

The **WI**RE

Million
Dollar
Men

30 in 13

Celebrating
30 years of the
power to supply
you

New Look, Same
Power to Supply
you

Take a Look
at our Global
Footprint

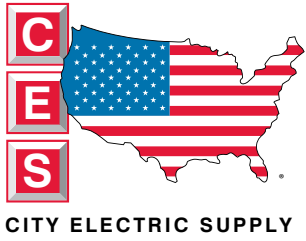
See what CES is
doing to impact
your city

Cefco

Product Highlights

Tamlite In-House

Q3



Introducing the **New** **City Electric Supply** mobile app

Scan the qr code below to get the new CES app for your device.



For more information visit www.CityElectricSupply.com/App



The
Power^{TO}
Supply You[®]



Welcome to the inaugural edition of **TheWIRE**

2013 marks our 30th anniversary in the US market and what a year it is shaping up to be!

After record US sales in 2012/13, we have kicked off 2013/14 with 13.68% sales growth in the first 5 months, putting us on track to break \$700 Million in sales for the first time in the US. On the back of this exciting sales growth we have recommenced our US expansion with 6 new branches opened already this year and a further 34 planned to open within the next 18 months. This will bring our US branch total to 408 locations creating more opportunity within the company and most importantly, it will give us a better footprint to service our existing and future customer base.

This sales growth and branch expansion puts the US on track to be our largest market by sales by the end of this year and the largest by number of locations by the end of next year!

Thomas H. Mackie

TheWIRE

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Want to Add Articles to The Wire magazine?

contact the CES Marketing Department for more info.
Marketing@ces-us.net

The top 5 chosen articles will receive a 16oz turvis tumbler

New Featured Products



Klein Tools Accessories

the Klein brand is the #1 preferred hand tool in the electrical industry, as well as one of the leading brands used in the maintenance, construction, and industrial trades. you can find Klein tools available to purchase at any of our branches across the US!



Pass and Seymour USB Charger Outlet

Designed to replace conventional duplex receptacles, the Pass & Seymour in-wall USB charger by Legrand allows you to charge your mobile phone, tablet and other electronic devices without the need for bulky AC adapters. That translates into less clutter in your home or facility, as well as 3x more charging power than competing USB outlet models.

Pass & Seymour



3M LED Bulb

Save money and save energy. Replace your incandescent and compact fluorescent bulbs with the efficient, safe, beautiful 3M LED Advanced Light.



Caddy Speed Link SLK System

The CADDY® SPEED LINK LD system is ideal for hanging light-duty fixtures, ductwork, speakers, alarm sensors, signage and pipes. The system is available in a variety of specialty end fittings, a range of wire rope lengths and includes a low-profile, stainless steel locking device. The CADDY SPEED LINK LD system is versatile, easy to adjust and installs quickly to almost any structure



EATON Level 2 Charging Station

Eaton's hybrid electric system recovers power normally lost during braking and stores the energy in batteries. The stored energy is used to improve fuel economy and vehicle performance for a given speed or it is used to operate the vehicle with electric power only.

By providing real-time monitoring and reporting, Eaton's Network Manager allows EV fleet managers to increase system uptime, reduce energy costs and maximize the reliability of chargers.



Powering Business Worldwide



IAV Lightspeaker

The IAV Lightspeaker is the first patented product to combine efficient LED Lighting and wireless sound into a single unit that installs like a light bulb into a pot light or a free standing light fixture. Based in Montana, our company provides a combination of over 50 years of industry experience within our leadership team.

Designed for 5" - 6" pot light fixtures or table/floor lamps Fully dimmable LED light rated for up to 40,000 hours 480 lumens 3000* K Easy Installation, NO cables to run We understand service, dedication and how setting yourself apart from your competitors is key to success. Having IAV LightSpeaker® in your warehouse will give your customers access to that success.

We guarantee it!



Charleston Region

87 Branches • 9 Groups

Atlanta • Birmingham • Charleston • Columbia • North Georgia • Spartanburg • Jacksonville • Lake City • Pensacola

Charleston Region is Pushing Forward

I'm pleased to tell you all that there has been plenty of activity in the Charleston region in the last six months. The Charleston region is comprised of 87 locations stretching from South Carolina (Charleston, Columbia & Spartanburg groups) through Georgia and Alabama (Atlanta, North Georgia & Birmingham AL) down South to the Northern Florida Pan Handle (Jacksonville, Lake City & Pensacola groups). We recently purchased a property in Lancaster, South Carolina that had previously been an electric supply house for over 40 years. Continuing our growth in SC, we



also started the permitting process to build new branch locations in West Columbia and Sumter. We have owned the land for quite a few years and now feel the time is right to build our own custom buildings at these locations.

Georgia has not missed out in the expansion, with a brand new branch opening very close to Atlanta airport in June of this year (so close in fact that the windows in the building are specially made of three inch thick glass to ease noise levels). I'll let you in on a secret – they do not work very well! We also completed a branch move in Alpharetta – moving to a larger building two blocks away and having the interior custom designed. More new buildings have been built in Valdosta, GA and St Mary's, GA to bring our buildings up to the very high standard that we set for our company owned properties.

