NAMC 2016

Pure IMAGINATION

A Service Second to NONE

NEW LED AREA LIGHT FROM TAMLITE HID

Six Flags Great America

LED There be LIGHT

CES PICKS Download Now!

WELCOME CES Fort Worth

Winter 2016
A MESSAGE FROM OUR PRESIDENT:

Welcome to our eighth edition of The Wire: Winter 2016! This is likely our best publication yet and we are so excited to remember the amazing accomplishments and events over the past several months – to celebrate with our branch teams, suppliers, and customers the success all have seen and achieved.

Our goal for expansion is 20 to 25 new branches annually – at just past the halfway point of our fiscal year, we are proud to welcome 16 new branches to the CES family!

This growth is not possible without the hardworking and dedicated members of this company and the relationships they have made between themselves, their customers, and vendor partners, which is why our North American Managers’ Conference in June highlighted the power of connections.

Our branches are innovating and growing, sowing roots in experience and we are thrilled to share their stories of education and accomplishment. The team Down Under makes its way to Texas, there are counter days, cold brews, theme parks, trips, weddings, and inspirational customer service stories. This is an issue filled with inspiration and connection; these are the things that make CES.

As we close out 2016 and look to a bright new year, I send you all joyful wishes for the holidays and nothing but the best in 2017.

Enjoy!

- Thomas Hartland-Mackie

WANT TO ADD ARTICLES TO THE WIRE MAGAZINE?

LET US KNOW ABOUT YOUR SUCCESSFUL COUNTER DAY, CONFERENCE OR SPONSORING EVENTS, SHARE WITH US YOUR MILESTONES AND PURSUIT OF HAPPINESS, YOUR COMMUNITY AND MOTIVATIONAL SPIRIT!

SUBMIT YOUR STORY!

CONTACT THE CES MARKETING DEPARTMENT AT THEWIRE@CES-US.NET
The WIRE

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TRADING THE TORCH FOR LUGGAGE

CES FORT WORTH GRAND OPENING!

NAMC 2016

REELING IN DINNER
WE ARE BETTER TOGETHER

THE VISION
Building better lives through education, employment and opportunity. 12 for Life™ seeks to instill in students the belief that, if they complete a full 12 years of education, they will have better lives.

OUR STORY
Since it was founded in 1950, Southwire strives to create a positive impact in every community in which it operates. That desire to give back has taken many forms over the years and continues to be a driving principle of the company.

THE SUCCESS
As with any endeavor, the success of 12 for Life lies within the results. In the first three years, some 100 Carroll Country Students who might not have finished high school earned their diplomas. Many of those have gone on to college or technical school, while others entered the workforce better prepared than they would have without the program.

CES BELIEVES IN THE POWER OF COMMUNITY

CES Cares is a social good program created to serve as an umbrella for all the philanthropic, charitable, and volunteer efforts in which our employees participate.

Throughout the year, CES will host several national CES Cares campaigns for our branches to join and support. In addition to those national campaigns, anything branches do to support their community locally is also done under the CES Cares umbrella.

CES Cares is our program to show we’re plugged into our communities. Let’s get ready to give back and make a difference in people’s lives!
City Electric Supply opened a new industrial location in Dalton, Ga., early fall 2016. The 11,000 sq. ft. facility was fully operational in October. The branch hopes to increase customers in the flooring industry and also expand the industrial product market.

Multiple distributors currently available through the Industrial Group include: 3M, Allied Wire & Cable, Panduit, Southwire and Sprecher Schuh. They are expected to partner with quality distributors such as: IDEC, OMRON, Red Lion, SICK Safety, and Siemens.

The new CES Dalton location is committed to quality service, and has experience and trained staff able to identify solutions that meet customers’ requirements, including two electrical engineers within the first year. Over the next five years, the North Georgia Industrial Group is projected to expand facilities that includes Dalton, Cartersville, and Atlanta.

Rusty Hopper is the new CES Dalton branch manager for the CES Dalton, GA location and he brings numerous years of experience. In 1985, he started his career in industrial manufacturing facilities doing electrical maintenance and installation of power distribution systems and automation. He has worked with line control, machine safety, and personnel safety. He also installed PLC systems, fiber optic networks, and Cat-5 networks.

We’re excited about Rusty joining the North Georgia Industrial Group and look forward to great success. Join us in congratulating Rusty and the Dalton staff on their new venture!
Welcome to the Family CES Plaza-Midwood!

City Electric Supply Plaza-Midwood in Charlotte, N.C., is helping the queen city shine! The new branch opened its doors Aug. 1, 2016 and we are very excited to add this branch to the family!

Branch Manager Eric Rivera has been with CES since April 2001. He started working the counter in Palm Coast, Fla., and moved up to become store manager. He’s been a branch manager since 2005 and worked in multiple Florida locations.

“After a nine-month search of looking for a building in the area, we finally found a location that fit our needs,” Eric said. “We hired Miguel Cruzado to be the stores manager who worked at the Sunset branch as inside sales for the five years,” he added. Eric mentioned getting the opportunity to hire and work with great staff as a major highlight.

