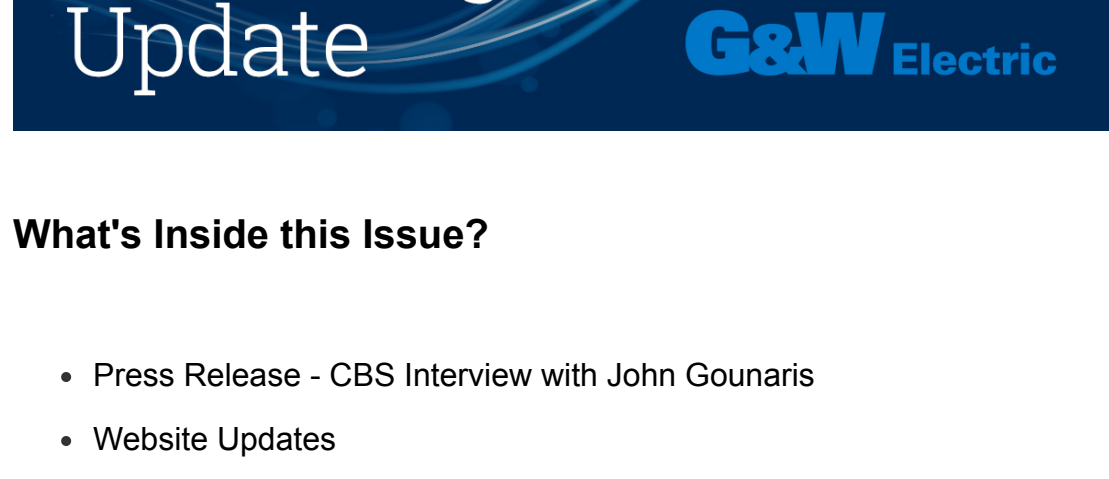
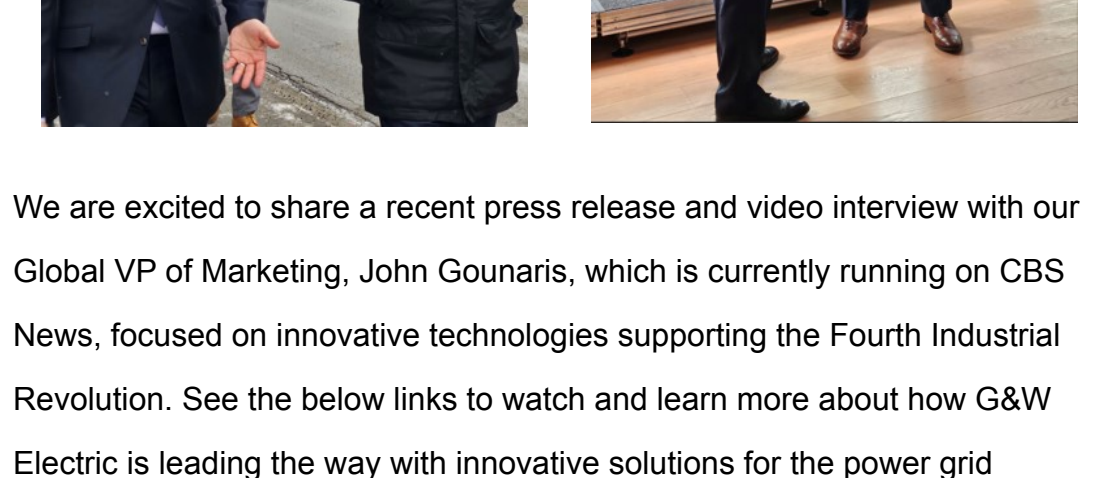