There's never a dull moment in Florida either! The Gainesville branch will be literally renovated from the ground up. New walls, roof, offices and trade counter will all be remodeled as the branch continues to operate (and this is a busy branch)! We have already accomplished this at the Summerville, SC branch five years ago. Though it was

an interesting time, the final outcome was brilliant and I am sure Gainesville will turn out magnificent once completed.

We are also in the process of reopening a previously closed location, Middleburg, FL. It was closed just over a year ago, but with the business in the area trending on a more positive note and the traffic flow continuing to increase, the decision was made to reopen this location.

There is further expansion planned for the Charleston region over the next 12 to 18 months (controlled expansion) - the best kind. Please keep a look out for the news of new locations and new opportunities for everyone, which will be sent out when the time is right.

On a more leisurely note (if you can call golf leisurely in 90 degree heat), the Florida groups (Jacksonville, Lake City & Pensacola) recently had their first Customer Golf Appreciation day, which was a terrific success, with 90 customers and vendors taking part. The word has got around and our Georgia & Alabama groups have also bitten the golf bug, with their customer day scheduled for mid-September. Let's hope it doesn't rain!



CES Golf Tournament Jacksonville Group

Charlotte Region

86 Branches • 9 Groups

Mid-Atlantic • Boston North • Boston South • Charlotte • Hickory • Nashville • Piedmont Triad • Smoky Mountain • Kansas City

Smoky Mountain Group

Sevierville Branch

Chris Dunn
Salesman at Morristown to
Branch Manager in Sevierville Branch

Johnson City Branch

Derek Page
Driver to Counter Sales

Robert Page
Stores Manager to Salesman

Bristol Branch

Jonathan Cole
Counter Sales to TamLite Lightng
Sales Rep.

Piedmont Group

Winston Central

Ben Davis
Sales Rep. to Branch Manager
Lee Hatcher
Counter Sales to Stores Manager
Matt Walton
Driver to Counter Sales

Lexington Branch

Chad Young
Counter Sales to Sales Rep.
Zac Cooper
Driver to Counter Sales

Kansas City Group

Springfield Branch

Cody Sweatton
Counter Sales to Sales Rep.

Overland Park Branch

Stuart Hunter
Counter Sales to Stores Manager

Liberty Branch

Chris Daughtry
Store Manager to Branch Manager

Mandy Daughtry
Counter Sales to Stores Manager

Oklahoma City Branch

Trish Crites
Counter Sales to Sales Rep.

Wichita West Branch

Howard Dull
Counter Sales to Sales Rep.

Grandview Branch

Kevin Williams
Counter Sales to Store Manager

Hickory Group

Hickory Branch

Dustin Presnell
Driver to Counter Sales

Nashville Group

Murfreesboro Branch

Dennis Foster
Counter Sales to Operations

Mt. Juliet Branch

Alex Starr
Store Manager to Sales Rep.

Boston North Group

Westford Branch

Jacob Sullivan
Counter Sales to Store Manager

Boston South Group

Falmouth Branch

Greg Rice
Sales Rep. to Branch Manager

Travis Blischke
Counter Sales to Store Manager

Congratulations to everyone! The future of our company is growing and educating our people so we can continue to expand and provide opportunities like we have the past 30 years.

Growing with CES

It has been an exciting time in the Charlotte Region during the first part of this year. Record sales, promotions and expansion have been in full flow. Blair Fiedler was promoted from Group Manager to Senior Group Manager overseeing Smoky Mountain, Kansas City with direct responsibility for the Charlotte Group. To the left are all Branch promotions in the Charlotte Region.

New Locations



CES Falmouth, MA Boston South Group

Greg Rice - Branch Manager

Falmouth is a town on Cape Cod in Mass. This will be our second branch on the Cape and will help service our existing and future customer base.



CES Alcoa, TN Smoky Mountain Group

David Borden - Branch Manager

The town of Alcoa is named after the Aluminum Company Of America, which still operates in the town. CES Alcoa is in the metropolitan area of Knoxville TN and will help us serve our contractor and industrial customers in this area.



CES Weymouth, MA Boston South Group

Scott Wysocki - Branch Manager

Weymouth is a town in Mass situated in-between our existing branches of Quincy, Brockton, Marshfield. Weymouth is part of our long term plan of servicing our customers needs on the south shore.



CES Frederick, MD Mid Atlantic Group

Gregg Farmer - Branch Manager

Frederick sits 50 miles from our Nations Capitol. Residential and commercial growth is everywhere to be seen. Fredrick provides a good link between our Hagerstown and Gathersburg branches.



CES Berry Hill, TN Nashville Group

Jim Butrum - Branch Manager

Berry Hill is town within the Nashville city limits. Berry Hill is situated a few miles from downtown. Nashville boasts good interstate access to all major routes in and out of the city of Nashville.



CES Winston Salem Central, NC Piedmont Group

Ben Davis - Branch Manager

Opening up a Downtown Branch was a natural compliment to our existing branches within the Winston Salem area. Although covered in the outskirts we had no downtown presence, until now.

Old Town - New City

Originally, the Salisbury branch opened in 2002. Needing extra visibility, we made the decision to move the branch up the street to gain exposure and cement a long term commitment to this old North Carolina mill town. Sporting the new Company signage and being situated prominently on Main Street has certainly given us the "spotlight" we were looking for.



