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**Knowledge Still Wins
in the Electrical
Industry**

By Tom Baselice,
Technical Sales and Consulting - Training To Go
See Page 4 for Ad

Over the years I have learned a simple truth about the electrical industry:

People buy from people they trust.

Price matters. Availability matters. Delivery matters. But when a customer is making a decision about electrical equipment, they are far more comfortable buying from someone who understands the product and can answer their questions with confidence.

That confidence comes from knowledge.

I have spent more than 50 years in the electrical industry. My career began with Westinghouse, where I had the privilege of learning from some incredibly talented engineers, technicians, sales professionals, and managers. Throughout my career I discovered that the most successful people were often the ones who never stopped learning.

They asked questions.

They listened.

They absorbed knowledge from everyone around them.

They became students of the industry.

That advice remains the same for anyone entering our business today: be a sponge. Learn from every person you meet. Take the best ideas and experiences from those around you and use them to build your own knowledge and professional style.

Unfortunately, many of today's independent electrical suppliers, equipment dealers, and service organizations do not have the training resources available from major manufacturers. Large corporations often have dedicated training departments, engineering support teams, and structured development programs. Smaller organizations frequently do not have those advantages.

Continued on Page 30

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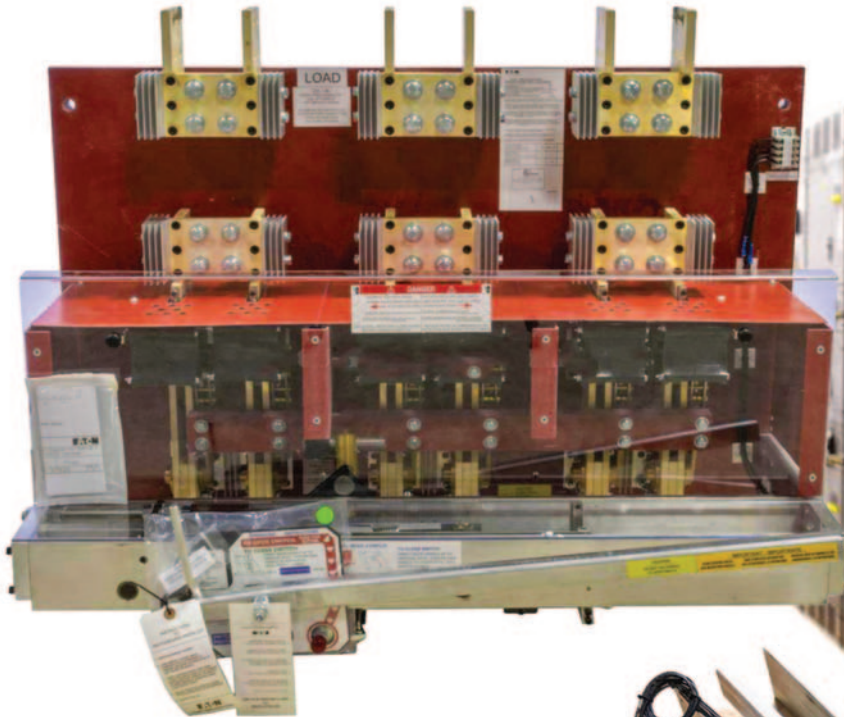


