

Celebrating 30 Years
and \$50 Million
in Customer Savings



RELOC[®] WIRING SYSTEMS



— [Have you made
the connection?] —

RELOC® WIRING SYSTEMS

Those who have made the connection with RELOC® Wiring Systems have saved \$50 million during our 30 years in business. How? RELOC wiring offers the lowest total installed cost of any wiring method. RELOC components snap together quickly and easily, requiring less time on the job, which saves the owner money and gets the contractor to the next job quickly.

If you haven't made the connection, don't miss another chance to put time in your schedule and money in your pocket.



1977

Lithonia Lighting acquires Nils Jonsson's RELOCatable Wiring Systems Company and moves to Conyers, Ga.

1981

Article 604, Manufactured Wiring Systems, included in National Electrical Code®

1984

800 Series introduced by RELOC

1988

Access floor wiring introduced by RELOC

1996

OnePass® and QuickFlex® introduced by RELOC

2003

10-gauge industrial system introduced by RELOC

2007

RELOC celebrates 30th anniversary

RELOC Wiring Beats MC Cable, *Hands Down!*

Let's compare a project utilizing 100 high bays, installed 20' apart. Installing MC cable requires 1750 pieces of material and 150 hours of labor. In comparison, RELOC wiring requires only 210 pieces of material and 50 hours of labor. When using RELOC wiring, there are **88% fewer materials** to keep track of and **66% less time and money spent on labor!**

	MC Cable	RELOC
Number of Materials	1750	210
Material Cost	\$3770	\$5850
Labor Hours	150	50
Labor Cost	\$5250	\$1750
Total Installed Cost	\$9020	\$7600

Installing RELOC wiring saves you \$1420, or more than \$14 per fixture!

Three Great Reasons to Use RELOC Wiring

- Labor is 1/3 of that required for MC cable, providing you the lowest installed cost
- Toolless, snap-together components make installation fast and simple
- Flexible, relocatable wiring bends around existing HVAC and plumbing, making additions and reconfiguration of spaces a snap

"RELOC wiring allows my customers to install lighting and power distribution in less time than their competitors. It's easy to redesign a project as we change our minds. Spending a little more for material on the front end allows us to save significant dollars on the remodel/back end."

Richard Vanstory, Sr.
R.L. Vanstory Company
Greensboro, N.C.

"Today, labor is a rising cost of construction. Everyone knows that RELOC wiring cuts labor costs in the original installation, but one of the biggest advantages is that it continues to significantly save the customer during remodeling, retrofits and resets. RELOC wiring is REUSABLE when conventional wiring methods will be part of the demolition process."

Brett Cothren
MECI & Associates, Inc.
N. Wilkesboro, N.C.

"We have been successful with RELOC wiring due to the reliability of the product, plus it allows the contractor to get off the job quicker and on to the next job. In the South we call it GIT-R-DONE!"

Dennis Long
Long Sales Agency, Inc.
Little Rock, Ark.

Let our
customers tell
the story . . .



"We have been selling RELOC wiring for the last nine years and our customers tell us it is a great labor-savings product. Everyone likes the new design changes and we are able to sell more with fewer SKUs. It is a win-win situation for everyone as customers enjoy the labor savings and we enjoy the higher margins."

Tony Pierce
Dealers Electrical Supply
Grand Prairie, Texas

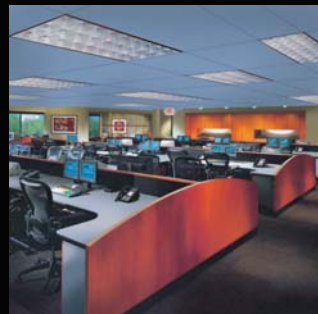
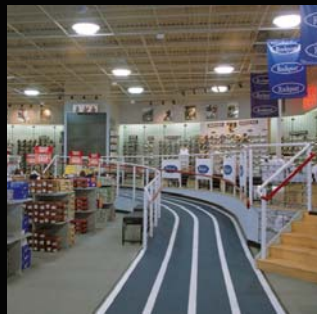
"RELOC wiring permits the contractor to substitute variable labor costs with fixed material costs. Contractors can standardize on select cable lengths and number of circuits to make installations seamless. RELOC users have been rewarded with reliable projects that are flexible for changes and additions."

Myron Martin*
Vice President, Agency Best Practices
Acuity Brands Lighting

**Myron holds the original patent for modular wiring at Acuity Brands Lighting and is a former Agency Principal.*

RELOC[®] wiring is ideal in a variety of applications:

- Schools
- Specification office buildings
- Medical facilities
- Retailers
- Tenant improvements
- Modular offices & furniture
- Portable partitions
- Manufacturing facilities
- Warehouses
- Convenience power
- Raised/access floor
- Homeruns



Let us show you how
RELOC wiring can help
you be more profitable.

- Visit our Web site at www.lithonia.com/RELOC
- Call your local sales rep, listed by ZIP code, at www.lithonia.com/sales/ussales/ci-sales.asp