Denver Region

53 Branches • 6 Groups

California • Colorado North • Colorado South • Central Texas • Dallas/Ft Worth • Houston



CES - Scott Tracey

Scott, "Scooter" as his friends call him, originally from Chicago and a devout Bears and Cubs fan was a friend of the local Westinghouse lighting rep in Denver and was really not happy with his career as a paint salesman. It was missing something and he needed a spark! The rep introduced Scott to the BM and Sales Rep in the Commerce City branch and THAT WAS ALL IT TOOK! Scooter had the personality and energy that we knew was a winner!! So he decided to take a risk and change industries completely and come over to CES as an entry level warehouseman. Again, that's all she wrote! Scott quickly followed in the footsteps of the BM and sales rep as they were promoted and moved up, so did he, TWICE in 2 years to become the Branch manager of one of the most successful branches in Colorado. Since the recent slump in the economy, Scooter has brought the branch back to its "glory days" and is now matching the once record breaking months of the past!! Just like days of old, it's the people together that make us great! He says that working for CES has been the greatest experience and he loves it because it keeps his fire going to keep achieving more and reaching to greater heights.... on a more personal note, Scooter really enjoys the outdoors and so much that he recently took what some of us would consider as a once in a lifetime trip to Alaska. He said it would be ok for us to share it with the rest of the CES family, so we are taking him up on it. He went on a backpacking and halibut fishing trip, that's definitely one for the memories!! The experience was unforgettable and since he survived an overnight visit outside his tent by the local Grizzly bears he is also thankful that he is back home to tell all about it.

Season Kickoff

Customers and staff from the Dallas, Central TX and Colorado Groups celebrated the kickoff of the 2013 College Football season by attending the Cowboy Classic at the AT&T Stadium in Dallas on Saturday, August 31st, which featured LSU and TCU. There was a loud crowd of 80,230 with plenty of purple (a predominant color for both teams).

LSU 37 - TCU 27



CES Cedar Park Remodel

A Change for the Better

In the beginning the Cedar Park Branch looked just like any other Supply house. White walls, blue and white checkered floors, mismatched shelves; we didn't stand out by any means of the word. The store had looked the same since it opened in 2007. With new management arising, more successful workers in the store, and a passion for business thriving throughout the store, a new change was in order. Towards the end of 2012, the Cedar Park Branch decided to remodel. Shortly after the New Year it was discussed what was to occur during the remodel, and employees and suppliers alike are very pleased with the change.



Florida Region

77 Branches • 10 Groups

Broward • Miami Dade • Treasure Coast • Las Vegas • Phoenix • Phoenix South • Land O'Lakes • Orlando • Suncoast • Tampa



Broward Group

Broward Group is a composition of branches including City Electric Supply's original locations in SE Florida. A total of 10 branches stretch between north West Palm Beach to south Fort Lauderdale. Golden sandy beaches with warm ocean currents beckons vacationers from across the globe. Attached at the hip, you will find some of the most prestigious properties found in the world today. Some of these branches even had our President, Mr. Thomas Mackie, early in his CES career working the trade counter and pulling orders!

Since Broward County has long since seen the tail end of the residential boom, most of the work today is commercial. Although it is true to say builders always seem to squeeze in another new development here and there.

Wellington Branch

Wellington Branch sits 14 miles due west of the Palm Beaches. Opened in October of 2001 it has had its share of ups and downs. The community grew very fast during the early 2000's and got hit hard when the economic downturn occurred. Wellington is known across the country for its Polo Pony's. The horse community regularly hosts the Polo World Championships.

However, today we are back on track and building a solid branch around several commercial electrical contractors. Just recently, we placed a portable container at the job site of the new Palm Beach Outlet mall. The site was an old shopping mall adjacent to the I-95 in central Palm Beach, which has been torn down and is being replaced with 500,000 square feet of outlet shopping. The next closest outlet mall is 55 miles away, therefore will present local shoppers with an astonishing array of quality brand names to choose from.



Million Dollar Men



Chapel Hill Branch Reaches Milestone Month

The month of August in the Chapel Hill branch was quite a month, with sales topping out at \$1,089,212. Members of staff in Chapel Hill include Robbie McNamara as branch manager, Barry Carter as stores manager, and Michael Shannon and Ian Beverly as warehouse/counter sales associates. With the exception of Michael, all of the Chapel Hill staff has been employed with City Electric Supply for seven to eight years. Michael came on board in late 2011. Robbie McNamara relocated to Chapel Hill as manager in February of 2010, after stints in the Richmond East and Fuquay branches. Growth in the Chapel Hill branch has increased ever since. Little did we know then that Robbie's efforts, as well as the efforts of his staff, would result in a million dollar sales month! Chapel Hill has grown its business by tapping into market segments that most of our City branches service including contractors, institutional business, service contractors, heating and air, as well as other niche business. But in addition

to these traditional market segments, Robbie had the foresight to develop a significant niche in the solar market and its many segments. Development of this segment didn't happen overnight, with Robbie spending many hours educating himself on this market and developing the relationships necessary to compete. His hard work has obviously paid off, as well as his customer first attitude.

