WHAT’S IN THIS ISSUE?

NEWS & EVENTS
MAKE-A-WISH

COMMUNITY
MAKING AN IMPACT

IN THE SPOTLIGHT
JOHN BARTEL

TAMCO
CES CANADA
Welcome to our 15th edition of The Wire. As the end of the year rapidly approaches, we begin to focus on our fourth bi-annual CES conference, so I thought I would use this opportunity to share a few details with you all about our upcoming event.

This year City Electric Supply will take their show on the road, a huge evolution as all previous events were hosted in Dallas, Texas. Our conference in June 2020 and June 2022 will both take place at the Gaylord Palms in Kissimmee, Florida. Mark your calendars for one epic event to take place June 18 – 21, 2020.

Similar to the previous event, two employees from each branch will be invited. In 2020, this includes branch managers and sales representatives. Moving forward, however, we will switch the group by alternating sales representatives with operations managers; the branch managers will continue to attend both conferences.

Another big change for our event moving forward is that we will invite local customers in the Florida and Georgia markets to attend our counter day for the first time ever. With that change, we also felt that our North American Managers’ Conference (NAMC) event name needed to change in order to be inclusive for all of our attendees.

I am excited to announce to you, CES Connect is the new name for our blockbuster event and we look forward to seeing you all there.

In closing, it is hard to believe we are already on our 15th edition of The Wire. There is so much work that goes in to each and every edition, so I have to say a huge thank you to the marketing team. It would, however, be nothing without your fantastic stories that are shared throughout North America, so on behalf of myself and the CES Marketing team, thank you and here’s to another 15 issues!

Thomas McShane
CITY ELECTRIC SUPPLY IS EXPANDING ALL ACROSS THE U.S. SEE WHERE WE’VE OPENED NEW BRANCHES AND HOW WE’RE CONNECTING CES WITH CUSTOMERS IN YOUR STATE!

1 CES Alexandria
2 CES Boerne
3 CES Corona
4 CES East Hialeah
5 CES Lansing
6 CES Lithia Springs
7 CES Upper Darby
Charles Robinson has come into CES University City in Charlotte, N.C., every week for the past four to five years to collect pallets from the branch and recycle them, and by now, he is a very welcome sight to Branch Manager Robert Johnson. But it wasn’t until just a couple years ago that Charles told them why he was taking time off work to collect pallets and load them onto his truck.

“At first, we were just happy to get rid of the pallets,” Johnson said. “With a lot of shipments coming in, it can get pretty messy, so if someone wants to do the work and recycle them, we let them.”

But Charles wasn’t just an ordinary person coming in to recycle the pallets. He was searching for any way to give back to his community and help those in need. From donating turkeys during the holidays to giving backpacks to kids and schools, every pallet he recycled was integral in his nonprofit organizations, Poverty Transformation, One Time Inc., and United Neighborhood of Charlotte.

“After seeing how hard he worked to load and unload those pallets and hearing about all the good he was trying to do in the community, I cut off every person who wanted to recycle our pallets. I gave them all to Charles.”

When Charles finally told Johnson what he was doing with the pallets, he was blown away.

“I was reminded of a quote when I heard about all the positive change Charles was affecting in Charlotte. You can’t do everything, but what you can do is enough.’ It was such a small gesture, but it has had an enormous impact on those in need,” he said.

FROM HUMBLE BEGINNINGS

Charles didn’t stop there. To help stretch the dollars he’d receive from recycling pallets and donations, he’d contact the nonprofit programs at stores in the area to get more supplies at a lower price, including backpacks, school supplies, and food.

“Starting out was very challenging,” Charles said. “I was initially funding this myself, but I wanted to give back more through my programs. Families are going through challenging times and are really struggling. Doing the work of loading and unloading to recycle pallets was worth it when I saw how this money was helping people.”

SUPPORTING CHARLOTTE FAMILIES

Since starting in 2015, Charles has come to learn about many neighborhoods struggling in Charlotte, and he is always on the lookout for ways to stretch the money that’s donated to his organizations and maximize the impact he has on the Charlotte community.

The holidays are always a trying time for families. Putting food on the table can be a year-round struggle, but there’s even more pressure to do so around Thanksgiving and Christmas. In 2018 alone, Charles raised enough money to provide over 500 turkeys, which fed more than 1,800 people for Thanksgiving and Christmas.

“Families are in a crisis, and although we can’t help everyone, we are going to do what we can,” he said. “I wanted people who are going through a hard time to know that we care about them, and we’re here to help them. Sometimes, people need that to keep moving forward.”

Charles currently works with over 26 nonprofits. He’s the VP of Poverty Transformation, and the CEO of One Time Inc. and United Neighborhood of Charlotte.

“It’s a group effort. Collaborating with other organizations to provide for those in need is just part of what we need to do to help others. We do outreach through social media, which has helped us get in touch with the community to see how we can help,” Charles said.

PROGRAM INITIATIVES

To help give back to the community, Charles spearheaded Charlotte Day, one of his biggest initiatives, which is a day devoted to giving back to the homeless and others who may be struggling. Free food and supplies are among some of the donations, and it was such a huge success the past couple years that the Mayor of Charlotte specifically asked Charles to continue this tradition annually as a way to support the people in their city.

In 2019, Charles expected to help 3,000 people on Charlotte Day, but over 8,000 people showed up. They gave out close to 10,000 backpacks to kids that day, and even helped cover the cost of and fully booked 12 hotels for families in need of shelter.

Charles also knows what kind of pressures the people in the community face, especially at a young age, and positively impacting them could be another force of change.

“We reached out to schools, and of course we’ve done backpacks and school supply giveaways before, but we wanted to see what else we could do. Showing these children, including young teens, that we care about them may prevent them from following a bad path. We try to show the positivity that a good influence can have and that someone really cares for them. We hope to break the cycle of poverty and crime, which can go hand in hand. We offer tutoring opportunities to help them learn and hopefully push them in the right direction.”

From rising housing costs to a rising homeless population, so many families in the area are struggling to provide. Any donation helps these families keep going until they can land on their feet, and for some, these programs are a sign that the community is trying to offer their support.

WHAT CAN YOUR BRANCH DO?

