The WIRE

North American Conference Dallas

Wayne Memorial Hospital Project

Hawks Cay Getaway

Faces of Tamlite

See What CES has been up to from City to City

Check out this Quarter's Featured Products!

Miami's Finest Earl's Kitchen + Bar

American Manufacturing is Building Something Big!

SUMMER 2014

NORTH AMERICAN

MANAGERS CONFERENCE

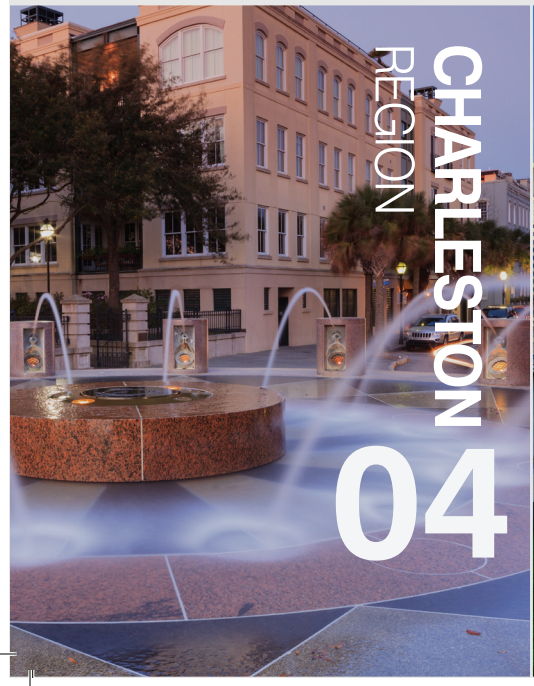
DALLAS, TX

SEPTEMBER 12•15

WWW.CESCONFERENCE2014.COM

2014 Conference will be loaded with networking, teambuilding and the premiere of City Electric Supply's **LARGEST** Counter Day! The conference will be an all-weekend affair that encompasses over 40 of City Electric Supply's Premium Vendors, In-House Manufacturing including Tamlite Lighting, CEFCO, as well as CES Employess from around the United States.

CME · Eaton Cutler Hammer · Milwaukee · Pass & Seymour · legrand · 3M · Cefco · GENERAC · HUBBELL · KOHLER · KLEIN TOOLS · nsi INDUSTRIES · SIEMENS · TAMLITE









A MESSAGE FROM OUR PRESIDENT:



What an exciting first quarter! After record sales in the 2013/2014 trading year, we have started the first quarter up a further 16.83% and have opened 7 new branches, putting us well on track to achieve our goal of opening 25 new location in our 2014/2015 trading year. Throughout this issue you will see numerous examples of projects and people that are making this growth possible.

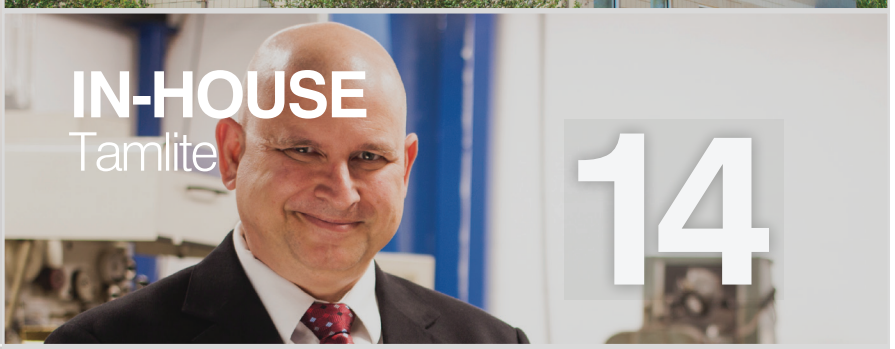
We are very excited for our North American Branch Managers Conference, that will take place this September in Dallas. It will not only serve as a launching pad for several new and exciting initiatives within the company but also a forum for our valued vendor community to better engage with our geographically spread branch teams.

-Thomas Hartland Mackie









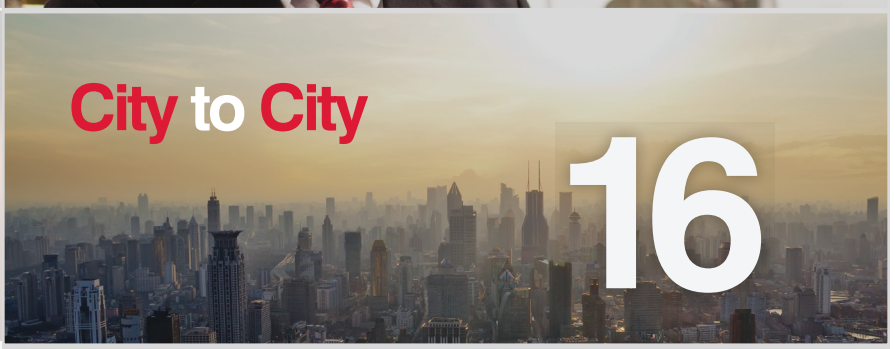
Want to Add Articles to *The Wire* magazine?

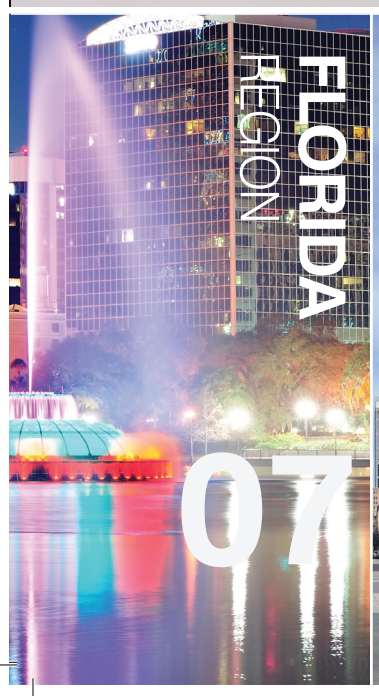
SUBMIT

LET US KNOW ABOUT YOUR SUCCESSFUL COUNTER DAY OR SPONSORED EVENTS!

SUBMIT YOUR BRANCH'S GREATEST MILESTONE OR PROJECT!