Two new hires were added to the team; Steve Carman from inside sales and Joe Jimenez for the warehouse and delivery position.

“Working with these guys along with my group manager Gary Tubios and seeing how much effort they have put into this new location has been a great experience,” Eric said.

The new location in Plaza Midwood is in the middle of one of Charlotte’s best known and fastest-growing neighborhoods. Eric is certain there will be plenty of business opportunities and growth for this location. We are thrilled to see this group grow.

An All New CES Lexington NC!

From September 16-18, 2016, CES Lexington, NC, moved to a brand new facility less than a block away. The old branch was located in the middle of a shopping center so parking space was limited between other businesses. The new CES Lexington, N.C., has its own building, parking space, and brand new signage. Branch Manager Ben Davis is very excited to open the doors to new customers since the location has its own lot. Other branches from the Triad Group came to help with the relocation. The branch held its first counter day in October.

New Branch Manager Promotions 2016
Kenny Roberts, Sales Representative of the Wadesboro, N.C., branch was promoted to branch manager of Winston Salem Central on Aug. 1, 2016.

Nick Pitrelli started his CES Career August, 2016 as the branch manager for a new upcoming location in the Triad Group.

CES will add two new locations in the coming months to the region. North Wilkesboro, N.C., in the Hickory Group, and Highpoint, N.C., to the Triad Group.
City Electric Supply
Shelby, NC Celebrates

15 YEARS

CES Shelby in N.C., opened its doors for business September 1, 2001. We have seen many come and go such as the likes of EDI, Bryant and Rexel, but CES is still going strong.

The staff of CES Shelby would like to thank all of our valued customers, as well as our upper management family, for allowing us such a great opportunity to serve and be a part of such a great company. As a good friend of mine loves to say, “Everything rises and falls on leadership.” We have a great group of leaders in the CES organization.

Scott Randall Warehouse
Mike Bell Stores Manager
Joey Phillips Sales Representative
Dwayne Scruggs Branch Manager
“SUCCESS IS NOT SOMETHING THAT IS PLANNED. IT IS SOMETHING THAT IS EARNED WHEN YOU PUT YOUR HEART AND SOUL INTO YOUR CAREER AND BUSINESS AND LOVE WHAT YOU DO.”

CLEVE TUBBS FOUND THAT WITH CES, YOU ARE NOT ALWAYS HONORED ALONG THE WAY FOR YOUR ACCOMPLISHMENTS IN LIFE AND BUSINESS. HOWEVER, IT IS WHAT YOU LEAVE BEHIND THAT MEANS THE MOST.

On May 28, 2016, after 20 years with CES and 50 total years in the business, Cleve decided to trade in the torch for his luggage and a fishing pole. After 15 years with CES, his wife Carol joined him to embark on a new chapter of their life. Over the years, Cleve made a name for himself while getting his start as CES Concord, N.C., as branch manager in 1996. CES Concord was the third branch in North Carolina to open.

Cleve was promoted in 2001 to group manager of the New Hickory group and built a very successful group of 12 strong branches until May 2016 when he cashed in his chips. We wish Cleve and Carol the best of luck going forward. They will both be greatly missed! As you can see from the picture to the left, a legacy is left when you can fill a room of not only coworkers, but friends that have worked for you.

Cheers me ol’ mate!

Counter Day Event with CES Sevierville

On July 14, 2016, CES Sevierville in Sevierville, Tenn., teamed up with several vendors and put together a very successful counter day. We had a great turnout with an attendance of over 100 electricians and contractors. Ten vendors participated in the counter day, providing our customers an opportunity to speak with them and learn about their new products, which were showcased at the event. CES Sevierville customers had a great afternoon enjoying the delicious food served by Calhoun’s Restaurant, interacting with vendors, and partaking in the raffle, which included several prizes from our vendors. Thank you to all who contributed to making this counter day an enjoyable day for everyone!
LED There Be Light: Ice Skating Rink Lighting Upgrade

City Electric Supply Burbank in California supplied lighting upgrade for a local ice skating rink. The installment took place in late May 2016, and the project is still ongoing with some additional light fixtures to be completed in the hallway, bathrooms and offices.

CES Burbank, Sales Rep Joe Ramirez took charge of the project. “Everything we used was LED,” Joe said. “They ended up shutting down the skating rink since that was part of the upgrade.” Before the lighting upgrade, the skating rink was replaced.

He added that there were some very dark corners and parts of the skating arena. They replaced high bay pendant lighting with 24 white RAIL185W/D10/WS4 high bay fixtures from RAB Lighting. Joe said he suggested these type of lights as they are ideal for large indoor spaces.

It took them about a week to install. The new lights also have occupancy sensors so when the rink is not being used, the lights dim to 30 percent. They are now easily programmable and save much more energy.

Joe said he teamed up with RAB Lighting’s Rep. Agents West who also helped provide project ideas and showcased the lighting products that would help the facility with better lighting, performance, energy savings, and overall productivity. The lighting upgrade was completed in June 2016.
City Electric Supply Fort Worth, in Texas, held a counter day and celebrated their branch remodel and relocation on May 5, 2016. There were plenty of fajitas for everyone. Vendors showcased and educated customers on new products, and best of all, there were Yeti giveaways! Tamco, Legrand, Siemens, and Generac were a few of the many displayed booths during the open house. Each representative engaged with guests over the specialty products they offered.