INTERNAL USE ONLY

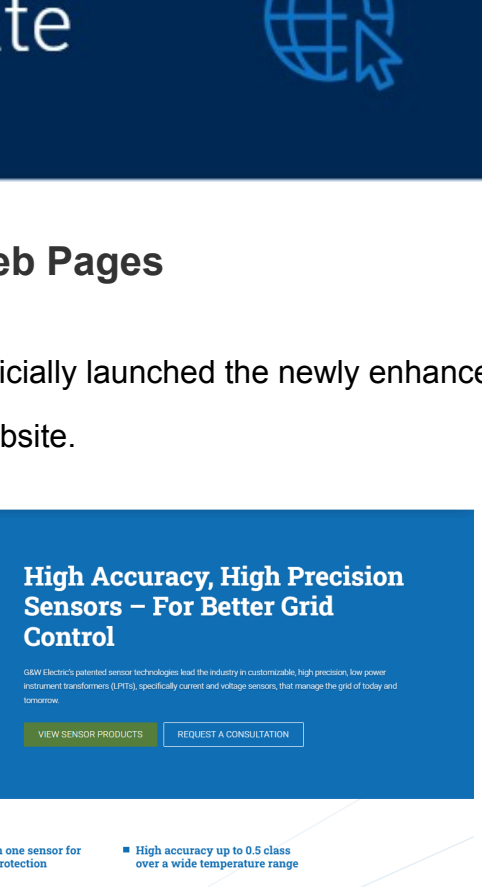
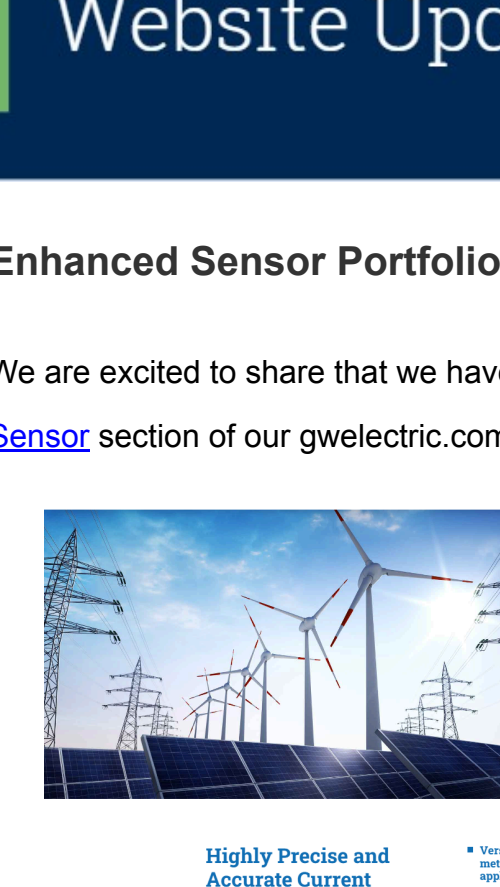


## What's Inside this Issue?

- Press Release - CBS Interview with John Gounaris
  - Website Updates
  - Updated Brochures
  - Updates from Application Engineering & Project Management
  - Featured Article on Microgrid
  - Salesforce Update
  - Updated Terms and Conditions
  - Featured eStore Item
- 
- Future Events
- 
- Current Shipping Lead Times
- 
- Global Facility Closures



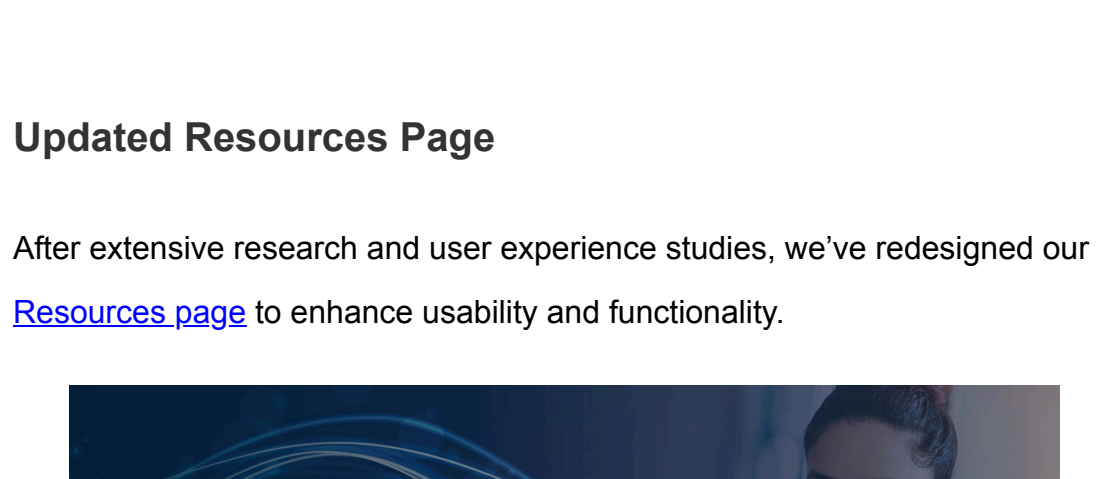
## CBS Interview with John Gounaris: How G&W Electric is Leading the Intelligent Age