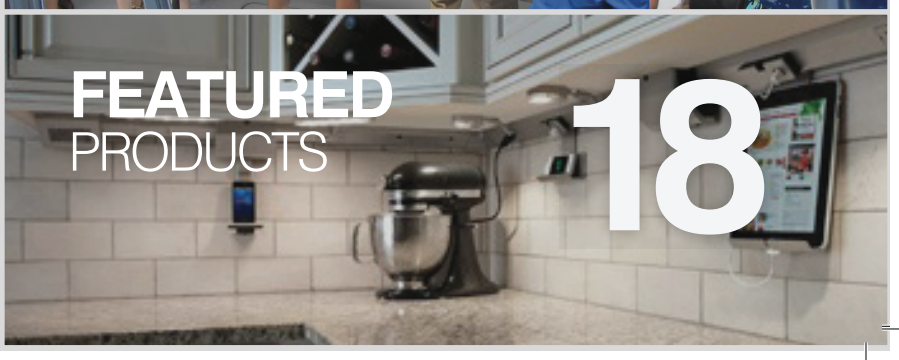
For More Details Contact the CES Marketing Department at: Marketing@ces-us.net.











Charleston Region

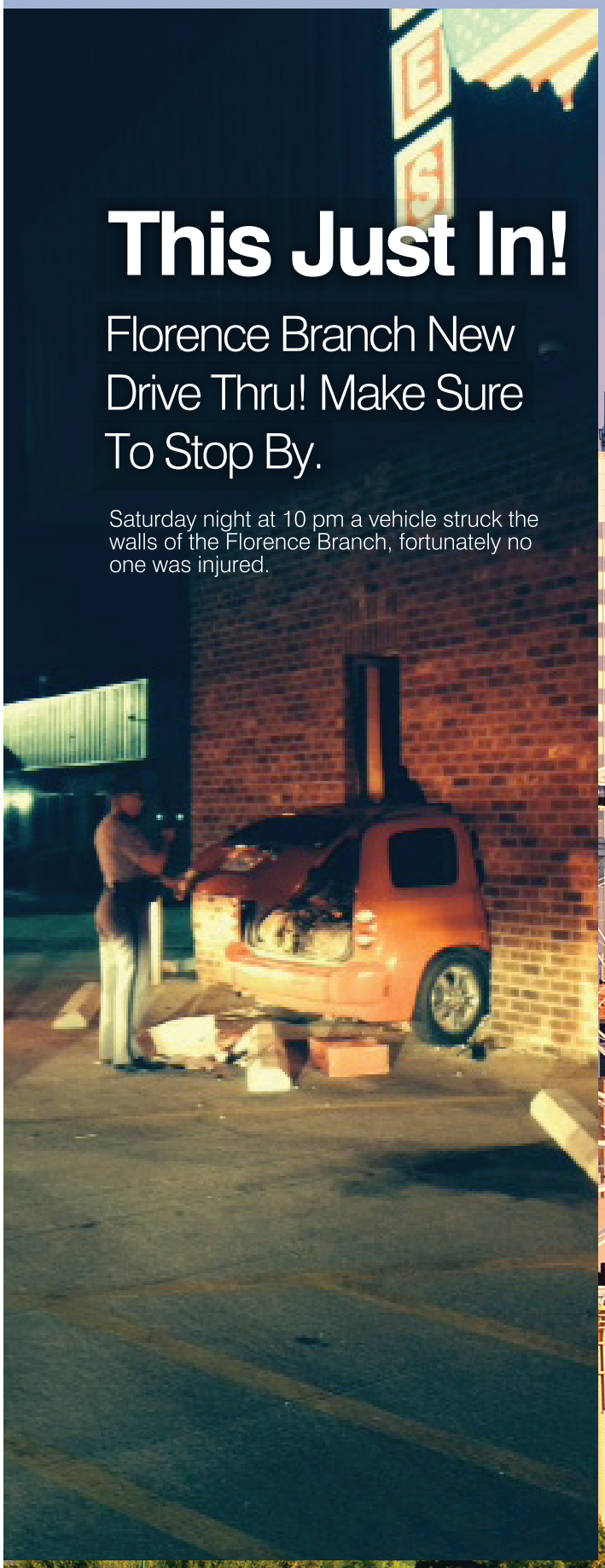
87 Branches • 10 Groups

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

This Just In!

Florence Branch New Drive Thru! Make Sure To Stop By.

Saturday night at 10 pm a vehicle struck the walls of the Florence Branch, fortunately no one was injured.





Supplier of the Year 2012 & 2013

Congratulations to the Summerville Branch which was recently awarded "Supplier of the Year" 2012 and 2013 from Dan Ryan Builders (residential)! Pictured are Archie Winningham, Branch Manager and Shelly Peele, Outside Sales.

Charlotte Region

92 Branches • 12 Groups

Boston • Boston North • Boston South • Charlotte • Hickory • Kansas City • Nashville • Oklahoma • Piedmont Triad • Philadelphia • Smoky Mountain • Washington

CES in the RING
SCOTT SULLIVAN



Scott Sullivan

New Bedford Branch's Counter Warehouse employee, Scott Sullivan AKA "Proper Brawler" is turning pro! This 141 lb Junior Welter Weight boxer has a 22-5 record and is proudly sponsored by CES. Scott has been fighting for ten years out of his hometown New Bedford, MA. His greatest memory was during the Rocky Marciano Tournament of Champions, which took place in Watertown, MA, he was the underdog in the fight to defend the champ and Scott won the title! "We are very proud of him and his success. He's a great guy and great employee," says Branch Manager, Jim Baker. Congrats and keep up the great work, Scott!





SCOTT SULLIVAN In The Pursuit of a DREAM

Region News

Introducing the Washington & Philadelphia Groups!

With our planned growth and continued increase in sales, CES has decided to introduce two new groups to the Mid Atlantic area and add more focus to their development!

Boston is Growing Again!

The Promotion of Jaime Marujo to Senior Group Manager led to the opening of a new Boston Group Driven by John Russell as its new Group Manager.

Hard Work Pays Off

Randy Berry ran a successful and profitable team at the Independence Branch in Missouri, Mr. Berry is now in control of the new Kansas City Group.

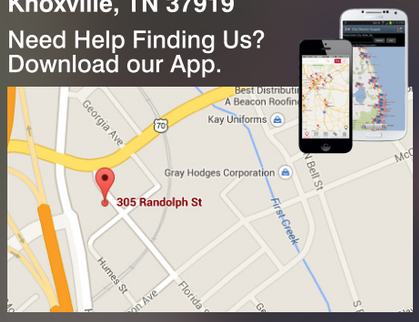
New Neighbor in Downtown

Smoky Mountain Group has opened a new branch in Downtown Knoxville!



305 Randolph Street
Knoxville, TN 37919

Need Help Finding Us?
Download our App.