Group Sales Manager Larry Hencke said the branch remodel took about 60 days to complete. He said the old facility used to be an automotive warehouse so the space was tight. The ceiling was very low so they raised the ceiling to open the space.

This location offers new visibility and gives the branch more exposure. Since this is a central location close to downtown Fort Worth and the hospital district, Larry said this has increased day-to-day clientele.
New Home in the Harbor for CES Long Beach

City Electric Supply Long Beach in Calif., has a new place to call home. The branch moved July 1, 2016 to a renovated facility. The location used to be a warehouse and was converted into the new CES Long Beach, California.

The location is close to the Long Beach harbor which will give more exposure to business in that area. "We got a really good deal and this place is three times the size of our previous location," said John Darmanian, CES Long Beach Branch Manager. "Now we have much more room for counter displays and for stock."

John added the new location looks very promising to future business. He hired a new talent for a sales position. A special thanks to Tamlite USA for the warehouse lighting that was provided that will provide sale opportunities for new customers.

John looks forward to making this business successful in this new location and would like to thank California Group Brian Andringa, Glenn Smith, and Neil Mallinson.

City Electric Supply Australia visits Texas!

Larry Hencke – Group Sales Manager

In May 2016, group managers from City Electric Supply Australia headed to Dallas, to visit corporate headquarters. Thomas Hartland-Mackie gave a personal tour of the headquarters and rounded up the group of 15 to visit City Electric Supply in Fort Worth.

Larry Hencke, Group Sales Manager said the group got a tour of the recently remodeled facility. Mackie showed the warehouse, counter space, and overall branch renovation.

"It was a cultural difference and we got to hear about how different business is in Australia than it is here," Larry said. He refers to the difference between the market, how one product may be a hot item in Australia that is not necessarily a high-demand item in the Texas market.

At the end of the visit, the CES Fort Worth group gave the Australia group, “Don’t Mess with Texas” bumper stickers. The Australia group got a kick out of it and thoroughly enjoyed the tour around the facility.

Both groups may live far apart but share the same values of providing our customers with a first class electrical wholesale service.
Colorado’s Energy Specialist Ted Lunn has really picked up steam with several lighting retrofit jobs under his belt. His success stories include projects like the Budweiser Event Center in Loveland, DIA Homewood Suites by Hilton, Aveda Institute - Denver, a high-rise building on 17th Street in downtown Denver, Lutheran Medical Center in Wheatridge and Douglas County Fairgrounds in Castle Rock.

Ted is entering his third year in this position for us and showing no signs of slowing down. Keep it up Ted!

Cheers Ted, for all the great work!
Milwaukee Tools Counter Day at CES Brandon

Over 35 customers joined City Electric Supply Brandon in Florida for a Milwaukee Counter Day on Aug. 19, 2016. Milwaukee presented some of their latest products to customers who got a chance to learn more about them. Jamie Weil, Tampa Group Manager said it was a fantastic turnout. “The weather was perfect and good thing the AC was working,” he joked. Tons of customers gathered around for some delicious burgers and cupcakes, yes you heard it, they had cupcakes for dessert!

“Ferran Coleman from Milwaukee had a great upselling technique to contractors and customers who attended,” Jamie said. There were Milwaukee shirt and hat giveaways. All in attendance had a great afternoon. Thank you to all the participants and Milwaukee tools for making it a successful counter day!

CES Crystal River in Florida Welcomes Contractors to Counter Day!

CES Crystal River in Florida had a successful counter day on Aug. 18! Frank Berry from Southwire Tools showcased a display and demonstrated various products that included wire cutting, splicing, and stripping tools.

“It was an excellent turnout for electrical, utility, and HVAC contractors who attended,” said Dan Pippin, Land O’ Lakes Group Manager.

CES Crystal River in Florida had a successful counter day on Aug. 18! Frank Berry from Southwire Tools showcased a display and demonstrated various products that included wire cutting, splicing, and stripping tools.

“It was an excellent turnout for electrical, utility, and HVAC contractors who attended,” said Dan Pippin, Land O’ Lakes Group Manager.
Sales Meeting for Tampa and Land O’ Lakes Group

The Tampa Group and the Land O’ Lakes Group gathered in an all-day meeting, August 16, 2016. Both groups joined forces and focused on helping managers and reps be more effective in order to succeed in overall sales.

Dan Pippin, Land O’ Lakes Group Manager, and Jamie Weil, Tampa Group Manager, led part of the meeting that also focused on training employees on the importance of phone sales, solicitation, online leads, and how to upsell current promotions.

“We had an open floor to discuss amongst peers what works and what doesn’t in our market,” Jamie said. “We also highlighted the importance of live trading accounts and how without them, we don’t grow.”