Even with the sales success of the Chapel Hill branch, Robbie and his team are working hard to diversify their customer base, tapping into other market segments that can help the branch increase gross profit. This is smartly being realized as necessary with the large scale solar business being so highly competitive. I applaud their efforts. Congratulations again to Robbie, Barry, Michael, and Ian. Hard work, competitive drive, and exceptional customer service, do pay off. Well done Chapel Hill.

A Lesson Learned

"If at first you don't succeed, try, try again." This was Tom Murphy, Sales Representative of the Macomb branch in Michigan's mantra as it pertained to a certain chain of local furniture stores. He dedicated time on his calendar and consistently called upon them. The chain's 1,000,000 square foot distribution hub was located next door to one of CES's major competitors. However, that did not stop Tom. With the support of his Branch Manager, Art Thienel, and their team, his consistent connection with the furniture chain paid off. The competitor never contacted them in their 25-year business relationship and it fell apart. CES became their sole source for emergency ballasts, plug

mold, fluorescents and PAR lamps. Later, when the chain decided to aggressively expand into the Great Lakes region, they contacted Tom and CES for over 5,000 LED Lamps and over 3.5 miles of track and track heads to illuminate three new stores with six more to come. Congrats on Tom's perseverance taking this account from an average monthly spending of less than \$1,000 to over \$135,000 per month so far this year. Job well done!

"Success is not final, failure is not fatal; it is the courage to continue that counts." - Winston Churchill

Employee Highlight



The Ascension

Joe Gurganus was recently appointed Branch Manager at the Jacksonville, NC branch. Joe joined City Electric in 2001. Joe helped set up and open the Jacksonville branch. He previously held positions as salesman and stores manager. Joe has been married for 25 years to his lovely wife Holly and has one daughter Tyler; who recently left for fashion design school. Best wishes to Joe as he continues his career at City Electric Supply.

CES Over Seas



London, England



The United Kingdom is where it all began back in 1951. Tom Mackie, bought an almost bankrupt wholesaler, City Electrical Factors, that at the time resided in a horse stable in Coventry, England. With a, then revolutionary, model of performance based compensation, a vision of many small local branches rather than large centrally located branch and a never-ending desire to provide industry leading service, the formula for "City" around the world was born. CEF now consists of over 400 branch locations in the UK and Ireland and is the 3rd largest electrical wholesaler in the UK by turnover.



torbram electric supply

Torbram Electric Supply (TES) has grown from humble beginnings with a single branch based in Mississauga Ontario in 1991. Today, we have over 60 locations across Canada. We attribute the success of our branches to our commitment to provide customers with superior products, quality service and our highly valued Advantage Program. The TES Advantage Program is a unique offering of valued added free services that sets us apart from our competitors.

Continuous improvement and innovation has been our model; listening and learning from our customers, vendors and staff has become our mandate. With the upcoming launch of the TES App - an industry first and the unveiling of a new and improved website, we are ready to meet our customers' needs now and in the future.



Toronto, Canada



ramax electrical wholesalers

part of CEF city electrical factors

The Australian operation is growing fast, with sales increasing from AU\$4m in 2008 to over AU\$16m in 2013. Branches nine and ten are on the horizon, with visa applications approved by the immigration department for two more existing UK Managers and their families to make the journey around the world to escape the harsh UK winters for a warmer climate in a wonderful part of the world to live.



Sidney, Australia

With some tremendously profitable year end branch results released recently in April, more branches opening soon, a well performing economy, and further opportunities for CEF employees to join the team, it is certainly an extremely exciting time for our business down under, and this is only just the beginning.

Travel through History

1983

The inception of CES to the USA began with CES Tampa Central, FL in April 1983.

1984

Moving at a very rapid rate, CES opens their 10th Branch, CES Deland, FL in July 1984

1996

In only thirteen years since their first Branch in the USA, CES proudly opens their 50th Branch, CES Summerville, SC in 1996

2000

Accelerating into the new millenium, CES opens their 100th Branch, CES Mountain Industrial, GA in 2000

2005

Making a huge leap five years later, CES opens their 200th Branch, CES Hinesville, GA in 2005

2006

One year later, CES excitedly opens their 250th Branch, CES Crown Point, IN in 2006

2007

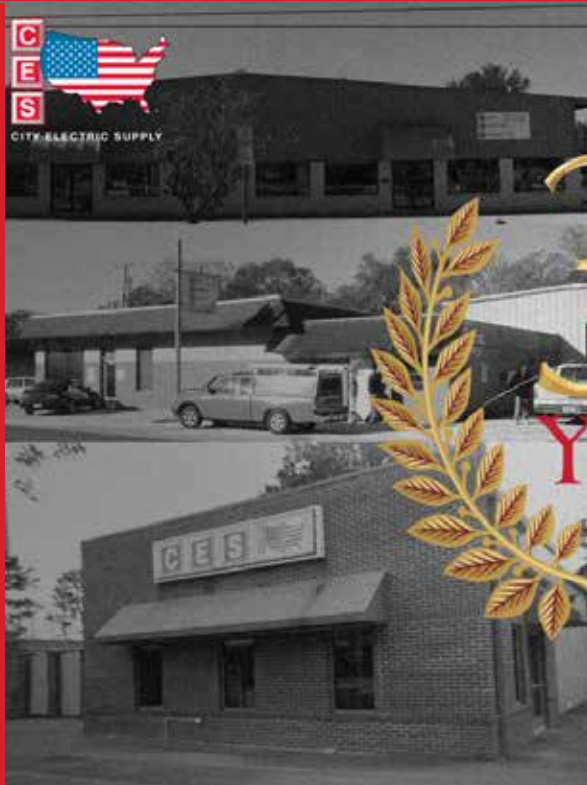
Almost a decade into the millennium, CES opens their 300th Branch, CES Camp Bowie West, TX in 2007