Two New Branch Openings!
BELTZVILLE • ROCKVILLE

Denver Region

55 Branches • 6 Groups

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

Denver Debuts



Rudy Clark

CES Katy Branch

In August 2013 the Katy Branch hired Rudy Clark. Rudy is a retired Master Electrician with quite a bit of management experience and an extensive knowledge of motor control. Recently a new start up business in Katy came into the Branch to inquire about the availability of motor controls for use in a filtration unit they were designing for the oilfield and refinery industry. After determining what the customer was trying to accomplish Rudy agreed to visit their facility and offer his expertise and advice. With Rudy's help they were able to perfect their design which helped them to obtain a European patent for their new filter design. This resulted in an initial motor control order for 20 filter units with the commitment for motor control for additional 300 filter units in the near future. By offering himself as an experienced partner, Rudy has positioned himself and the CES Katy Branch as their sole supplier of all electrical design advice and materials.



Kurtis Baker

Head Office Trainee

"Creating a new beginning is always exciting and that is exactly the feelings that comes to mind when I think of my start with Colorado Electric Supply. I feel very fortunate that this opportunity has presented itself to me and I am grateful that Glenn Smith and the rest of the CES organization has selected me to carry out this program. I have felt right at home within CES and everyone has welcomed me with open arms and a helping hand. The most important thing I have learned in my short time with this company is that the relationships we keep with our customers is the most important factor in our business. To keep our customers walking into our stores they have to value our service and they have to value the relationship we keep with them. If the organization is successful at this aspect of business, it will always maintain a solid customer base."



David Anderson

Lighting Quotes Department

"I am originally from Shreveport, Louisiana. I was hired by CES in October of 2013 to be the Motor Controls/Gear Specialist for the Dallas/Ft. Worth Group. My background is mostly Industrial MRO, and Automation sales. Most of my training comes from a company I was employed by for several years Industrial Electronic Supply where I learned about and sold Siemens Industrial Controls, and Automation products. I then went to work for AWC here in Dallas, and also Tampa, FL. I continued to work with and sold Siemens Controls, and Automation products. I worked as a Product Manager for AWC in Dallas, and as a Controls/ Automation trainer in Tampa. FL. I currently build and quote all Siemens Panel boards, Switchboards, and Motor Control Centers in COMPAS for the Dallas/Ft. Worth Group."

Florida Region

78 Branches • 10 Groups

Broward • Miami Dade • Treasure Coast • Export • Arizona • Las Vegas • Land O'Lakes • Orlando • Suncoast • Tampa















earls
KITCHEN + BAR

Palm Harbor Branch in collaboration with Falcon Electric, solidified a $197,000 lighting package for Miami's newest, high-end restaurant and bar located in the iconic Dadeland Mall.

"No matter the size of the gathering, you'll find it at every table. It's on every plate and in every drink. It's peppered into conversations between friends and soon to be friends. You'll find it in everything we do - from the things that touch your lips to the things that surround you. It's called **Soul**."

- Earl's Kitchen + Bar



PALO VERDE NUCLEAR POWER PLANT

The 2nd annual "Safety in Partnership" event was held at the Palo Verde Nuclear Power Plant. The purpose of this event was to celebrate a successful accident free year at the plant.

The partners involved were:

- APS – Arizona Public Service
- City Electric Supply
- LLR Electric
- Palo Verde Nuclear Power Plant
- Klein Tools

The event included a barbeque lunch for the employees of LLR Electric as well as various employees from the plant itself. A raffle was also held awarding many prizes to the attendees.

LLR Electric started working on the site in 1998 and has had a full time presence there since 2008 with approximately 40 employees working there on a daily basis. The responsibilities of LLR electric include security projects, containment areas, plant redundancy projects, backup power, site lighting and general building construction.

The Palo Verde Nuclear Power Plant is located in Tonopah, Arizona, which is about 45 miles due west of Phoenix. This plant is the largest power plant of any type in the United States by net power generation, producing 3.3 gigawatts of power per year serving about 4 million people in the Phoenix Metro area, southern Arizona and southern California areas.

The plant sits on 4000 acres consisting of three pressurized water reactors and became fully operational in 1988 with over 2000 full time employees.







Raleigh Region

75 Branches • 10 Groups

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

CES Goldsboro & Wayne Memorial Hospital
Saving Lives and Electricity



Thanks to Kevin Thompson's hard work with Wayne Memorial, our customer is well pleased and appreciative with the outcome of these conversions.

Wayne Memorial Hospital in Goldsboro, N.C. is in the process of converting to LED lighting in several areas. City Electric Goldsboro has been successful in aiding with this process.

In the parking lot, two of six areas have replaced 400 watt high pressure sodium parking lot lights with the more efficient 90 watt LED.

Retrofit kits from Innovative Lighting in decorative fixtures on the outside of the maintenance building and globe fixtures at the front of the hospital, ballasts were becoming difficult to locate due to the age of the fixtures. Wayne Memorial wished to keep the integrity in the appearance of these fixtures so the solution was to replace the old ballasts and lamps with retrofit LED lamps from Light Efficient Design.

At the moment, Wayne Memorial is in the process of replacing their 2 x 4 fluorescent lay-ins along the first floor corridors with Maxlite LED lay-ins.



CT Nassau Tape, LLC
Burlington & Tamlite

In April of this year, Jeff Sharpe at the Burlington, NC branch was presented with an opportunity to offer a quotation to CT Nassau Tape, LLC, to provide an LED option to light an expansion of their Alamance, NC Ticking Plant. This facility is involved in cutting edge manufacturing of materials used in mattress covers for many of the major players in the industry. Initially, a Cree LED unit was requested to be quoted that fit the plants requirements. As part of the initial quote, a lead time of four to six weeks was going to be necessary to produce and ship the Cree units. Due to time constraints on the expansion, the quoted lead time was not going to be workable. At this point, Jeff got Tamlite HID division involved to offer an alternative option. Provided with the dimensions of the expansion, Tamlite provided a proposed layout and quotation for Tamlite's HBLED132W LED high bay unit. It was determined that one hundred thirty five fixtures would be required to meet the customer specifications for light levels.

At this point cut sheets were provided to the customer for them to confirm that the unit was approved for the application. One key point in this process, obviously, was not only performance and application, but lead time. The Tamlite units quoted were factory stock which was very appealing. The units were approved and the order was placed on April 22, 2014. The units arrived complete in the Burlington branch April 25, 2014. CT Nassau Tape, LLC, worked in conjunction with Electrical Service Providers, another Burlington branch customer, to handle the install at the plant. Andy Helton and his crew seamlessly handled the install and met all time requirements to get the units installed. The project has went well and the CT Nassau Tape is very pleased with the end result. As a result of the project going so smoothly, Tamlite and the Burlington branch hope to soon have opportunity to look at other upcoming lighting opportunities with CT Nassau Tape, LLC at some of their other facilities. Congratulations to Jeff Sharpe and his staff, Tamlite HID, and Electrical Service Providers for a job well done.