He stressed the importance of LTA’s, sales, and the need for more branch locations. This will provide more opportunities for employees and business growth. “We want to hold up to our promise and promote people, but we need places for them to grow,” Jamie added. Scott Robbins from Metra Associates Inc. spoke for almost two hours about outside sales and his technique on how to be a successful salesman. He shared ideas, strategies, and training on how to approach the audience and get the sales.

The meeting was split in three different parts. The first part was for branch managers only, the second part was for outside sales reps and branch managers, and the last part was for outside reps.

With this new insight, the Tampa Group is more prepared for tackling sales, and be more effective and successful in the future. We are very proud of both groups and we wish them luck!

New Staff Promotions in Orlando Central
Evan Caikins, promoted to stores manager.
Mike Adams, promoted to outside sales.
CES Lights up Six Flags Great America

Six Flags Great America in Gurnee, Ill., called City Electric Supply Gurnee to change their parking lot lighting from 1000 HPS to LED. With the help of the local Lithonia reps, KSA Lighting and Jeff First, they’re getting the job done!

KSA Lighting worked with Six Flags and came up with a direct replacement for the 1000 HPS that were previously installed. With a test installation in the employee parking lot, the replacements made a big impression on Six Flags. They were impressed enough that they decided to replace all the parking lot lighting throughout their facility.

The project is still ongoing until next year. There are 125 poles and approximately 130 fixture heads. The proposed project will be completed by the end of 2017. With the conversion of the new LED fixtures throughout the park.

Six Flags has estimated $82,000 in utility savings.
A Service Second to None

In the summer of 2015, Carmike Cinemas broke ground on a new theater and upscale restaurant in Holly Springs, North Carolina. Wiggins Incorporated is an Alabama company that is contracted for large commercial electrical jobs all over the nation by companies such as Carmike Cinemas and WalMart. Wiggins opened a small house account with City Electric Supply Fuquay Varina intending to just use CES for small items. Wiggins planned to use Grayber for most of the job. The account was assigned to Sales Rep Matt Birely at the Fuqay branch.

Matt started calling on the Wiggins team on the ground and Daniel Sandefur out of the Wiggins corporate office as construction officially began. Through relationship building and great service from the staff at the Fuquay Varina branch CES was awarded the full job account. Based on the performance of the Fuquay CES team, the project led to a national account which Wiggins intends to use all over the nation going forward via direct ship and double bookings. Prior to this project, Wiggins had mostly used Graybar and CED for large job accounts. Now CES has a viable opportunity to compete for that business as the relationship continues to build.

“Wiggins Inc., was subcontracted to complete the electrical installation for the new Carmike 9 Dine-in Theater in Holly Springs, North Carolina. Our company works throughout the country and purchases material from most of the national electrical distributors. We always strive to work with local suppliers when possible and the level of service we receive in different areas varies greatly. We were very pleased with the service provided by Matt Birely and his team at CES in Fuquay Varina, North Carolina. Matt was very helpful throughout the construction period and went out of his way to make sure that the needed material was correct and delivered on time. Several times, Matt was called on for weekend and late afternoon deliveries and he never failed. CES provided the needed combination of competitive pricing and the ability to perform to help us complete this job on schedule and within budget. Wiggins Inc., will continue to use Matt and his team on future projects and hopes to build a mutually beneficial long lasting business relationship.”

Daniel Sandefur  
Director of Electrical Construction  
Wiggins Incorporated
For our second NAMC, we had over 750 attendees from all over North America. The weekend of June 10-13, 2016, a sea of CES/TEP pride filled the Omni in Downtown Dallas for a time of learning, growth, idea sharing, and connecting.

The theme for our conference in 2014 was ONE, which represented one company, one vision, one family. Building off of that in 2016, our conference theme was Powered by Connections.

You’ve heard it said before that we are a people business. We create connections on a daily basis, from our customers, to vendors, to friends to teachers. Our business is driven by people and people are driven by relationships.

Our autonomous culture allows each of you and your teams to make the necessary connections that best benefit your business. Look at your own customers, employees, and vendors and consider the power of not only your network and relationships, but also theirs. The connections you make and take care of, are what differentiates you from your competitors. Your connections are very powerful.

For me personally, it is incredible to walk through the halls of the Omni and see so many of our team members conversing and laughing together. It’s important to me that we have a mixture of business and fun because it builds a culture of trust and communication within our branch network.

Veteran managers and new managers alike pushed each other, supported one another, and overall made our company stronger. We improved connections not only between our network of branches but also from the branches to our supporting departments: IT, marketing, and accounting.

We discussed many new company initiatives from these supporting departments as well as the all-new orientation to launch in October. Bringing together our ideas and opinions are the best way for us to continue growing and strengthening our company. We had fun, we learned a lot, and I believe everyone left excited about the future of our organization.

Thank you to all who traveled. Thank you to all who shared this event with us. Thank you for your feedback and thank you for your loyalty to this company, your family. No one makes this company great on their own; what makes us strong is your dedication. We surely wouldn’t be where we are without you.

I can’t wait to see our family grow in 2018 when we have each of you back in Dallas again!
WHAT’S NEW AT TAMCO®

Have you seen our new marketing releases? TAMCO is committed to staying current with how we deliver information to you. Our new catalogs and websites provide the most current product offerings and relevant information - and there's more to come!

