

# The WIRE

TAMCO  
Group

ONE

NORTH  
AMERICAN  
MANAGERS  
CONFERENCE

ASTONISHING  
LED  
FUTURE OF  
LIGHT

FLORIDA  
ORGANIC  
AGRICULTURE  
& CES STUART

In  
October  
We Wear PINK

From  
John O'Groats  
to Lands End

RE  
BRAND  
FREE  
BRAND

WINTER  
2014



1983

CITY ELECTRIC  
SUPPLY

**RE  
BRAND**

**FREE  
BRAND**

IS IT TIME TO HIT THE REFRESH  
BUTTON ON YOUR BUSINESS?

FIND OUT HOW ON PG. 17

2014

CHARLESTON  
REGION

04

CHARLOTTE  
REGION

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DENVER  
REGION

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## A MESSAGE FROM OUR PRESIDENT:

As we approach the end of 2014, we are now more than 7 months into the 2014/2015 trading year, and what a year it has been! After achieving record turnover in 2013/2014, I am pleased to announce that we are 17% up in sales this trading year. Not only have sales grown but we have grown our footprint as well. Since March, we have opened 9 new locations and added more than 120 new employees to the CES Family.

This September we held our first North American Managers Conference, which you will see features heavily in this edition of the wire, bringing more than 700 members of our senior management team into Dallas. The weekend proved a tremendous success as we launched several new company wide initiatives, enjoyed time socializing with peers from around North America and held our largest ever counter day.

As the holidays approach, visit our Facebook page to find out how to win great prizes during our "12 Days of Christmas" holiday giveaway.

Happy Holidays and thank you to everyone that has made 2014 a year to remember!

*- Thomas Hartland Mackie*

### WANT TO ADD ARTICLES TO THE WIRE MAGAZINE?

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

SUBMIT YOUR STORY!

CONTACT THE CES MARKETING DEPARTMENT AT [MARKETING@CES-US.NET](mailto:MARKETING@CES-US.NET)

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# Charleston Region

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

## Renovating Gainesville

The Gainesville branch received an extensive renovation of the entire interior space as well as updating the exterior with the new CES branding. The last renovation took place in 2004 so the branch was set and ready for an overhaul.

"I am pretty proud of the Temporary Office that we created in the warehouse addition to work in until ours is ready. It is very colorful and organized. Believe it or not customers think that this is our new office because it is such a far site better than what we had. They are really going to be SHOCKED when they see the finished store front and offices."

This entire experience has been so exciting and rewarding. We have had the opportunity to be so involved in it ourselves, cleaning out, packing up, moving approximately 30 feet of warehouse shelving and products to make room for the new offices. It is still hard to believe that this is really happening, we are excited to see the finished product so that we can stop pinching ourselves."

-Terri Tillis



Temp Office



Hard work was put into this project, and hard work paid off.

Building Stronger Relationships

Space Available!  
Be In Our Next Issue



# The WIRE

Now it's your chance to be in our next issue of the Wire!

### About **The WIRE**

City Electric Supply's *The Wire* magazine features regional and overseas updates and employees spotlight all in a 20-page, full color, glossy magazine. The quarterly magazine accentuates branch openings, customer trips, employee promotions, new product highlights, as well as the employee's events like 5K runs and coaching little league games.

This quarterly, full-color magazine has 22,000 issues in circulation to branch locations and customers in the electrical and HVAC industries. It is also available in digital format.

For more information on becoming an advertising partner, please contact **CES Marketing** at **214.462.7052** or **Marketing@ces-us.net**.

### What's Available?

Full page, half page & quarter page ads  
- limited quantity.



# Charlotte Region

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

## ASTONISHING LED FUTURE OF LIGHT

Clarksville Tennessee Branch lights up the first all LED Site lighting at an auto dealership. Our branch partnered with Travis Electrical Service Company to do the new Wyatt-Johnson Toyota car dealership. We worked with our LSI lighting partner, Malcom Mimm's, Nashville, TN and our gear distribution partner, EATON, to write a total package of \$420,000.00!

Travis Electrical Service, and project foreman, Jerry Wix spent 14 months on this project. We are proud to be part of reinventing the light bulb and the way we think about lighting in general and the potential to save energy and enhance the quality of our building environment. We are writing large project jobs and with the success of this project, we are also doing another car dealership with Travis Electrical Services.



Charlotte is Keeping the Lights on



Bonded Logistics is a full service third party Logistics Company dedicated to providing clients with innovative and flexible supply chain management solutions. Since 1972, Bonded Logistics has been committed to providing its clients personal, innovative and quality solution-based logistic services. We integrate transportation, warehousing and contract packaging to offer our customers a single source solution.