CES Overseas

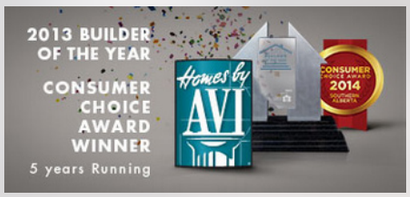
Ireland • Canada

Homes by AVI

"The most rewarding aspect of being a home builder is that we are building peoples' dream homes.

After decades of homebuilding we can look and say we helped build dream communities, and made a significant contribution to the cities we've built in. It is very rewarding to leave a lasting legacy, and to still see happy homeowners after all these years."

-Avi Amir, Chairman





Proud Supplier

T torbram
E electric
S supply





IRELAND

CEF Ireland recently held their 2nd year end meeting as Ireland Group. At that meeting the Tralee branch was announced as the winner of the Branch of the Year award, as selected by the Branch Managers from within the group.

Gerald O Hare is seen here presenting the cup to Brendan Heffernan the Branch Manager of Tralee Branch. The group then spent the weekend relaxing at the International Blues on the Bay Festival in Warrenpoint.



C city
E electrical
F factors



BEHIND EVERY **GREAT MAN** THERE IS A **GREAT WOMAN**



On November 27th 2013, the City Electrical Factors' family lost it's matriarch. Many of you know the Tom Mackie story but as the saying goes "behind every great man there's a great woman" and my grandfather was no exception. His great woman was Georgina Margaret Mackie, or "the Boss" as my grandfather would call her, born November 3, 1922, in Leamington Spa, Warwickshire.

After having run away from an abusive household at the age of 14, my grandmother joined the WAAF (Women's Auxiliary Air Force) during WWII at the age of 18. During her time in the WAAF, she was a radio operator in the Royal Corps of Signals and that is where she met Tom. As my grandfather often said Georgina was the most beautiful woman he had ever seen, and no doubt from the stories there were many others who felt the same way. In typical Tom Mackie fashion, he was determined and in 1944 Tom married the woman of his dreams.



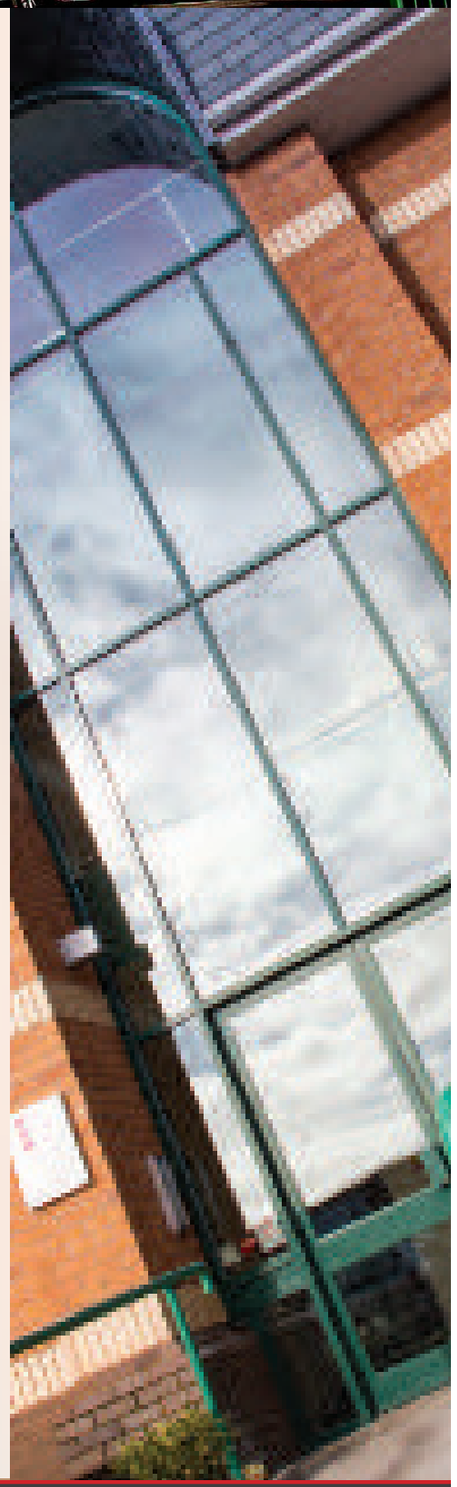
GEORGINA MACKIE HOUSE





Georgina was not your typical woman. In 1951, my grandfather Tom, married with three children at the time, wanted to risk it all and leave a comfortable job as a salesman at GEC in Birmingham, to buy an almost bankrupt wholesaler trading out of a horse stable in Coventry. My grandmother not only supported him, she also put up 15% of the £300 herself. This was an 'all in' bet, leaving them only 9 shillings and 6 pence in their bank account. During the early years, Georgina made many sacrifices to allow her husband the time and money needed to grow the business; no vacation for the first 8 years, aside from an annual day trip to the beach with a packed lunch, no household appliances to make the daily chores easier and not even the money to buy the large loaf of bread at the bakers. Georgina, just like Tom, will be missed terribly, but their legacy will live on through their incredible achievements and the fantastic company they built together. To permanently honor the lesser known founder of City Electrical Factors we have renamed our Head Office in Kenilworth, Georgina Mackie House.

- Thomas Hartland Mackie





GREG SILVERS

LOGISTICS MANAGER CEFCO DALLAS

CEFCO, USA prides itself on selling competitive, quality-driven electrical products. What we don't see are the people behind the scenes that help define our products.

Greg Silvers is our Dallas Logistics Manager for CEFCO USA. He is an 'American Model' of what working for City stands for. Greg started at the Tampa North branch as a driver where he eventually was moved to the warehouse and counter. His hard working attitude was noticed by his General Manager, who scouted him for a new factory at the time, S.E.S., States Electric Supply. While at S.E.S. Greg's solid work ethic shaped him to become the warehouse manager only 2 years later. During this point in time Greg was able to develop his relationships from branch to branch and successfully become a trusted source for the Company. He eventually took on the role of Dallas Logistics Manager. The key to his success is that Greg treats all of his customers as he does his friends and family.

Greg is a well-rounded employee and proud father of his 22 year old daughter who works in Tampa as a medical assistant for the Moffitt Cancer Center. Greg is in the process of also adopting his 12 year old step son. It is not surprising that Greg has formed such great customer relationships and is pivoted as an important member of staff. Greg enjoys playing poker, in which it appears that Greg is the winning hand that CEFCO has cashed in on. His progression with the Company is a great reflection of the opportunities CES offers any member of staff.

