

The **WI**RE

The
Loss of a
Friend

Do You
Have a
Clear
Vision
of Your
**Investment
Future?** (P.10)

A New Look
at Tamlite

New Locations
Nationwide!

CES
Around
the
World

M.D.M.
Million Dollar Month

Check out this
Quarter's Featured
Products!
on p. 19

The Sales
SHARK

The
Guyana
Project
Aurwai

Q4

Get Involved

expand your social media awareness

In 2011, City Electric Supply decided to begin our path into social media. With social media, in general, changing the way people connect, discover and share information, it was a natural solution for CES to continue to build great relationships with vendors and customers within the social media arena, as well as continuing other traditional marketing avenues. (Continue reading on p.11)

Connect
Discover
and Share
CES.

connect with City Electric Supply on:



A MESSAGE FROM OUR PRESIDENT:



As our 2013-2014 trading year comes to a close, it is a great time to reflect on the progress that has been made throughout the year. We remain on track for another record sales year for City Electric Supply with sales up 14.00% to date. We have opened an additional 10 branches during this trading year bringing our US total to 378, with several more expected to open over the coming months.

This year has also seen the launch of a full corporate rebrand. By year end, more than 100 locations will have new signage and van wraps as part of a three-year plan to fully update and standardize all corporate signage. We are in the process of rolling out uniforms throughout our branch network, elevating both the professional appearance of our staff and enhancing their visibility to our customers.

Thank you to all our employees, suppliers and customers within the CES family for making this another historic year!

- Thomas Hartland Mackie

The WIRE

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Want to Add Articles to *The Wire* magazine?

Contact the CES Marketing Department for more info at: Marketing@ces-us.net.

Charleston Region

87 Branches • 9 Groups

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

Restructuring Charleston Region

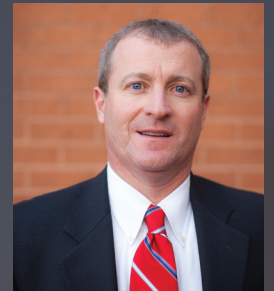
Effective in our new fiscal year, General Manager, Jim Lawson, has decided to restructure the senior management responsibilities for the Charleston region into three sub-regions.

South Carolina Division

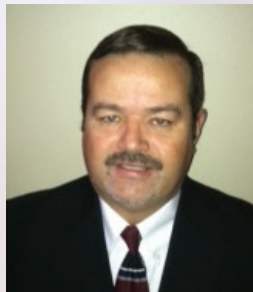
The new South Carolina division will consist of Charleston Group, Columbia group and Spartanburg group. With over nine years of experience overseeing Charleston, Spartanburg and Washington DC groups, Robert Haney will manage the new South Carolina division as Senior Group Manager. Along with this change, R.T. Smith will move from his current Spartanburg Group Manager role to the Columbia group.



Robert Haney
Senior Group Manager



RT Smith
Columbia Group Manager



Buddy Blanton
Senior Group Manager

Atlanta Metro

In Georgia, we are adding Atlanta Metro Area to take advantage of the ever-growing Atlanta market. This gives Buddy Blanton (previously the Lake City, FL Group Manager) an opportunity for promotion to Senior Group Manager for the Georgia division. Buddy will oversee the present Atlanta Group and North Georgia Group, while opening a new group in the Atlanta area.

Birmingham, AL Group is now part of the Florida Region

For the Florida division, it will now consist of Jacksonville group, Lake City Group, Pensacola group and the addition of Birmingham AL. Group. Pascal Vann, who was previously the Columbia Group Manager, has been promoted to Senior Group Manager to oversee all of the four groups.



Pascal Vannienwenhove
Senior Group Manager

Congratulations to everyone in their new roles!
We are confident this new shift will lead us to great things in the coming year.

Charlotte Region

86 Branches • 9 Groups

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

A Day with Kansas City Group

Kansas City Group Celebrates New Success

Tasked with producing profits for the first time ever in tough-market Kansas, the Kansas City Branch managers teamed together to focus on a strategic sales plan to bring the group in the black. Their efforts were achieved with flying colors!

The group headed to a Sunday night NFC East showdown between the Dallas Cowboys and Washington Redskins to celebrate their success.

In attendance:

Carl Miller	(Grandview, MO)
Randy Berry	(Independance, MO)
Dan Vining	(Lees Summit, MO)
Chris Daughtry	(Liberty, MO)
Tim Milley	(Midwest City, OK)
Lyndal Fish	(Oklahoma City West, OK)
Rick Smith	(Olathe, KS)
Phil Murphy	(Overland Park, KS)
Eric Casselman	(Springfield, MO)
Mike Graf	(Wichita West, KS)
Steve Bland	(Lenexa, KS)
Bill Collins	(Kansas City Group Manager)
Blair Fiedler	(Senior Group Manager)
John Gray	(General Manager)

The team had a great time, especially the Cowboys fans!



COWBOYS 31 • REDSKINS 16



Region News

CES Lenexa

The new Lenexa Branch is situated between Overland Park and Olathe. This branch represents our long term commitment to the Kansas City area. The branch is being opened by Steve Bland (Branch Manager) and Kurt Kisker (Stores Manager). Both gentlemen have a wealth of experience in the KC area. Best of luck guys. We are all looking forward to seeing the results of all your hard work and efforts.



CES Winston Salem - Wake Forest University

With our continued growth and expansion of the Winston Salem area, the name has changed so our customer base will have a more precise location. We now have two locations in the city of Winston Salem.

