

How P&S PlugTail™ and Wiremold® raceway make the grade

Ken Oyler III knows about electrical and structured wiring in schools. As one of the third-generation owners of Oyler Electric Inc. (OEI) in Waynesboro, PA, Oyler focuses his company's efforts primarily on school construction projects. Oyler's grandfather, father and uncle established OEI in 1968, and Ken Oyler III and two of his brothers, Tim and Joel Oyler, run the business now.

OEI has performed electrical contracting for 11 school construction projects in the last 10 years. By this summer

OEI will finish the electrical wiring for two new jobs: a \$3 million, 25,000-square-foot addition and renovation to Fairfield High/Middle School in Fairfield, PA, and

the new \$9.8 million, 48,000-square-foot Bellaire Elementary School in Carlisle, PA.

Of OEI's many projects, these are special. For the first time, OEI is using P&S PlugTail Wiring Devices.

Ed Heiser, a manufacturer's representative for One Source Associates in



Columbia, MD, shares the latest P&S products with OEI. Heiser enjoys selling PlugTail and sees the profitability it offers the entire project chain.

"Contractors are always looking for ways to save time and reduce the risk of callbacks," Heiser said. "PlugTail is faster, easier and safer to install. The potential labor savings make it a terrific asset, and I knew it could help my clients."

Heiser introduced PlugTail to OEI. PlugTail eliminates the standard hot, neutral and grounded pigtails spliced into the box. Instead a connector with 6-inch leads allows the receptacle to be "plugged in." There's no taping of

COMPANY INFO:

Oyler Electric Inc. (OEI)
Waynesboro, PA
Ken Oyler III, Project Manager
10 Employees

PROJECTS:

Fairfield High/Middle School —
Total \$3 million; \$362,000 in electrical; 25,000 square feet

Bellaire Elementary School —
Total \$9.8 million; \$787,000 in electrical; 48,000 square feet

P&S INSTALLATION:

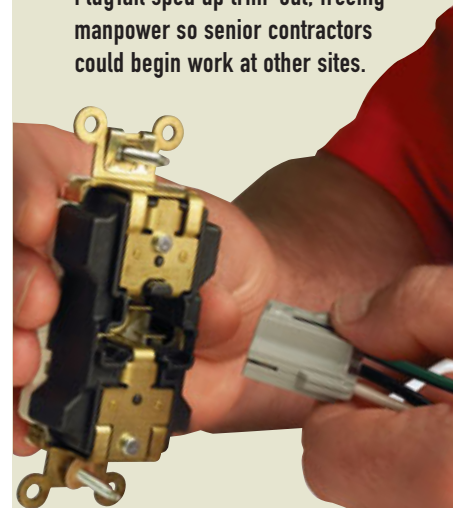
Fairfield: about 350 PlugTails
Bellaire: about 300 PlugTails

PROBLEM:

OEI wanted to save time and reduce the risk of callbacks. Anything that speeds job completion and reduces labor builds OEI's efficiency.

SOLUTION:

PlugTail sped up trim-out, freeing manpower so senior contractors could begin work at other sites.



"...I'd accomplish more in less time..."

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exposed wires, tightening terminals, or stripping (with it's risk of over- or under-stripping), or looping conductors. This ensures a safer, faster, more consistent and more reliable installation than standard wiring devices, and Ken Oyler III was convinced.

"It seemed like an interesting concept," Ken Oyler III said. "We're a small company, so anything to save time helps me immensely. I could see how I'd accomplish more in less time with PlugTail, and I was sold on it."



Although rough-in had already been completed on the Fairfield school, OEI went back around installing PlugTails. The team praised its simplicity, and Ken Oyler III saw the return on his investment.

"PlugTail made the trim-out portion go faster, and, by this phase, I want to send guys to other jobs that are starting," he said. "PlugTail freed up more manpower, reducing my labor cost. Conventional wiring methods can't offer this."

Pleased with the results, OEI ordered P&S PlugTail for the Bellaire job. In both cases PlugTail was applied with another innovative product line: Wiremold® perimeter raceway systems by P&S sister manufacturer, Wiremold/Legrand.

Perimeter raceways route wiring and cabling securely along walls, remaining easily accessible at all times. These systems are ideal for classrooms, offices, training centers and



A smart combination: Ken Oyler Jr. installs P&S PlugTail into Wiremold raceway.

any setting that requires the ability to expand or reconfigure. The Wiremold 2-piece multiple channel 4000 Series™ raceway can be divided for multi-service application. It's ideal for municipalities that require all-steel construction or prohibit nonmetallic cable management systems.

Ken Oyler III has used Wiremold raceway products for about a dozen jobs in the last 15 years, and he likes the freedom they offer.

"The raceway systems don't restrict you at all. They can be installed wherever they'll be most beneficial to the building tenants, who will enjoy this convenience long after our work is done," he said.

Thinking the products could complement each other, Ken Oyler III matched P&S PlugTail up with the Wiremold 4000 metal raceway series on the Fairfield job.

"We installed PlugTail into the Wiremold 4000 Series, and they worked well together," Ken Oyler III said.

"Both products are great for maintenance personnel, because they're easy to change out or retrofit. They're also strong assets for any building that might need to expand someday."

OEI used Wiremold Wallsource™ Multiple Service Boxes, which provide power and communications connections at one single point in a wall, on the Bellaire school. P&S PlugTail was installed with these as well.

The team finished the Fairfield project on time and under budget, and the Bellaire school is scheduled to open for the 2006-2007 academic year. OEI plans to use PlugTail and the raceway systems for future jobs too, because they're wise investments.



"PlugTail relieves a lot of stress at the end of a job when we really want to save time," Ken Oyler III said. "It costs a little more than traditional wiring devices, but labor always costs more than materials — and we finished faster with fewer hands — so we saved money. That's the greatest selling point."

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