## FULL BODY FLUORESCENT HIGH BAY by



### Fast Turn Around!

Built and delivered in three weeks from purchase date

### Product Details:

The HOR series full body fluorescent high bays are ideal for manufacturing, warehousing, commercial and industrial facility lighting applications. NEC required ballast disconnect pre-installed UL listed, suitable for damp locations

### The Story:

CES Sunset partnered up with Tamlite to meet the logistics company request of 715 Fluorescent High Bays for its headquarters in Charlotte, North Carolina.

Outstanding work from both the CES Sunset and Tamlite teams.

|              |                 |             |
|--------------|-----------------|-------------|
| 715<br>Units | 229<br>120/277v | 486<br>480v |
|--------------|-----------------|-------------|

# Denver Region

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



## Lighting / Gear Quotes Department

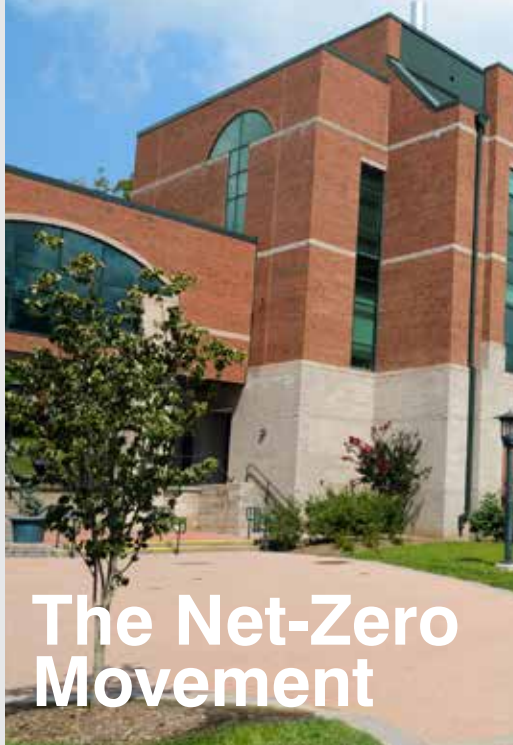
We have exciting news from the California Group as we now have added a Quotations person to lead our Lighting and Switchgear department. Bill Porter is heading up the new department, which is located in our Burbank, CA branch location. Bill is covering the eight branches we currently have in CA. Bill has been with CES since April 2013, and comes to us with a vast background in the electrical industry. He has held many positions in his career, which all started in the mid-80s in this market area.

"I am excited to grow this department and cannot wait to see what the future holds,"  
- Bill.



## Group Sales Representative & Energy Specialist

Ted Lunn has been with CES since 2008 as a Group Sales Representative for all of Colorado. With the growing lighting retrofit market, we decided we needed an energy specialist to focus on this area of business for all of Colorado on a permanent basis. Ted is working directly with Xcel energy and their rebate programs for lighting retrofits, calling on existing Colorado customers as well as making cold calls and calling on anyone and everyone he can to find endless retrofit opportunities. Ted is extremely excited to be in this role with us and we know there are great things to come with our Energy Specialist. Congrats, Ted!



## The Net-Zero Movement

During a time when the green building movement is becoming more feasible, many institutions are looking to build net-zero. There are many advantages to building net-zero, such as being able to predict and control costs and eliminate utility costs for the life of the building, which is one of the biggest budget line items for most schools. Using a net-zero energy strategy can help significantly reduce or even negate these fixed operational costs altogether. For this reason, school officials are looking past the initial higher costs of building net-zero facilities and are taking a long-term view of projecting the significant energy savings over time.

There are many components that go into building and adhering to net-zero principles, including becoming a zero-landfill organization. One of the methods Pflugerville Independent School District (PISD) in Texas employed to reduce waste in the upcoming school year will come in the form of Dyson Airblades, purchased through City Electric Supply. The new hand-drying solution costs up to 97% less than traditional paper towels making it the perfect solution for PISD. Peer-reviewed research conducted by the Massachusetts Institute of Technology on the lifecycle of the seven most common hand-drying methods found that paper towels have the highest environmental impact. Used paper towels can rarely be recycled, so they end up in landfills or are incinerated, which also releases more carbon dioxide into the atmosphere. The study concluded that the Dyson Airblade has the lowest environmental impact compared with all other hand-drying systems, including electricity consumption. The installation of Airblades across the PISD was the next big step in helping the school district achieve its goal of being zero-landfill.

"Last year, PISD diverted over 480 tons of material from local landfills and expects that amount to increase substantially in the 2014-2015 school year with the installation of the Airblades," says Steve Waldron, Energy Management Coordinator, PISD.



PISD is one of the fastest growing school districts located in Northeast Travis County. It serves approximately 23,000 students in 20 elementary schools, six middle schools, three traditional high schools and two alternative schools. With the new builds focusing on energy-efficiency measures like rooftop photovoltaics, geothermal heating and cooling and daylighting in all classrooms, the other existing schools are being retrofitted with the Dyson Airblades to further utilize savings.