Cape Cod - CES South Dennis

With our long term plan to expand the Cape Cod area of MA, this branch has been renamed to the name of the town on the cape, we now have two branches in this area with more to follow!

CES Concord Branch New Branch in Town

If you do it once, why not do it again? That is exactly what Scott, Andy, Shane, Darren, Eric and Jimmy did. They were already the first branch to ever achieve a MILLION dollar single sale month, here is their second! I am sure a third is on its way, well done guys! GREAT JOB!



Denver Region

53 Branches • 6 Groups

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

Houston Group Holds Inaugural “Sales Shark” Competition



On December 12, the Houston Group held its inaugural “Sales Shark” competition. The purpose of the contest was to assess the strengths and weaknesses

of the entire Houston sales force. The underlying message of the competition was to teach them to be prepared and focus on knowing their chosen product as well as a chance to learn something about a new product and to take tips and hints away on the things to do, or not to do while making a sales call. The contestants were asked to pick a product or manufacturer and prepare a 15-20 minute presentation to highlight their selection and “sell” it to the group.

The assembled group consisted of their peers from the other branches, as well as a panel of three judges. The judges were Bill Brunner, Houston Group Manager, Jeremy Sweaton, Humble Branch Manager, and George Polk, Katy Branch Manager.

Overall it was a great success and well received by everyone. It was a positive meeting and everyone took the advice and feedback from the group in the manner it was intended to help them further their sales expertise. “I have a good group of guys out on the street,” said Bill Brunner after the meeting. “I fully expect that the next competition could see an entirely different outcome in the top 3,” he added.

Congratulations to the top three “Sales Sharks”!

1st place was \$150.00 gift card and a trophy, Chris Bryant (HUN)
2nd place was \$100.00 gift card and a trophy, Clint McGee (HUM)
3rd place was \$50.00 and a trophy, David Grierson (CYF)

Broncos Vs. Dallas Cowboys

Dallas CES customers and staff were ready for some football!

Recently, the Dallas Group hosted customers, old and new, at the Broncos vs. Cowboys game! It was a great game for both teams but sweet victory for the Denver guys as they got to see Peyton Manning at his finest dismantle the Cowboys.

The event helped solidify great business relationships, as well as new beginnings of personal friendships.



CES Vail New Branch in Town

It is with great excitement we announce the opening of our new Vail location! The Vail Staff Devin Rivera (Branch Manager), Zach Haynes (Sales), and Kris Martinez (Stores Manager) are all excited and really enjoying their time in Vail starting the business from scratch, growing it and getting to know the customers in their very scenic and tight knit community! Here's to exciting things to come for Vail.



Florida Region

77 Branches • 10 Groups

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



Annual Golf Tournament sponsored by CES raises \$18,000 for children in need

Twenty-two years ago, Sebring Branch Manager, Kip Doty's life changed forever. His dear cousin was tragically killed in an auto accident and to honor his memory, the family created a foundation, which hosts the annual Children's Christmas Golf Classic held each December to help raise funds for needy children and families during the Christmas season. Years later, Kip also lost his nephew, who was like a son to him, and the family added Aaron to the foundation. Since joining the CES family in 2008, Kip has involved CES with his passion! The Brad and Aaron Doty Memorial Foundation hosted their annual Children's Christmas Golf Classic on December 7th and it was a great success, raising \$18,000. CES loves giving back to the community and takes pride in sponsoring events such as this. CES flyers and merchandise were included in the players' gift bags as well as several CES customers participating in the golf tournament.

CES Hunting Trip

CES and Eaton recently sponsored a three-day, all-inclusive hunting trip in November for customers. Held at the South Carolina Trophy Whitetails Hunting Lodge in Fairfax, South Carolina, the group of ten enjoyed their time and fortified great relationships even further.

The group brought in a total harvest of four does, two bucks (six point and a seven point), and two massive hogs by Imperial Electric owner, Mike Terango, tipping the scales at over 200lbs and 300lbs. They had three full days of hunting and managed to get an afternoon of Skeet shooting in.

The list of attendees were:

- Maurice "Murray" Parker** – Owner of Maurice Electric
- Jeff Trexler** – Owner of Seminole Electric
- Kevin Williams** – Owner of Arlington Electric
- Steve Schoonmaker** – Owner of Schoonmaker Electric
- Mike Terango** – Owner of Imperial Electric Of South Florida
- Mike Bertone** – CES Senior Group Manager
- Mark Farnan** – CES Group Manager
- Al Fusco** – CES Branch Manager
- Karl Hesse** – Eaton
- Mike Defloria** – Eaton

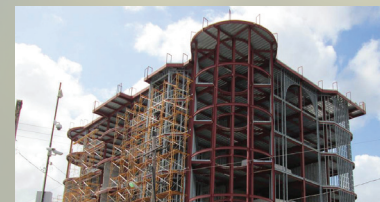


Guyana Project, Aurwai - Sanford Branch

Since the early drawing stages of an extended-stay luxury resort in Guyana began in 2009, CES Sanford Branch has been involved from the ground up. The central Florida branch has been immersed with various projects including staircases, HVAC, AV, and lighting. Staff supplied contractors for the HVAC, AV and plumbing from its customer base in Sanford. Its' own parking lot has even been used as a loading dock for several shipping containers that have been shipped out of the port of Miami.