> "Greg is the 'American Model' of what working for City stands for."



MOVING FORWARD

Getting ready to introduce the long term benefits of these events to the branches as we all continue to move forward.

CEFCO's monumental move from Tampa to Port Saint Lucie, Florida is well under way and expected to finish during the month of July 2014. This process began in late January 2014 when we purchased an 84,000sq/ft facility located in the same commercial area as our other In-House operations in Port Saint Lucie. During these past few months we have succeeded in moving Fusion and MCG across to the new location. We are now in the midst of relocating the CEFCO brands to Port Saint Lucie as well. We have done our best to continue operating the business while moving so as to not disrupt the supply to the branches.

The most important part of the move has been relocating the staff and their families to either Port Saint Lucie, Dallas or local branches. We may have lost some employees along the way, but have been lucky enough to retain, as a company, over 50% of the original employees; we would like to acknowledge the commitment of this team during these difficult times. As for those who were not able to transfer to the new location, we would like to wish them the best of luck in their future careers and endeavors. In turn, we have been adding new members of staff to rebuild the team for each operation to support branch needs. The new staff has dove head first into training and will be continuing to grow and learn while providing customer service. With these recent developments, we are getting ready to introduce the long term benefits of these events to the branches as we all continue to move forward.



BRIGHT IDEAS

FUSION T8 & T5 LAMPS provide the efficiency of fluorescent technology in recessed, surface mounted and specialty fixtures. The 24,000 + hour lifetime of these lamps far outlast all incandescent equivalents, saving you money on replacement labor and maintenance costs. Save up to 75% in energy costs versus standard lamps in equivalent wattage. For significant cost savings and a lower maintenance lighting solution, turn to Fusion Lamps.

For more information on these and other Fusion Lamps products visit **WWW.FUSION-LAMPS.COM**



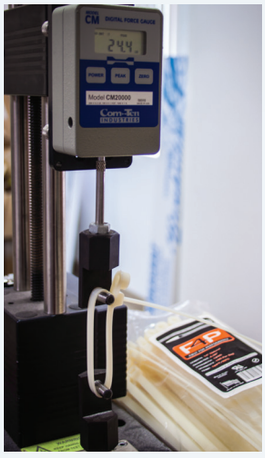
FUSION LAMPS

FIND US ON FACEBOOK

TESTING THE STRENGTH OF TIE WRAPS

F4P FIRST FOR PERFORMANCE

F4P offers a full range of cable ties all made in the USA. Each batch is tested by our manufacturer, but also at our own quality control facility in Port St. Lucie to be sure that tensile strength requirements are being met. Varieties available include:



- Black and white standard ties in 4" lengths all the way up to 48" and strength ratings up to 175 lbs.
- Mounting hole ties
- Plenum rated ties
- Metal-detectable ties
- Adhesive mounting blocks

For more information on these and other F4P products call **813.948.3638**

The Honor Roll

Tamlite is proud to honor our top branches that have shown increased support in overall sales. Tamlite Lighting distributed handmade trophies in support of these efforts.

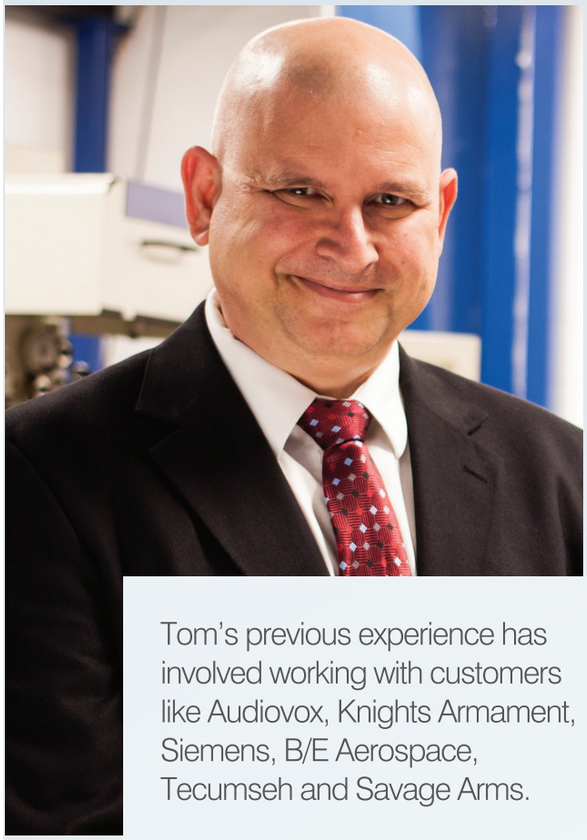
This is the 2nd Annual 'Honor Roll' Trophy distribution for Deluce Lighting. We first modeled the idea in the fiscal year of 2012-2013 in efforts to highlight those branches that completed the year with outstanding in-house support. The Honor Roll is a list of the top 5 branches that have exceeded the most sales within one fiscal year. We handmade our trophies which are our highest sold trim (TM102A-WH/WR) it is coated in a gold finish and mounted on an oak base. Tamlite/Deluce Lighting would love to show appreciation to every branch that has supported this range but hopefully the Honor Roll will drive more branches to strive to earn an Honor Roll Trophy in their stores.

2012-2013, Cool Springs, Cedar Park, Mobile West, Waxhaw and Marietta were the branches who first earned these trophies.

This past fiscal year, Cedar Park, Cool Springs, Raleigh West Bulk, Waxhaw and Mandarin were the branches to receive our 2nd annual Honor Roll trophies.

Terri McNamara of the Raleigh West Bulk Store/North Durham can be found in the picture below proudly displaying her new Trophy for top outstanding sales within Deluce Lighting. Ms. McNamara has been working with CES for almost 14 years and has been an avid In-House supporter. From all of us at Tamlite Lighting, would like to thank Terri and all other branches for their continued support. We hope to see everyone get a chance to make The Honor Roll.





TOM WOUTERS

ENGINEERING DEPT. PRINCIPAL TAMLITE LIGHTING, PORT ST. LUCIE

Tom is a native Floridian with family roots reaching back to England and Wales. He was an apprentice toolmaker in 1986 learning from a General Electric tool master. Within 3 years he was a toolroom manager and tool designer.

Starting from the drafting table in 1986 then the first CAD computers in 1991 on a 386 processor, he now develops products and tooling in 3D on Solidworks and Autocad. He is also a machine programmer for multi axis machines including 4-Axis CNC Mills, 5-Axis CNC Lathes, High Pressure Waterjet and Laser cutting equipment.

