

MERCHANDISING

Your store's shelf is a battleground for the electrician's dollar. If it's advertising that gets customers into the store, it's merchandising that gets them to select the right products for the job once they are there. At IDEAL Electrical, we are dedicated to building in-store merchandising to maximize your sales by making key products stand out, educating the tradesman on the right tools for the job and giving them one-stop shop options to get everything they need and get back on the job site.

IDEAL Electrical merchandising solutions include our most basic racks and signage to our compelling and powerful Profit Center solutions. As the market leader in many of the categories we serve, you can count on IDEAL Electrical to be your category partner to drive profitable growth and deliver a shopping experience that is meaningful to the tradesman.



Counter Displays

Perfect for showing off impulse items or specialty SKUs.
Available to help maximize your point-of-purchase sales.



Floor Displays

Maximize your floor space with an attractive design. IDEAL floor displays make it easy for your customers to browse for specific products.



Rolling Displays

Arrange your displays and move them anywhere on your showroom floor with ease.



Wall Displays

Gondolas, specialty displays, signage and accessories provide a clutterfree organized area in your store.

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COUNTER DISPLAYS

Electronic Screwdriver Rack w/

Header Y-250



Dimensions: 14" x 14" x 6"

Twister® Wire Connector Try-Me Display Y-577

Product included.



Dimensions: 10.5" x 8.5" x 4.25"

Display Rack (includes 12 hooks)

Y-303



\$7999 MSRP

Dimensions: 28" x 21" x 9"

Twister® Pro/B-TWIST™
Wire Connector Try-Me Display
Y-583

Product included.



\$1499 MSRP

Dimensions: 10.5" x 8.5" x 4.25"

COUNTER DISPLAYS

SpliceLine® Wire Connector

Try-Me Display Y-587

Product included.

\$14⁹⁹ MSRP

Dimensions: 9" x 8.5" x 4.25"

A revolutionary in-line wire connector

PowerPlug® Luminaire Disconnect

Try-Me Display Y-594

Product included.



\$1499 MSRP

Dimensions: 9" x 8.5" x 4.50"

Twister® ProFLEX Wire Connector Try-Me Display Y-597

Product included.



Dimensions: 10.5" x 8.5" x 4.25"



ArmourBand™ Insulating Wrap Try-Me Display Y-598



Dimensions: 10.5" x 8.5" x 4.25"



WALL DISPLAYS

2' x 3' Wall Panel Y-667 - black

\$77<u>99</u> MSRP

Dimensions: 2' x 3' x 2"



Wipes Gravity Feed Dispenser Y-500

Graphic labels included. Product not included.

\$21⁹⁹ MSRP

Dimensions: 36" x 10" x 7"



Connector Wall Display w/ Header Y-568

\$5699 MSRP



Wall/Pegboard Display Y-576

Hooks included. Header not included.

\$5199 MSRP



Dimensions: 14" x 24" x 9"

Dimensions: 23" x 18" x 2"

WALL DISPLAYS

Screwdriver Display Small - Y-1103

Product not included.



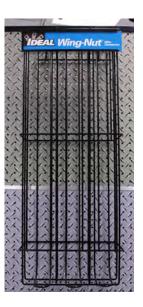


Dimensions: 10" x 7" x 2"

Connector Gravity Feed Dispenser w/Header Y-416

\$6299 MSRP

Dimensions: 14" x 32" x 9"



In-Sure™ Push-In Wire Connector Gravity Feed Dispenser w/Header Y-509

\$59⁹⁹ MSRP

Dimensions: 11-1/4" x 31"x 6-1/5"



Large Gravity Feed Tape Display Y-722

\$119⁹⁹ MSRP

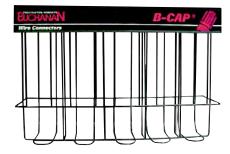
Product not included.



Dimensions: 15.053" x 28.092" x 6.436"

Buchanan Connector Gravity Dispenser w/Header Y-564





Dimensions: 21" x 14-1/4" x 5-1/2"

Small Gravity Feed Tape Display Y-721

\$1799 MSRP

Product not included.



Dimensions: 4.479" x 11.214" x 5.053"

Fishing Pole/Flexible
Drill Bits
Y-200

\$8599
MSRP

Dimensions: 17" x 33" x 12"

Connector Wire Rack Y-208

\$14499 MSRP



Dimensions: 21" x 48" x 18"

Small Pro-Pull™ Rope Y-435

Product not included.

\$18999 MSRP



Large Pro-Pull™ Rope w/Header Y-422

Product not included.

\$38780 MSRP



Dimensions: 35" x 20" x 18"

Dimensions: 45" x 60" x 7"

Heat Shrink Y-421

Product not included.