We are excited to share a recent press release and video interview with our Global VP of Marketing, John Gounaris, which is currently running on CBS News, focused on innovative technologies supporting the Fourth Industrial Revolution. See the below links to watch and learn more about how G&W Electric is leading the way with innovative solutions for the power grid transformation.

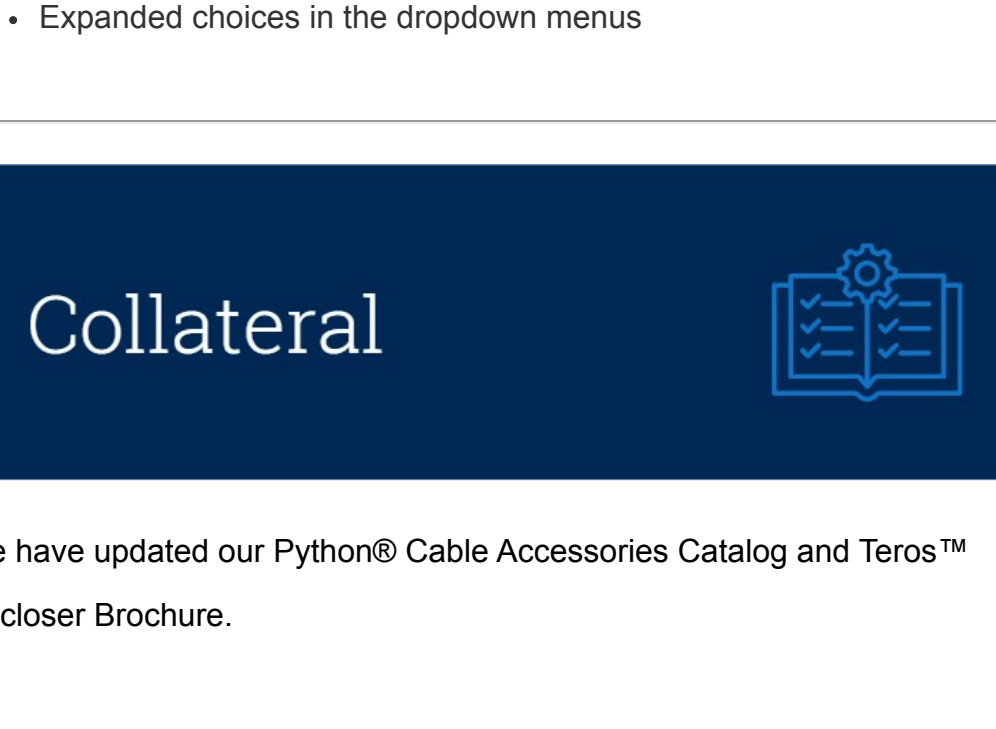
- [Video Interview on CBS News](#)

- [Press Release on gwelectric.com](#)



