

THE JLF JOURNAL

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GLOBE STRUT & GS METALS - STRONGER THEN EVER IN CHICAGO

GS Metals Corporation began as the Globe Company of Chicago shortly after World War II and then became the Metal Products Division of United States Gypsum in 1963. GS Metals Corporation moved to Pinckneyville, IL in 1987 followed by a leveraged buyout by 28 of the upper management team members in Pinckneyville.

GS Metals Corporation manufactures, markets and delivers a continually expanding line of metal products and systems used in commercial and industrial construction worldwide. GS Metals products includes Grip Strut® Mezzanine Grating, an interlocking steel flooring panel; Globe Strut®, metal framing for mechanical and electrical applications; and most recently Globetray®, a support system for electrical cables management system.

GS Metal recognizes that Chicago is a will call town and thus must be supported by a strong local inventory. GS Metals had made a commitment by stocking over 250 line items and re-supplying the Chicago warehouse every week with a full truck of strut and related material. Your Globe strut orders can be placed and filled and picked up in the same day, allowing

you to support your customers ever changing needs. Just another sign of commitment that GS Metals has made to the Chicago market and to the electrical distributor.

But GS Metals does not only support all of your strut needs but they have become one of the leaders in Cable Tray market. When you have the opportunity for cable tray, please call the local JLF sales office and we will be glad to review your drawing to insure that the quote that you receive from GS Metals When it comes to cable tray you need to be exact and that is where your factory trained GS Metal representative (JLF) comes in handy. Let JLF take the worry out of your next cable tray quote.

Now that you know GS Metals has extensive inventory in Chicago and that we carry just about all of your Globe strut needs, what are you waiting for? Pick up the phone on your next strut order and give GS Metals an opportunity to show you what they can do for you. You will not be disappointed. The entire staff at JLF is excited about the opportunity to support your strut and cable tray needs now and for years to come.

We look forward to hearing from you soon. In the meantime, if you need any additional GS Metal literature please contact Debby at JLF and she will ensure that you receive the required information. Once again thank you for your consideration for GS Metals.

Joe Friedlein
Founder
JLF Electrical Sales, Inc.

INDUSTRY INSIGHTS

- Annual Trade Show IBEW #701 5-1-05 701 Training Facility Warrenville, IL 5:00p.m.-9:00p.m.
- EA Education Foundation offers new training program contact Carrie Spaeth 708-547-9910 for updated list.
- May 2, 2005 Consulting Electrical Engineers Division of the Electrical Association host 2nd Annual Technical Forum and Table Top Trade Show.

WEST PENN WIRE/CDT INCREASES MANUFACTURING CAPACITY AND OPENS NEW REGIONAL DISTRIBUTIONS CENTERS

West Penn Wire/CDT manufactures a full line of superior low voltage electronic wire and cable for almost any application imaginable. Product lines range from everyday low voltage twisted pair and broadcast and broadcast / precision video coaxial cable to high performance twisted pair for high frequency applications and high bandwidth optical fiber. Currently, West Penn has four manufacturing facilities with their corporate headquarter/engineering complex in Washington, Pennsylvania. Most importantly, they now have 12

Regional Distribution Centers with 40,000 square feet in Wheeling, IL.

New Products for 2005: Lickity Split, an internally bonded bundle product which eliminates the need for an external jacket. Plenum and Non-Plenum rated Access Control Cables for Door Contacts, Shielded Card Readers or Lock Power. West Penn has added an entirely new product offering called AquaSeal Water Resistant Cables. The product offering includes but not limited to, shielded and unshielded multiple conductors and coaxial cables. To find out more, ask your JLF representative for the

New 2005 West Penn Electronic Wire Catalog or go to their website at www.westpenn-cdt.com. For Customer Service you can either call JLF Electrical Sales, the national West Penn customer service at 1-800-245-4964 or the local West Penn RDC at 847-229-9812.

West Penn Wire/CDT and JLF believe people are their most important assets and are committed to providing West Penn Wire/CDT customers with service, quality and innovation second to none!

WEST PENN WIRE

Inside this issue:

GS Metals Recognizes Chicago as a Will Call Town

West Penn Wire New Products for 2005

Encapsulite Introduces new 2005 catalog

Men Facts

Commute Choices

Black Gold

"Sales Effectiveness Process"



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WE'RE ON THE WEB
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"SERVICE AFTER THE SALE"