NEW SITE & CATALOGS

Need more catalogs? Please let us know and we’ll send some your way!

NEW PRODUCT VIDEOS

EDUCATIONAL VIDEOS INCLUDE:

- Product Unboxing
- How-To’s
- Accessories
- Much More

Please subscribe to our YouTube channel to stay current with all our new video releases.

www.YouTube.com/TamcoGroup
QC TESTING EQUIPMENT

TAMCO INVESTS IN ENSURING QUALITY

Our new salt spray testers allow us to test our components in a corrosive environment and observe how well they hold up over time. These sprayers use a carefully mixed brine solution to create a fog that subjects test specimens to accelerated corrosion. Using this equipment we can test wet location rated luminaire components and electrical equipment to see how they handle coastal environments where salt spray is common.

With our new Twin-Column Tensile tester we can perform pulling and crushing tests with up to 2 tons of force! This piece of equipment can be used to measure the breaking point of products such as electrical tape, wire ties, and rigid pipe clamps. The modular design of the pulling/crushing apparatus allows us to utilize clamps or other securing mechanisms specific to the piece being tested, giving us the ability to test a wide array of products. It connects to software that tracks the pull or crushing force as displacement between the clamps increases over time. The data gathered from the tester can then be placed into a test report which displays the data in a graphical format.

GETTING OFF THE GROUND

OVER 100 NEW GROUNDING PRODUCTS AND ACCESSORIES ARE NOW AVAILABLE FROM F4P!

Grounding products are a line that F4P is focused on expanding. In addition to their offering of split bolts, pipe clamps, ground rod clamps, lay-in connectors, and terminal lugs, F4P has added a new category — copper compression lugs.

For high-quality, reliable connections, tin-plated copper compression connectors are ideal. F4P now offers a full line of over 90 configurations—long and short barrel, single and two-hole, even different spacing sizes are all available. All of these connectors feature industry standard color coding and crimping tool references for ease of use.

The entire grounding line is featured in the new F4P catalog—check it out today, and stay tuned for more grounding products coming your way as we continue to broaden this line!
Didi Dickson is the Compliance Officer for Tamco. She assists the managers in both the United States and Canada with ensuring their products are certified for safety as well as energy efficiency. She has been with Tamco for two years, and her office can be found in the Tamlite building, in Port Saint Lucie, Florida.

After receiving her Bachelor’s Degree in Criminal Justice from Florida Atlantic University, Didi completed an internship with the Public Defender’s Office in Saint Lucie County and opted not to further her education in the Legal Field.

Didi was given the opportunity to work for Tamco in July of 2014, and established the Compliance Department. Initially she focused on ensuring that all of Tamco’s products were properly certified by one of the Nationally Recognized Testing Laboratories (ex. UL, ETL, and CSA).

Didi then turned her focus to establishing a relationship with the Design Light’s Consortium and having our products listed on their Qualified Product’s List. Each product must first go through a series of photometric and distribution testing at an approved laboratory. Today, Tamco has over 500 products listed on the Qualified Product’s List, and Tamco is ranked 45 out of over 1500 lighting manufacturers.

Recently, Didi has been focused on creating a division of the Compliance department that focuses solely on Lighting Rebates.

With 500 products on the Design Light’s Consortium’s Qualified Products List, our products qualify for hundreds of different rebate programs all over the country. This division, led by U.S Army veteran Billy Rowan, will strive to be the liaison between the Utility Companies and the branches. They hope to assist CES with researching the different rebates in their areas, and offer guidance during the application process.

Didi has been married for just over two years. She and her husband Dave recently purchased a boat, and enjoy heading out to the sandbar on the weekends with their terrier, Harper.
NEW LED AREA LIGHT FROM TAMLITE HID

YOUR FIXTURE, YOUR WAY

The ARPS LED area light with its low profile and architectural styling is a great alternative to conventional shoe box luminaires. It is designed to be flexible with interchangeable optics, optional house side shield, and multiple mounting options. Boasting 120+ lumens per watt and available in distribution types 2, 3, 4, and 5, the ARPS LED also features a dimmable driver with surge protection, as well as a 7 pin photocell socket with shorting cap (adaptable to wireless controls), making it the ideal fixture for any area lighting application. Available in 75w, 140w, and 185w options with square pole arm, round pole adapter, and slipfitter mounting options.

LAND O’ LAKES COUNTER DAY

On Wednesday, Aug. 3, 2016, Tamlite Lighting and the City Electric Supply in Land O’Lakes, Fla., held a “Morning with CES” Event sponsored by Tamlite Lighting. At the event, Tamlite was able to introduce some of Jim Dahmer, branch manager’s best accounts such as, KW Morrow Electric, Rumor’s Electric, and Cornerstone AC & Electric to their newest products. Customers were able to get a better look at Tamlite Lay-in’s new wireless 0-10v dimming, Tamlite Hi-Lux’s iBLED 10 board fixture and Tamlite Amenity’s new submersible fishing light.