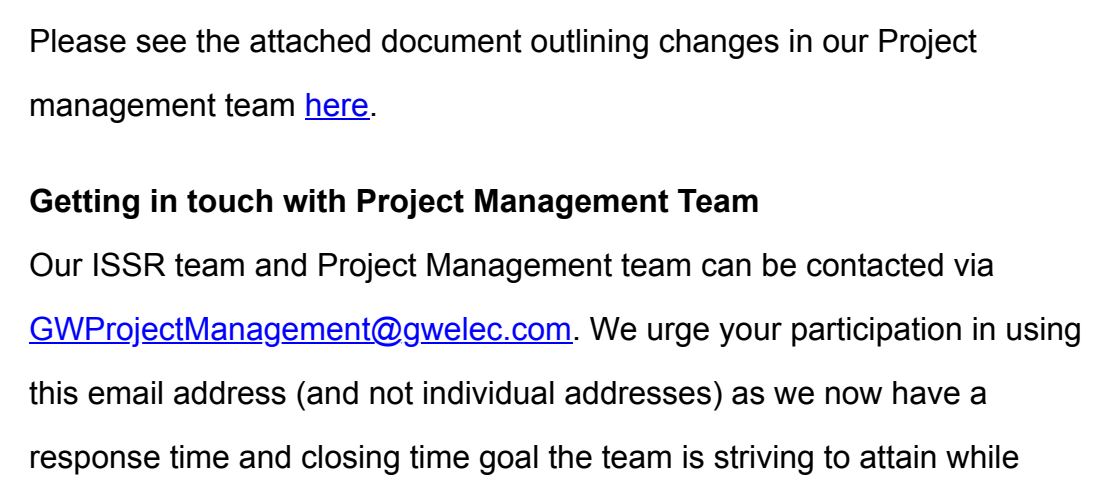
## Enhanced Sensor Portfolio Web Pages

We are excited to share that we have officially launched the newly enhanced [Sensor](#) section of our gwelectric.com website.

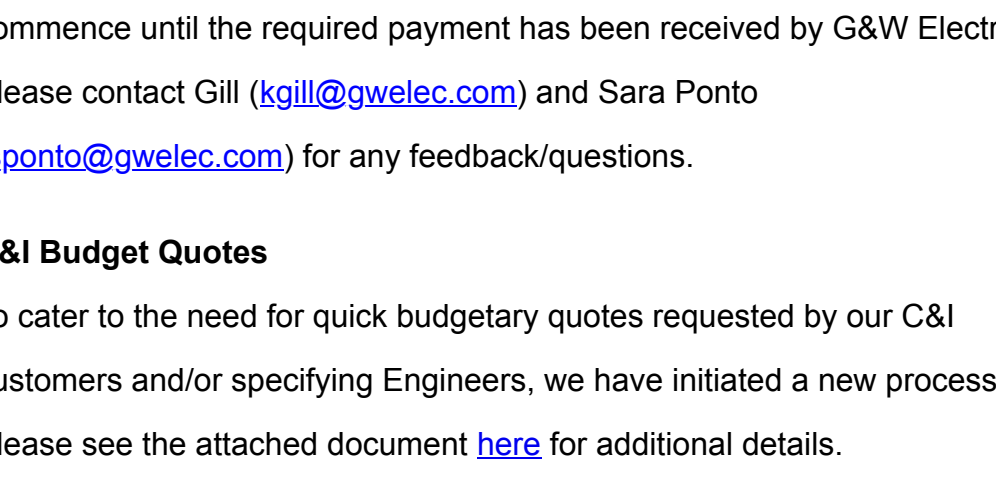


Below are a few highlights of the recent changes:

- New and updated messaging throughout the pages
- Focused on platform solutions, including Power Quality & Monitoring and Protection & Measurement
- Advanced filtering of individual sensors based on application
- Cross-promotion with platform solutions such as [Viper®-ST](#) and underground switchgear
- Power Quality Packages are demonstrated with an interactive graphic representing sensor applications rather than just the products