Branch Manager Johnson was so interested in Charles’ story that he reached out to CES Cares to see how we could help after he saw the last CES Cares story in The Wire. Because his branch is in a neighborhood that is struggling, he’s seen firsthand the impact that is shaping the area. But instead of hoping for the best, Johnson was excited to get involved and see what he could do to help Charles and his city.

“People are hurting, and we have the ability to change that. It can be as simple as offering a guy the pallets you don’t need so he can recycle them or looking up nonprofits in your area and donating to a cause you care about,” he said. “Many branches are located near neighborhoods like this, and we’re locals just like they are. It’s important to give back to your community.”

IT PAYS TO GIVE BACK

If you have a cause, nonprofit, or organization that you care about, reach out to CES Cares and see how we can get involved. At the very least, for every 10 hours you volunteer and log with CES Cares, we’ll donate $100 to your charity of choice. So, get involved, and let CES Cares hear about it!
EMPLOYEE ANNIVERSARIES

IN THE SPOTLIGHT

For the City Electric Supply Ocala branch, the day of their 25th anniversary was no ordinary workday. With food, raffles, product demos and plenty of long-time customers, CES Ocala went all out to show their appreciation for the continued support they’ve received in their community for the last quarter of a century.

Although there were patches of rain, it did not stop anyone from celebrating and enjoying themselves. Whether it was pouring outside or not, there was a constant line at Uncle Eddie’s BBQ food truck, which was a big hit!

“We anticipated to feed 75 people, but even after 4 hours, everyone just kept lining up. It was that good! We always had between 20 and 30 people at one time, and there were more than 100 people that attended the event,” said Branch Manager Rob Ashley.

Ashley has been with the company for five years and has loved every second of being a part of the team.

Everyone had such an amazing time. Our employees and customers thought it was awesome and we cannot thank everyone enough for putting this successful celebration together!

“ ”The best part of working for the company is the great group of guys I work with and building relationships with customers every day,” he said. “That’s probably one of the most rewarding parts of being branch manager.”

Other than the food and fellowship, the raffle giveaways were a big hit. The giveaways included a Bass Pro gift card, Gardner Mountain gift card, Yeti Cooler, and Traeger Grill.

“All of our winners were loyal customers, and we were very excited they were the selected winners,” said Ashley. “It just helped to show our appreciation that much more. They’re the people who come to us first for anything they need, and the giveaway prizes were a nice way to show how much we cared.”

Besides the delicious food and raffle giveaways, the branch hosted several vendors to hold product demonstrations. Representatives from Klein Tools, Milwaukee, and United Electrical Sales were in attendance to add onto an eventful day.
When Hurricane Florence hit in September 2018, more than a million homes were destroyed, and many more lives were uprooted in the aftermath. City Electric Supply employee Scott Biggs and his family lost everything, but thankfully, Biggs could rely on the CES Disaster Relief Fund during the hard time.

City Electric Supply created the Disaster Relief Fund to help employees who are facing financial hardship immediately after a natural disaster or unforeseen personal hardship. Once the hurricane hit in September 2018, Biggs reached out for help.

“We’re thankful that CES Cares created the disaster relief fund to help employees in circumstances like this, and we needed all the help we could get to land back on our feet,” Biggs said.

When the hurricane made landfall on September 14, 2018, Biggs and his family were inside their home as it began filling with water. The first floor slowly filled with 18 inches of water, and rain seeped in through the roof, making Biggs and his family evacuate their home quickly.

With the road damage and flooding, they were forced to stay out of town for nearly two weeks. When they could finally return, a large group of friends and charity groups helped tear down and gut the entire house to prepare for a rebuild.

“My Branch Manager David Futch was very flexible and understanding,” Biggs said. “Over the last 11 months, I was often late and had to leave early to meet people who were working on the house. I truly appreciate him more than he knows. I don’t know what I would have done otherwise.”

During the 11 months of rebuilding the house, Biggs spent most evenings and any free time he had working on the house. However, Biggs did joke that he and his wife have wanted to renovate their house since they bought it nine years ago.

“We tried to look at it on the bright side to keep us going,” he said. “Now, we were able to finally have the house of our dreams!”

Although it was hard for Biggs, his three kids took it the hardest.

“They were late to school almost every day, and they lost just about every toy, game, sentimental item, and everything in between. They loved playing the piano, and a month before the hurricane, we had purchased them a newer and nicer piano, but they lost it quickly,” Biggs said. “Since then, we still haven’t been able to replace it, but they’re staying strong. I’m really proud of how they’ve handled everything these past 11 months.”

Through the last year and many tough times, Biggs and his family cannot stop thanking City Electric Supply for their support and flexibility.

“I just want to say that CES truly does care about its employees,” Biggs said. “The Disaster Relief Fund got us back on our feet. I would strongly recommend donating to the fund to help others like me. You never know what may happen in the future, and your donation may rebuild someone else’s life.”

If you are affected by a natural disaster, unforeseen personal hardship, or would like to donate, visit benefits.cityelectricsupply.com/disaster
Supporting Disaster Relief

One Donation at a Time

American Red Cross

As a family-owned wholesaler, City Electric Supply invests in its employees and their communities during the best and worst times, just like any family would. Throughout September, the Bahamas and many cities along the east coast were damaged by Hurricane Dorian and Tropical Storm Imelda.

With so many branches and employees affected by these natural disasters, CES decided they wanted to show their support and help those impacted by the recent storms through a $50,000 corporate donation to the American Red Cross.

“We have such a strong presence of branches in areas that are highly hurricane-prone. We have already seen a couple of very powerful storms this year, and it’s still early in the season,” said Thomas Hartland-Mackie, CEO and President of City Electric Supply. “Our employees are what make this company special, and their investment in their communities is who we are.”

CES donates to many charitable causes annually, many of which are close to the hearts of its employees. With so much devastation in the aftermath of both storms, it is important that those affected by natural disasters receive the relief they need to keep moving forward.

“City Electric Supply is a great partner of the American Red Cross, having supported multiple disaster relief operations since 2017,” said Keith Rhodes, CEO of American Red Cross North Texas. “The support we have received from City Electric Supply has helped the Red Cross provide assistance to hundreds of families impacted by disaster. We are thankful for the generous donations from City Electric Supply and their ongoing support of the humanitarian mission of the Red Cross.”