The ARPS LED on site in Charlotte, NC. This customer ordered our 140w fixture to replace the existing 400w metal halide fixtures and loved the result!
As Willy Wonka once said before unleashing five small children and their guardians into a realm of child-like wonder, “Hold your breath. Make a wish. Count to three.” I now understand what he meant. That is exactly how I felt after waking up on my first morning in the Hawaiian Island of Maui.

Don’t mistake my words for a lack of trying. Maui truly is, a place outside of no other. Let me explain, I don’t want to trick you into thinking it is for everyone. Some people would be satisfied with a beach and a hotel with scenic views and a few tropical plants in the lobby. If that’s all you’re looking for, the same can be found on any other Hawaiian island. Or, you can just go to Florida.

No, the majestic and the beauty of Maui is all of the exploring that you can do. Lava tunnels that were formed inside of a large crater hundreds of years ago. Black sand beaches where sea turtles go to graze in the morning sun. The delicious food and glorious valleys of the Polynesian culture. There are blowholes that shoot out geyser like fountains over 60 feet up into the air. You can climb cliffs. You can go snorkeling, and you can enjoy fine dining and beautiful sunsets on Maui’s multiple beaches. From sunrise to sunset and into the night, there’s never any lack of thrills and adventure.

My lady and I started our first day tackling the Road To Hana. The trek to Hana is 617 winding curves, 56 narrow bridges, 52 miles long and takes three hours to drive. You’ll be up against cliffs, rocks and beautiful scenery unlike anything you’ve ever seen. We stopped for black and red sand beaches that had caves to explore where the ocean crashed against the rocks. We popped into the luscious forest known as The Garden of Eden where rainbow eucalyptus trees flourish. We also swam in several waterfalls. By the end of the day we walked over 22 miles that didn’t even cover half of the things you can do in Hana.

We explored shops and caught a luau. We took a helicopter ride over the entire island of Maui, swam with the sea turtles, saw a few whales a little too up close and personal. We caught a bit of sun, viewed a Polynesian cemetery cliff where ancient tribesmen would go to give respect to their gods. We swam in sacred pools, climbed two mountains, and overlooked a giant crater. All of that didn’t even cover half of the things you can do on the island.

Maui isn’t cheap, but it isn’t the most expensive either. We went on a budget and stayed on budget. For two months, we mapped and did lots of research before we set foot on the island for our incredible journey. If you know how to plan, you’ll save yourself a myriad of time and money. If you’re the explorer type, you’ll never be bored. The plant life, the food, the animals, the people - everything is all very unbelievable. I could describe it to you, but it would not do it any justice.

Think of the most beautiful experience, in the most awe-inspiring scenery that you could possibly imagine, and you’d still need to witness Maui. That’s the experience that I took away from it all. We all need an escape sometime. If adventure isn’t your thing, then you can go to a ton of places that are more suited to your needs. If you enjoy culture, exotic creatures, lush rain forests with multiple waterfalls and gorgeous beaches, then go to Maui. It’s a moral imperative. I am, forever changed by my experience there.

On a final note, don’t take any black sand from the beach. I heard it’s cursed by a goddess with long hair that kind of looks like a sea witch. Happy traveling!

- Delfin Diaz
CES Video Animation Specialist
Always CES.
While on vacation with his wife in Ketchikan and Mount McKinley, Alaska, James Dahmer pulls out the CES colors to stake a claim. Who is ready to be part of the first CES Dog Sled Delivery Team?

Charles Clay - A 15 Year Bond with CES
Charles Clay came to work in July 1999 for what was then called Country Electric Supply as a store manager at the Albemarle Branch. He served in that position for nearly one year, then with the promotion to Outside Sales Representative, Charles filled this position for the next 15 years until March of 2016, when he semi-retired. Charles wanted to spend more time with Sue, his wife of 46 years. Charles now works three days a week in the Albemarle branch helping work the counter and providing quotes to our customers. “City has been very good to me and my family for the last 15 years,” Charles said. He hopes to be able to work in his present capacity for the forseeable future.

The Boston Group and Kidde Team up for a Smoking Promo!
Sean from Stockbridge Electric out of CES Weymouth, Massachusetts and Rick from Adley Electric out of CES Marshfield, Mass., are the lucky winners of a mountain bike raffled off during the event.

A Birthday Surprise!
During the 2016 NAMC Conference, CES staff was taken for a nice surprise on Saturday night. Everyone got to enjoy an evening at the AT&T Cowboys Stadium in Dallas and for Darron Rocka, this was an extra special birthday.

Look at this Beautiful Couple!
Kelli Walker, the Leasing and Sales Coordinator of the CES Property Division, became Mrs. Kelli Hambly after marrying her boyfriend of seven years on April 28, 2016. Their first dance was appropriately, Beauty and the Beast.

MICK ROSE MARRIES THE WOMAN OF HIS DREAMS!
Mick met his wife 12 years ago and knew at that moment that she was the woman he wanted to spend the rest of his life with. On June 27, 2016, he married the woman of his dreams. Mica and Mick have an 8-year-old daughter named YaMaya, and a tiny pup named KoKo. Mica is a licensed real estate agent and esthetician in Dallas. There is nothing they enjoy more than traveling and spending time with their family.
CES Crystal River & Southwire Tools
Frank Berry of Southwire Tools was there to display a variety of wire cutting, splicing, and stripping tools. Great turnout for electrical, utilities, and HVAC contractors at CES Crystal River, in Florida.