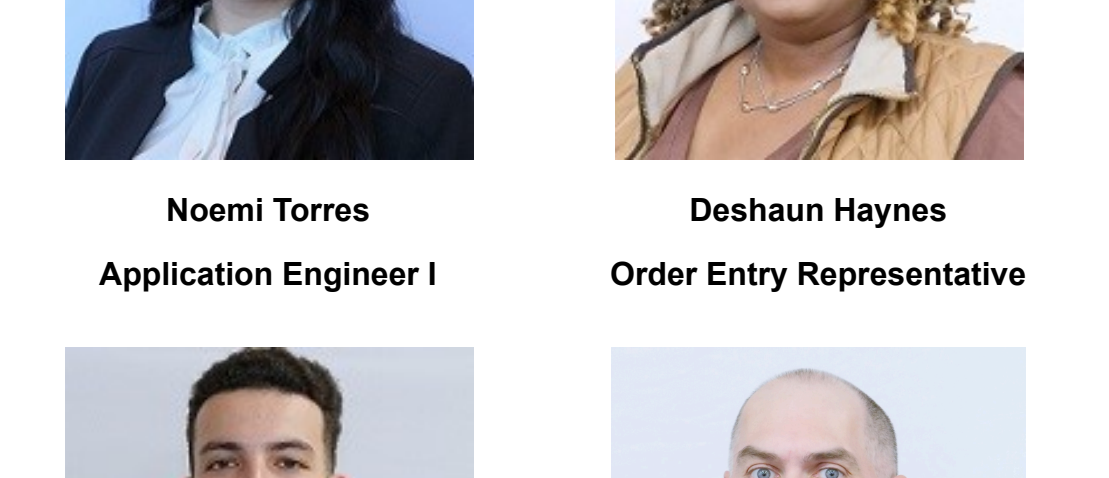


After extensive research and user experience studies, we've redesigned our [Resources page](#) to enhance usability and functionality.



Some key updates include:

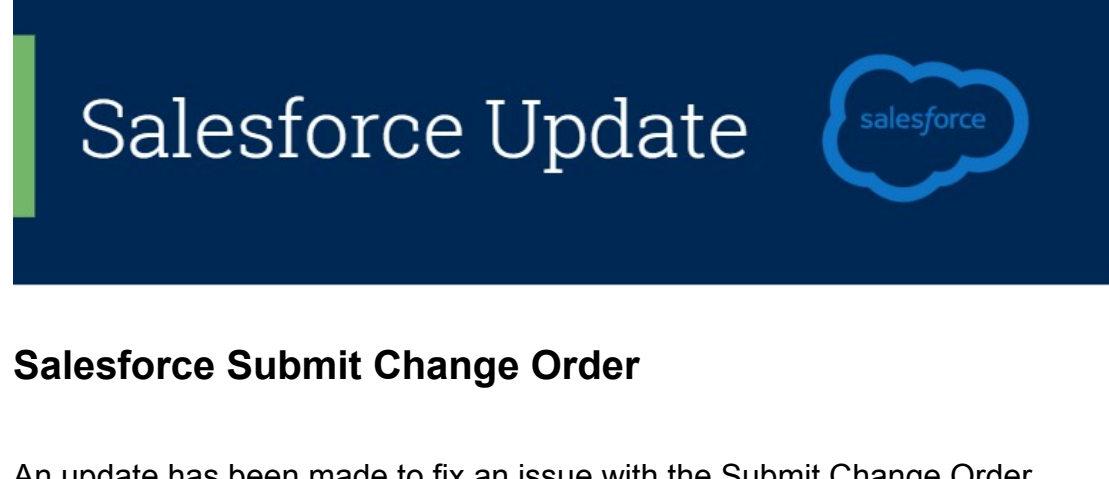
- A revamped grid layout
- A cleaner, more modern design
- Improved filtering options
- Expanded choices in the dropdown menus



We have updated our [Python® Cable Accessories Catalog](#) and [Teros™ Recloser Brochure](#).

[Python Cable Accessories](#) - The PMJ section has been updated to include a new Additional Housing Protection (F – Fiberglass) and a new Installation Method (SX – Site expansion for 345kV and above). This can be found on our [Resources](#) page and the respective product pages.

[Teros Recloser](#) – The Ratings & Specifications chart and the Available Options & Accessories sections have been updated. The Teros brochure is only available on the Sales Portal (unless you're outside of the US and Canada).



## Updates from Application Engineering & Project Management

### Project Management Organizational Communication

Please see the attached document outlining changes in our Project management team [here](#).