About the American Red Cross

The American Red Cross shelters, feeds and provides emotional support to victims of disasters; supplies about 40 percent of the nation’s blood; teaches skills that save lives; provides international humanitarian aid; and supports military members and their families. The Red Cross is a not-for-profit organization that depends on volunteers and the generosity of the American public to perform its mission.

Please donate, volunteer, or help in any way. It’s our neighbors, our family members, and our communities that are impacted in these situations,” Hartland-Mackie said.

The partnership between City Electric Supply and the American Red Cross rose from a desire to help serve these impacted communities, and it’s important that those affected by natural disasters receive the relief they need to keep moving forward.

City Electric Supply St. Augustine in St. Augustine, Fla., had the privilege of working with a new Ford dealership to assist in lighting their new Lincoln Mercury expansion. It will include an in-house restaurant and daycare for its employees. The dealership began renovations to the old outdoor recreation, hunting, and fishing store in March 2018, and it will continue the process until the end of 2020.

With Ford being one of the branch’s biggest customers, CES St. Augustine jumped at the opportunity to help with such a large project. The branch has supplied the Ford dealership for many years, and it was that solid working relationship that motivated Ford to extend the job offer. After receiving it, CES St. Augustine immediately moved through the quote process to get the lighting project started.

Even though most of the lighting has now been installed, Branch Manager Vann McKeithen and his team continue to assist with this project with excitement.

“Being able to help someone and continue to build the relationship is what we love to do,” said McKeithen. “We still assist them with any questions or jobs they have, no matter how large or small, and we look forward to continue working with them in the future.”

With everything running smoothly from the branch to the installer, there have not been many challenges brought upon the team. CES St. Augustine made sure to keep the high-bay fixtures and several different lighting fixtures stocked for the Lincoln Mercury expansion. From checking the condition of the products to delivering it one time, CES St. Augustine made every effort not to hold the project back.

FUTURE

The team continues to work on the lighting renovations with the dealership, and they are looking forward to seeing the completed Lincoln Mercury expansion.

The Christmas Spirit Starts Early at CES Gainesville

The Christmas Spirit starts early at CES Gainesville

On August 17, 2019, CES Gainesville in Gainesville, Georgia, hosted their third annual car show to raise money to buy Christmas gifts for local children in need. With over 60 registrants and lots of spectators and customers in attendance, the branch raised over $1,500! Pass & Seymour, Klein Tools, CME Wire, and ETI Solid State Lighting were also there to help sponsor the car show and provide several product demonstration and promotions to interested customers.

For more information, please visit redcross.org or cruzrojaamericana.org or visit us on Twitter, Facebook and Instagram at @RedCrossNTX.
GAYLOR ELECTRIC:

LIGHTING THE PATH TO SUCCESS

The Gaylor Electric Crossing School of Business and Entrepreneurship is a high school satellite campus located on-site at Gaylor Electric’s Noblesville complex. The location provides students with their very own campus, fully equipped with a state-certified instructor and a classroom of computers for students to fulfill their academic needs.

Geared toward at-risk teenagers, the school also provides a support system of mentors and a comfortable space for the group to spend “family time” together. Each day, the students spend half of their day engaged in high school curriculum, and the other half of the day learning the electrical trade in the Gaylor Electric fabrication production warehouse.

Upon graduation, students leave with a high school diploma (not a GED) and hands-on experience in fabrication and production. This year, Gaylor Electric graduated 10 students who have now started craft-related careers. In some cases, these young adults are working toward earning their associate degree from Vincennes University through the craft apprenticeship training with Associated Builders & Contractors (ABC), which only sets them up for more success in their careers.

TRAINING THE FUTURE

In combination with ABC, their employees maintain a high level of expertise. As the Highest Performing National Contractor of Excellence, Gaylor takes pride setting the bar for world-class training.

GAYLOR’S REACH EXTENDS TO CES

Before Branch Manager Richard Bragg began his career, he attended the Associated Builders & Contractors for four years. Upon graduation, he became a journeyman for Gaylor because he shared their values on schooling and education as a path to success.

Bragg started with Gaylor Electric in the 1990s, and he spent several years with them before deciding to make the switch to the distribution side of the industry. With so much time spent at the school, Bragg knows many individuals who attended Gaylor Electric and are now climbing the proverbial ladders in their lines of work.

Bragg also knows of one individual who is now a dedicated shopper at City Electric Supply Fishers, in Fishers, Ind., who also started his career with Gaylor Electric. Now as a supervisor for an electrical contractor, he gets most of his supplies through Bragg.

A big shout out goes to Gaylor Electric as they continue to educate the next generation. We love serving you!

MAKE-A-WISH

CES Nanaimo in British Columbia, Canada hosted a successful fundraiser with the help of the local fire department, local radio stations, and many vendors and organizations. From the food and prizes to the dunk tank that starred our very own District Manager Nick Reeder, the branch raised over $900 to donate to the Make-A-Wish Foundation.

We are so proud of the CES Nanaimo branch for getting the word out and showing how much CES Cares!

We’d also like to send a special thank you to everyone who helped make this event possible!

106.9 The Wolf / 102.3 The Wave
Lotus LED
Adanac Sales
Alliance Marketing
Cascadia Sales
Ken Watt and Associates
Ouellet Canada
AMCO Group
The Nanaimo Clippers
The Palace Hotel
The Nanaimo Fire Department – Station #2

Thank you to these vendors for helping CES Nanaimo!

GEORGI GEORGIEV - LOTUS LED
CHRIS ECKERT - TAMLITE LIGHTING
KRIS COATES - CASCADIA SALES

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Thank you to these vendors for helping CES Nanaimo!

GEORGI GEORGIEV - LOTUS LED
CHRIS ECKERT - TAMLITE LIGHTING
KRIS COATES - CASCADIA SALES
Deciding to sponsor the Florida Atlantic University (FAU) Athletics Department was a no-brainer for Regional Manager Mike Bertone. The City Electric Supply Boca Raton branch worked with FAU Athletics for several years and built a strong relationship with them, so having the chance to become the official sponsor only solidified the strong connection they’ve made with the university.