\$39<u>99</u> MSRP

Dimensions: 3' x 3' x 4'



Gondola on Wheels w/Header

W/Head

\$17500 MSRP



Dimensions: 3'x 4'x 12"

3' Gondola Y-431 Black

Header included.

\$14099 MSRP



Gondola Retrofit Base w/Wheels Y-508



Dimensions: 2'x 3'x 6"

Dimensions: 3' x

Fish Tape/Bender Display, Small w/Graphics Y-476

Product not

included.



Fish Tape/Bender Display, Large w/Graphics Y-478

Product not



Dimensions: 45" x 60" x 19"

Sidekick w/Header Y-423

Dimensions: 17" x 48" x 6"

\$60⁹⁹ MSRP



Wire Installation Accessories Rack w/ Header Y-438

Product not

Dimensions: 18" x 48" x 6"



Connector Center w/Header Y-589

Product not included.





Dimensions: 4' x 4' x 4'

Spinner I-Y-777

Product and graphics not included.

\$34799 MSRP



Dimensions: 24" x 24" x 5'

Connector Dump Bin Y-925

Product not included.

\$21999 MSRP

Headers listed on page 15.



Dimensions: 26" x 26" x 30"

ACCESSORIES

Black Basket w/two Dividers - Y-560

\$18⁹⁹ MSRP

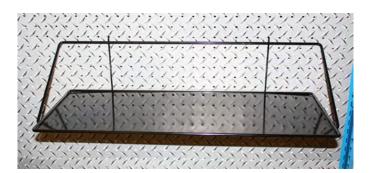
Individual Dividers Y-562 (3/pkg.)



Dimensions: 36"x 12"x 8-1/4"

Pegboard Shelf Y-417





Dimensions: 24" x 10" x 6"

2' Slatwall Shelf Y-428





Dimensions: 24" x 15" x 2"

3' Black Plate Extender - Y-503



Dimensions: 36" x 24" x 2"

3' Black Pegboard Shelf - Y-561



\$5099 MSRP



Dimensions: 36" x 17" x 4"

ACCESSORIES

Peg Bar Rack Y-312







Straight Hook \$499 Y-314



Dimensions: 24" x 4" x 2"



Dimensions: 6"



Dimensions: 6"

Sidekick Hooks Y-414 (20/box)

Hook Y-458



Metal Hook Y-459C





Dimensions: 4"

Dimensions: 4"



Dimensions: 6"

Metal Loop Hook Y-461



Fish Tape Hook Y-462



Slat Wall **Hook Y-467** (25/pkg.)





Dimensions: 6"

Dimensions: 6" x 3" x 7"



Dimensions: 6"

Shelf Talker P-5323



Dimensions: 5" x 9" (overall)

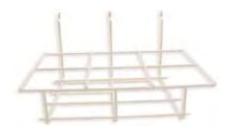
Fish Tape **Basket** w/Header Y-437



Dimensions: 13" x 12.25" x 12"

Wire Lube Basket Y-496





Dimensions: 12" x 8" x 6"

ACCESSORIES

Slat Wall Strips (Adhesive Back)

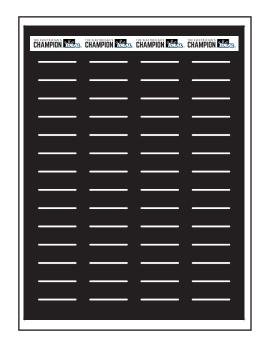
Y-1134

\$6599

Dimensions: 8' x 4'

Slat Wall Skin Y-1136

Dimensions: 3' x 4'



Black Skins (Pegboard) Y-1132

Y-1135

\$26⁹⁹ MSRP

Y-1131

\$4699 MSRP

Y-1133

\$4699 MSRP

\$3399 MSRP

*Y-1133 for use on Y-667 only.

Dimensions: Y-1130 18" x 34"

Y-1131 3' x 4' Y-1133 36" x 24"

The Electrician's Champion™ Header -P-1491 (2-sided) **\$6**99 MSRP



Dimensions: 2'x 6"

The Electrician's Champion™ Header – P-1574 (1-sided w/adhesive strips on back) \$699 MSRP



Dimensions: 2'x 6"

Buchanan Header — P-1890 **\$9**99 MSRP



Dimensions: 3'x 8"

IDEAL Header (w/clips) P-2421 **\$9**99 MSRP



Dimensions: 3'x 8"

Electrician's Champion™ Header - P-1535 **\$9**⁹⁹ MSRP



Dimensions: 3'x 8"

Authorized Distributor Window Cling - P-2106

\$499 MSRP



Dimensions: 5-1/2"x 4-1/2"

Oval "IDEAL" Logo Label P-5061



Dimensions: 10"x 5"

CHAMPION YOR

IDEAL Window Cling P-1867 **\$4**99 MSRP



Dimensions: 6"x 3"