### Getting in touch with Project Management Team

Our ISSR team and Project Management team can be contacted via [GWProjectManagement@gwelec.com](mailto:GWProjectManagement@gwelec.com). We urge your participation in using this email address (and not individual addresses) as we now have a response time and closing time goal the team is striving to attain while ensuring communication remains trackable. Please contact Gill ([kgill@gwelec.com](mailto:kgill@gwelec.com)) for any feedback/questions.

### Change in process for payment in advance customers

We have updated our Terms & Conditions to reflect a change for customers who are set up with "Payment in advance" terms by our Finance team. This is a result of a process change where manufacturing of the product will not commence until the required payment has been received by G&W Electric. Please contact Gill ([kgill@gwelec.com](mailto:kgill@gwelec.com)) and Sara Ponto ([sponto@gwelec.com](mailto:sponto@gwelec.com)) for any feedback/questions.

### C&I Budget Quotes

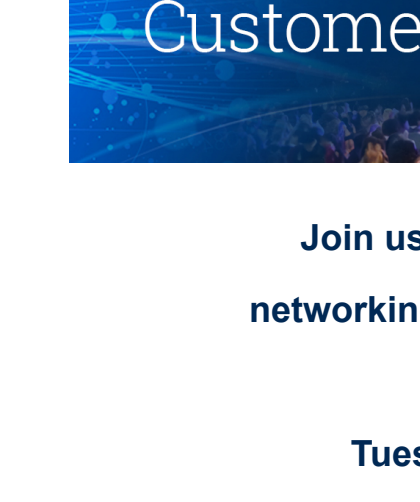
To cater to the need for quick budgetary quotes requested by our C&I customers and/or specifying Engineers, we have initiated a new process. Please see the attached document [here](#) for additional details.

### Junction Bar Price Book

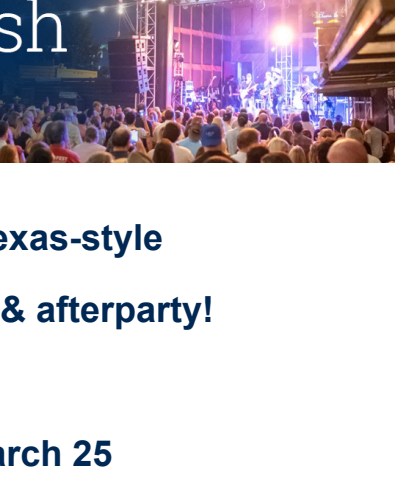
We have compiled a new price book for junction bars and sectionalizing cabinets that can be used as a resource by our G&W Electric reps for quick, up to date pricing for these products. Please reference the price book [here](#). For any questions/feedback, please contact Reetesh Bulsara ([rbulsara@gwelec.com](mailto:rbulsara@gwelec.com))

### New Team Members

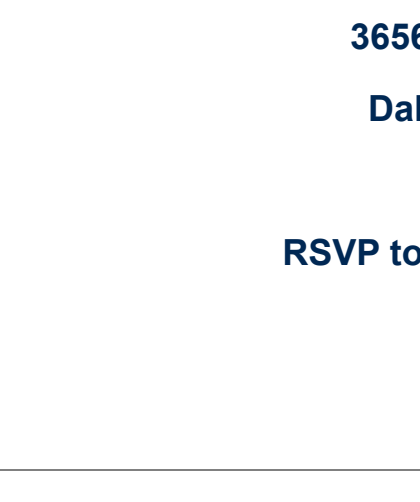
Our team is growing! Please meet our newest team members:



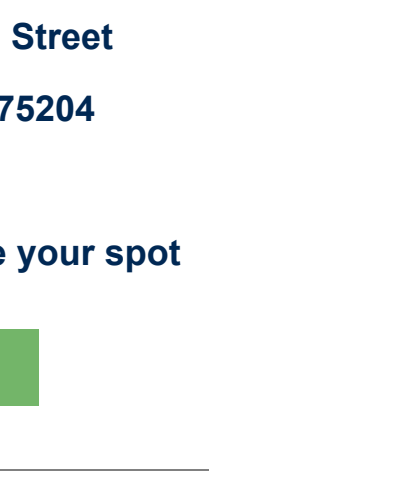
**Noemi Torres**  
Application Engineer I