With more than seven campuses and sites along South Florida’s Atlantic Coast, FAU Athletics partnered with CES partly because of the extensive branch network near their campuses. The seamless connection across all CES branches in the region was certainly a deciding factor for Florida Atlantic University. It allows CES the opportunity to supply them with anything they need, all from one distributor, making operations easier for FAU Athletics while lowering their costs of sourcing materials, supplies, and products.

Bertone is excited to partner with FAU Athletics for many reasons, but most of all, he is excited to continue building and growing their relationship. Despite as cliché as it sounds, seeing the City Electric Supply name on the scoreboard and displayed on the field symbolized all the hard work that his branches put in to make this sponsorship possible.

“I cannot wait to continue to grow the relationship we have with FAU Athletics and grow our business through the sponsorship,” said Bertone. “It’s a good feeling knowing that people are going to see this when they’re at the game, or even on TV.”

Greg Lynch, the Manager of Business Development at Florida Atlantic Sports Properties, is also thrilled to work and partner with CES because of the family feel.

“We are extremely grateful for this partnership with City Electric Supply,” Lynch said. “After meeting with Mike and his team, I realized that CES was truly a family-owned electrical wholesale business dedicated to providing personalized service and support for all of their customers. Mike has made us feel like family and really supports this university’s vision for the future on and off the field. We look forward to working with Mike and CES for years to come.”

This sponsorship would not have been possible without the hard work of CES Boca Raton, and it just goes to show that no matter where you’re located, your branch can make a difference and help grow the CES family.
IN THE SPOTLIGHT

GET CONNECTED WITH CES & LUTRON

For the fifth consecutive summer, the Florida Region promoted a Lutron sales campaign that ran from May 1 through August 25, 2019. Just like previous campaigns, this promotion was assigned a theme: Get Connected with CES & Lutron. The stakes over the years have increased with its popularity, and this year’s grand prizes were two 10-foot utility trailers loaded with products from Lutron and other supporting vendors. All included, each grand prize trailer carried a value of more than $20,000!

HOW IT WORKED

During the promotional period, customers received a raffle entry to win one of the two grand prizes for every $300 in Lutron product purchases.

CES and Lutron conducted 12 contractor training classes during the promotional period held in strategic locations covering all markets in the Florida Region. Contractors who attended the trainings were offered pre-kitted bundles of Caseta and RA2 Select products at greatly reduced prices. These trainings were introduced by local Get Connected with CES & Lutron counter days, and contractors signed up for the trainings while enjoying all the benefits of a proper CES counter day such as product demos, promotions, and great food.

CONNECTING WITH THE WINNERS

At the end of this year’s campaign, the two grand prize winners were selected through a drawing. The Bertone Region drew DR Service Solutions Inc., a customer of the Hialeah branch, and the Mickley Region drew Mr. Sparky, a valued client and supporter of the CES Bradenton branch.

“DR Service Solutions was shocked and happy to have won,” said Regional Manager Mike Bertone. “The owner of DR attended one of the trainings and purchased a training day bundle. He even has a sign on the side of his truck that says Exclusive CES Customer with our logo. We couldn’t be happier for him.”

The owner of DR attended one of the trainings and purchased a training day bundle. He even has a sign on the side of his truck that says Exclusive CES Customer with our logo. We couldn’t be happier for him.

City Electric Supply would like to thank all customers for supporting the Get Connected with CES & Lutron campaign. We’d also like to congratulate DR Service Solutions and Mr. Sparky as this year’s grand prize winners! Thank you to Lutron and the following vendors for sponsoring the grand prize and helping us drive yet another successful campaign.
The NSi Weekend Warrior Campaign was nothing short of a success for each and every branch that participated. With the helpful coordination between NSi and the branches, each event was attended by plenty of customers eager to learn more about NSi’s new product initiatives. During the annual campaign, customers learned about the new NSi Warrior Wrap Vinyl and Specialty Tape, and they even took home contractor sample kits.

But it wasn’t just a learning opportunity for the customers. The prize that captured everyone’s attention had to be the big ATV giveaway! Each participating branch received an ATV from NSi to give away to one lucky winner.

From June 1, 2018 to December 31, 2018, customers who made any NSi purchases were given one entry into the raffle giveaway, and anyone who purchased Warrior Wrap were given two entries.

Thank you to NSi for hosting such a successful counter day and campaign!
Colorado Electric Supply hit a hole-in-one this summer as they held two annual golf tournaments for their customers and vendors — the Second Annual Western Slope Tournament for the mountain branches, and the Ninth Annual Denver Metro Tournament for the Denver metro branches.

District Managers Randy Birely, Glenn Smith, and Trey Humphreys always enjoy welcoming and entertaining customers and vendors, and these tournaments are a great chance for them to do just that.

GROWING A YEARLY TRADITION
Colorado’s mountain branches had over 40 people in attendance for their Second Annual Western Slope Tournament on July 26 at the Rifle Creek Golf Course. Employees, customers, and vendors teed off for a fun-filled day with fantastic views. With GM Lighting, The Lighting Group, and other vendors sponsoring the event, the annual tournament was a hit, and everything was up to par.

“It was a great day of golf with our distributor partner,” said Daryl McClain of McClain’s Electric. “We are already looking forward to next year’s tournament. Thank you, CES!”

NINE YEARS OF PRIZES AND PUTTS
CES held the Ninth Annual Denver Metro Tournament on August 23 at the Applewood Golf Course in Golden, Colorado. Over the last nine years, the tournament grew to be the perfect event for Colorado Electric Supply as they maxed out the tournament several times with more than 140 participants. District Manager Randy Birely certainly appreciates the opportunity to bring vendors and customers together.

“It’s the perfect chance for everyone to hang out, and we can’t pass up the chance to chat with our customers and vendors. Of course, the customers love coming out for a day to golf each year as well,” said District Manager Randy Birely.
Shortly after Hurricane Dorian devastated the Bahamas over Labor Day weekend, City Electric Supply, NSi Industries, and Blue Sea Capital partnered together to provide generators, tools, tape, cable ties, gloves, and other supplies to the island of Grand Cay during its critical hour of need.

