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EATON MONTHLY NEWSLETTER

Powering Partnerships, Powering Growth

Featured In This Issue:

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- ★ 2020 Code – What? Why? How? pg 2
- ★ Machinery Growth Control Program pg 3

New Training Opportunities!

Overview/Refresher on
EatonCare & the TRC
(Technical Resource Center)

July virtual classes
-instructor led-

Click
[HERE](#)
For →

- ❖ Registration instructions
- ❖ Login codes
- ❖ Comprehensive list of all available trainings



Powering Business Worldwide

Eaton Corporation
26201 Northwestern Hwy
Southfield, MI 48076

July 2020

Understand what 2020 Code means for YOU and your CUSTOMER

Visit

www.EatonGreatLakes.com
to learn more

2020 NEC Changes *comprehensive*

Fusible Switches - arc energy reduction

Surge requirements

GFCI - wiring devices

Bussman 2020 code change offerings

Learn

What changed from
2017 to 2020 NEC
code

Understand

Why the code
changed and the
reason behind the
change

Win

See what solutions
Eaton provides

Dwelling Unit Area Reference Chart for AFCI and GFCI

Location	NEC 2017	NEC 2020
Family Rooms	AFCI	AFCI
Dining Rooms	AFCI	AFCI
Kitchens - 125V Receptacles	AF/GF	AF/GF
Kitchens - 250V Receptacles	TM	GFCI ¹
Bedrooms	AFCI	AF/GF ¹
Living Rooms	AFCI	AFCI
Garage - 125V Receptacles	GFCI	GFCI
Garage - 250V Receptacles	TM	GFCI
Sunrooms	AFCI	AFCI
Parlors	AFCI	AFCI
Libraries	AFCI	AFCI
Dens	AFCI	AFCI
Recreation Rooms	AFCI	AFCI
Closets	AFCI	AFCI
Hallways	AFCI	AF/GF ¹
Laundry Areas - 125V	AF/GF	AF/GF
Laundry Areas - 250V	TM	GFCI
Basements	GFCI ¹	AF/GF
Bathrooms	GFCI	GFCI
Dishwasher	AF/GF	AF/GF
Outdoor Outlets ¹ (i.e. A/C unit)	TM	GFCI
Sump Pump	TM	GFCI
Outdoor Receptacles - 125V	GFCI	GFCI
Outdoor Receptacles - 250V	TM	GFCI

TM = Thermal-Magnetic Breaker

AF / AFCI = Arc-Fault Circuit-Interrupter

GF / GFCI = Ground-Fault Circuit-Interrupter

1: GFCI protection required if receptacle outlet is within 6ft of edge of sink (i.e. bedroom bathroom; hallway bathroom, etc.) 2: Unfinished basements

3: Where the receptacle is installed within 6ft of the outside edge of the sink

4: Example of outdoor outlet loads (150V to ground or less; 50A or

EATON NEC 2020 Code change

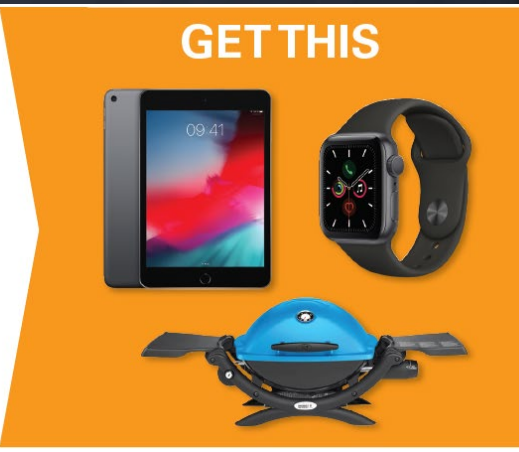


July 2020

How to participate:

1. Contact your DSR to review your 2020 goals
2. Use the Eaton Stock Advantage Plan to develop the right inventory mix of machinery control products
3. Work with your Eaton rep to develop a strategy to increase sales at your branch → helping your branch earn incentives
4. Review sales of machinery control products every quarter to track success!

2020 Machinery control growth program



What products are included in this program?

- All pushbuttons (22mm & 30mm)
- All power supplies (PSG, PSC, PSL)
- Signal towers (SL4 & SL7)
- General purpose relays (D series)
- Timing relays (TR, TMR, & E5)



** Increased sales of any and all products listed above qualify for performance-based incentives. You are encouraged to increase sales in every category, but it is not required **

If interested in learning more, please contact Allyson Ritter at:
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