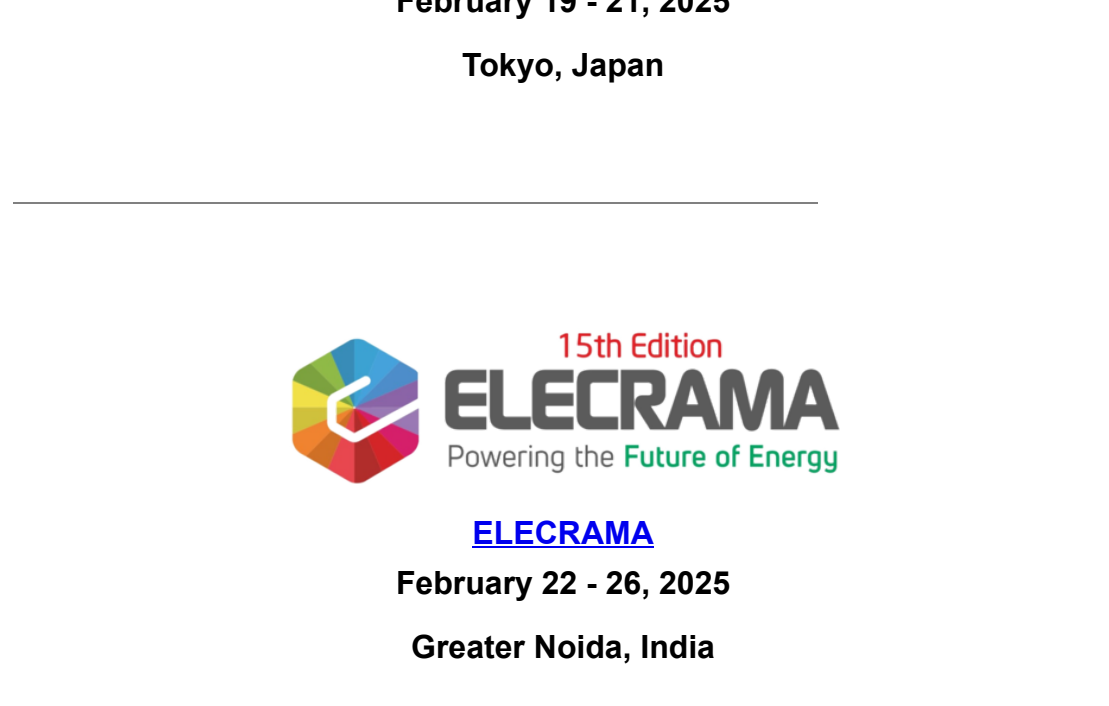
**Deshaun Haynes**  
Order Entry Representative



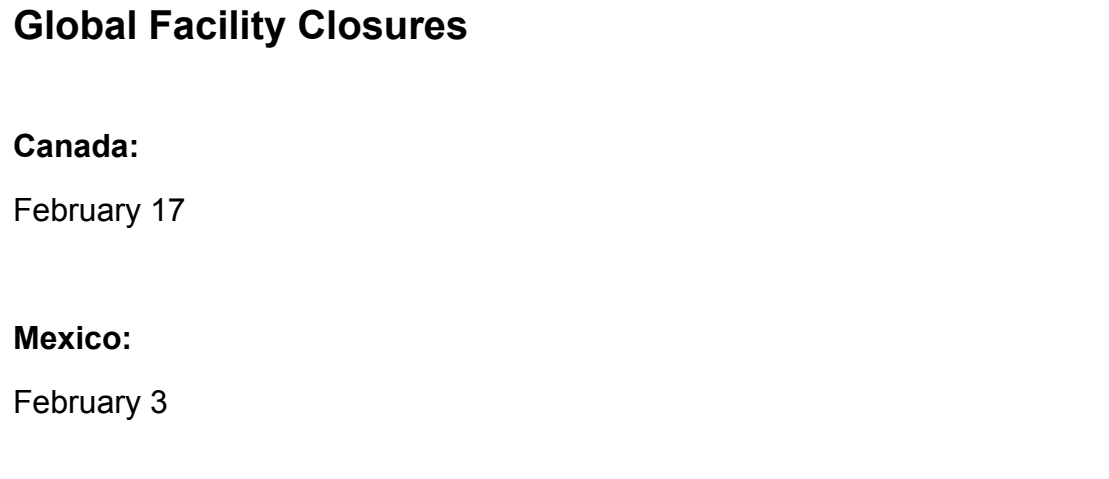
**Rashed Qattoum**  
Application Engineer II