The project itself spans two buildings, the first modern buildings in Guyana, a state on the Northern coast of South America. Aurwai, the name of the extended-stay resort, is seven stories tall with a rotating, roof top restaurant similar to a UFO shape. The first of two buildings, which will be connected via a glass breezeway, will feature a grocery store, executive office suites, extended stay rooms, a movie theater, conference/dance hall, and several bars. The entire architecture is designed around a light show and uses opaque glass to reflect the light on the exterior, as well as the interior. Custom LED chandeliers will hang in the middle of the seven-story glass staircase and lighting for the handrails, foot treads and banisters will also be LED. All of the can lights on the property are LED and Color Kinetics with DMX controllers were used for the Indoor/Outdoor Light Show. Thus far, over \$800,000 in material has been sent, mostly lighting, for the first building.

With the first building almost complete, they recently broke ground for the second resort.



Raleigh Region

73 Branches • 9 Groups

Chicago North • Chicago South • Cincinnati • Columbus • Michigan East • Raleigh Central • Raleigh West • Raleigh East • Virginia

Richmond East

Lee Knight



Lee Knight joined the CES team at our Richmond East location in November 2013 as a Sales Representative. He brings over 17 years experience in the electrical distribution industry and will be covering the Richmond, VA and surrounding markets. Lee has earned a reputation as a "get it done" guy from his

customers and suppliers. Upon his arrival at his new home, many new and non trading customers followed him from Mayer Electric to CES. Lee is well versed in the commercial construction and project side of the business.

On a personal note Lee and his wife of 22 years Monica reside in Midlothian, VA with their three children Alexandra 21, Jacob 19 and Justin 17. For 12 years Lee has been involved in coaching youth baseball, football, and basketball in his community. In the free time he has left, Lee and his family enjoy bowling, fishing, spending summers on Hatteras Island, and in the fall cheering on the Dallas Cowboys. We all welcome Lee and the knowledge and relationships he brings to our company.

CES on the Job

Menomonee Falls On-Site



CES Menomonee Falls, Wisconsin was awarded warehouse lighting project. A leading on-line maritime supply superstore Great Lakes Skipper, is expanding operations to Oak Creek, Wisconsin. Walkowiak Electric was hired to replace approximately 1,000 inefficient HID fixtures before moving into the 300,000 sq. ft. facility, once home to Rockwell Automation. The team at CES Menomonee Falls worked with Tamlite Quote Manager, Jim McGinn, on a proposal utilizing HORT Fluorescent Hi-bays. Knowing this job was on the fast track, it was decided to quote a fixture package installed with lamps, cord, plug and occupancy sensors to minimize on site set up time.

Over 900 Hi-Bays!

Before



After



Tamlite Hi-Bays installed at GLS in Oak Creek, WI. At this point only around 70 have been installed but what a huge difference! ”

Scan for Product Page!



Madison Heights

Jason Thienel



We would like to proudly announce the promotion of Jason Thienel to Branch Manager of the newest

branch location opening in Michigan, slated to open near Madison Heights, MI in March this year.

Jason has been involved in the electrical industry tackling various roles since he first started working part time as a student in high school in the 90's, but his connection to our industry has deep family roots. Jason is following in the footsteps of his grandfather Art Thienel Sr., and his father, Art Thienel Jr., who manages our Macomb, MI branch. "I had the pleasure of working with my father for 10 years," Art mentions, and he has "had tremendous satisfaction working with my son in the industry." Jason's journey began in the warehouse of the now defunct distributor, Fife Electric in 1999 where he gained experience in inventory

management and counter sales. It has taken him to the other side of the counter where he worked in construction and also a large OEM where he managed their electrical crib before an opportunity arose to join his father and the Macomb team in September of '08 when as Art Thienel tells us "I was lucky enough to have Jason become my Stores Manager". While we watched Jason flourish in his role it wasn't long before his personality and ability to develop relationships with customers saw him promoted in the autumn of 2010 to Sales Representative at our Novi branch.

Jason is excited to take on this new challenge with a keen understanding that a strong team of capable staff and desire to continue developing both new and existing business relationships are key building blocks. "That will be my foundation for success" Jason tells us. "The Michigan economy is growing and this is prime time to capture new business". Jason and his wife Jen have two girls, Brianne and Alicia. "Who knows," added Art "maybe Jason will have a chance to work with his daughters in the City Electric family". **Congratulations Jason!**

Goldsboro

Steve Brodgen



City Electric Goldsboro welcomes Steve Brodgen as their new outside salesman. Steve previously worked for Shepherd Electric for 22 years, Allstate Lighting for 2 years, and recently with Electric Supply for 11 years. We wish him continued success in electrical distribution sales. Steve has been married to Sheila for 39 years and has three daughters and seven grandchildren. **Welcome, Steve!**



IEBA annual ball

Members of the Ireland branches recently attended the IEBA Annual Ball held each December. The leading members of the electrical industry came out in record numbers for the IEBA's main fundraiser, the Christmas Winter Ball. Cel O'Reilly, President IEBA, welcomed and thanked guests for their continued and on going support for this important industry event.

IEBA was formed ten years ago by a small group of concerned people in the Irish Electrical Industry to support less fortunate members who are in need of assistance for any reason. To date, IEBA has distributed close to \$700,000 to over eighty families who have found themselves in difficult circumstances. The President extended thanks to his committee who give their time generously to maintain the work of the IEBA and the sponsors for their donations and fabulous raffle prizes.



Waterfront Marathon

T torbram
E electric
S supply

October 20th, 2013

The TES Team raised \$5,843 for The Canadian Cancer Society!

