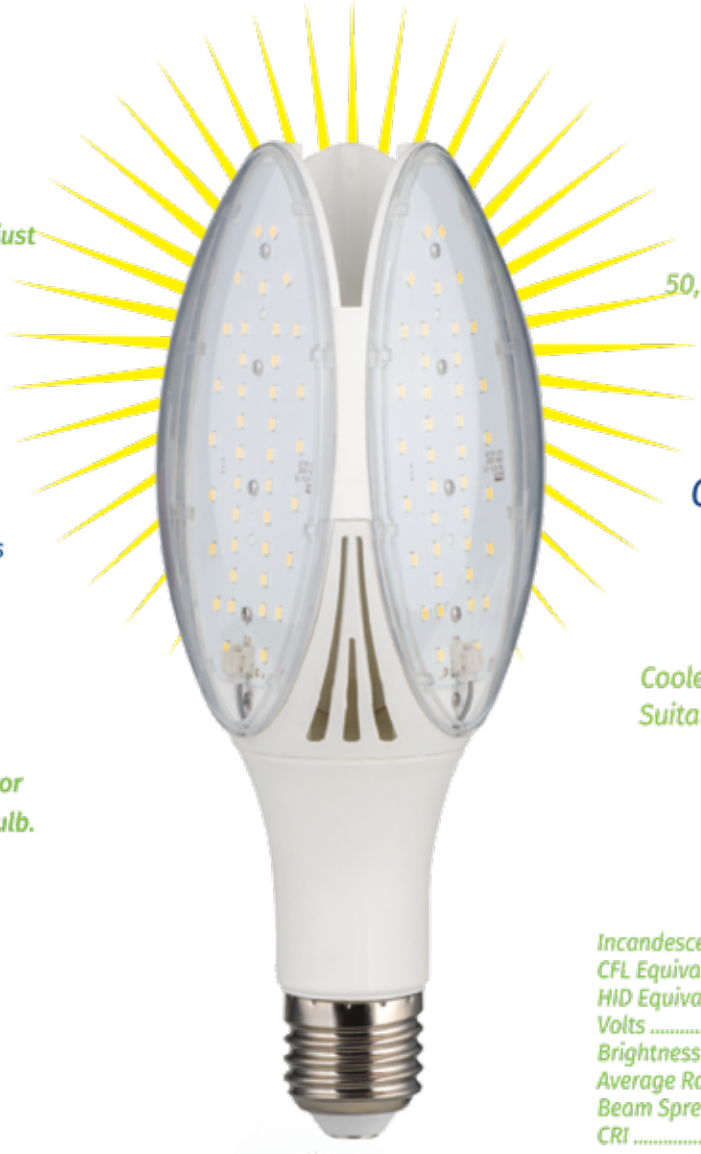

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3000K
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5000K
And more to come

Incandescent Equivalent Wattage	300
CFL Equivalent Wattage	85
HID Equivalent Wattage	100
Volts	120-277
Brightness Lumens	4200
Average Rated Hours	50,000
Beam Spread	330º
CRI	>80

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business too). Now that we have your attention, let's get more in depth about what you can do to spec out or install the best lighting plan possible.

We're all aware of the standards of DLC, DLC Premium, UL, and ETL but how do backup power units affect those ratings? You should be aware that not all emergency power supplies are compatible with keeping those important certifications. If you simply field install a backup which doesn't have the right certifications, the consequence is often the fixture loses its UL certification. Now you're left owning the problem.

The solution is to address the problem up front: buying the right product from the right vendor. The second place solution is to offer to retrofit the existing building. Shameless plug here: We are the supplier who can offer end users the ability to field install our battery backup on a LED light and maintain the important UL certification. Installing other backups may kill the UL rating of the fixture. Will your backup power the light for the required 90 minute timeframe?

Important attributes to consider with a lighting battery back up are:

- Provides constant current (350 or 500 mA) output to the load during emergency mode operation.
- Can be operated as NORMALLY-ON, NORMALLY-OFF or SWITCHED LOAD.
- UL Recognized for factory installation (Crucial – all back-ups are not the same!).
- Suitable for damp locations (0°C - 50°C).
- 5 year warranty on all electronics and housing.
- Meets UL924, NFPA 101 Life Safety Code, NEC, OSHA, Local and State codes.