**Phillip Zack**  
Inside Sales Support Representative



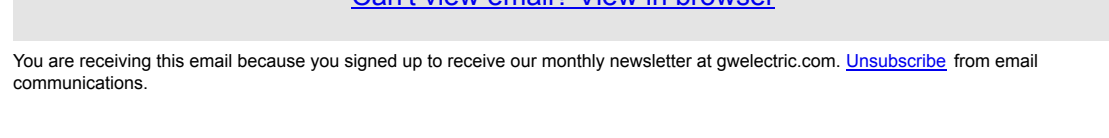
G&W Electric's microgrid was featured in a recent Foundry Management & Technology article. Learn how our microgrid is redefining reliability and the key components powering its success [here](#).



## Salesforce Submit Change Order

An update has been made to fix an issue with the Submit Change Order Upload Button. The Submit Button has been updated to an Upload Files Button. When the Upload button is clicked, a second screen will appear. This screen will allow you to upload large/many files and bypass the previous file limit size error. This screen now has a second button to Send Email.

Please see the instructions [here](#) and also on our [Sales Portal](#) under Resource Type - Salesforce.com Training.



We have updated our Terms and Conditions; you can find the document [here](#) and also on our website.



## eStore Featured Item

[Devon & Jones Crown Woven Collection Royal Dobby Shirt](#)

You can find the Devon & Jones Dobby Shirt in our [eStore](#), under Products and Apparel.

Available in 3 colors, Black, Blue, and White.



Mens: GWED00326



Womens: GWED00329



## DISTRIBUTECH<sup>®</sup>

[DISTRIBUTECH 2025](#)

SAVE THE DATE(S)

Dallas, Texas

**G&W Electric Sales Meeting:** Monday March 24, 2025

**G&W Electric Rep Cocktail Event:** Monday March 24, 2025

**G&W Electric Customer Appreciation Event:** Tuesday March 25, 2025

Be sure to bookmark [G&W Electric's DISTRIBUTECH page](#) to stay up to date on all events at our biggest show in 2025. Please share the customer event with your customers.



Join us for a Texas-style  
networking event & afterparty!

Tuesday, March 25

6:00 p.m. - 10:00 p.m.

The Rustic

3656 Howell Street

Dallas, TX 75204

RSVP to reserve your spot

RSVP



**CampusEnergy2025**

Accelerating The Energy Transition

[Campus Energy](#)

February 3 - 6, 2025

Boston, Massachusetts



**SMART ENERGY WEEK**

[Smart Grid Energy](#)

February 19 - 21, 2025

Tokyo, Japan



**ELECHEMA**

February 22 - 26, 2025

Greater Noida, India

## Current Shipping Lead Times

Our current shipping lead times can be viewed [here](#), or on our sales portal under Resource Type - Shipping Lead Times.



### Canada:

February 17

### Mexico:

February 3

### China:

January 28 - February 4

## We want your feedback

Remember at any time you can share feedback, ideas, or questions directly to us by emailing us at [marketing\\_department@gwelec.com](mailto:marketing_department@gwelec.com).

Send Us Your Thoughts



**G&W Electric**

Engineered to order. Built to last.

[Can't view email? View in browser](#)

You are receiving this email because you signed up to receive our monthly newsletter at [gwelectric.com](mailto:gwelectric.com). [Unsubscribe](#) from email communications.