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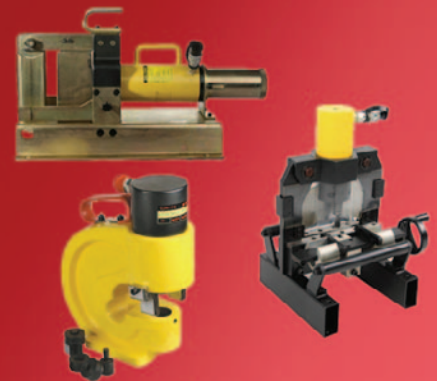
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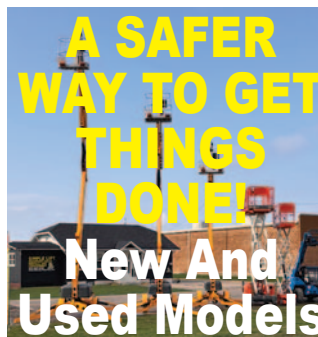
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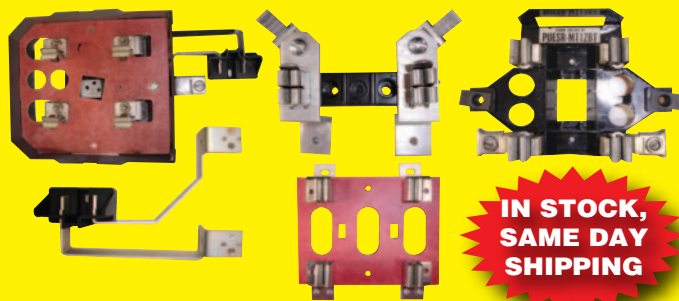
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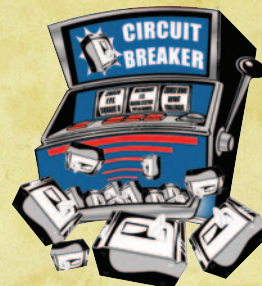
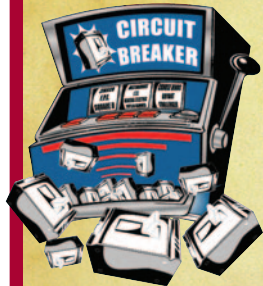
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4000	Sq D	AP2340G-10 5000'	NEG	U	MN	EMSCO	763-571-9005

BUS PLUGS

Amps	Manufacturer	Item Description	Price	NLR	ST	Company	Phone
30	GE/ABB	3PH, 3W, 600V, 30A, 200KA@480V, w/ground, accepts Class H, R	NEG	N	TX	M & J Elec	800-931-5097
30	CH	9 - New in box - Eaton Pow-R-Way III, 3-pole, Plug, 30A, 600V, Busway	NEG	N	TX	M & J Elec	800-931-5097
100	SqD	nice used: 7 - PHJ36100GN 10 - PHJ36080GN 100 - PHJ36020GN	Call	U	TX	Lonestar Elec	713-907-1229

CIRCUIT BREAKERS - AIR INDOOR - 600 VOLT CLASS

Amps	Manufacturer	Item Description	Price	NLR	ST	Company	Phone
1600	GE	GE AKR-9D-50H	2000	U	WV	Mt State	304-909-6118
3200	GE	AKR-9D-75	3000	U	WV	Mt State	304-909-6118
4000	GE	AKR-10D-100	7500	R	WV	Mt State	304-909-6118
4000	GE	GE AKR 9D 100	6000	U	WV	Mt State	304-909-6118

CIRCUIT BREAKERS - AIR INDOOR - 5000 VOLT CLASS

Amps	Manufacturer	Item Description	Price	NLR	ST	Company	Phone
1200	WH	150DH-250, Retrofit 50VCP-18WR350, Elec op, D/O, 4160V	NEG	U	MN	EMSCO	763-571-9005
1200	Siemens	5-GMI-250-1200-58, Electrical operated, D/O, 4160V	NEG	S	MN	EMSCO	763-571-9005

CIRCUIT BREAKERS - AIR INDOOR - 15000 VOLT CLASS

Amps	Manufacturer	Item Description	Price	NLR	ST	Company	Phone
1600	West	DS-416	700	U	WV	MT State	304-909-6118
	ABB	15DHK-500, Elec Op, D/O, 250V AC chrg/clse, 250V DC trip	NEG	U	MN	EMSCO	763-571-9005

CIRCUIT BREAKERS - MOLDED & INSULATED CASE - 480 VOLT CLASS

Amps	Manufacturer	Item Description	Price	NLR	ST	Company	Phone
125	SqD	BDA36125 - New in original Box - 21 Pcs in stock	400	N	FL	Alpha Brkrs	945-488-3351
1600	Sq D	NW16H1, 6.0 trip w/LSIG	NEG	U	MN	EMSCO	763-571-9005