Left to right
Michelle Barta- TES Marketing
Paul Stoddart – TES Central Divisional Accountant
Alan Renton- TES Central Credit Manager
Ronan Bery- Downtown Branch Manager
Joe Spiteri- Toronto Group Manager
Phil Flaherty- Chief Accountant



C city
E electrical
F factors

Glenveagh Challenge

Paul Harrigan, Branch Manager, CEF Ireland in Letterkenny County, recently took on the Glenveagh Challenge. This consisted of a 28 kilometers (roughly 17 miles) walk through and over the Glenveagh Estate in Donegal. The walk was to aid Donegal Downs Syndrome.

Paul saw an advertisement in the local paper and decided to take up the challenge not only for the charity, which is deserving of help, but also as a personal motivation exercise in order to lose weight. The walk on the day was strenuous to say the least and was totally unexpected. The stunning scenery, encouragement from his sister, Christine, and the thought of letting people down who sponsored him kept him focused and motivated to complete the walk in 7 hours and 20 minutes. As a result, he collected \$980 for the charity! In the process leading up to the walk, Paul began walking over 30 kilometers a week in preparation. He has continued to walk every week since the charity walk and went from 164 lbs to 155 lbs in three months! Paul would like to encourage everyone to participate in events of this nature, not only for the chosen charity, but also for personal health and well being. He adds that it definitely has made him eat wiser, sleep better and have a clear mind from the rigors of the workday.

Paul wishes to thank all his work colleagues in CEF Ireland and other company-associated employees who sponsored him as well as his friends and family. **Congratulations and keep up the great work, Paul!**



CES National

CES 401(k) Plan

Did you know City Electric Supply generously matches contributions to your 401(k) retirement plan account? Without such contributions, you still receive the many tax-advantaged benefits of saving for retirement, however with CES matching contribution, you greatly enhance the contributions you are making towards retirement.



What are matching contributions?

Just like it sounds, with matching contributions, your employer typically matches a portion of your contribution up to a specified percent of your salary. Currently, City Electric Supply matches 50% of the first 6% you contribute to the plan. It's the money you can use to give a hefty boost to your retirement savings.

Here's how it works.

Let's say Jane earns \$30,000 a year and her employer offers a matching contribution of 50 cents on the dollar up to 6 percent of her salary. Each year, if Jane contributes 6 percent of her salary (\$1,800), she'll receive a matching contribution of \$900 from her employer. That's an additional 50 percent in her account! Keep in mind, matching contributions will also have the potential of earning a return – helping you save even more.*

Not taking advantage of City Electric Supply's generosity is passing up a significant financial opportunity. Catch the match today! Contact your manager to find out how you can increase your contributions to take advantage of the matching contribution. Never forget, spend less, save as much as you can and catch the match to reach your retirement goals.

Jane contributes 6% of her annual \$30,000 salary to her 401(k) account	\$1,800
Her employer matches \$.50 for each dollar she contributes up to 6% of her salary (\$.50 X \$1,800)	\$ 900
What a great way to grow your retirement account fast!	Total Contributed \$2,700

*Investments will fluctuate and when redeemed may be worth more or less than when originally invested. Matching contributions are discretionary and are subject to change. This material is for informational purposes only. The Plan Document and the Group Variable Annuity Contract control in the event of any conflict or difference in meaning with this document.

Update

CES Property Division

Since the inception of the CES business 30 years ago, the owners of our Company have reinvested considerable sums of money back into the corporation in the form of company owned properties.

Today, as a result of this reinvestment, we now proudly own nearly 150 properties in the USA, consisting of branch locations, In House property, IT and Accounting operations.

These locations are located in 15 states, ranging in size from 3,200 sq. feet to over 80,000 sq. feet, with a footprint of over 1.3 million square feet.

We are always looking to increase our portfolio with suitable properties for our commercial requirements. As testimony to the continued desire of the owners to invest in the business, the property division is currently involved in the acquisition and development of six more company owned facilities.

With the ongoing CES branded signage, as illustrated in the Brandon property below, we are extremely proud of the quality and standard of our facilities that continue to go through constant investment to reflect the very high and professional standards of our Company.

One of the recent developments within the CES Property Division has been the appointment of Dave Cravens as the Senior Real Estate Manager operating out of the Dallas, HQ offices.

Dave comes to us with a vast wealth of background and management experience in real estate and will be a very worthy addition to the Property team.

No doubt we all wish Dave the very best of success in this very exciting expanding division of the Company.



Taking Social Media by Storm *Continued from p. 2*

Our goal of social media marketing is to increase brand recognition, increase perceived value by customers and to increase Search Engine Optimization (SEO). SEO is about getting a website or social media feeds to the top of search engines, like Google, so that it gets more visitors and exposure for the Company.

Beginning in 2012, CES Marketing decided to create a targeted social media campaign during the holiday season with CES Stocking Stuffers. With the success of our first-ever social media campaign, CES Marketing made the decision in 2013 to expand the social media awareness collaborations including Klein Tools as well as Operation Homefront, a nonprofit for assisting low-income military families. Within these targeted social media campaigns, CES became top-of-mind with followers as well as attracting new customers via the campaigns with Klein Tools and Operation Homefront. What is unique in these social campaigns is that they are truly social in nature. We are supporting our community in these posts and sharing the message of a nonprofit that relies on funding from individuals and businesses such as CES. We are further building our relationships that may have begun with a purchase within one of the branches to what we do as a company in support of our country.