Being the largest Airblade order in America for Dyson, City Electric Supply's Grant Levenson says, "Part of the reason I enjoy selling the Dyson Airblades is because they are products that truly make a positive change for the end-user and the environment. Many people are familiar with Dyson and their top of the line vacuums, but what most people don't know is that James Dyson took that cutting edge technology and put it into the Airblades. Dyson invented a V4 motor that not only has enough power to dry your hands in 12 seconds (the fastest on the market), but the motor also works so efficiently that it reduces the Carbon footprint of paper towels and other dryers by 70%! Combine that with Dyson being the only unit on the market to have a HEPA filter (filters out 99.7% of the bacteria in the air), it was an easy choice for Pflugerville ISD to move forward with the Airblade. With the City of Austin really pushing the GoGreen movement, CES and Dyson really wanted to attack that market."

Sources: Montalbo, Trisha, Jeremy Gregory and Randolph Kirchain. "Life Cycle Assessment of Hand Drying Systems." Massachusetts Institute of Technology. September 2011. Building Design + Construction website (<http://www.bdcnetwork.com>).



## Testing, Testing

CES Stapleton a Denver Region based Branch beta testing the all new IMS App in the mids of recording footage for the NAMC 2014 Conference.

# Florida Region

Arizona • Broward • Exports • Las Vegas • Land O'Lakes • Miami-Dade • Orlando • Suncoast • Treasure Coast

## FLORIDA ORGANIC AQUACULTURE



## The FOA & CES Stuart

Florida Organic Aquaculture is a Stuart Branch customer operating a new facility to raise shrimp in a controlled environment. "Barn One" is a huge building, their first installation and are already in production.

They are supplying shrimp to major retailers and restaurants and expect business to continue to grow. They have plans to build four more barns, as well as other facilities such as a "nursery", which is well under way.

They have installed over 700 TamLite LED and Fluorescent fixtures in the present facility, supplied by Stuart Branch. Matt Higgins, Branch Manager, has developed a strong relationship with their team and has supplied the switchgear and miscellaneous materials for the construction of the first facility.



Find out more about the products featured here at [Tamliteusa.com](http://Tamliteusa.com) or Scan this QR Code!



## CES Peoria Relocation

Left to right  
**Branch Manager** Mike Pollay  
**Stores Manager** Robert Sneddon  
**Counter Sales** Matt Draper



After consecutive years of tremendous growth the 3,200 sq ft Peoria Branch was busting at the seams. A new location was found adjacent to our Phoenix lighting projects team just a few doors down. The move was completed in mid-September. The new Branch is about 6,000 sq ft and along with the increased warehouse space it boasts a large updated counter area with three kiosks to serve our customers. The new location will allow Mike Pollay and his team to expand and continue to serve the solar, agricultural and electrical customers in the West Valley.

## Class is in Session

On July 21, Mike Bertone, Senior Group Manager, presented the electrical wholesale industry and career path to students at Palm Beach State College. It was a great opportunity for CES to get some exposure with potential new employees who are already getting educated in the electrical field or, even better, future customers if they decide to continue their education and open their own electrical contracting business. According to the instructor, the students were not aware of the opportunities available to them from our end of the business. He also added they hope to take a class field trip to Tamco's manufacturing facility in Port St. Lucie. One student even gave Mike his resume on the spot to hopefully work in the West Palm Beach area.



# Raleigh Region

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

## CES Lynwood Open House

On May 29, Lynwood Branch hosted their first-ever Open House. What a successful event! We had MCG, TamLite, 3M, Lithonia, Generac, TCP, Universal Lighting Technologies, Fuji Electric, and Klein Tools in attendance, as well as two representatives from our local utility, ComEd. ComEd has been offering rebates on energy saving light bulbs, ballasts, fixtures, VFD's, etc. There was plenty of conversation between the ComEd reps and our contractors informing about these rebates. Also,

Lithonia brought their air-conditioned LED lighting trailer for our clients to view. This trailer has various LED fixtures as well as integrated wall mount controls. Food was catered from a local Lynwood restaurant. We had roughly 45 customers stop in for this event. Everyone walked away with some new information and full stomachs. Some of the giveaways included White Sox tickets, a Milwaukee Tool drill, TCP lighting system, and the grand prize, a gas grill.



## CES Waterford Record Sales

Brian Darling and his team at the Waterford branch are celebrating their record setting sales in the month of October where they achieved \$385K in sales while trading with 149 LTA's. Brian tells us they have seen a large increase in Generac Generator sales with 45 units sold this month. The Michigan East Group recently held a Power-4-Profits contractor training class to help the local contractors focus on generator sales, marketing, sizing and installation techniques. This is the 3rd consecutive year the group has partnered with Generac to offer this training for professional contractors and has proven to be a valuable tool in strengthening relationships with these key accounts. "The contractors come away from this training with a better understanding of what it takes to properly size and efficiently install a generator and this allows them to increase the profitability on these jobs", says Brian. After enduring a difficult winter last year that broke a 130-year-old snowfall record there is no doubt Michigan homeowners are looking for an extra layer of protection.