2008

Twenty-five years since the appearance in the USA, CES opens their 350th Branch, Morganton, NC in 2008

2013

CES rebrands their corporate image. Launches the CES Mobile App and the new CES Website



30 in 13

The City Electric Supply Story



The story began in Tampa, FL in 1983. My late grandfather, Tom Mackie, had been in the electrical supply business since 1938, aside from five years serving in the Royal Air Force during World War II. Since purchasing his own single branch electrical supply business in 1951, he had grown the business to more than 200 branches in the UK and Europe, as well as several manufacturing plants throughout the UK. Needless to say, vacation was not something my grandfather did well. When he bought a home in South Florida to escape the English and Swiss winters, it was not long before enjoying the Florida sunshine was not enough to fill his day.

So at 61 years of age, when most people are thinking about retiring, Tom went out in search of a small electrical wholesaler in Florida that he could buy and try and replicate his model in the US. As the years went on, the model proved that it could work on this side of the Atlantic, My grandfather set his sites on making

the US the largest portion of our family wholesaling business, a pursuit that he never stopped working towards until he passed away in Florida in January of 2012. Although he did not quite make it to see his dream of CES becoming bigger than his 32 year more mature UK business, I am proud to announce that this year we are on track to make Tom's dream a reality. City Electric Supply has now grown to more than 374 locations across the US with more than 30 new branches planned to open in the next 18 months and the group now consists of 880 branches and 56 manufacturing operation around the world.

Thank you to all of our loyal employees, suppliers, agents and customers. . .without you none of this would have been possible! We look forward to working with you all to make the next 30 years as memorable as the last!

Thomas H. Mackie



TURN US ON!

Fusion Lamps continues to be a strong vendor to CES in a continuously competitive lighting market. Over the past 7 years we have expanded our product line, offering CES and their customers quality material as well as quality service. Customer service is our #1 priority and we take pride in providing solutions to our customers' lighting needs.

Fusion's Business Manager, JR Brickey, has been working closely with CES, offering training seminars and continues to work hand in hand with CES to conduct lighting surveys, helping expand opportunities in this growing energy saving market.

Fusion Lamps Assistant Manager, Katie Stone, is based out of our Tampa office and available for any and all lamp quotes, product crosses, and technical support. We believe in doing our absolute best for you to make your job easier.



Fusion Lamps has locations spanning the USA, Canada as well as the UK, maximizing our availability to CES. We are a global company and we have recently debuted our new and improved website providing product information at your fingertips, as well as an Energy Saving Catalog with easy calculations, product descriptions, and energy saving benefits.

Contact Us:

www.fusion-lamps.com
sales@fusion-lamps.com

LED T8 Benefits:

- Reduced energy and maintenance costs
- 50,000+ hours of life / 1,800 lumens
- Mercury-free construction
- 100% output even in low temperatures
- Clear & frosted / 2ft & 4ft
- UL Listed / DLC Compliant



The Fusion Lamps LED T8 lamp is an excellent replacement for traditional linear Fluorescent lamps; ideal for applications such as coolers, parking garages, universities, offices, and other locations striving to reduce their carbon footprint.



Temporary Metal Halide Light Fixture
 F4P MH400TL

- 400W pulse start metal halide fixture
- Rugged steel construction
- Enclosed welded steel cage
- Multi-tap ballast 120V, 208V, 240V, and 277V rated
- Porcelain socket and grounded power cord
- UL Listed



100ft Temporary String Light
 F4P TLS14/2-100

- Up to 150W
- 14 gauge wire / 10 light sockets
- Ideal for lighting large areas
- Engineered for quick installation in a wide range of settings
- Durable non-metallic guards eliminate the need for grounding
- UL Listed

**MCG IS A-ROCKIN'
AND A-ROLLIN'!**

Paul Anderton sees his new role as MCG Group Manager as an opportunity to develop an exciting future for MCG North America. Paul is working hard to bring the two businesses close together in terms of catalogs, products, websites and other resources. As most of you will appreciate the market for motor control products is huge in both countries so by combining resources, MCG, CES & TES can only continue to benefit & develop. Our website (www.mcg-usa.com) has been a big hit, providing CES and their customers (existing & new) an easy to navigate site with new product additions on a regular basis. Not only are we putting technical data sheets and user manuals on the site, we are looking to add CAD drawings and video tutorials in the future. Social media such as Twitter and Facebook are also on the calendar for future release.



With Paul's recent promotion & increased responsibilities the MCG Business Manager position was vacant so it was no surprise, Kevin Fennelly, has taken on this role.