As the social media exposure grows (and has almost tripled in 2013 alone), City Electric Supply can expect an increase in customer loyalty as well as an increase in customer confidence in our brand. Using social media is also a great way for CES to connect to our great vendors who are on social sites as well.

Get Involved today!

www.facebook.com/cityelectricsupply

www.linkedin.com

www.twitter.com/socialcityzen

connect with City Electric Supply on:



Faces of In-House

Glenn Ford • Columbia Logistics Manager



CEFCO, 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 Cefco" shines light on Mr. Glenn Ford; Columbia Logistics Manager.

Glenn Ford a.k.a. "Dixie" is our Columbia,

SC Logistic Manager. Glenn comes with municipality operations and construction experience. He has been with the company for a total of 14 years. His first seven years he worked for the Lexington Branch as the driver and eventually was promoted

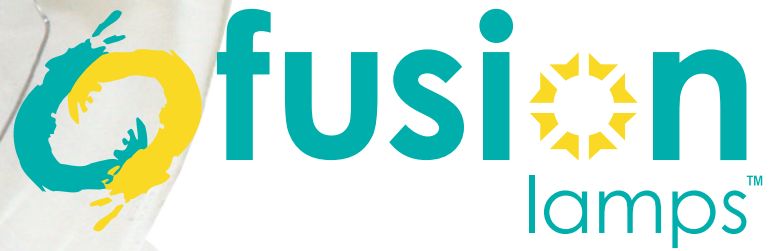
to Stores Manager at West Columbia and Orangeburg branches. Thereafter, he was offered an opportunity to join the team at Cefco and take on the role as Logistics Manager of the Columbia distribution point in October of 2006. With his charismatic attitude to keep close relationships with his customers and growing knowledge of the electrical industry, it was clear that Glenn would be successful in his role in South Carolina.

With a nick name like Dixie, it's safe to say Glenn is a native to South Carolina. His blood runs deep for the Clemson Tigers not the Carolina Gamecocks, just for the record. His love for South Carolina and his football team cater to his personality but don't take away from his priorities as a family man. Glenn has three daughters of his own, two of which are twins. His life revolves around his girls and is what keeps him a well-rounded family man. As we all know, CES is a family owned company and we can use more grounded team players like Glenn Ford on our side.

MCG Industrial Control Catalog Edition III

Provides detailed information of our large range of industrial control and automation products selected to exceed the specifications and quality requirements of our customers.





Full Metal Halide Line-up from Fusion Lamps

Pushing Forward in 2014

In continuing the stride to make and source quality products, Fusion Lamps is continuing to invest in the future of its business with new people, products and tools. There is no question that these investments are what a growing business needs to do to stay ahead of the curve in an erratic market. One of those investments has led to the gain of Fusion Lamp's very own Spectrophotometer.

For those of you who aren't lighting savvy, a Spectrophotometer is a machine that measures the amount of light that a sample absorbs. This photometer operates by passing a beam of light through a sample and measuring the intensity of light reaching a detector. We will be able to test our own manufactured or bought in goods to ensure that we meet the right lumen output for different light sources such as Fluorescent, HID and LED types.

We are now becoming more and more independent to test our products and control the quality all from one location. With City's continued support, we will be able to invest in more tools and products to help further support our customers.



Faces of Tamlite Lighting

Mike Fisher • Quality Control Manager



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. Mike Fisher; Quality Control Department Manager.

Mike Fisher began with Tamlite Lighting around December 2007. He came with military experience serving four years in the United States Air Force, as well as serving in the Vietnam War. His initial position and goal was to serve as the Department Manager of Tamlite Lighting's Quality Control. With no real department grounded at the time, Mike had his work cut out for him. As he trained with all the different divisions

of Tamlite, he also grounded himself with the United States quality and testing regulations, i.e. UL, ETL and CSA over the course of his career. Quality Control eventually formed into its own department for Mr. Fisher coming from 30 years of machinist experience in the Aeronautics and Medical fields, he was able to truly understand the technicalities of the lighting manufacturing field. The growth of this department resulted in job openings for three full-time quality inspectors that cover many facets of the Tamlite operation including testing products, regulating concept fixtures, reducing shipping errors and so forth.

Today, Mike Fisher's success with Tamlite's Quality Control department has aided the factories with quality sourced products, reduced errors with shipping and product specifications and, most importantly, ensuring that all Tamlite products meet their safety/quality requirements to be sold in the United States. Mr. Fisher's role has also grown to cover Quality Control for all of the North American In-House Brands. Mike will have his hands full over the next few years bringing every item up to standard. It is certain to say that Mike Fisher has been a safe bet in our venture to a growing and quality driven lighting manufacturer.

LED Ribbon Tape

Tamco Amenity brings the adaptability of LED Ribbon Tape and transforms it into easy-to-use single source kit, that can be quickly adapted to most installation jobs.



Sure-Lock Devices

RPP Devices increase their line-up



Sure-Lock Locking Devices



LOCK IN YOUR SAVINGS!