Battery backups are great for powering a few key lights in the workplace. Install is easy, no crazy tools or training is necessary, and you give the unique selling proposition no other contractor brings.
Buying your backups from us puts you at a competitive advantage. How? By partnering with us your bid will be the only bid with this important differentiation. You're both offering the important life safety backup – and your solution keeps the UL certification.

Another important life safety product are emergency inverters. What's the difference between a back-up and inverter? An inverter powers multiple lights in a whole area, while a simple battery back-up is usually for one or a few lights.

A good inverter will provide 20W to 55W of emergency power to incandescent, fluorescent, and/or LED fixtures. They must provide clean, sinusoidal AC output power allowing it to be remotely mounted up to 1,000 feet away from the controlled fixture(s). Irregular output can be very damaging to the fixtures. Unlike a ballast fluorescent emergency pack, the MPS provides power to the input side of the fixture, (including the ballast) eliminating any chance of incompatibility. Think about how the units will be installed: surface, recessed or ceiling T-Grid mounting if required. Our inverter systems will provide emergency power output for a minimum of 90-minutes.

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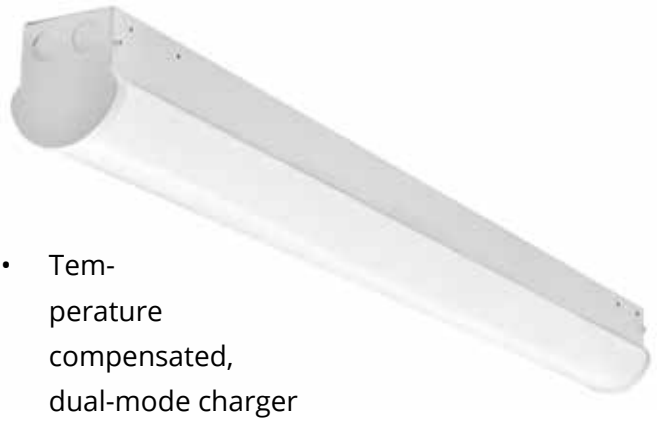
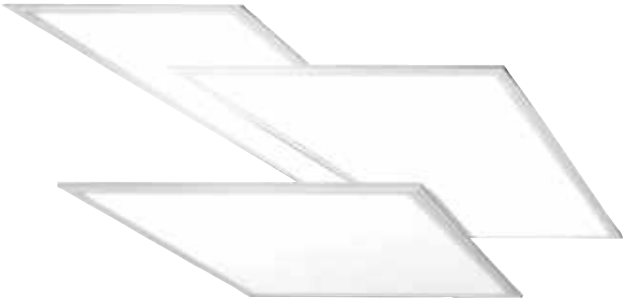
Important attributes of a good inverter include:

- Powers incandescent, fluorescent, and LED fixtures
- True sinusoidal AC pulse width modulated (PWM) design provides clean 60Hz. emergency output
- Universal 120/277VAC, 60Hz. input/output
- Unit capacities up to 20W to 55W
- "Soft Start" design reduces fixture inrush current
- Surface, recessed or T-Grid mount options
- Lumen output from fixture is 100% of nominal
- Design eliminates compatibility problems with LED drivers as well as fluorescent ballasts
- Normally-ON and/or Normally-OFF load output
- Provisions for local switching capability - Always- ON during emergency conditions regardless of local switch position



- Temperature compensated, dual-mode charger includes low voltage disconnect feature to provide protection against battery deep discharge
- Maintenance-free Lead-Calcium and premium grade Nickel-Cadmium battery models available
- Control panel with momentary test switch, AC-ON, Charge-ON and Inverter-ON LED indicators
- Battery circuit fuse protected
- Reverse battery and AC lockout protection



What are the most common headaches encountered if lighting fails? You as the professional should remind your client of the common money losing scenarios they will face if back-up lighting isn't present or operational. Let's make a quick list:

Ability to process transactions are impaired or stopped

Security can be compromised

Food prep is stopped and workers stumble in kitchen with dangerous surfaces

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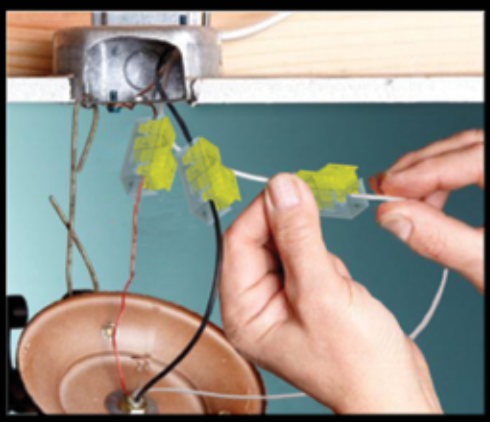
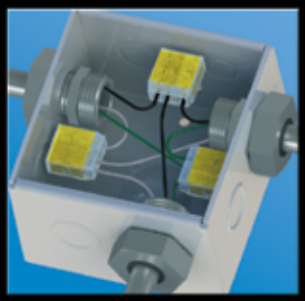
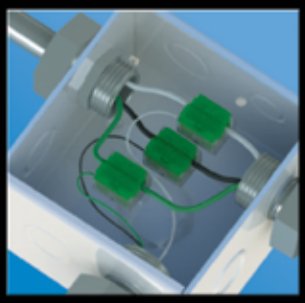




One-Way Series
for splicing several lines together



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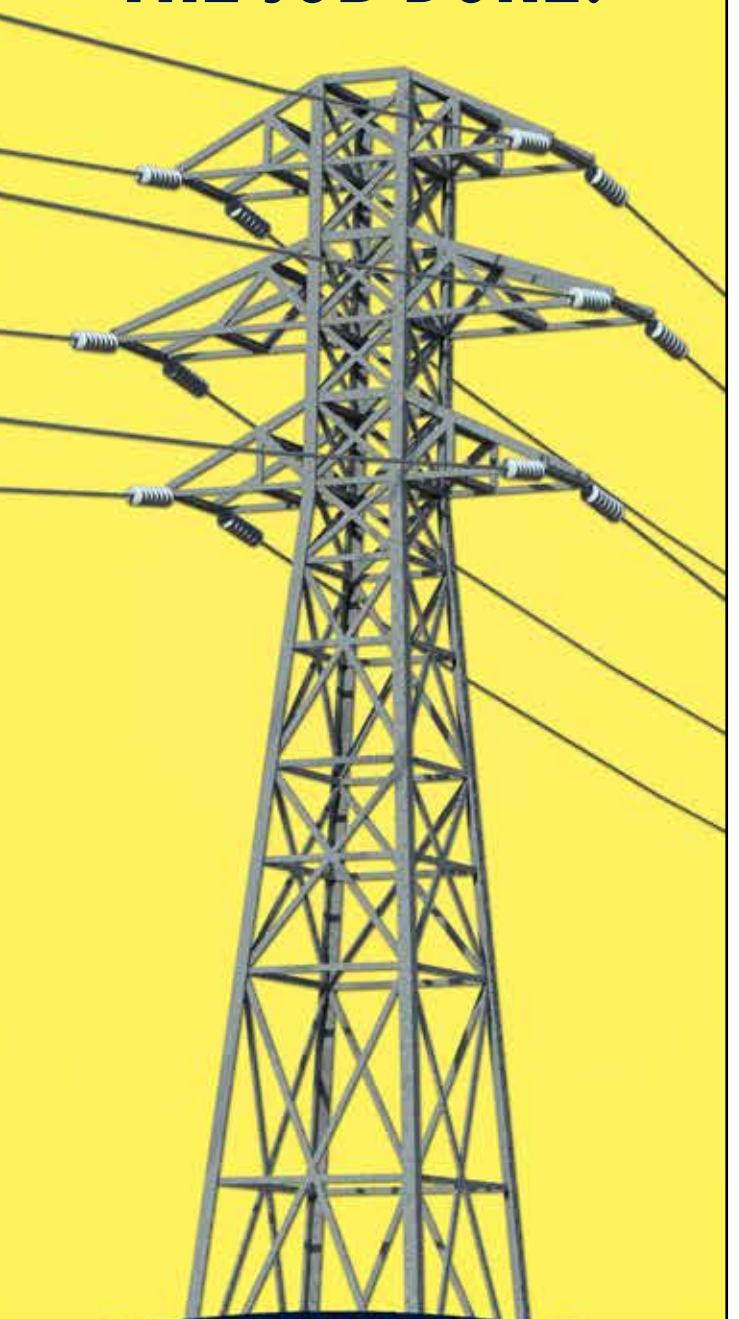

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If you've never sold inverters or back-ups, remember these few snippets.
It's your duty to recommend solutions which make the area as safe as possible
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The products are needed.
Installation is easy
The margin is there
Codes demand these solutions
Who will be left liable if a disaster strikes?
In summary, the need for these products is both simple to understand and required by codes & regulations.

