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## Change is Good, the New Normal

### What Will 2021 Bring

When we started the year, none of us thought we would be where we ended up in December of 2020. The year, months, weeks, days, and minutes changed so much as the year progressed. Many people don't love change, but without change, we cannot grow.

Our business has seen many changes this year, including remote staff, added warehouse space in both the U.S. and in Canada, new shipping and prepping methods to comply with COVID safety, and a new employee in the warehouse. All these changes were because something caused the need for a new normal. The new normal is the phrase of the year for 2020, along with other terms like quarantine, pandemic, and many others describing the changes brought so abruptly as the year went on.

We are starting to adapt to the change as it can come on as quickly as minutes throughout this year. For next year we have more changes in store for you. We are adding more Canadian shopping options, working on our .ca store as well as eBay Canada and Amazon.ca to perfect the shopping experience for our neighbor to the north. We are also very close to opening the HomeDepot.ca store. Watch for more on this soon.

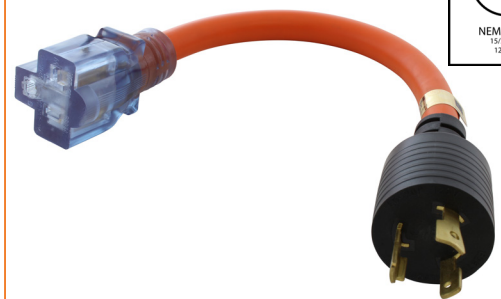
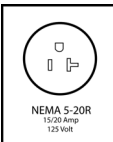
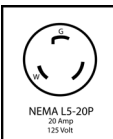
We are working to prepare the most streamlined shipping experience we can offer for you during a pandemic. Updates and changes adopted during the pandemic will be kept, as our new normal, for the health and safety of our employees and customers.

We are excited to get back to our tradeshows, events, and other meetings with our partners and potential customers safely, out in the public eye.

Most importantly, we thank our customers for helping us to achieve a record breaking year within our companies history and promise to continue providing the best customer service possible for you every single day.



**L520520-012**  
**Flexible Adapter**



## FEATURED PRODUCTS

This flexible adapter [L520520-012] is a 1-foot cord with a NEMA L5-20P to NEMA 5-15/20R Household. The NEMA L5-20P is a 20 Amp, 125 Volt locking male plug. The NEMA 5-15/20R is a 15/20 Amp, T-blade female connector.

The cable is an STW, 12/3, anti-cold weather cable staying flexible in extreme temperatures. The cord is super durable and typically used in construction and industrial equipment.

*(Continued on page 2)*

## TIPS FROM TONY

In this issue, we want to talk about our locking adapters. These adapters, inlets, and outlets don't require much to lock them. They require a very small turn locking them into place. It will only feel like a few degrees of a turn to know it is installed correctly.

## FEATURED PRODUCTS

(Cont. Page 1)

AC WORKS® brand has created many kits based on the regular requests for the power solutions our customers need most.

We have kits for electric vehicle charging, welder use, emergency power needs, generator use, power distribution, flood restoration, and more.

Make sure you take a look at our kits collection to save. Each kit is created with the customer in mind, which includes a price break rather than if you would have purchased each of those same items individually.



## EMPLOYEE RECOMMENDATIONS

We are getting questions about adapters to go from their already installed inlet to a recently purchased CarGenerator.

Canada gets more severe winter weather, but who knows what this winter will bring to us in the Midwest and Northeast.

You can check out their youtube channel to see what they are saying. A lot of their videos take place during the winter.



## COUPON CORNER

Our annual end of the year sale is in full swing. You still have a few days to cash in on the savings. Enjoy 20% off select products using the coupon code **End2020** now through January 2, 2021.

[www.ACWORKS.com](http://www.ACWORKS.com)

## INDUSTRY NEWS

### *Be On The Lookout*

With the end of 2020 coming, truck enthusiasts should be on the lookout for the 2021 Ford F-150. We already had a customer reach out to us about how great our adapters will work with their onboard generator.