He was part of the team that developed the TC Series and HOR series for LayIns. Concurrently he worked lighting products with Lighting Science and Solar Outdoor Lighting. Having met Mr. Mackie in 1999 he developed a positive relationship with the Tamlite folks lead by Frank McShane and Jordan McGinn. In 2011 when the opportunity arose he joined the team as Lay-Ins business manager.

Some of his most interesting projects were programmable spinal therapy machines and programmable shooting targets. He has several patents some of which are related to the first wireless door locks mounting to car keys. He also worked with Landis & Gyr and Siemens meter boxes and meter combo boxes that still stock our branches shelves.

He has enjoyed mentoring High School students for US First Robotics competitions but most of all loves spending as much time as possible with his beautiful wife Jacqueline and their children. You may also find him hiking the mountains of North Carolina or Colorado.

Tom's previous experience has involved working with customers like Audiovox, Knights Armament, Siemens, B/E Aerospace, Tecumseh and Savage Arms.



American Manufacturing is Building Something Big

As we push forward with our commitment to produce many more American-made products, we find that investing in stamping presses and production equipment to be an essential part of the process.

But now that we have that part of the puzzle figured out, it's the investment in hard tools that becomes the more critical element. We also need to hire a design team and staff of toolmakers to make this all a reality.

Today we have over 50 different hard tools on site, making strip lights, wraps, high-bay bodies, lay-in fixtures and more. These tools can all be found at our manufacturing facility in Port Saint Lucie. As our collection of working tools continues to grow it was clear that we need our own internal toolroom and tool maintenance department. This would allow us to continue to maintain the tools we currently have, and also build new tools.

So in October of 2013 we began building a toolroom and invested in all the equipment necessary to make the Tamlite toolroom a reality. Today we have two Wire-EDM machines, a number of surface grinders, various drill presses and milling machines. This allows us full control and flexibility in maintaining the existing tools, but more importantly it allows us the opportunity to design and make our own new tools.

We've also introduced a new 10ft. press that produces both the WL wrap and the SLW strip light series. One of the most interesting machines, is a 4-part Gag tool that is 54 inches long and makes 2, 3, 4, 6 and 8-foot parts all from one programmable die. This tool uses electro-pneumatic controls to synchronize the feed lengths, tool selection, inner lifting mechanisms and lubrication process. This one tool shows the level of engineering skills that are found here at the Port Saint Lucie manufacturing facility. With more unique tools being designed, it is exciting to see the level of skill growing and the team pushing themselves to engineer more innovative products.

We already have a list of new tools lined up to help in the creation of new lay-in fixtures, high-bay parts, surface fixtures and more. This is very exciting news for the lighting operation. This toolroom allows us to look at tooling for other brands such as F4P, Centaur Industrial, among others to continue our efforts for American made products.

We encourage you to see these tools, machines, and progress in person by joining us on a group tour of our facilities in Port Saint Lucie, Florida. Ask your Group Manager today to make arrangements.

TAMLITE LIGHTING

4 HRS OF CONTINUOUS BATTERY LIFE BETWEEN CHARGES

TAFLLBB

THE RUGGED LED WORK LIGHT



STANDARD FEATURES INCLUDE:

- Hook for Easy Hanging
- 3 Light Functions: High, Low, and Strobe
- Powerful Magnetic Foot Bracket
- Multiple Charging Cords for Car or Home
- Available in Bright Yellow or Camo

TAMLITE AMENITY

CENTAUR COMMERCIAL & INDUSTRIAL INSTALLATION

THE FB | NONMETALLIC FLOOR BOX

FEATURES INCLUDE:

- Nonmetallic floor box base has 1" hubs with reducers included (3/4" and 1/2")
- Comes with mud cap for easy access after concrete is poured
- Accessories available for multi purpose functions including low voltage
- Non-metallic covers available in brown, gray, gold, and light almond



HELPING TO POWER YOUR WORLD

WWW.CENTAUR-PVC.COM

TOOLS OF THE TRADE

1 Wire EDM

Wire EDM is an electrical discharge machine that uses brass wire 0.010" diameter to cut profiles in hardened tool steel to an accuracy of 0.0001".

2 Milling Machines

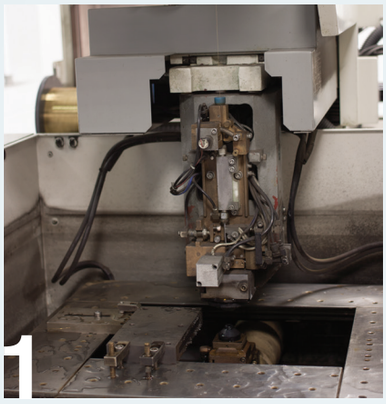
Knee mills are mostly used in the toolroom to square die blocks and add holes for screws, dowels, scrap holes for punched locations, punch holders and Wire EDM pilot holes.

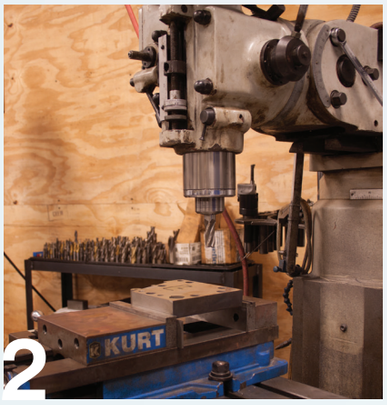
3 Surface Grinders

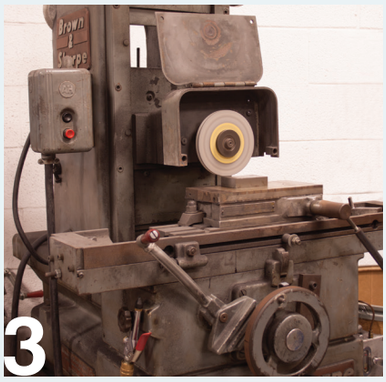
Used to grind surfaces of die blocks within 0.0001" of each other and to perfectly square blocks for precision fitting within the tool.

4 Heat Treat Furnace

A ceramic oven that reaches temperatures of 2200°F used to harden our tool steel and then temper it back to Rockwell 62-65C.









From

City to City

Demolition in Jupiter!

After purchasing a new property in Jupiter, Florida.
Its DEMOLITION TIME for the crew!





We recently opened our 13th Branch in Colorado in Stapleton. Our new Branch Manager Krista has worked in the Denver market for many years, the last four were at our Commerce City Branch as a Sales Representative. Krista has proven herself at multiple levels in CES and has now stepped up to the plate to show her talents at the Branch Manager level.