When asked why MCG has seen such rapid growth, recently promoted MCG Business Manager Kevin Fennelly said, "We see a gap in the control gear market between the major players and the companies selling motor control gear on the internet. The main difference is service. The larger players are not quick at responding to requests for quotations or lead times on many products. Those companies which choose to operate solely through an internet website are difficult to contact, except through emails. What MCG is looking to achieve, and I believe that our recent successes can be attributed to, is giving our customer a quality product At a reasonable price, with quick turnaround. We also offer a level of product support second to none. This gives the CES network of

branches the ability to provide those services locally, a goal our founder was always striving to achieve. "



A recent success has been the Control Center Package. We saw that many CES branches were shying away from motor control products, so we created an assortment of products primarily aimed at the needs contractors or maintenance customers who would walk into a branch. Not only is the control center visually appealing with its clamshell packaging, the availability of the catalog shows the customer everything else available through their local CES branch. It's working! Branches that have never sold motor control products before are telling us it has opened their eyes to the huge potential available to them with MCG.



Last but not least I am excited for our future product releases, with variable frequency drives and non-metallic polycarbonate enclosures being our next two product lines to release.

Contact Us:

www.mcg-usa.com
sales@mcg-usa.com
(813) 948-3638

**INTRODUCING THE NEW
LINEUP OF FLEXIBLE CONDUIT**

For years Windsor Industrial has been your choice for non-metallic flexible conduit, we are now pleased to introduce our line of metallic conduit. With a full range of UL listed products designed to save you time and money on the job, Windsor Industrial is committed to being your go to supplier for flexible conduit and fittings.



Liquid Tight Nonmetallic (NM)

Flexible conduit ideal for corrosive environments.



Aluminum (RWA)

Made of a high strength aluminum alloy for everyday electrical wiring protection.



Liquid Tight Metallic (UL)

Perfect for installations where added protection from oil, harsh chemicals and other commercial and industrial environments is required



Steel (RWS)

Made of a high strength steel, this flexible conduit offers superior crush proof capabilities and corrosion resistance.

www.windsorindustrial.net



Faces of Tamlite Lighting



Gino Colon
Business Manager
Fluorescent

Tamlite Lighting, USA prides itself on selling competitive, but most of all, quality-driven lighting products. What

we don't see are the people behind the scenes that help define our products.

This issue's "Face of Tamlite" shines light on Mr. Gino Colon; Tamlite Lighting Fluorescent's Business Manager.

Gino Colon has 5 years of U.S. Military service before he began his career with the company. Gino initially started with Tamlite as a trainee to both the machine and assembly shop floors in 2005. His many advantageous abilities to the Tamlite Company kick-started his career quicker than anticipated. Promoted to Production Manager in 2006, Gino took on a fierce role to Tamlite which later entailed the manifestation of 2 separate product lines within a single division of Commercial Recessed and Surface Mounted lighting products. During his term as Production Manager, Gino overlooked a staff of 40-50 machine

operators and assembly line workers. Due to Gino's success within the factory, his business doubled and his production tightened, which pressured Senior Management to make the first ever decision in Tamlite Lighting, USA history. In April 2007, Gino's operation was divided into two separate factories resulting to Tamlite Fluorescent and Tamlite Lay-ins. This opportunity populated more staff, more production and inherently, more business. The most important result of this split is that Gino oversaw the development of the manufacturing factory of Tamlite - this led to the evolution of Tamlite Lay-ins; the fully-functioning, manufacturing factory of Tamlite Lighting, USA.

As today's Tamlite Fluorescent Business Manager, Gino has managed to avoid a few grey hairs after grounding his new business and team together. He has been an exceptional asset to the Company offering his well-rounded experience to his team, taking on new products and fundamentals and influencing his 'family-like' values to the business he cares about. After all, CES is a family owned company and having an employee like Gino Colon only reiterates our focus to work together like one.

Tamlite Lighting's Wet Room

Quality control plays an important role in our business and affects many other elements of our operation. Here at the factories, we have made a major investment in building a new quality control testing area. This new area was built with the goals of creating

being carried out on all relevant products including R&D products, new products and most importantly products that we manufacture every day, via production sample testing. These tests are vital so that we can ensure our products meet the set criteria of our national standards and ratings as detailed on our specification sheets and literature. The new tests area is an essential part of our tours around the complex. It makes for an interesting conversation when you learn about all the requirements that go into performing some of test that we manage on site. Maybe on your next tour you will see this in operation and learn more about the regulations we have to follow.