About the author:
Eric Shepard has been marketing services, repair and building products for nearly his entire career. His personal highlights include frequently returning to his alma mater Walsh University as an Alumni Professor for a Day and earning many professional awards & recognitions. He guides the marketing efforts for Cost Less Lighting in Ohio, a rapidly growing wholesale company specializing in indoor and outdoor LED lighting.
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Platinum Tools® Launches MapMaster™ mini RJ45 Pocket Cable Tester at InfoComm 2019

Now Available, the MapMaster™ mini Pocket Cable Tester (p/n T109C) Maps Multiple Locations of RJ45 Network Cables and Detects Shorts, Opens, Miswires, Reversals, and Split-Pairs

Platinum Tools®, the leader in solutions for the preparation, installation, hand termination and testing of wire and cable, is proud to announce the launch of the MapMaster™ mini Pocket cable tester (p/n T109C). Now available, the MapMaster™ mini has an MSRP of $59.95 USD and will be featured during InfoComm 2019, held in Orlando, Fla. from June 12-14 at the Orange County Convention Center, booth #1761.

"The MapMaster™ mini RJ45 cable tester maps multiple locations of RJ45 network cables and detects shorts, opens, miswires, reversals, and split-pairs," explained George Jang, Platinum Tools, LLC product manager. "A built-in tone generator with four different tone combinations can be used with a tone probe to detect where a cable is routed and the location of the end of the cable. Every installer should have this on hand for every installation, troubleshooting, and maintenance calls."

The MapMaster™ mini determines wire condition, whether good or faulty, and displays it on its LCD display. A set of five mapping remotes is included for locating cables terminated in wall jacks or patch panels. The MapMaster™ mini also identifies the patch panel port where network cable is terminated and can find and fix the position of exposed or hidden cables.

Additional features include:

- Large LCD displays TIA/EIA568A/B wiremap sequence & easily identifies faults

- Identifies Network ID-Only Remotes Set #1-5
- Compatible with up to two test and map remotes
- Quickly identify unlabeled network cables
- Trace/locate network cables and locate breaks/opens in network cabling
- Single multi-function button operates test functions, tone generation, and ID-Only remotes location
- Self-storing remote
- Auto power off prevents depletion of battery power

For additional pricing and more information on Platinum Tools and its complete product line, please visit www.platinumtools.com, call (800) 749-5783, or email info@platinumtools.com.

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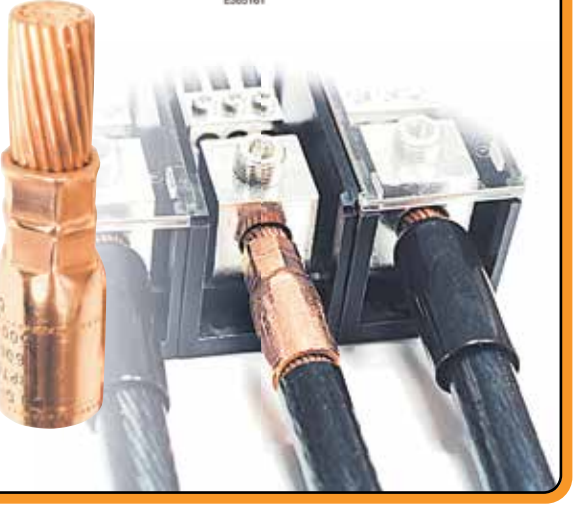
- Fits into mechanical set-screw type connectors in panels, transformers and machinery
- Fabricated of wrought copper barrel with pin of Class B copper conductor
- Insulating covers provided