RATING	20 AMPERE		30 AMPERE				
	Item	NEMA	Item	NEMA			
2-POLE 3-WIRE	125v	L520-C L520-R L520-P	 	L530-C L530-R L530-P	 		
		L520-R L520-P	L520-R L520-P	L530-R L530-P	L530-R L530-P		
	250v	L620-C L620-R L620-P	 	L630-C L630-R L630-P	 		
		L620-R L620-P	L620-R L620-P	L630-R L630-P	L630-R L630-P		
277v	L720-C L720-R L720-P	 				NEW!	
480v	L820-C L820-R L820-P	 				NEW!	
3-POLE 3-WIRE	125/250v	L1020-C L1020-R L1020-P	 	L1030-C L1030-R L1030-P	 	NEW!	
		L1020-R L1020-P	L1020-R L1020-P	L1030-R L1030-P	L1030-R L1030-P		
3-POLE 4-WIRE	125/250v	L1420-C L1420-R L1420-P	 	L1430-C L1430-R L1430-P	 		
		L1420-R L1420-P	L1420-R L1420-P	L1430-R L1430-P	L1430-R L1430-P		
	30 250v	L1520-C L1520-R L1520-P	 	L1530-C L1530-R L1530-P	 		NEW!
		L1520-R L1520-P	L1520-R L1520-P	L1530-R L1530-P	L1530-R L1530-P		
30 480v	L1620-C L1620-R L1620-P	 	L1630-C L1630-R L1630-P	 		NEW!	
	L1620-R L1620-P	L1620-R L1620-P	L1630-R L1630-P	L1630-R L1630-P			
5-POLE 4-WIRE	30Y347/ 600V400Hz	L2120-C L2120-R L2120-P	 	L2130-C L2130-R L2130-P	 	NEW!	
		L2120-R L2120-P	L2120-R L2120-P	L2130-R L2130-P	L2130-R L2130-P		

Available Soon... 48 Different Configurations!

For more information please call: 772.807.7098

1st Edition All-in-One Catalog

Tamlite is proud to release our very own "all-in-one" Tamlite Lighting Catalog. This will encompass six different market sectors related to all of our Tamlite operations defining ourselves in the market. There is a fresh, new direction Tamlite is taking and that direction will be a cohesive approach in combining all the separate lighting entities into one. The end result is to unify all of the product ranges that customers have come to enjoy and build them under one branded roof. This collaboration started with everything from specification sheets, flyers, packaging and finally onto our brand new 418-page Tamlite Lighting Catalog. In it, you can conveniently flip through any product range or market sector with its corresponding but specific color palettes. Customers can now identify exactly what they need by using the color palette feature. Just by flipping through the first few pages everyone and anyone can quickly learn how to navigate through the catalog with ease. This new direction hasn't limited Tamlite's growth towards new fundamentals and technology. Each product page (in this brand new catalog) is supplied with a QR Code that can easily be scanned by most smart phones. The QR codes will link to each product's very own specification sheet. In addition, Tamlite has invested in many new products involving LED technology. With that said, we have added a separate Table of Contents only focusing on Tamlite LED-based products. We are very proud to release this new Lighting Catalog to all CES branches, but most of all we are excited to see how this will make its mark on the street. We look forward to all of your feedback!



Tamlite Lighting Launches New Website

Tamlite USA is proud to announce the launch of OUR next generation website. The site has been completely revamped, featuring a fresh new interface, clean design, user friendly, and much more. Visit and see for yourself at [www.TamliteUSA.com!](http://www.TamliteUSA.com)

One Brand One Image



Please scan this QR Code to request a copy of your very own Tamlite Lighting Catalog or call 772.807.5016.

From

City to City

Colorado Golf Day

Held on September 6th 2013

The 3rd annual Colorado Golf Tournament was held on Friday September 6th at the Lone Tree Golf Club. 130 people attended this fantastic event, which included customers, suppliers and employees from all branches in the Colorado North and Colorado South groups. A scramble format was played with prizes being awarded to the best team, closest to the pin, longest drive and even for the lowest scoring team! Unfortunately, none of the 4 hole in one prizes were won, although Glenn Smith did almost drive the Camaro home but his ball literally went over the hole. A big thank you to everyone who made this event possible – especially our sponsors and the SW Division Accounts office, in particular Peggy.



Land O' Lakes

Christmas Counter Day Success!

The Land O' Lakes branch recently held a very successful Customer Appreciation Christmas Counter Day on December 19 with representatives from Pass & Seymour, TamLite Lighting and NSI. We held a drawing for a Generac Transfer Panel won by customer, Kenny Morrow with KW Morrow & Sons Electric. The event was the most successful counter day with a great crowd of customers and vendors!



Who is keeping Score?

Raleigh



City Electric Supply recently made a generous donation towards the purchase of a new baseball scoreboard for Sanderson HS in Raleigh, NC. This state of the art electronic scoreboard will not only be used by the Sanderson Spartans Varsity and JV teams but will have others such as Raleigh Parks and Recreation Dept. and NC State University Club baseball that will have access to the new board. In addition, the old scoreboard will be refurbished and used at the schools Varsity and JV Softball field. This opportunity to give back to the local community will also provide highly visible advertising for CES as teams visit this Wake County school- definitely a win-win situation for all.

The Power to Supply

Tucson, AZ



Guess where? No, it's not Mexico although very close. With an estimated population of 500,000 Tucson sits proudly in southern Arizona. City Electric Supply has two branch locations to serve these folks in the desert. You may call us a double family business as one branch Tucson is managed by Ralph Armstrong while our second branch Tucson South is managed by his son Ralph Junior.

Joining City Electric Supply recently the Armstrong's bring a wealth of experience to our customers old and new. Being in the electrical wholesale business in Tucson for decades they can certainly add a few notches to our CES gun belt.