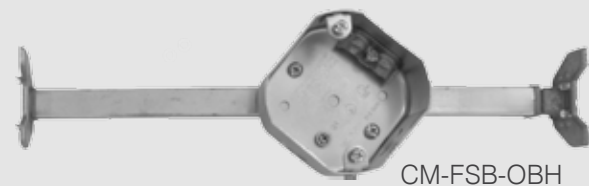


a more controlled testing environment for the tests that we perform on site. One such area is our new water testing facility. This room is designed so that we can carry out the required national standard tests on our fixtures and other weatherproof products. This testing room allows us to carry out tests that fall in the following IP ranges IPX3 to IPX7. These tests are currently

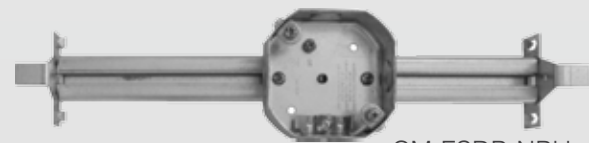


rain testing to IPX4, using controlled rain heads and water pressure

Centaur Steel Boxes



CM-FSB-OBH



CM-FSDB-NBH



CM-FS4PB-NBH

For information on how to order please call:
772.344.9436



Tamlite Lighting's New Academic Division



Tamlite Lighting, Centaur and RPP Devices are pleased to announce the opening of their new Education Center, which has been built into our warehouse complex located in Port St. Lucie, Florida. This build-out was an investment of over \$250,000 in a new state-of-the-art Lecture Theater, Conference Room and Dining Area. We now have a very professional and user friendly facility fitted with up-to-date media equipment and communication systems. This new environment is well designed to allow customers and staff to be in an atmosphere conducive to learning. The facility allows us to show off all of our new

and existing products at a facility that matches their quality. Over the summer months, we had over 100 visitors to the new Education Center, Not only did they see the Center, they toured the warehouse operation and the factories over a two day period. These tours have been very productive for all parties involved. Remember, you too can tour the operations at any time. Please contact us at **772.879.1895** or e-mail Scott Thornton at "sthornton@tamliteusa.com" to book your tour for your staff or your customers.

Mini LED Flood Light

High Performance LED Flood Light for outdoor use. With high quality driver and LED chip. Cost effect and low power

Features

- 10W, 30W and 50W
- New 5W and 20W units available for Autumn
- 120-277 Volt Units standard
- 160 Degree Beam Spread
- 12 Volt DC units available for Autumn
- 6' Power Cable standard
- Fully Gasketted Aluminum Die-cast Body
- Unique universal mounting arm
- Bridgelux LED Chip
- 5 year warranty (120-277volt only)

For more information
Contact Tamco Amenity at 772-879-0178



From

City to City

Midwest Region Klein Blitz Days



For the second straight year here in the Midwest, Chicago North, Chicago South, Cincinnati, and Columbus Groups blitzed the streets in a single day promoting and selling Klein Tools in an effort to raise awareness and generate sales on all that Klein has to offer.

Not only was this a day to promote and sell Klein Tools, it was also a contest between the Groups for the prized "Klein Cup" trophy that the winning Groups would keep and display as bragging rights in the coming year. The contest put the Chicago North Group against the Chicago South Group and the Cincinnati Group against the Columbus Group.

In addition to the trophy, Klein also contributed a nice cash purse for the two winning Groups and an awards dinner to formally present the trophy and the winnings. The event proved to be a huge success, between the four Groups they generated \$40,000.00 in total sales with the two winning Groups (Chicago North and Cincinnati) generating just over \$28,000.00 combined! Not bad when you consider that the \$40,000.00 represents 20% of the four Groups combined 2012 sales which was \$200,000.00. It just goes to show what focus, proper preparation, and a lot of hard work and effort can produce!

Can't wait till next year!



CES Golf Tournament Jacksonville Group

On Friday, April 26, at the beautiful Bent Creek Golf Course, customers and vendors of the Jacksonville area divulged in a gorgeous afternoon of golf, prizes and fun!

The first annual golf tournament was held in appreciation of the area's long-time customers and great vendors. "Without the great support of our customers that have been coming to CES for twenty years or more, we wouldn't be where we are today," says Group Manager, Bill Bedford. "We decided to show our appreciation with an afternoon of golf. The camaraderie today has been just great. Jacksonville North Branch Manager, Brian Coleman, did a superb job putting together the event and all the prizes." With over 90 participants, the first year event was considered a great success.

The tournament featured a four-person scramble, longest drive, longest putt, awards, great prizes from vendors and a BBQ dinner.





A New Face, But the same *The Power to Supply You!*

During 2013 our 30th year, CES is investing both time and money on developing a stronger corporate image. One that exudes excellence and service.

Each branch within CES has a distinct meaningful difference over our competitors. Each location goes above and beyond to provide a strong level of customer service. One factor that became evident over the past five years was the perceived notion that CES was the lesser, unthreatening competitor due to inconsistency, as a whole, with the use of a unified logo and other marketing materials. In late 2012, CES created a Marketing Department formed of many previous CES departments including; the Graphics Department (CSI), the Web Department, and the Social Media Department with one solidified goal: great exposure to our current customer base with a target to attain an even larger customer base. The first major assignment that the marketing department was tasked with was to build the CES Mobile Application which can be downloaded from both the Apple App Store and the Google Market place. With over 5,000 downloads thus far, CES is extremely pleased with the progression of this new digital avenue. that helps our customers find locations, view new products, specials, events and more. Vehicle wraps along with Corporate signage are also two major projects that the department has undertaken, Both processes remain a grueling time consuming task, but one that pays off upon completion. A great example of this is the Salisbury, NC Branch which was completed in July 2013. CES has been in Salisbury for over a decade but made the decision earlier in the year to relocate slightly up the road, to increase visibilty of the branch. Upon that decision CES Marketing, along with the support of John Nantz group manager for Piedmont Triad, and John Gray General Manager of the Charlotte region developed a signage plan for the new property. The site at Salisbury has instantly become a CES vestiage of things yet to come from the Marketing Department. Our goal is to service all of our branches on a regular basis. We are here to serve them, as they are there to serve their customers.



