

tED

ASBPE
Magazine of the Year

the ELECTRICAL DISTRIBUTOR

Contact your representative:

Eastern/Central Regions: Rich Ryan
Phone: 330-322-9785; Email: rgrsvc@gmail.com

Southern Region: Gary Lindenberger and Lori Gernand-Kirtley
Phone: 281-855-0470; Email: gl@lindenassoc.com; lg@lindenassoc.com

Southeast Region: Doug Fix
Phone: 770-740-2078; Email: dfix@bellsouth.net

Western Region: Steve Wafalosky
Phone: 440-247-1060; Email: steve@larichadv.com

September 2020 Issue Preview

CLOSING DATE FOR ADS: AUGUST 3 (MATERIALS DUE AUGUST 10)



COVER STORY

Building Relationships with Contractors

With so many ways to get products, electrical contractors are going to be loyal to the vendors that can satisfy their needs. So just what should electrical distributors be doing to make themselves indispensable to their contractor customers?

SPECIAL REPORT

Counterfeit Alert, Part 1: The Problem Today

Counterfeiting and piracy remain a growing concern. This month's Special Report will examine how this nefarious business is affecting the electrical channel.

SHOW DISTRIBUTION

Distribution at the **IEC Electric Expo** Inquire about how *tED* magazine will be distributed to attendees at the conference.

2020 MEDIA KIT

The 2020 *tED* media kit is now available. Find it at www.tEDmag.com/mediakit or contact your sales rep for a printed brochure.

TEDMAG.COM OPPORTUNITY

lightEDmag.com

lightED is the next step in *tED* magazine's effort to bring you the essential information you need about the constant changes in lighting for our supply chain.

Products

To submit a product for inclusion in one of *tED*'s September product sections, send your product announcement, along with art, to **mbyers@naed.org**. Be sure to include the words "September Product Section" in the subject line.

ELECTRICAL PRODUCTS:

Conduit and Raceway

LIGHTING PRODUCTS:

Indoor Lighting Trends

NEW PRODUCT SECTION:

Showcase new product offerings

CLOSING DATE FOR PRODUCT SUBMISSIONS: July 31*

(*Products selected to appear in the issue at editor's discretion; editor reserves the right to alter submissions for content and style.)



2019 ASBPE MAGAZINE OF THE YEAR

We are proud to receive ASBPE's top award honoring business publications that demonstrate consistent editorial and design quality and provide extraordinary reader service.

WINNER OF 107 ASBPE AWARDS (2015-2019): AMERICAN SOCIETY OF BUSINESS PUBLICATION EDITORS