Creating a new image in an old setting is indeed tough. We opened our doors to a cautious crowd a few years back just as the economy tanked. However, staying true to the city way is our "MO" and with our belief in that getting the right people works we are now firmly on the right track. Good luck to both branches!

Our Cityzens

Remembering Shaun Adams

The Loss of a Friend

September 16, 1977 - November 7, 2013



The Oklahoma City West Branch lost a friend, work colleague and a good man on November 7, 2013. Operations Manager, Shaun Adams unexpectedly passed away. He began his time with CES in May 2010 as a truck driver and was quickly promoted to Operations Manager in April 2012. He was working to become a Branch Manager. We express our deepest sympathies for Shaun's wife, Cassandra, stepsons, Michael and Alex, and twin daughters, Jasmine and Brianna, his family and numerous friends.

Florida Groups Enjoy Quail Hunt



The Treasure Coast, Broward and Miami Dade groups recently went on a half-day quail hunt in December to celebrate the holidays and enjoy time with their great customers. They arrived early for a light breakfast and to get the rules of the hunt before heading out to the hunting grounds. After the hunt, we went back to the lodge for a nice hot lunch and to talk about the excitement of the day. The team managed to bag over 70 quail and four pheasants. CES is now a member of Pine Ridge Plantation in Martin County and they look forward to creating more memorable hunts with their customers in the future.

Pictured: Group with dog, Roxy

Shriner's Club

December 13th, 2013

The Florida factories in Port St. Lucie, Florida held their 9th Annual Christmas Party at the Shriners Club in Fort Pierce, Florida. This year the management and staff donated \$5,000 to the club at the party.



Dolphins Game



Mike Bertone (CES), Brad Zachow (Generac), Wayne Hadley (North Country Electric), Steve Edwards (Edwards Electric), Steve Brown (CES), Lenny Cipolla (Southern Coast Electric), Kathy Nugent (Power Generation), Ron Nugent (Power Generation), Steve Keller (Traylor Electric), Kristi Simmons (CES Exports), Charlie Davis (CK Electric), Tony Tomasino (CES), Tom Cerrito (Cerrito Electric), Danny Llavona (CES).

Formula One

November 17th, 2013

Several members of CES Senior Management were recently invited by 3M™ to enjoy a day at the U.S. Grand Prix held in Austin, TX. Also accompanying the group were members of Central Texas group including General Manager, Neil Mallinson, Group Manager, Beau Lesar, Branch Manager, Nate Jefferson, as well as Austin Southeast customer, Russell Neal. The team had the opportunity to watch winner Sebastian Vettel as he climbed out of the Red Bull car, pump his right fist in the air and hold up eight fingers for each of his consecutive victories. It was a sight to see! The four-time world champion won the U.S. Grand Prix in easy fashion on November 17, setting an F1 season record with his eighth straight victory.



Years of Service

30 Years of Service

Presented to

James Henderson

In Recognition of
your service and loyalty

Russ Swanson	General Manager	38
James Henderson	Chief Accountant	35
Jim Lawson	General Manager	34
Andy Hayward	Senior Accountant	33
Gary Smith	General Manager	30
John Gray	General Manager	27
Wayne Faggart	Warehouse/Counter	26
Rick Rockafellow	Group Manager	24
Thomas Greene	Stores Manager	23
Frank McShane	General 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
Edward J. Gorvetzian	Quote Specialist	19
Paul W. Sanchez	Accountant	19
Buford R. Brickey	Branch Manager	19
Steven S. Brown	Branch Manager	19
Lewis S. Frost	Group Manager	18
David A. Pantoliano	Warehouse/Counter	18
Cheralyn J. Byars	Accounting Clerk	18
Debra Sheridan	Branch Manager	18
Barry J. Hackett	Warehouse/Counter	17
David L. Snyder	Accountant	17
Cleveland L. Tubbs	Group Manager	17
Michael L. Trotter	Branch Manager	17
Bruce M. Marvin	Branch Manager	17
Brandon C. Hannan	Stores Manager	17
Gary M. Tubbs	Branch Manager	17
Richard H. Bouknight	Branch Manager	17
Jay T. Lamusga	Sales Rep	17
Kenneth L. Feldman	Branch Manager	17
Larry W. Lassiter	Senior Group Manager	17
William W. Lyles	Group Manager	17
Tracey N. Custer	RGO/Group Office Manager	17
Rudolph O. Hawkins	Assist Accountant	17
Austin R. Morency	Stores Manager	16
Michael S. Ford	Sales Rep.	16
Robert V. Hodgson	IT Manager	16
Kenneth Dini	Branch Manager	16
Charles D. Robinson	Branch Manager	16
C.K. Norton	Sales Rep.	16
Pascal J. Vannienwenhove	Group Manager	16
Blair A. Feidler	Senior Group Manager	16
Wandell W. Blanton	Group Manager	16
Joe L. Garcia	Branch Manager	16
James Glass	Senior Group Manager	16
Jarry Moscoso Jr.	Branch Manager	16
Russell Dennison	Branch Manager	16
Linda M. Winger	A/R Manager	15
Clark A. Brown	Stores Manager	15
David A. Gillis	Branch Manager	15
Phillip D. Crigger	Stores Manager	15
Vonya P. Harvey	Branch Manager	15
Terrence R. West	Branch Manager	15
Keith R. Koratich	Group Manager	15
Travis A. Williams	Group Manager	15
Johnny M. Sawyer	Warehouse/Counter	15
David M. Simeri	Warehouse/Counter	15
Dale T. Rondeau	Branch Manager	15
David S. Corron	Credit Manager	15
Mark S. Farnan	Group Manager	15
Alan B. Lawson	Sales Rep.	15
Cheryl L. Leathers	Branch Manager	14
Darren P. Deachan	Assist Accountant	14
Robert G. Ford Jr.	Branch Manager	14