Our Cityzens

City Electric Supply employees not only excel at their job but outside of their career as well. They support their community by coaching little league or volunteering at their local pet shelter, push themselves to run great lengths and enjoy creating camaraderie with their coworkers outside of the workplace.



Suzann Smaldone, Safety Coordinator with Tamlite Lighting, recently ran the Stomp Out Child Abuse 5K in Port St. Lucie, FL. She came in 4th in her age group with a time of 26:54! Suzann has been running since she was 22 and it is one of her greatest passions. Her next run is the Color Vibe 5K in December and her ultimate goal is to complete the Disney Princess Half Marathon. Congrats, Suzann!



Tamlite Fluorescent Operation Manager (left) Gino Colon & Ernie Els (right) at the els for autism charity event to donate please visit: www.elsforautism.com



On August 31st, Thomas McShane began his bachelor party festivities at Extreme Range Paintball Park located in Fort Lauderdale, Florida. A good time was had by all even through the cheap shots and multiple bruises.

Russel Mendola • Thomas McShane • Gino Colon • Frank McShane • Anthony Moorhead



On Saturday, August 23, at 7 am, Robert Haney, Group Manager CES Charleston, embarked on a journey to complete the Homestead 10 x 5K loop. Not your typical 5K run, if a runner does not start promptly at the next loop at the top of the hour they are not allowed to begin the next loop. As the horn blasted it's five minute notice to get to the next loop, runners would burst in sprint to make it. Upon completing each loop, Haney was given a "loop placement" and awarded a medal for completing the race. Keep up the inspiring work, Robert!



Coach Brad Gullett (Branch Manager Salisbury, NC Branch) led the East Rowan Brewers 8U team to a regular season win and tournament championship. Congrats!

Group Visits



Atlanta Group Tour



Jacksonville Group Tour



Columbia Group Tour



Miami Group Tour



Treasure Coast Group Tour



Valdosta Group Tour

Platinum 30+



Russ Swanson
General Manager
38 Years with CES



James Henderson
Chief Financial Officer
35 Years with CES



Gary Smith
General Manager
30 Years with CES



Jim Lawson
General Manager
34 Years with CES



Andy Hayward
Senior Accountant
33 Years with CES

Recognition - Years of Service

City Electric Supply employees are genuinely valued and appreciated because they take pride in the work they do in all arenas. We take this time to say congratulations to these inspiring employees who are the epitome of loyalty to our great Company.

Gold 20+

| | | Years with CES |
|-------------------------|----------------------|----------------|
| Mark Jackson | Senior Group Manager | 29 |
| John Gray | General Manager | 27 |
| Wayne Faggart | Warehouse/Counter | 26 |
| Rick Rockafellow | Group Manager | 24 |
| Thomas Greene | Stores Manager | 23 |
| Frank McShane | Senior Group Manager | 23 |
| Darren Smith | Accountant | 23 |
| Neil Mallinson | General Manager | 22 |
| Van Vandenberg | Group Manager | 22 |
| Mike Bertone | Senior Group Manager | 22 |
| Brad Jenks | Group Manager | 22 |
| Neil Grey | Accountant | 21 |
| Ray Miller | Branch Manager | 21 |

Safety Tips

Did you know

According to a 2012 study, nearly one in three pedestrians is distracted by a mobile device while crossing busy intersections.



Distracted Walking

Cellphone usage has long been considered hazardous while driving, with 47 states having at least some restrictions limiting cell phone operation while behind the wheel. Now, new research shows that mobile devices can also lead to injuries for distracted pedestrians. The report is titled "Pedestrian injuries due to mobile phone use in public places." After mining data from the National Electronic Surveillance System, researchers estimated that the number of pedestrians who are treated in an emergency room every year for injuries suffered while using cellphones has more than doubled since 2004. In 2010, the most recent year surveyed, over 1,506 people were admitted for injuries suffered from inattentive walking. The study's lead author called for more awareness when traveling by foot. Additionally the CDC recommends crossing streets only in designated crosswalks, observing drivers who appear to be turning and increasing visibility with reflective clothing and a flashlight when walking at night.



Were you paying attention?

Here is your chance to win!



W O W V I Q R H E R I L Y A O J R T U A
 I I T R Q H T G A M M F Y Q N T V R K T
 Y N N N T C X T A M H G H A G F O D Y L
 V R M S A T S P Y R X Z N G Q S Z E F A
 F E U R T O M D E O Q K J G B E I Y O N
 H L H B D O R E T S A C N A L U B A A T
 H A Y L S T N D D T D W R D H O J E F A
 T D A W D I Y S H T W E R M Y D B M G A
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 M I X H K Y T E Q Y X Q A U P T D E L J
 E L X C F A T S F W R Q Q G B F U Z B P

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 460 NW Enterprise Dr., Port St Lucie, FL 34986