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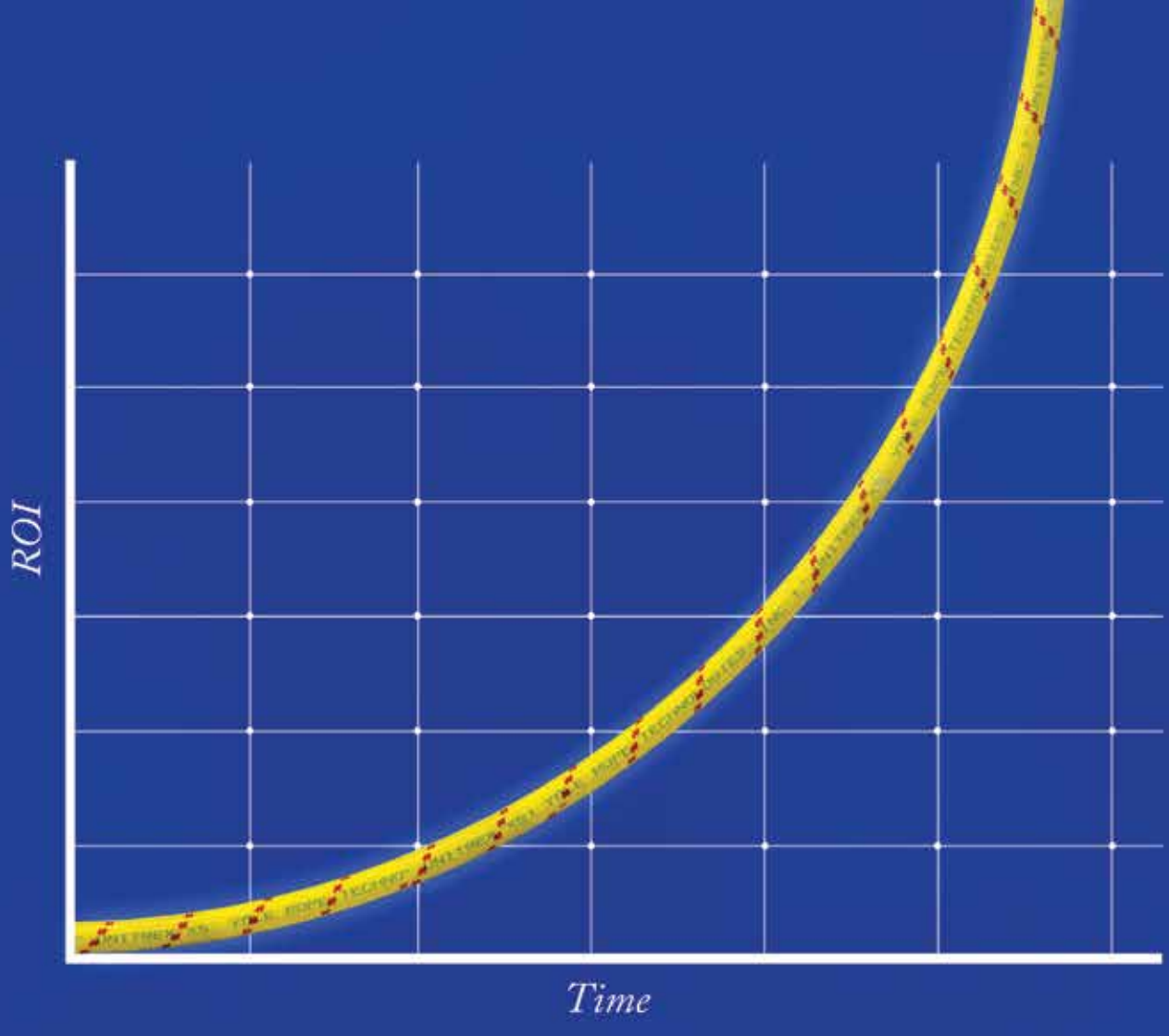
New Platinum Tools Keystone Cat6A Jack Showcased at 2019 NAB and ISC West

Now Available, the Shielded and Unshielded Tool-less Design Makes Terminations Fast & Easy; Made to Fit Industry Standard Wall Plates and Unloaded Patch Panels While Meeting Cat6A Channel Performance Up to 100m

Platinum Tools®, the leader in solutions for the preparation, installation, hand termination and testing of wire and cable, is proud to announce it will showcase the new Keystone Cat6A Jacks (p/ns 751-1 shielded / 752-1 non-shielded) during both the 2019 NAB Show, held in Las Vegas, Nev. from April 8-11 at the Las Vegas Convention Center, booth # C11447 and ISC West 2019, held in Las Vegas, Nev. from April 10-12 at the Sands Expo and Convention Center, booth #6035. The line is now available.

"Our new Keystone Cat6A Jack has a tool-less design that is easy and fast to terminate and made to fit industry standard wall plates and unloaded patch panels," explained Lee Sachs, Platinum Tools, Inc. president and general manager. "It even meets Cat6A channel shielded and non-shielded performance up to 100m. It's a must for installers and technicians across multiple markets."