CIRCUIT BREAKERS - MOLDED & INSULATED CASE - 600 VOLT CLASS

Amps	Manufacturer	Item Description	Price	NLR	ST	Company	Phone
200	Eaton	CKDPV4200W PVGuard Solar. Requires poles in series connection UL	NEG	S	OR	Oregon Brkrs	800-943-3323
250-400	GE	List of Like New G. E Breakers 250-400 Amp	NEG	N	TX	M&J Elec	800-931-5097
300	Eaton	HKD3300C4S09 Thermal-mag trip, 65k AIC at 480V, MCCB W/lugs	NEG	S	OR	Oregon Brkrs	800-943-3323
350	Eaton	CKDPV4350W PVGuard Solar. Requires poles in series connection	UJL NEG	S	OR	Oregon Brkrs	800-943-3323
400	SqD	LJA36400U33X - New in original box - 21 pcs in stock	1900	N	FL	Alpha Brkrs	945-488-3351
400	Eaton	HKD3400C4S09 Thermal-mag trip, 65k AIC at 480V, MCCB w/ lugs	NEG	S	OR	Oregon Brkrs	800-943-3323
400	Eaton	HKDDC3400F Eaton's DC breaker family is UL 489 listed. Frame Only	NEG	S	OR	Oregon Brkrs	800-943-3323
1200	SqD	New ILINE 1200 Amp 600V	5000	N	TX	S TX Breakers	956-606-2062

CIRCUIT BREAKERS - MOLDED & INSULATED CASE - UNSPECIFIED VOLT CLASS

Amps	Manufacturer	Item Description	Price	NLR	ST	Company	Phone
20	Sq D	400 QOB230 400 QOB220 make offers all white numbers	NEG	U	NJ	East Coast Bkr	727-692-6697
30	GE	All Sizes GE 120/240V Breakers Liquidating All Inventory 20-30% Off	NEG	N	NC	UPA	864-516-4595
100	Eaton	Up to 500 - NIB. BRHH2100 , make best offer let me know how many	NEG	N	TX	Lonestar Elec	713-907-1229
100	SqD	New Square D QOB2100VH 511 Pcs. Available	45	N	TX	S TX Breakers	956-606-2062
200	GE	GE Feed Through Lugs THLK2200 For GE 120/240V Panels	NEG	N	NC	UPA	864-516-4595
240	ABB	ABB SU201ML-C20 20A Branch Circuit Breaker, Din Mount	NEG	N	CO	RK Mission Criti	720-810-7294
240	Eaton	20A Branch Circuit Breaker 1P, 277V, 10kAIC, C Curve, Din Mount	NEG	N	CO	RK Mission Criti	720-810-7294
240	Schneider	20A Mini Circuit Breaker, 1P, Din Mount, UL 489	NEG	N	CO	RK Mission Criti	720-810-7294
240	Noark	B1H1C20 Mini Branch Breaker, 20A, 227V 10kA, Din Mount, UL 489	NEG	N	CO	RK Mission Criti	720-810-7294
240	Weidmuller	BR1C20UC 20A Branch Circuit Breaker, 1P, 277V, 10kAIC, Din Mount	NEG	N	CO	RK Mission Criti	720-810-7294
1000	CH	GHMVD & JHMVD, I have 720 each	NEG	N	TX	Lonestar Elec	713-907-1229
		50 - nice Used GE SGBB36C04000 breakers best offer + shipping	NEG	U	TX	Lonestar Elec	713-907-1229

CIRCUIT BREAKERS - VACUUM INDOOR - UNSPECIFIED VOLT CLASS

Amps	Manufacturer	Item Description	Price	NLR	ST	Company	Phone
1200	WH	150VCP-W750, 15 Kv, Elec op, 120V trip/close, in struct	NEG	U	MN	EMSCO	763-571-9005
1200	GE	VB1-4.16-250-2, Elec op, DO, 4160V, 1992	NEG	U	MN	EMSCO	763-571-9005

CONDUIT

Item Description	Price	NLR	ST	Company	Phone
2" Rigid Conduit - Fittings Available Liquidating All Inventory Most Items 20%-30% OFF	NEG	N	NC	UPA	864-516-4595
3" PVC Conduit & Fittings TAs, Couplings, Weather Heads, Elbows, etc. Most Items 20-30% Off	NEG	N	NC	UPA	864-516-4595
4" PVC Conduit & Fittings Available TAs, Couplings, Elbows, etc. Most Items 20-30% Off	NEG	N	NC	UPA	864-516-4595
6" PVC Conduit 6" PVC 90° Elbows 6"PVC Couplings Liquidating Inv Most Items 20-30% Off	NEG	N	NC	UPA	864-516-4595