CES Featured Products



M12™ Cordless LITHIUM-ION Red Heated Jacket Kit

Powered by the revolutionary M12™ REDLITHIUM™ battery, the M12 Cordless LITHIUM-ION Heated Jacket delivers unparalleled comfort to users on and off the job site. This multi layered soft shell jacket utilizes new cold weather technology to actively warm the body and stimulate blood circulation. Three sewn in carbon fiber heating zones distribute heat to core body areas, with a stylish performance-fit that gives users maximum flexibility and comfort during use.



Round Flush Mount



ETI SOLID STATE™ LIGHTING INC.

The ETi 14 watt 1000 lumen LED round flush mount fixture offers exceptional performance for precision lighting applications, while reducing energy and maintenance cost when compared with conventional light sources. Lasting over 10 times longer, these flush mount fixtures are high quality replacements for incandescent flush mount fixtures and is available in 4000°K. They are UL listed for use in damp and dry locations. ENERGY STAR rated. Suitable for installations from - 4° F to 95° F.

Pro BAT Light 200 Lumens *



Is a high-powered tactical light that uses a CREE® XRE LED to produce 200 lumens of bright white light. Light of this magnitude is enough to dominate an aggressor's night adapted vision, ideal for military, law enforcement, and self-defense.

The BAT Light™ has three lighting modes: 100% light (200 lumens,) 50% light (100 lumens) and Defensive Strobe (200 lumens.) The water-resistant body is constructed from aircraft grade anodized aluminum.

*This product may be restricted for sale in some local and state jurisdictions to law enforcement and security guard personnel and/or adults only. Consult local rules of law for legal advice.

NEBO TOOLS



deluce LIGHTING



Deluce DRF Series

The DRF56 is a 5" and 6" recessed LED down light that is compatible with most 5" and 6" recessed standard and shallow housings. Ideal for both remodel or new construction applications. This range offers a wide variety of color finishes, sizes and light output options. New to the line will be Deluce's first Gimbal LED retro fit kit.



CONNECTED BY TCP™

Connected by TCP lets you adjust lighting using your smart phone, tablet, or computer while providing comfort, convenience, and energy savings.



KLEIN TOOLS

CITY ELECTRIC SUPPLY CUSTOM BACKPACK

39 pockets for tons of tool storage, Orange interior for easy tool visibility, Wide opening fits power drills, meters, flashlights, etc. Tough, durable molded bottom protects from the elements, Large front pocket easily fits fish tapes.

2014 CES Wellness Program

Over the last several decades, an epidemic of lifestyle diseases has developed in the United States. Unhealthy lifestyles, such as inactivity, poor nutrition, tobacco use, and frequent alcohol consumption, are driving up the prevalence of diseases, such as diabetes, heart disease, and pulmonary conditions. These chronic conditions have become a major concern, as they lead to decreased quality of life, premature death and disability, and increased healthcare costs. Furthermore, although these diseases were once thought to be a problem of older age groups, there is a shift toward early onset for younger aged Americans.

Over the last decade, employers have become more involved in the wellness of their employees. Many employers get involved in wellness because they truly care for their employees and want to see them flourish. Wellness programs can reduce health insurance costs which is a benefit for employees and employers alike. Because of their proximity and relationship with employees, employers are in a unique position to provide resources and information that employees would otherwise not have.

In late spring/early summer, City Electric Supply will open the CES Wellness period for the second year. A thorough wellness assessment is available to each employee by completing an online health risk survey and having his or her blood work reviewed in areas such as glucose (sugar levels) and cholesterol. This information is compiled and provided to you so that you can better understand your risk for "lifestyle diseases" mentioned above. Your individual results are not accessible by City Electric Supply. Under the protection of the HIPAA Privacy Law, these results are for your benefit alone. Once an employee completes the survey and blood work, he or she will receive a \$100 reward for participating and have access to wellness coaches that can provide guidance in any areas that the employee desires.

This program is not mandatory. However, we encourage you to take part in the upcoming wellness events. It can help City Electric Supply keep health insurance costs low for both us and you but, more importantly, it can provide you with the information you need to lead a healthier and more productive life.



Now that you've had your chance to "thoroughly" read The Wire, take a stab at this crossword puzzle using subject items from this issue!

Complete the crossword below for a chance to win a \$50 AmazonGift Card!



DOWN

- 1. Which branch was recently awarded the bid for 900 TamLite Hi-Bays?
- 2. _____ is the extended-stay resort, the first modern building in Guyana.

ACROSS

- 3. This Group held their 1st annual sales shark competition.
- 4. What city in the west has two branches that are managed by a father and son?
- 5. _____ is CES's featured nonprofit, which assists low-income military families.
- 6. Known for it's skiing, this new branch opened its doors.
- 7. The _____ won the NFC East Showdown.



Congrats to last issue's winner **ANDREW CLIFFORD** IN SALT SPRINGS, FL

Send your entries to us!

Name: _____

Address: _____

Email: _____

CES - The WIRE Competition

Attn: Thomas McShane
460 NW Enterprise Dr.
Port St. Lucie, FL 34986