The new Keystone Cat6A Jack's tool-less design reduces tool cost, since no punchdown tool is required. The color coded wire guide ensures pairs stay in the proper order for fast, easy terminations. This keystone jack is also designed to be resuable, and comes in multiple colors, so it can be used to replace old, worn out jacks or be integrated into newer projects with little difficulty.



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- MSRP: $11.95 (751-1 shielded; bag)
- MSRP: $9.95 (752BL-1 & 752WH-1 non-shielded; bag)

For additional information and pricing, please visit www.platinumtools.com, call (800) 749-5783, or email info@platinumtools.com.

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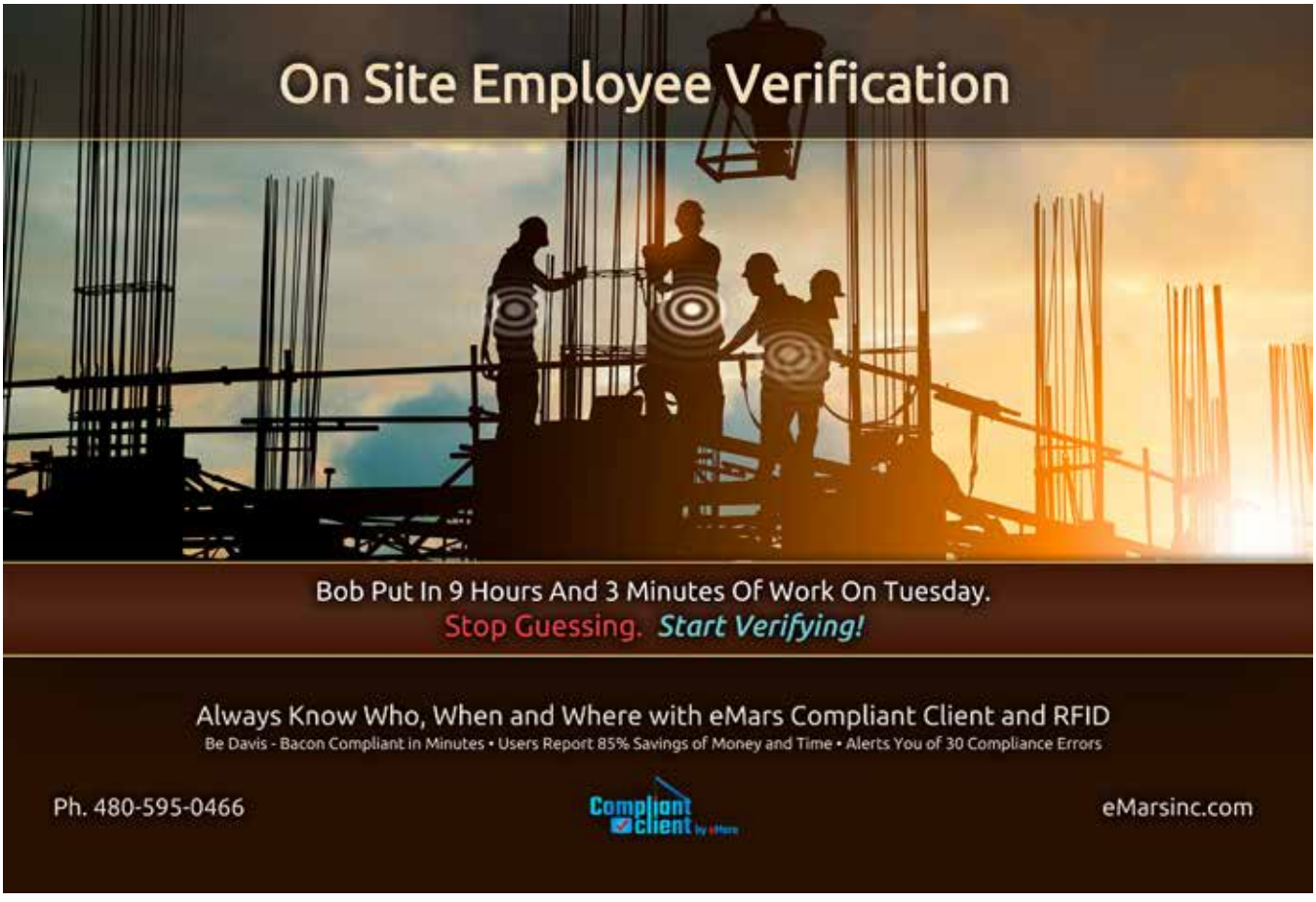

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