FITTINGS

Item Description	Price	NLR	ST	Company	Phone
61 New Crouse/Hinds EYDX61 with Drains. ALL NEW Fittings Bad Boxes	NEG	N	TX	Lonestar Elec	713-907-1229
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3 Different Types of Roof Boots/ Flashings Fits Various Size Conduits & Pipes 20-30% Off	NEG	N	NC	UPA	864-516-4595

FITTINGS

Item Description	Price	NLR	ST	Company	Phone
Bussman TCF100 Lowpeak Cube Fuse	NEG	N	CO	RK Mission Criti	720-810-7294

GENERATORS - DIESEL - ENGINE DRIVEN

Kw	Manufacturer	Item Description	Price	NLR	ST	Company	Phone
250	Kohler	Cat #250RQZD101, Spec: PA-705205-A, 3 ph, 2300/4160V	NEG	U	MN	EMSCO	763-571-9005
900	CAT	#3508 DITA, Standby, skidmount, 1125 KVA, 480V	NEG	U	MN	EMSCO	763-571-9005

MOTOR CONTROL

Item Description	Price	NLR	ST	Company	Phone
1-Mod 6 18" Feeder with KAP36200 w/door	NEG	U	TX	Lonestar Elec	713-907-1229
1-Mod 6 6" feeder w/GJL36030 w/door	NEG	U	TX	Lonestar Elec	713-907-1229
1-Mod 6 6" Feeder w/GJL36050 w/door	NEG	U	TX	Lonestar Elec	713-907-1229
1-Mod 6 Size 1 12" w/FAP3601513M w/no no starter w/door	NEG	U	TX	Lonestar Elec	713-907-1229
1-Mod 6 Size 1 18" w/FAP3601513M w/ no starter and no door.	NEG	U	TX	Lonestar Elec	713-907-1229
1-Mod 6 Size 2 18" w/FAP3610018M w/doors w/starter	NEG	U	TX	Lonestar Elec	713-907-1229
1-Size 1 18" w/FAP3600712M w/no starter and no door	NEG	U	TX	Lonestar Elec	713-907-1229
1-Size 2 12" W/FAP3610018M w/starter w/doors	NEG	U	TX	Lonestar Elec	713-907-1229
Quantity 11- Size 2 12" w/FAP3605016M with doors w/starter	NEG	U	TX	Lonestar Elec	713-907-1229
12-Size 1 12" w/FAP3600712M w/starter w/doors	NEG	U	TX	Lonestar Elec	713-907-1229
14-Size 1 12" FAP3601513M w/starter w/doors	NEG	U	TX	Lonestar Elec	713-907-1229
2-Size 1 12" w/FHP3603015M w/starter w/door	NEG	U	TX	Lonestar Elec	713-907-1229
3-Mod 6 18" Feeder w/KAP36110 with doors	NEG	U	TX	Lonestar Elec	713-907-1229
3-Mod 6 6" Feeder w/ GJL36100 w/door	NEG	U	TX	Lonestar Elec	713-907-1229
5-Mod 6 Size 3 18" w/FAP3610018M w/starter w/door	NEG	U	TX	Lonestar Elec	713-907-1229
64-Size 1 12" w/FAP3603015M w/starter w/doors	NEG	U	TX	Lonestar Elec	713-907-1229
1-Mod 6 36" 400amp plug feed LAL36400 w/door 1-Mod 6 36" 400amp feed LAL36400 w/o door	NEG	U	TX	Lonestar Elec	713-907-1229
1-Mod 6 Size 1 12" w/FAP3600712M w/no starter w/door	NEG	U	TX	Lonestar Elec	713-907-1229
1-Mod 6 Size 1 12" w/FAP3603015M w/no starter w/door	NEG	U	TX	Lonestar Elec	713-907-1229

MOTOR CONTROL CENTERS

Kw	Manufacturer	Item Description	Price	NLR	ST	Company	Phone
6-1	AB	2100 Series, centerline, size 6-1, C/B & fusible type, 30 sec	NEG	U	MN	EMSCO	763-571-9005
1-5	West	5 Star, size 1 to 5, breaker type, 80 sections	NEG	U	MN	EMSCO	763-571-9005