Ford truck drivers have been hauling around the gas powered generator for years and it is time Ford makes a more convenient power solution for their customer. We found a great article to explain the topic in detail.



The New Ford F-150's Onboard Generator Can Power a Ridiculous Amount of Equipment by Mack Hogan on the Road & Track website.

The article was written in June of 2020.

Image by Ford.

## IMPORTANT NEWS FROM AC WORKS®

### *New Warehouse Employee*

With our record setting sales and insanely busy Summer, we realized the need for some additional warehouse help. We put out the feelers on Indeed and Facebook, sifted through candidates, and conducted interviews to see who the best match would be. There, we found Likkure Glosson.

Likkure had some prior warehouse experience, a friendly nature, and showed confidence during his interview. He understood the importance of attention to detail and demonstrated eagerness to learn about our products and the basics of electrical. At the beginning of November, we brought him on part-time.

To get him familiar with our products, we started him off with sorting through pallets of unorganized returns, where you have to identify each product based off of it's plug, receptacle, color, and purpose. Likkure is learning very quickly about the products and is starting to work on his own. Since November, Likkure continues to grow into each unique task we assign to him.

Whether it be hard physical labor in the warehouse or packing of products for large Amazon shipments, his energy and confidence does not let up. We look forward to seeing him grow in the future. Thank you Likkure!

# BEHIND THE SCENES

## Annual Year-End Sale

We worked tirelessly all year to bring you the best products for all of your power problems. The year is not over yet, we are working to bring you one last big sale, the annual year-end sale. You will enjoy 20% off participating AC WORKS® products from December 26, 2020 through January 2, 2021.

## Happy New Year!

Annual

# YEAR-END SALE



DECEMBER 26, 2020 THROUGH JANUARY 2, 2021

## FREQUENT FEATURE

We have touched on this topic in the past, but it is still one of the most frequently asked about topics from our customers.

Appliances, such as a dryer, that require 250 Volts need the 250 Volts to operate.

You **CANNOT** use a 125 Volt outlet for a 250 Volt appliance. It simply won't work. Adapting a dryer to a household outlet is not possible.

E-mail your questions to [info@acconnectors.com](mailto:info@acconnectors.com)

# UPCOMING SHOWS

## tradeshow, expo, and event news

### HIMSS21: Las Vegas, NV | August 9-13, 2021

We are scheduled to attend HIMSS21 in Las Vegas, Nevada at the Sands Expo. You will find us in booth #8307. See you next summer in Vegas.

### EWPT 2021: Milwaukee, WI | May 12-13, 2021

The Wisconsin Center District and Expo Productions Inc. has announced the Electrical Wire Processing Technology Expo dates for 2021. See you May 12-13, 2021 for EWPT. *Our booth space for the 2021 EWPT show has changed.* Find us in booth #1916 next spring.

### COVID-19 Coronavirus Statement

As all communities work diligently to best address COVID-19 (coronavirus), we want to maintain as safe an environment as possible. We will continue to operate as normal as possible during this challenging period and ask that staff and customers join us in observing best practice keeping as safe as possible.

## NEW PRODUCT RELEASE

### New Clamp Style DIY Wiring Devices

The new AC WORKS® brand clamp style wiring devices are made of a very durable construction able to withstand impacts, chemicals, and weather. The new configurations are NEMA 5-20R (ASQ520R-BK), NEMA 6-20R (ASQ620R-BK), and NEMA 6-20P (ASQ620P-BK). They all feature a strain relief structure with SJT, SJO, SOO, STW, 12/3, 14/3, 16/3, 18/3 cable compatibility.



## IMPORTANT DATES TO REMEMBER

**December 26-January 2**  
Annual Year End Sale

**January 2021**  
New Year's Day Jan 1  
Martin Luther King Jr Day Jan 18