Krista has also assembled, what we feel, is one of the BEST teams in town, not only with new acquisitions, but also by promoting others from within the existing Colorado groups. With Michael (Outside Sales), Amanda (Operations Manager), Jacob (Inside Sales) and Jimmy (Driver/Warehouse), there is over 20 years of experience at Stapleton to handle anything that comes their way. Because of the great location, they will be able to service residential, commercial and industrial electrical contracting needs without a problem.
Stapleton's motto is: **"Dreams don't work unless you do."**

Extending Our Reach

We are excited to showcase our new branch building currently under construction in West Columbia, SC. The existing branch is relocated across the street to the company-owned property. We also have a new store being constructed in Milton, FL (the Pensacola Group), which is also company-owned property.





Austin Southeast Branch held a very successful Counter Day on May 16th. Over a hundred attended the BBQ lunch sponsored by over 15 vendors.



After some years in Mansfield, TX, we have relocated our Branch closer to Downtown Dallas, TX. To mark this move, we invited customers and suppliers to a Counter Day where we were supported by various suppliers including Siemens, Generac, Milwaukee and Klein. We are now much better positioned to service and support our customers in the Dallas area.



The new Winter Park location is 4200sqft with a 1000 Sq ft Mezzanine. The Branch Showroom has three kiosks to serve the customers and is lit with all the latest LED Technology. The Branch team consists of Billy Reina, Branch Manager, William Runyan, Stores Manager, Anthony Larocca, Ron Keller and Zack Miranda.

Our Cityzens

MOULTRIE TECH ELECTRICAL SYSTEMS GRAD EARNS TOOLS OF THE TRADE

Moultrie Branch
Lake City Group



Alex Hartzo, an Electrical Systems Technology program student and a recent 2014 graduate of Moultrie Technical College, received starter tool packages from Klein Tools, courtesy of City Electric sales representative Phillip Ricks, pictured right, on April 15. As the top student in his graduating class under the instruction of Moultrie Tech's Stephen Mathis, Hartzo earned the American-made electrical and maintenance tools to help him begin his career.

The Swanson's Easter Event

Over a hundred Moms, Dads and of course kids joined the hunt!



Treasure Coast's Fun in the Sun

The Treasure Coast Group enjoyed an afternoon of relaxation, fun and fellowship on Sunday, May 18th. Hosted by Group Manager Ralph "Van" Vandenberg and his wife JoAnne, the picnic was held at a Port St Lucie park for all employees and their families. It was an excellent opportunity to thank everyone for their hard work and dedication that contributed to a very successful year.

Pictured are some of the more than 70 people who attended the event.





Generac Raffle!

Chicago South Group raffled off to customers who purchased a generator and transfer switch combination during the month of May. The winning customer was Evorik Electric at the Crown Point branch. In the picture from left to right is Keith Hemm (Branch Manager), Jeff Evorik, and Jaymes Schopieray the Store Manager.
(Stay up to date with CES for opportunities like this one!)



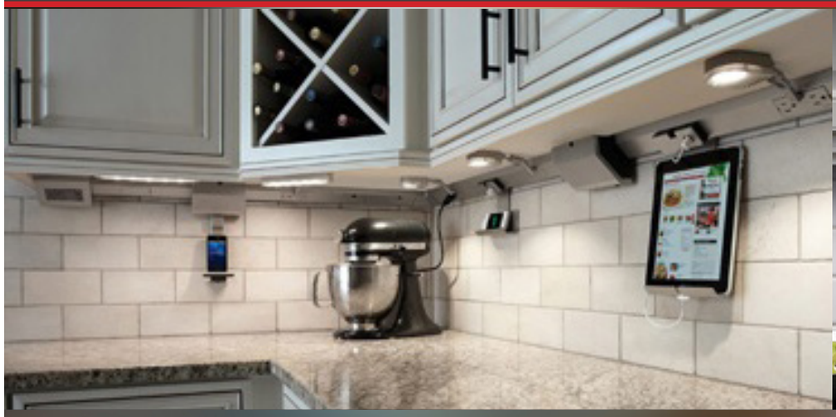
Brian Barbour Returns

Brian came to CES after obtaining an "education" at East Carolina University in Construction Management. During his time at ECU he was the mascot, PeeDee the Pirate. After college he originally started with CES in 1997 under Jim Lawson and Jay Lassister by opening the first CES in Raleigh. This is where he learned Jim Lawson's sales motto "I don't care if you're selling widgets, if they (customers) like you, they'll buy it" (in that Scottish accent).

After helping establish the new branch, he had an opportunity to open his own business back home on the Crystal Coast of NC. In 1998 he opened a custom embroidery business that catered to salt water fishing teams. With the development of a web site, the business exploded by getting jobs in every state that touched water, Costa Rica, and the Virgin Islands. The business tripled its production and had 6 employees. A business relationship developed with Marlin Magazine that opened doors to doing all of the apparel for marlin fishing tournaments in Cabo San Lucas, Mexico, Hamilton, and Bermuda.

Then in 2004, Jay Lassister made a call to bring him back to CES as a part-time counter sales person in the new Morehead City branch. Eventually, Brian sold his business and has been dedicated to CES since. Since returning, he has succeeded in all positions from delivery to outside sales to stores manager.

CES Featured Products

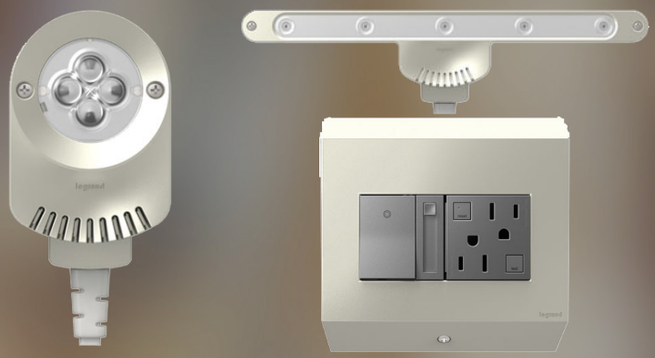




legrand®

Under-Cabinet Lighting System

Make dark spaces shine. Relocate outlets to suit your workflow needs. Add lights, speakers, USB charging and portable device docks to build your dream kitchen. The Legrand® adorne™ Under-Cabinet Lighting System is a fully customizable, modular solution for eliminating kitchen clutter.