Grand Cay, home to less than 500 people, is the northern-most inhabited island in the Abaco chain and is located 40 miles northeast of Grand Bahama Island. For nearly 40 hours, the island experienced sustained hurricane-force winds, often in excess of 150 miles per hour. Regarded as the worst natural disaster in the country’s history, Grand Cay was fortunate to have seen far less destruction from Dorian than other neighboring islands only a short distance to the south.

Because Grand Cay is smaller, more remote, and was not hit as severely as other islands, Bahamian government relief efforts have largely focused on addressing the immediate needs of tens of thousands of its other citizens. However, due to the efforts of City Electric Supply, NSi Industries, Blue Sea Capital, and countless others, Grand Cay and its residents have not been forgotten.

“We knew as soon as the hurricane had passed that we needed to do something to help the people of the Bahamas,” said Blue Sea Capital Co-Managing Partner Rick Wandoff.

PUTTING A TEAM TOGETHER

Wandoff enlisted the support of NSi Industries CEO G.R. Schrotenboer, and that same day, the NSi team had assembled a pallet of critical electrical and safety products destined for Florida, where it would then be transported across the ocean to Grand Cay.

On the ground in Jupiter, Florida, CES Regional Manager Mike Bertone did the heavy lifting, literally, loading multiple 250-pound generators, tools, and even a chain saw to go along with the supplies provided by NSi Industries.

GIVING SUPPLIES, RECEIVING SmILES

After making the 90-mile crossing from West Palm Beach to Grand Cay, the Blue Sea Capital team arrived to find the island’s docks destroyed and only a sea wall that remained.

Captain Matt Triggs, a member of the team who helped drop off supplies, said that seeing everyday Americans and Bahamians working together to unload food, water, clothing, and other supplies was one of the most touching parts of their relief efforts.

“Everyone was smiling — those dropping off supplies, and those receiving them, knowing it was going to make an immediate difference as they recovered from such a devastating disaster.”

Some of the biggest smiles of the day came from a mother and her daughter when they saw a generator that was large enough to not only power their home but could also provide power to three or four neighboring houses.

For the father of that same family, all it took was a utility tool set for him to breakout in a huge smile. The tools to begin the clean-up and healing process after Hurricane Dorian was all he wanted.

“We feel fortunate to have been able to deliver these much-needed supplies on behalf of the generous people of City Electric Supply and NSi Industries’ added Amy, Captain Triggs’ wife. “Seeing everyone so grateful and happy, despite all that they have been through and the challenges that most certainly lie ahead, was absolutely wonderful.”

“Just want to give a warm thank you to CES and NSi from the people of Grand Cay, Bahamas, and the Blue Sea Capital team for your support during this time of need,” Wandoff concluded.

Although the teams were just doing what they knew in their heart needed to be done, we cannot be prouder of them for caring about those during this hard time and providing aid when it was needed most.

Thank you CES Crystal River for showing just how much CES Cares for those in a time of need.
CES FORT PIERCE:

GENERATING 5-STAR SERVICE

During Labor Day weekend, many in Florida were preparing for Hurricane Dorian and its potential devastation. This included CES Fort Pierce Operations Manager Mark Killeen and Counter Sales Bill Christon. As the two were placing shutters on their own homes and making sure they were safe, Christon received a phone call from his friend hoping he would be able to help.

Earlier that week, Rick and Silvia Valentin discovered their old generator was not working, and Christon’s friend, who happened to know them, reached out and let him know what was happening. Christon immediately remembered the order of generators they received earlier that week. He called up Killeen to see if any were left and luckily there was one. Both Killeen and Christon dropped what they were doing in preparing their own homes for the storm and went to the branch to meet the Valentins.

Homes all around Fort Pierce were being shuttered and prepared, and the CES branch was no different. Even though it was already shuttered for Hurricane Dorian, Killeen and Christon started removing the wood so they could reopen the store and get the Valentins a working generator.

“Rick and Silvia were overjoyed and very appreciative of us, but we just did what we could to help,” Killeen said. “We would hope that someone would do the same for us if we were in their shoes. We don’t treat our customers any differently.”

We are so proud of our team members at CES Fort Pierce for showing just how much CES Cares! Keep up the awesome work!

In Memory of

Jeannie Clark Wise
Friend and Owner of Standard Electrical Sales
September 19, 1947 – August 9, 2019

“Jeannie was such a joy to work with. She always had such a wonderful outlook on life and had a way about her that just made you feel good to talk to her. She would always take time to talk to me and ask about my garden and how my day was going. It was truly a blessing knowing and working with her. She will be missed greatly.” – Phillip McKinney

“I loved Miss Jeannie, which was sort of my nickname for her, and she always called me ‘Sunshine’ and greeted me with a hug. She would ask how my ‘momma and daddy’ were doing in only the way that she could. She was always eager to look at pictures of my own kids, and she was very interested in their lives. It was such a pleasure doing business and having a relationship with Jeannie. She will be missed.” – Charlotte District Manager Gary Tubbs

“When I first met Jeannie, I was working at the Monroe Branch. We were buying Regal Brand fittings and she was very persistent, calling on our branch and trying to convert us to Topaz fittings. In the end, we converted everything to Jeannie. I would say she was the most instrumental piece to the branches in Charlotte supporting Topaz. Jeannie was a very kind and personal friend to me and everyone at CES. We worked together for almost 20 years as business partners, and she was like family to all of us.” – VP of Operations Blair Feidler
**MILWAUKEE BLITZ**

During May and June, nearly 20 Florida branches across two regions kept the annual Milwaukee Blitz promotion going strong. Regional Managers Mark Mickley and Mike Bertone challenged their branches to a competitive sales contest. The awards? Bragging rights and the newly minted Milwaukee Blitz Championship Belt.

**EVERYTHING’S BIGGER IN NEW PORT RICHEY**

On June 17, CES New Port Richey hosted Milwaukee Reps Emmanuel Propst and Morgan Potter, as well as a constant stream of customers interested in new tools from Milwaukee and their new products and demonstrations. The branch never went quiet as customers poured in for exclusive single-day discounts on Milwaukee tools and accessories. With a large spread of food, everyone left with a full stomach, and most left with Milwaukee products, showing why CES is the go-to distributor for Milwaukee Tool!