CES Duluth Now Open!

CES Land O’Lakes & Tamlite Counter Day!
CES Land O’Lakes breakfast with Tamlite Lighting on Aug. 3, 2016 had a great counter morning with Steven Hagadorn from Tamlite, introducing the newest products to our customers. Vinnie, with Rumore’s Electric picked up on the new LED Tape lighting while Ted Pennington with Cornerstone AC & Electric purchases the 41k Led Retro fits for a upcoming project, assisted by our 10 year veteran Carlos Feliciano on the counter.

It was a great event overall!!

Annual Tool Day Event in CES North Charleston!
On July 13, 2016, CES North Charleston in S.C., had its second annual Tool Day. They served 121 customers for lunch. Utilizing the Milwaukee trade in deals and previously unused promos made for easy sales and a nice reduction in older tool stock overheads.

CES Lenoir Grand Opening
Ribbon cutting with the Mayor, Joe Hawk and his team ready to serve our CES customers. This North Carolina branch is an addition to the Hickory Group and fills the gap between Hickory and Boone, N.C., in efforts to provide our customers with more CES locations in that geographic market.

Orlando Central Grand Opening!
On June 1, 2016, CES Orlando Central in Florida, threw a Grand Re-opening Event to celebrate moving into their new location. The event gave customers the chance to see the much larger facility that will be the branch’s home for many years to come. The event hosted over 15 different vendors, some delicious BBQ, raffle prizes and even a dunk tank - where customers were given a chance to dunk their favorite outside sales rep Mike Sipichuik.
Become “Big Dogs” by participating in our “Let The Big Dogs Play” promotion. Buy any NSi products at your local CES branch and be entered in the drawing to WIN big prizes. Promotion starts October 1st.
City Electric Supply Reels in Delicious Dinner in the Florida Keys

Just a day before setting sail on Sept. 11, 2016, approximately 150 miles south of the Florida Keys, tropical storm Invest 93L covered the area. The crew of 12 contractors, reps, and CES employees were unsure what the next morning would bring.

Fortunately, the rain stayed south but the gusty winds blew at 25 mph, producing some rough seas. The adventurous group headed out from the Caloosa Cove Resort dock in Islamorada, Fla., and set sail, in hopes of catching fish despite the weather. Team Snapshot and team Tiki headed to the reefs.

The two teams caught plenty of yellow tail, mangrove snapper, mutton snapper and a few other species of reef fish which kept the rods bending all day. After the teams caught their fill of snapper, the drift was on to try and raise a sailfish.

Team Snapshot was unsuccessful with the sailfish bite; however, Mike Rather and Steve Glenn caught a cooler full of black fin tuna, along with a couple of monster amberjacks.

Brad Teel from Teel Electric Co. LLC, who was on the Tiki team, hooked up a sailfish that the team later released. To add a little competition to the day, Generac offered a free IQ2000 inverter generator to the customer that caught the biggest fish on the Generac Fishing Lure that was handed out to each member of the teams.

Team Snapshot had no luck with the lure. However, Ricky Teel on team Tiki, managed to catch a Spanish mackerel on the Generac Lure. Ricky is now the proud owner of the new IQ2000!

The two teams returned to the Islamorada docks, just in time for dinner. With the fresh tuna caught right out of the sea, onto the cleaning table, the crews started eating it as fast as Captain George Campbell from the Snapshot team was filleting it.

"It doesn’t get any fresher than that," said Mike Bertone, Senior Group Manager.

After the fish were cleaned, the crews freshened up, and it was off to Habanitos Oceanfront Restaurant where they would finally eat the day’s successful catch. They served fresh tuna and snapper blackened, fried, grilled - scampi style. The sides that accompanied the fish were black beans, rice and sweet plantains. "It was the best the crew had ever eaten," Mike added. It was another successful fishing adventure for the CES crew, contractors, reps, and employees.

We would like to thank Generac for sponsoring the trip and would also like to thank our customers for taking the time to spend it with CES, and Generac in the Florida Keys!
10th Annual Amelia Island Chili Cook Off

City Electric Supply St. Mary’s in Kingsland, Ga., celebrated a fifth place win out of 27 teams at the 10th Annual Amelia Island Chili Cook Off!

This annual competition is a fundraiser benefitting the Amelia Island Montessori School. “We gave out over eight gallons of chili to the attendees!” CES St. Mary’s Branch Manager Jeff Henley remarked. Teams were only required to cook five gallons for entry in the contest, so they’re just over achievers! The 2 Smoking Phat Boyz proudly flew their CES flag for the 5,000 attendees at the charity fundraiser.

“It was a really good day,” Henley said.

New CES Family Member in SC!

Billy Timmons, an Outside Sales Rep with the Rock Hill, S.C., branch and his wife, Jamie, just welcomed their first baby girl, Riley Timmons. She was born at 2:55pm on May 29, 2016 and weighed 8 lbs, 6 oz. Congratulations!

