



ELECOR™

Common Features/Benefits

- **Lower resale prices than competition**
 - More sales to contractors
- **Bigger margin between distributor cost and resale price**
 - Higher distributor profits
- **All steel construction, premium powder coated finish**
 - Heavy duty, can take a beating
- **Shipped unassembled**
 - Distributor gets many more on shelf
 - Contractor can easily store and transport more units
- **Smart design, easy assembly**
 - Minimal tools required (floor/stud mount cable dispenser requires none)
 - Requires little time to put together
- **Superior, attractive packaging with clear graphics**
 - Easier to identify product
 - Helps sell off shelf
 - Adds perceived value
- **Many more units per skid**
 - Lower prepaid freight



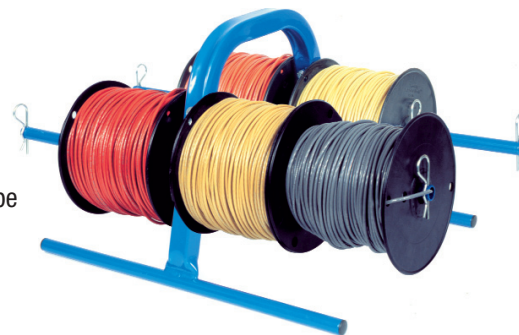
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Material Handling Products Features/Benefits

**DISTRIBUTOR
USE ONLY**

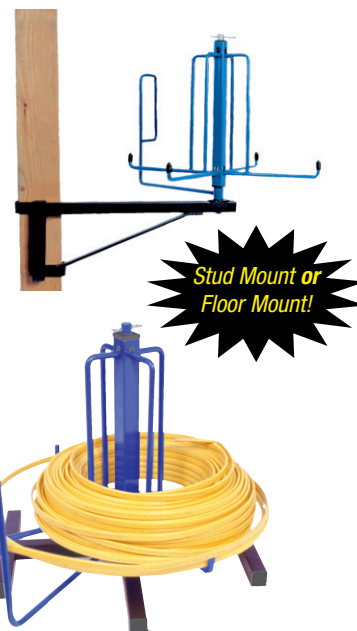
MH8010 Hand Caddy

- **Small unit for lighter loads**
 - Easy lift, and carry
 - Convenient one hand portability
- **Square tube frame**
 - Provides strength and durability
 - Compare to competitor's round tube
- **Tubular steel base**
 - Keeps load stable
- **Spring clip retainers**
 - Easy loading, dispensing and changing of spooled wire
- **Elecor 80 pieces per skid, others around 18**
 - Up to 78% lower freight cost than competition



MH8110 Cable Dispenser

- **Floor and stud mount brackets included**
 - Versatility of two items in one
- **Only model in market that offers both brackets**
 - Competition requires two separate sku's
 - Distributor needs only stock one sku
 - Contractor has one item performing two functions
- **Slip on coil design**
 - Easy loading, dispensing and changing of armored cable (BX/MC) or NM-B
- **Swivel eyelet**
 - Prevents tangles while paying out
- **Wide, square tube steel base**
 - Offers stability
- **Elecor 36 pieces per skid, others around 12**
 - Up to 67% lower freight cost than competition



MH8210 Wire Handling Cart

- **Single handled small two wheeler**
 - Convenient one hand portability
 - Some key competitors do not offer this item
- **Versatile top support bar**
 - Can become additional reel axle
 - Can hold 2500' spools
- **8" heavy duty wheels**
 - Longer lasting, can take a beating
- **Zinc plated reel axles with spring clip retainers**
 - Plated axles prevent corrosion
- **Many more pieces per skid than competition**
 - 36 pieces per skid



Material Handling Products

Features/Benefits

MH8220 Multi-Purpose Wire Cart

- **Two handed two wheeler**
 - Dolly type for medium loads
- **Can be used vertically or horizontally**
 - Versatility
- **Fixed wire guide on handle**
 - Efficient wire pulling
- **8" heavy duty wheels with adjustable axle position**
 - Longer lasting, can take a beating
- **Zinc plated reel axles with spring clip retainers**
 - Plated axles (not offered by competition) prevent corrosion
- **Elecor 14 pieces per skid, others around two**
 - Up to 85% lower freight cost than competition
- **Fits through a 28" opening**
 - Medium loads through smaller openings



MH8310 6 Reel Wire Dispenser

- **'Turtle' Style**
 - Larger loads in smaller spaces
- **Fixed wire guide on frame**
 - Efficient wire pulling
- **Two fixed wheels, one swivel locking caster**
 - Provides stability
- **Angled spindles**
 - Keep reels in place during use
- **Elecor eight pieces per skid, others only one**
 - Up to 88% lower freight cost than competition
- **Fits through a 30" opening**
 - Medium loads through standard door openings



MH8420 10 Reel Wire Dispenser

- **'Tree' Style**
 - Work horse for larger loads
- **Adjustable wire guide**
 - Efficient wire pulling
- **Two fixed and two swivel locking casters**
 - Provide stability
- **Angled spindles**
 - Keep spools in place during use
- **360° rotating reel frame**
 - Multi-directional use without turning cart
- **Elecor two pieces per skid, others only one**
 - Up to 50% lower freight cost than competition
- **Fits through a 36" opening**
 - Larger loads through commercial door openings



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 - Higher distributor profits
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All three models on this page are priced comparably to reconditioned models

– Contractors prefer new to reconditioned units if priced right.