PANELS

Item Description	Price	NLR	ST	Company	Phone
QTY 36 - SQ D BREAKER PANELS Q0342MQ225RB / SQ D Main Panel	NEG	N	TX	M & J Elec	800-931-5097
GE 1600 amp MCB, 3ph 3Wire, 3 sect panels N-1 w/SSF16G21, 2- SKLL36AT1200, & More	NEG	N	TX	Lonestar Elec	713-907-1229
Eaton Panel Box & Panel Board 480V 400A 3 Phase Outdoor NEMA3R New in Box	NEG	N	NC	UPA	864-516-4595
Square D MH80WVP Panel Box w/NF Panel Board. 480V 3 Phase 400A Main Breaker/350A & 30A	NEG	N	NC	UPA	864-516-4595

PANELBOARDS

Amps	Manufacturer	Item Description	Price	NLR	ST	Company	Phone
400	GE	QMR 400 Amp 600 V	800	U	WV	MT State	304-909-6118
800	CH	FDPW367, FDP panel mount, type FDPW, 3PH, 3P, 600V, nema 1	NEG	N	TX	M & J Elec	800-931-5097
800	CH	FDP panel mount, type FDPW, 3PH, 3P, 600V, nema 1, fusible	NEG	N	TX	M & J Elec	800-931-5097
800	GE	QMR 800amp 600 v with mounting hardware and fuses	3500	U	WV	MT State	304-909-6118
		QTY 6 - NIB G.E ADS36030HD Pane Board Switch Call for Quote	NEG	N	TX	M & J Elec	800-931-5097
		Siemens Panelboards For Sale used all with Hardware	NEG	U	TX	Lonestar Elec	713-907-1229
	West	Used FDP365R with mounting hardware and fuses	800	U	WV	MT State	304-909-6118
	West	FDPS 367	3000	U	WV	MT State	304-909-6118

SWITCHES

Item Description	Price	NLR	ST	Company	Phone
New In Box Siemens 1-HF35NRA, 7-HNF365RA	NEG	N	TX	Lonestar Elec	713-907-1229
Cutler Hammer DH325NGK	750	U	WV	MT State	304-909-6118
Square D H-364-N	250	U	WV	MT State	304-909-6118
Square D H364N	1200	U	WV	MT State	304-909-6118
ASCO J07ATSB30150N5XC 150amp 480v 700 series	1200	U	WV	MT State	304-909-6118
General Electric TH3365	1000	U	WV	MT State	304-909-6118
General Electric TH4325	700	U	WV	MT State	304-909-6118

SWITCHGEAR

Amps	Manufacturer	Item Description	Price	NLR	ST	Company	Phone
15 kv	GE	Pwr Vac, Main-Tie-Main Outdoor Line-up, (11)VB1-13.8-500	NEG	U	MN	EMSCO	763-571-9005
5000	Sq D	NW50H main, 6.0 trip unit (LSIG), 3 sections I-Line brkr distr	NEG	U	MN	EMSCO	763-571-9005

STARTERS

Item Description	Price	NLR	ST	Company	Phone
300 HP/69 FLA GE Limit Amp, vacuum, 2300V, 120V control, fused	NEG	U	MN	EMSCO	763-571-9005

TRANSFORMERS

KVA	Manufacturer	Item Description	Price	NLR	ST	Company	Phone
45	Hammond	P045KBKF - 45kVA 480V-120/208V HPS TITAN TRANSF	2900	N	OR	Oregon Brks	503-736-0921
7500000	ABB	12470 Delta Prim, 480Y/277 Sec, dry, taps, Nema 1	NEG	R	MN	EMSCO	763-571-9005

TRIP UNITS

Item Description	Price	NLR	ST	Company	Phone
SCHNEIDER 10- CAT# 33073 6.0A trips @ \$2,000 6- CAT# 33072. 5.0A trips @ \$1,550 & More	NEG	N	TX	Lonestar Elec	713-907-1229