A Big Thank You to Law Enforcement and Fire Officials

City Electric Supply in Gaffney, S.C., expresseded gratitude and appreciation to law enforcement and fire officials on Aug. 19, 2016. With the help of vendors, sponsors and volunteers, the event was a major success.

CES team members such as Kevin Ramsey, Grayson McGraw, Kevin Warburton, Richard Smith and Michael Martin were among the many who helped put together the celebration acknowledging the invaluable service that law enforcement officers and their families, provide for the community.

Cindy Brown of Bill Wade and Associates donated a brand new grill for the event. There were plenty of food and refreshments for all, as Sheriff Steve Mueller tended the grill. Customers also showed their support and appreciation by thanking police and fire officials.

Sheriff Steve Mueller, Gaffney City Police Chief Rick Turner, and Fire Chief Jamie Caggiano, were among the attending officers who appreciated the community’s efforts. “It was a great success and we were very honored to throw this event for them,” said Kevin Ramsey, outside sales. “We appreciate all of their hard work and dedication.”

CES Family on and off the clock

In mid-July several employees and customers from Gaffney and Rock Hill, S.C., branches came to see a couple of the Anderson branch boys perform on the main stage at the Peach Festival in their band 3 & Twenty. Some of you may remember Adrian Lee who joined the dueling pianos Sunday night at the NAMC with his rapping riffs.

Go-Kart Racing in Charlotte, NC!

CES Charlotte Group Manager Gary Tubos had an outing with 12 guys from various branches. After finishing out work on a Friday evening in August, 2016 they went out on the town to have some fun, dinner, drinks and blow off a little steam!

The crew went to Victory Lane Karting - slick go-karting track in Charlotte, North Carolina. They all had some bumping fun!
Women in Electrical Wholesale
Q&A with Kathy Ferland, Branch Manager, CES Port St. Lucie

Kathy Ferland is CES Port St. Lucie’s branch manager in Fla., where she oversees the branch’s day-to-day operations. She started out in counter sales at City Electric Supply in 1999. Kathy’s specialty began and remains in customer relationships – helping them complete their orders and ensure they are getting the best service from beginning to end. In about a year, Kathy’s position excelled from counter sales to store manager. And in 2006, she was promoted to branch manager. In honor of American Women’s Business Day observed on Sept. 22, 2016, we had a chat with Kathy to reflect upon her contributions and accomplishments since she started working for CES.

What is your role as a branch manager for CES Port St Lucie?
Kathy - My day-to-day tasks include the branch operations, I overlook the store manager, and I also do over the counter sales. I oversee the warehouse, gather quotes for customers, collect money from customers, and make sales calls to customers.

What do you like about your accomplishments since you started with CES?
Kathy - When I started at CES, I knew there was opportunity for growth and advancements. I knew that if I worked hard at what I did, I could become a store manager. I then became store manager after my first year.

What do you look forward to mostly in your job? Why do you do what you do?
Kathy - What I like about CES is the people, and our customers. I enjoy the work environment because we are a people business. We are dedicated to our customers and work hard to make sure they know that we appreciate them. We thrive because our customers tell other people about CES – which make up for new accounts. This is how we grow, because our customer service is our strong quality.

What are some highlights and challenges you experienced before you started at CES?
Kathy - I used to work in the electrical field. I left because I knew I wasn’t going to advance there. When I came here, there was opportunity for growth and plenty of chances to do so. You have to work hard and learn about all our products in order to succeed in sales. It’s a good company to work for and knowing about what you sell is beneficial. Before CES, I got my journeyman’s card and worked in electrical trade, but I decided to work for a place that I knew I would grow.

Kathy’s sister Debbie Sheridan, also works for CES. She is the branch manager for CES Phoenix North, in Arizona. Debbie was the lucky winner of the 2016 North American Managers Conference (NAMC) CES camo van.

CES Runs to the Rescue!

A day that started out normal turned into moments of an incredible act of heroism. Mike Rees, branch manager at City Electric Supply in Washington, N.C., and his family were enjoying a Wednesday afternoon at the Great Harvest Bread Company in Greenville, N.C., when suddenly, screaming was heard across the street.

Three dogs, including a pit bull attacked Kona, a 10-month old dog whose owner is Jacqueline Patrick-Rueff. Mike suddenly ran across the street to a front yard.

Kona was being thrown around by the pit bull. As he and a UPS driver came to rescue Kona, the pit bull ran off. “I wasn’t thinking,” Rees said. “I just saw, reacted, ran, you know... Was going to do what I had to do.”

Kona suffered injuries to his neck and hind legs but is now doing well. Patrick-Rueff said, “If these people had not stopped and, in my opinion, risked their lives, the pit bull would have killed my dog and gone after me.”

It was an unexpected moment of anguish for the neighborhood, followed by the sudden act of rescue. Mike stayed with Patrick-Rueff, who was understandably shaken up, when the police came to talk to her. Patrick-Rueff thanked Mike and the UPS driver for coming to rescue Kona.
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