ERICO®

Telescoping Screw Gun Box Bracket TSGB1624

· Can mount multiple boxes
· Notched and marked for easy identification and bending
· Pilot holes allow easy box attachment with a screwdriver
· Requires only a screw gun to install
· Can be mounted to face or inside of stud
· Adjustable for non-standard stud spacing
· Interlocking tab prevents accidental disassembly
· Unique, one-piece, break apart design



TAMLITE LIGHTING

flood wallpack

30 Watt LED Dual Purpose Wall Pack/Flood

- Die Cast Aluminum Housing
- Durable Powder Coat Finish
- Clear Flat Glass Lens
- Two COB LEDs for Wide Distribution
- Hinged Junction Box
- 1/2" Coin Plugs for Conduit or Photocell
- Yoke Mount (included)
- 1/2" Adjustable Threaded Knuckle (included)
- Listed for Wet Locations
- DLC Listed

Tamlite HID's LED WPFLED305K is lead and mercury free. Long performance life of up to 50,000 hours coupled with high system efficiency make this a fixture that is both maintenance and environmentally friendly.

Mercury 100% Reduced
Lead 100% Reduced
Energy Consumption 60-75% Reduced







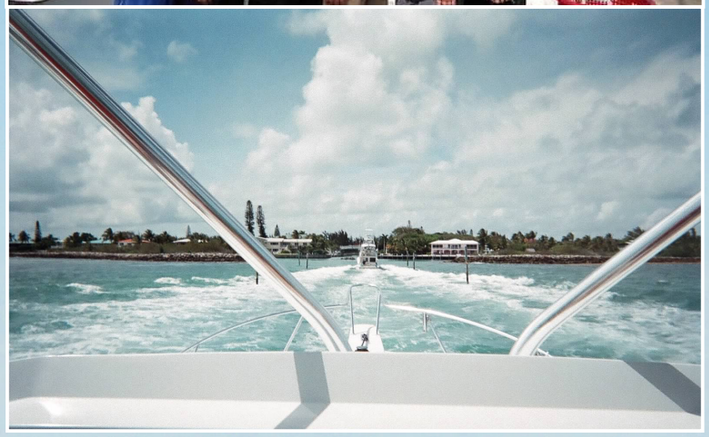












Hawks Cay Getaway

Fish On! That was the cry heard across the Atlantic Ocean off the Florida Keys on May 31st as 16 City Electric customers, staff, and Eaton Corporation representatives caught fish, enjoyed the fresh salt air, and for some, experienced for the first time in their lives the thrill of blue water fishing.

It was a perfect weekend with perfect weather for off shore fishing. On the week ending May 30th. The Russ Swanson Region invited 16 customers to a weekend of fishing, camaraderie, and food and drink to the Hawks Cay Resort in Duck Key, the midway point between Key Largo and Key West. The weekend long event, known as the Hawks Cay Getaway, was sponsored by our manufacturer partner, Eaton. The group was split up into five teams, each fishing from their own chartered sport fishing boat. Representatives from City Electric Supply, and Eaton fished side by side with our customers, catching dolphin (Mahi-mahi), snapper, tripletail, and even landing one huge sailfish!

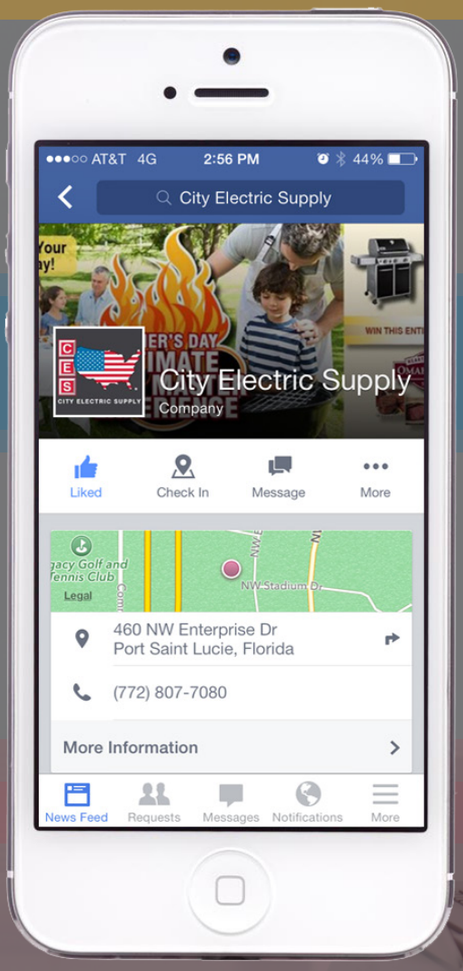
From the Friday evening reception and dinner, to breakfast Sunday morning, the weekend was filled with events focused on growing our relationships with our customers. Saturday's dinner was capped off by the resort cooking the very fish caught earlier that day. After dinner, we all enjoyed an award ceremony where 1st, 2nd, and 3rd place winning boats were recognized for largest dolphin.

1st Place
The Final Final for a dolphin **weighing 24 lbs.**

2nd Place
The Tailwalker for a dolphin **weighing 21.9 lbs.**

3rd Place
The Snapshot for a dolphin **weighing 19 lbs.**

Saturday evening's dinner and ceremony was followed by relaxing at the resort, reliving the days fishing adventure, storytelling, and of course, for some, the appropriate island libation. A fitting end for a wonderful fishing adventure.



MAKE SURE TO **LIKE OR CHECK-IN** THE **CITY ELECTRIC SUPPLY** PAGE ON FACEBOOK FOR A CHANCE TO WIN A $50 DOLLAR VALUE AMAZON GIFT CARD! CONTEST ENDS OCTOBER 1ST*



Connect Discover and Share CES.

H_2O TO THE RESCUE

Congrats to last issue's winner **GREG BROOKS IN GASTONIA, NC**

If you could do one thing this month differently that would help you get healthy, we would recommend drinking more water. You always hear that drinking more water helps with weight loss and curbs hunger but sometimes that is not enough motivation. Here's a list of the benefits that enough water in our system brings starting with the two listed above:
Drinking enough water:

- Helps you lose weight
- Curbs hunger
- Energizes muscles
- Keeps the skin looking younger
- Helps ALL of the organs work more efficiently from digestion, absorption, circulation, creation of saliva, transportation of nutrients, etc.
- Increases energy and reduces fatigue
- Flushes out toxins
- Boosts your immune system
- Natural headache remedy
- Helps to prevent cramps and sprains

Some studies show that water is a great "anxiety quencher". When the body is dehydrated, it can actually induce anxiety and nervousness. When we are dehydrated our cells feel it at the molecular level and communicates this to the subconscious as an underlying subtle anxiety or threat to survival. The key to rebalance this deficit of fluids is to drink eight glasses of fresh water a day.

Drink more water and here's to your health!