UNIT HEATERS

Item Description	Price	NLR	ST	Company	Phone
(2) F2F5105N Each which includes the Disconnect, Thermostat and mounting brackets	967	N	OH	Ullman Elec	216-432-5777
(3) F2F5107CA1L Each which includes the Disconnect, Thermostat and mounting brackets	1323	N	OH	Ullman Elec	216-432-5777
(1) F3422T	880	N	OH	Ullman Elec	216-432-5777
(1) HF2B5107CA1L Each which includes the Disconnect, Thermostat and mounting brackets	1264	N	OH	Ullman Elec	216-432-5777
(1) P3P5103CA1N Each which includes the Disconnect, Thermostat and mounting brackets	1058	N	OH	Ullman Elec	216-432-5777
(4) P3P5115CA1N Each which includes the Disconnect, Thermostat and mounting brackets	2085	N	OH	Ullman Elec	216-432-5777

WIRE

Item Description	Price	NLR	ST	Company	Phone
#4AWG THHN 2500 Foot Spools, Partial Spools Other Sizes Available 14AWG - 600MCM	NEG	N	NC	UPA	864-516-4595
600 MCM Copper 100 Foot Spools Many Other Sizes Available 14AWG-600MCM	NEG	N	NC	UPA	864-516-4595

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The same principle applies to technicians, customer service personnel, marketing teams, and company leadership. The more they understand the products they represent, the more valuable they become to both their customers and their employer.

Training also plays an important role in employee retention. People want to grow professionally. When a company invests in its employees, it sends a powerful message that they are valued. Employees who see opportunities to learn and advance are often more engaged, more productive, and more likely to stay with the organization.

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training specifically designed to help fill this gap. My goal has always been to provide practical, affordable training that can be used by organizations of any size. Whether someone is brand new to the industry or a seasoned veteran looking to expand their knowledge, there should be an opportunity to continue learning.

I am passionate about education. In addition to my industry experience, I spent many years teaching graduate business students as an adjunct professor. One of the most rewarding experiences in both industry and education is helping someone understand a concept that makes them more effective in their job.

The electrical industry has provided tremendous opportunities for me throughout my career. Sharing that knowledge with the next generation is my way of giving back.

Whether you are a company owner, a sales professional, a technician, or someone just entering the business, remember that knowledge remains one of the most valuable investments you can make.

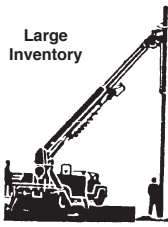
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500	1	12470D	208Y/120	OLSUN	Y	Sunbelt	800-433-3128
500	1	12470D	480Y/277	OLSUN	Y	Sunbelt	800-433-3128
750	2	4160D	480Y/277	HAMMOND	Y	Sunbelt	800-433-3128
1000	4	4160D	480Y/277	GE	Y	Sunbelt	800-433-3128
1500	4	4160D	480Y/277	GE	Y	Sunbelt	800-433-3128
1500	2	13800D	480Y/277	WEST	Y	Sunbelt	800-433-3128
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500	2	2400D	208Y/120	COOPER	Y	Sunbelt	800-433-3128
750	1	4160	480/277	HC	Y	Belyea	610-515-8775
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1500	2	13200D	480Y/277	SUNBELT	Y	Sunbelt	800-433-3128
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2500	3	34500D	480Y/277	SUNBELT	Y	Sunbelt	800-433-3128
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2000	3	4160D	480Y/277	WEST	Y	Sunbelt	800-433-3128
2500	2	13800Y/7970	480D	WEG	Y	Sunbelt	800-433-3128
2500	1	43800D	4160Y/2400	Cooper	Y	Sunbelt	800-433-3128
3750	5	4160D	480Y/277	SIEMENS	Y	Sunbelt	800-433-3128
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7500	1	67000	12470Y/7200	MOLONEY	Y	T & R Elec	800-843-7994
7500	1	13860 Y/8000	2400D	PENN	Y	T & R Elec	800-843-7994
7500	3	13800D	4160Y/2400	COOPER	Y	Sunbelt	800-433-3128
7500	4	26400D	4160Y/2400	SOD	Y	Sunbelt	800-433-3128
10000	1	115000D	4160Y/2400	HK PORTER	Y	Sunbelt	800-433-3128
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