The New Port Richey branch ended the day with a record-breaking number in power tool sales, and narrowly beat out CES Kissimmee for the region’s bragging rights. We’d like to thank all customers who helped support the Milwaukee Blitz, and we look forward to seeing you all at the next one!

**JUPITER GOES ALL-IN FOR THE BELT**

On June 18, CES Jupiter held their Second Annual Milwaukee Blitz Counter Day with incredible success and took home the Milwaukee Blitz Championship Belt.

With Milwaukee representatives Joel Montalvo and Oscar Flores demonstrating products for customers, the branch served customers quickly, pushing more Milwaukee products out the door than any other branch in their region.

This is the second consecutive year that a Palm Beach District branch won the blitz, and they now have the Championship Belt to prove it. Luckily for CES Jupiter, they get to feature this extravagant belt in their branch for the entire year.

“We look forward to next year’s Milwaukee Blitz promotion and defending our title and championship belt,” Branch Manager Thomas Bertone exclaimed. “We want to challenge any other branch to take it from us!”

As the Florida branches think of ways to outdo each other next year, we encourage other CES branches to contact Milwaukee Tool about hosting your own Blitz program.

**BABY TALK**

**CES JUNIORS**

**IZABELA ROSE CARDONA**  
March 10, 2019  
Grandparent: Rob Brooks  
Branch: CES Greenville, SC

**SIENNA MAY CARSON HARRINGTON**  
March 10, 2019  
Parent: Justin Harrington  
Branch: CES Southern Pines, NC

**ZOEY ANNE HAYES**  
May 16, 2019  
Parents: Steven & Ailine Hayes  
Branch: CES Surprise, AZ

**ASHER BROOKS REYNOLDS**  
July 9, 2019  
Parents: Corey and Jackie Reynolds  
HQ: IT Division

**IZABELA ROSE CARDONA**  
July 17, 2019  
Parent: Karen Cardona  
Branch: CES Greenville, SC

**IRIS HELYNNE**  
June 21, 2019  
Parent: Denise Chamrin  
HQ: IT Division

**DEREK MINNICK ROCHA**  
April 28, 2019  
Parents: Kevin and Karen Minnick  
Branch: CES Altamonte Springs, FL

**STERLING CHARLES WILKINSON**  
June 30, 2019  
Parent: Phillip Wilkinson  
Branch: Orlando Accounts Office

**KAMILAH SKY RIVAS**  
July 27, 2019  
Parent: Diago Rivas  
Branch: CES Sweetwater, FL

**ATHENA WILSON**  
January 12, 2019  
Parents: Emily and Wade Wilson  
Branch: CES Crystal River, FL

**ZION ZHANG**  
September 17, 2019  
Parent: Jenny Zhang  
HQ: CES Canada

**ZOEY ANNE HAYES**  
May 16, 2019  
Parents: Steven & Ailine Hayes  
Branch: CES Surprise, AZ

**IRIS HELYNNE**  
June 21, 2019  
Parent: Denise Chamrin  
HQ: IT Division

**DEREK MINNICK ROCHA**  
April 28, 2019  
Parents: Kevin and Karen Minnick  
Branch: CES Altamonte Springs, FL

**STERLING CHARLES WILKINSON**  
June 30, 2019  
Parent: Phillip Wilkinson  
Branch: Orlando Accounts Office

Experience the exceptional support from Milwaukee Tool representatives and the strong promotion that is taking Florida by storm.

REQUEST A ONESIE & SUBMIT A PICTURE!  
To order a CES onesie, send your information to HR@cityelectricsupply.com
During July and August, City Electric Supply and Klein Tools teamed up to give away over 30 units of their popular Remote-Control Cooler. Winning customers couldn’t help but smile after receiving this super cool prize. Congratulations all 32 winners and thank you for participating in our campaign!

We’ve experienced unstoppable growth in Western Canada throughout all of 2019, and with several new branches on the horizon, we are excited to announce our latest location is now OPEN FOR BUSINESS!

Featuring a massive showroom, this new location is also home to our Midwest Projects team on the second floor. With easy access to customers and the projects team in the same building, the quotation process has made the latest branch a dream workspace.

CALGARY
FOOTHILLS
10820 – 46th Street SE
Calgary, AB T2C 1G4
Our branches take full advantage of the warmer summer weather here in Canada. Here are some of the highlights from a few organized branch events.

**The Salmon Arm, BC branch took the Make-A-Wish® Foam Fest challenge, a 5-kilometer obstacle course through foam, mud, and water. What a fun experience for such a great cause supported by Platinum Sponsors, CES Canada.**

Our British Columbia district knows how to kick back and have a good time at their BBQ where they invited family and friends to join in.

**Head Office orchestrated a yard sale with contributions from the entire office and all proceeds raised were donated to Make-A-Wish Canada.**

**Rope for Hope is an annual Make-A-Wish event where CES associates scale down high-rise buildings across Canada to help raise money.**

**Eaton arranged Shoot n’ Win events across Ontario. Customers had a chance to win some amazing prizes supplied by Eaton.**

**Our Midwest Group hit the field on September 21st in the Alberta Electrical Association (A.E.A.) Softball Tournament and came in 3rd place!**

**Vernon NCI Quad Giveaway Event**
On August 16, 2019, CES Elizabeth City in Elizabeth City, NC., hosted over 100 customers for a lively counter day with plenty of BBQ made right on the spot by Operations Manager Gerald Stephenson and Branch Manager Matt Russell.

With the help of Milwaukee Tool, Klein Tools, and TAMLITE Lighting, customers were able to learn more about products, watch product demonstrations, and score amazing deals on select items. CES Elizabeth City would like to thank those who attended and the vendors who participated in this fun-filled day!

The Virginia East District celebrated their annual customer appreciation day aboard the Spirit of Norfolk Cruise Ship.

On August 8, 2019, branch managers and outside sales representatives from City Electric Supply Chesapeake, City Electric Supply Richmond, in Richmond, British Columbia, hosted nearly 100 customers for a customer appreciation day in September, complete with raffle prizes from Milwaukee Tool, F4P, Lutron, Southwire, and more! The delicious kebabs from Cazba Express Food Truck were also a huge hit.