Time-to-Reorder Tags P-2213

\$499 MSRP

SEAL HOUSTNES, INC.
455-4075 Catalone Academic and Marketing and Marketi

Dimensions: 2"x 3"

Dump Bin Headers IDEAL - Y-927 Buchanan - Y-929 **\$9**⁹⁹ MSRP





Dimensions: 26" x 26"

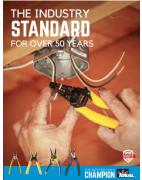
Electrician's Champion™ Banner - P-1362





Wire Strippers Poster

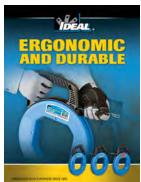
P-5048



\$19⁹⁹ MSRP

Fish Tapes Poster

P-5047



Dimensions: 18"x 2'

Pliers Poster

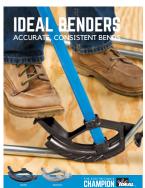
P-5046



Dimensions: 18"x 2'

Bender Poster

P-5052



Dimensions: 18"x 2'

PowerBlade™ Cable **Cutter Poster**

P-5232



Dimensions: 18"x 2'

Dimensions: 18"x 2'

P-5051





Dimensions: 18"x 2'

Screwdrivers Poster

P-5049



\$1999 MSRP

Wing-Nut® Wire **Connector Poster** WING-NUT® WIRE CONNECTOR

P-5312



Dimensions: 18"x 2'

Twister® Wire Connector

Poster P-5313



Dimensions: 18"x 2'

Twist-On Wire Connector

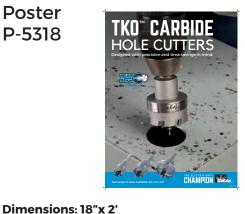
Poster P-5314



Dimensions: 18"x 2'

TKO™ Hole Cutter

Poster P-5318



TightSight™ Clamp

Meter Poster -P-5320

Dimensions: 18"x 2'



\$1999 MSRP

Dimensions: 18"x 2'

Twister® ProFLEX
Wire Connector Poster
P-5584

\$1999 MSRP

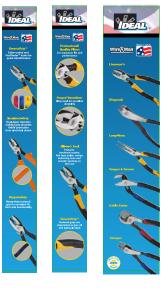


Dimensions: 18"x 2'

Hand Tool Spinner Display Graphics P-5272



\$3299 MSRP



Lockout/Tagout Poster P-2727





Dimensions: 3'x 2'

Hole Cutting Spinner Display Graphics P-5227







Safety Spinner Display

Graphics P-5237





Made in USA Hand Tools Spinner Display Graphics

PIDEAL

P-5415







IDEAL

Residential Spinner
Display Graphics
P-5211



Commercial Spinner Display Graphics P-5212







DataComm Spinner

Display Graphics P-5210









Wire Termination Spinner \$3299
Display Graphics
P-5316

MSRP











TKO™ Hole Cutter Aisle Blades Y-335







SAMPLE PACKS







P-2880



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P-5021



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P-5306



P-5307



P-5387



P-5593



P-5605



P-6038



P-6039

CREE LIGHTING SIGNAGE

CREE Lighting | IDEAL Header Y-1140



C-LITE Header Y-1141





Dimensions: 3'x 8"



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MERCHANDISING

Why attend an IDEAL Merchandising Seminar?

Join us to explore key topics about visual merchandising from the basic building blocks to creative new ways to refresh your existing space and keep customers coming back to see what's new. Learn simple steps on how you can leverage counter space for bigger profits and how to organize your store with efficient, compelling product displays. This seminar will give you creative, practical and affordable ideas on how to plan and develop so you can make creative, intelligent changes that will help your businesses grow and thrive.

What do IDEAL Seminars cover?

- **Store Design** Learn the correct techniques of a store layout that will improve your store and traffic flow for maximizing impulse sales. Remove the barriers to higher profits.
- Display Design Do you feel that putting a full display out front is all it takes to merchandise? You will be pleasantly surprised to learn how product placement can greatly improve the amount of material your counter area can sell - day after day.
- **Signage** Increase what your customer picks up and buys with simple yet effective signage tips. Signage overcomes the barrier of your customer's reluctance to ask questions.
- Promotions Learn how to have effective promotions that tie in with your merchandising to move more material from your shelf to your customers' trucks.
- Competition Who is your #1 competitor? It could be you! Discover effective ways to find what your customer thinks of your service. Learn ways to check what your competitor is doing.
- **Loss Prevention** Did someone really steal that screwdriver or was it given away as a good will gesture? Explore different methods to reduce losses while seeing sales increase.

Merchandising seminars are held semi-annually at the Corporate office in Sycamore, Illinois. The full-day seminar includes training, factory tours and visiting the IDEAL Electric showroom. <u>TED Magazine</u> voted the IDEAL Merchandising Seminars the Best of the Best in the Event category for 2014.



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