"Overall, the event was even more popular than last year, and everyone is still talking about the amazing food that was served," Branch Manager Amit Thakur said.

CES Derry hosted an unbelievable LED Counter Day with the help of SK Associates featuring rebate programs from Eversource Energy and NH Saves. With more than 50 people in attendance, CES Derry saw customers from all over enjoy B’s Tacos while learning how City Electric Supply can be their next supplier of all things LED.

Branch Manager Andrew Mancuso believes this was the best turnout they ever had for a counter day, and his branch is grateful for the help of SK Associates who sponsored the event, including SK’s Outside Rep Mike Colotti. In addition to SK’s sponsorship, none of this would’ve been possible without the support from Eversource, especially Energy Efficiency Consultant Mark Toussaint, and Madison Corbeil of NH Saves who work exclusively on Eversource’s Upstream program.

CES Derry not only drummed up excitement about LED lighting, but they also helped connect, serve, and teach customers what CES, Eversource, and SK Associates can do for them.

City Electric Supply Richmond, in Richmond, British Columbia, hosted nearly 100 customers for a customer appreciation day in September, complete with raffle prizes from Milwaukee Tool, F4P Lutron, Southwire, and more! The delicious kebabs from Cazba Express Food Truck were also a huge hit.

“Overall, the event was even more popular than last year, and everyone is still talking about the amazing food that was served,” Branch Manager Amit Thakur said.

On top of the enjoyable time held by all, the branch also collected cable shorts and exchanged stripped cable with a scrap dealer. All of the money collected from the scrap dealer was donated to the Make-A-Wish foundation! Way to go green and donate to a good cause!

Thank you to the vendors who sponsored this event and helped us celebrate our customers!

Supporting Make-A-Wish

The Virginia East District celebrated their annual customer appreciation day aboard the Spirit of Norfolk Cruise Ship. Unlike last year’s cancellation due to Hurricane Florence and Michael, the ship set sail under sunny skies and light winds.

On August 8, 2019, branch managers and outside sales representatives from City Electric Supply Chesapeake,
Established in 1976 by Sal Campisi, Sr., Regal Automotive Group of Lakeland, FL operates two well-known automotive dealerships, Regal Chevrolet and Regal Kia, where they sell Chevy, GMC, Honda, Acura and Kia.

In today’s competitive automotive market, lot lighting can have a significant impact on a customer’s buying decision. This means the company’s choice to upgrade both dealership lots from HID to LED lighting would directly impact its bottom line. Lewman Electric, electrical contractor and longtime customer of CES Lakeland branch, worked with Branch Manager Bob Davis to create a customized lighting package to ensure the client’s needs were met. “Lewman Electric has been a customer for nine years over which time we provided products for hundreds of jobs. The Tamlite Lighting Flood made the most sense for this project,” said Davis. “We are thrilled that Mr. Campisi is happy with the lighting products.”

This project utilized the LPFLED in 230W 5K and 300W 5K from Tamlite Lighting. This lighting configuration accentuated the color and features of the vehicles, reduced uneven lighting across the lot, and offered enhanced security. The LED technology of the lighting not only improved the parking lot, but its energy efficiency and longevity will save Regal Automotive more money in the long run.

In the very competitive world of car sales, dealers are continuously looking for ways to attract consumers while reducing overhead. Mastro Subaru of Tampa is no different. In its quest to increase its position in the market, the company determined additional lighting and a shift to LED would improve the aesthetics of the dealership, highlight the product, and reduce overhead through energy efficiency.

MGM Electric of Tampa, a longtime CES customer, worked with Branch Manager Tim Lange to achieve Mastro Subaru’s goal of maximum illumination with a minimal number of fixtures. After careful consideration to light distribution, energy efficiency and quality, MGM selected the LPFLED flood lights from Tamlite Lighting.

The LPFLED flood is a versatile unit that can be mounted with a two-piece trunnion, yoke, slip fitter, or rigid arm. This LED-equipped luminaire serves double duty as an area flood light or pole mount parking lot light. The clear glass lens provides clean and even light distribution.
PROJECT BOURBON

It has been a busy year managing the construction of our 400,000-square-foot manufacturing and distribution center in Port St. Lucie, Florida. From ground breaking to laying the foundation, putting up walls to paving roads, and the buildout of the warehouse, manufacturing area and office space, construction has been nonstop to ensure everything is ready.

The 230,000-square-foot warehouse increases our current capacity by 40%. The vastness of the warehouse is quite impressive with row after row of floor-to-ceiling pallet racking, along with a two-story small pick mezzanine that uses a conveyor system to transport picked products to the order consolidation and packing area. This layout will streamline product flow from production to distribution, increasing efficiencies at, virtually, every touch point.

“We are looking forward to the increased efficiencies that operating from one facility will bring,” said Jordan McGinn, Co-VP of Operations. “In just a few, short months, we will have successfully consolidated four warehouses, manufacturing, and over 200 staff. We are so proud of the individuals who are working so hard to make this move a reality.”

In addition to the warehouse, we made several key investments in advancing our manufacturing process, one of which is our new GEMA color-changing, powder-coating booth. This booth allows for multiple product sizes to be sprayed at the same time. Its automated sprayer, intuitively, recognizes whether there is a part or no part, reducing overspray.

Additionally, the quick color change aspect gives us the flexibility to change product colors easily; the booth extracts and recovers unused powder during the spraying process, reducing waste and expediting the process. The new paint system brings tremendous value to the company’s operations as it will greatly increase our production throughput and reduce waste. The benefits of this new, larger paint system include: programmable intuitive sprayers; wider turn radius of the conveyor (allowing for larger/longer products); recycle and reuse powder; reduced waste; contamination-free workspace; and increased efficiency.

In just a few, short months, we will have successfully consolidated four warehouses, manufacturing, and over 200 staff. We are so proud of the individuals who are working so hard to make this move a reality.

Jordan McGinn
Co-VP of Operations
Overview
NEW USB CHARGING CABLES
Now Available

USB charging cables are here! iPhone and Android compatible.

Features:
- Color options: black for Android, silver for iPhone
- 5V 1.5A current
- Nylon cable and aluminum case
- 5 ft, 6 ft and 10 ft length options
- 2-hour charging time

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TAMCO GROUP SPOTLIGHT
FEATURING JOHN BARTAL

DEDICATION IS AN IMPORTANT ATTRIBUTE TO HAVE.
With it comes trust, dependability, reliability and loyalty. Dedication is especially important in the workforce where you’re entrusted to make sure the job is getting done. TAMCO Group is lucky to have many individuals who are dedicated to what they do, day in and day out. One such individual is John Bartal, TAMCO Production Manager. Bartal’s journey to Production Manager is one of hard work and realized potential.

Bartal’s eight-year journey at TAMCO Group began while he was on summer break from Clearwater Christian College. For three months, he worked on the assembly line in Lay-Ins, quickly impressing his superiors. After going back and finishing his Information Systems Management degree, he received a call asking him to return as the Lay-Ins Assembly Supervisor - a position he held for six months. Bartal proved to be someone who could be depended on because he was asked to be the Metal Shop Supervisor in order to be more well-rounded within the company. Before long, Bartal was made the Assistant Manager for Lay-Ins, where he continued to make waves. With the rapid growth of Lay-Ins coupled with its merger with Fluorescent and Hi-Lux into Tamlite Commercial Indoor, one thing has remained constant to him: TAMCO Group strives to treat customers and coworkers like family.

During his tenure, Bartal has seen, firsthand, the business grow and evolve. This includes the creation and consolidation of factories, the acquisition of new, more advanced machinery, and the evolution of customer service with the creation of a centralized Customer Service Center. “Things are constantly changing, and the way we bring ourselves to market, and tailor ourselves to the needs of CES is something upon which we’re constantly changing and improving,” said Bartal. However, one part of his job has remained constant to him: TAMCO Group strives to treat customers and coworkers like family.

Bartal’s advice for those looking to grow within TAMCO Group is this: hard work, consistency, pride in your work, and attention to detail. One change that Bartal looks forward to is the completion of the new building, which will consolidate the TAMCO Group Port St. Lucie, FL warehouses, departments, and staff into one facility. He counts seeing the walls go up for the first time as one of his proudest moments. “Knowing that I had a part, however small, in helping accomplish something of this magnitude gives me a sense of pride that words can’t really describe. Again, thinking of where we were eight years ago when I started, and then seeing this building — it just blows my mind,” he said.

Bartal’s advice for those looking to grow within TAMCO Group is this: hard work, consistency, pride in your work, and attention to detail are key. “Moving upwards within TAMCO requires a shared vision of where the company is headed and what’s needed to achieve that vision,” he said. This advice has proved successful for Bartal and shows exactly why he’s a valued member of TAMCO Group.

Large Flood Area Light
The LPLED series is a great alternative to conventional luminaires, with its extreme low-profile and architectural styling. Available in multiple mounting options to suit any application.

Mounting Options:
- Square Pole Arm
- 3” Dia. Pole
- 4” Dia. Pole
- 5” Dia. Pole
- Trunnion
- Slip Fitter

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ASSEMBLED IN THE USA
Tamlite Lighting has several fixtures that meet the Assembled in the USA criteria as identified by the FTC.
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The I-Beam LED high bay has a unique design that makes it user friendly and easy to install.

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The curved LED array maximizes light distribution. The wide angle helps evenly illuminate warehouse and commercial applications, even from extended mounting heights.

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INTRODUCING OVER 100 NEW SPRING STEEL SKUs

High Yield Strength Material
The Centaur Spring Steel line is made in the USA with premium quality steel.

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Spring Steel has the unique ability to withstand high loads without deformation, and return to its original shape without damage.

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The Spring Steel line carries over 100 SKUs including fasteners, clips, hangers and clamps.

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LED Volumetric Troffer
CTIVLED Series
The CTIVLED series enhances light quality and distribution through its balance of horizontal and vertical illumination.

Features:
• Steel housing
• Available in 3500K, 4000K and 5000K
• Polycarbonate lens
• Aluminum heat sinks

www.TAMLITEUSA.com

LED Slim-Disc Downlight
CLY Series
The CLY series is available in 4” and 6” models CLY4B-CCTA/WH and CLY6B-CCTA/WH

Features:
• Baffled
• Color switchable
• Wet location
• 5-year warranty

www.TAMLITEUSA.com
The “trip of a lifetime” was nothing less than perfect for the Atlanta South District as they spent 18 hours over 3 days fishing with customers and vendors. From Orange Beach, the crew headed out for the three-day fishing trip, travelling more than 115 miles offshore to oil rigs, which were active with plenty of yellowfin tuna, bluefin tuna, red snapper, mahi-mahi, amberjack, and king mackerel to go around.

With calm seas and perfect weather, they caught enough fish and even a few sharks to let each person take home 15 pounds of filets! The boat had a Big Green Egg onboard, which also let the fishing crew cook lunch and dinner while they were offshore. Over the 3 days, they feasted on cheeseburgers, brats, and best of all, fresh fish they had been catching all day.

“The moments captured do not do justice for the laughter, scenery, comradery, and memories made. This trip could not have been more perfect, especially with the magnificent company aboard,” said District Manager Darren Ford.

Over the last few years, the Daytona Beach District has shown their appreciation to their customers by taking them on an enjoyable and memorable hunting or fishing trip! This past July, the group enjoyed a nice day on the water fishing with Siemens and a few customers.

The crew went out of Port Canaveral aboard the Fire Fight, and included CES Branch Managers Russell Brown and Mike Cole, Siemens Rep Jeff Molander, and customers Richard Fredrick from A Electric, and Bob Vickery from R&B Electric.

Russell Brown and Mike Cole enjoy these trips because it allows them to continue building relationships with their valued customers while having some fun offshore.

“Being able to show our appreciation to everyone really goes a long way for us, and hopefully for them as well,” said Brown.
Renovation projects made easier!

Renovation Interior Kit for Load Centers

Introducing the new Siemens Renovation Interior Kit for existing Load Centers. This kit is intended for the residential renovation market where removing the entire enclosure of a Load Center can be impractical or costly. With the Siemens Renovation Interior Kit, keep the enclosure and conductors and change the interior and the cover of the existing Load Center making the process easier and less expensive.

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