## CES Morehead City Troop 252 at your service

Recently, the Morehead City Branch in North Carolina donated much needed supplies for the new Boy Scout Hut in Davis, NC, Troop 252. Boy Scouts, Cub Scouts and other groups will now have a beautiful place to hold meetings and other community functions. The Scout leaders were very appreciative of our donation.

## CES Wilmington North A New Fresh Start

Wilmington North branch (previously Hampstead) completed their move to 6407 Amsterdam Way, Wilmington, NC. With the addition of the new company signage, David, Dale & Mike are enjoying their new location as they have seen a steady increase in their counter business.



## CES Cary & United Electric

Cary, NC branch salesman, Chuck Haislip and MB Wideman & Associates local rep David Noel, helped United Electric put together a winning bid to replace a local dealership's aging 1,000 watt metal halide fixtures with LSI's XGBM series. The project included 248 shoebox fixtures to be replaced with 300 watt LED units. Upon completion, the watts used will go down from over 250,000 watts used to under 75,000 watts used. In addition to the monthly electric bill savings and savings on future maintenance cost, the Cary team worked with Duke Energy's energy efficiency program to help secure a rebate of over \$60,000 for the customer. The Cary branch has helped over thirty contractors and end users take advantage of the rebate dollars made available from the utility this year.



## CES Richmond South Slot Car Track Counter Day

The branch hosted a very successful slot car track Counter Day on October 16! Partnering vendors included Milwaukee, Cutler Hammer, 3M, Lutron, B-Line and Cooper Lighting. Congrats to Bill Sperry from Yesco for winning a brand new iPad Mini!



## Exceeding Expectations

Hilliard Branch has reached its 1st \$300,000 month ever! Thank you for all of your hard work and thanks everyone in the CES Family for helping us get achieve this major accomplishment!



# CES Overseas

## From John O' Groats to Lands End



Richard was accompanied by his brother Tim Whitehurst who travelled by car, providing much needed support with bike spares, food and drink. Sunday morning arrived and the pedals started turning at 6 am on the A9 heading to Inverness and then the A82 to Fort Augustus alongside Loch Ness.

**Day 1** was completed in 9 hours averaging 16.7mph and their arrival at the B&B in Fort Augustus was a welcome stop!

**838 Miles**  
**6 Days**  
**16 mph**

**Successfully Raised**  
**£4535.00!**



Lots of Hills!



**Day 2** the weather was not so good and the waterproofs were certainly required. The route headed to Fort William and the sight of the Commando Memorial overlooking Fort William was inspiring. Day 2 was completed in 10.5 hours averaging 15.7 mph.

**Day 3** started a little later at 7:30 am heading for Dumfries, Penrith and then the A6 to Kendal, a challenging climb was tackled heading to Kendal but this climb was rewarded with a 5 mile descent with speeds of 50mph being achieved! Day 3 was completed in 8 hours averaging 16.6mph.

**Day 4** started at 6:45 am with the rewarding feeling that half of the challenge was completed. The route taken was the A6 to Preston and then to Wigan, Warrington and the A49 to Shrewsbury, all achieved in 8 hours and 40 minutes averaging 15.8 mph. The weather was clearly getting better with plenty of sunshine for the remaining days of the challenge.

**Day 5** from Shrewsbury to Taunton with the route heading to the Forest of Dean and Chepstow was very tough with nearly 10 hours in the saddle and 6,000 ft of climbing. The last day arrived and with over 700 miles 'in the legs' the day started at 5 am to tackle as many of the hills as possible before the temperature soared.

The route for the last day was to avoid as much of the A30 as possible as this is such a dangerous road for a cyclist. This was the most difficult day with 9,400 ft of climbing and the hills just kept coming. Finally, after a day of riding for 15 hours, the challenge was accomplished.

## Ireland's Branch of the Year CEF Tralee brought home the bacon

Thirty-two counties compete for the honor of winning the Sam Maguire Cup (Gaelic Football; equivalent to the Super Bowl or the Premier League in UK) and the Tommy Markham Cup. The Cups spend the next 12 months being passed to every parish and club team in that county. Tony, the CEF van driver, was able to get his hands on the Cups from his local club, Ballymacelligot. October 28th turned out to be a great day for the branch when both Cups arrived at their door, but perhaps, the most meaningful would be the Ireland Group's Branch of the Year trophy (pictured in the middle), which was won by the Tralee branch. Congratulations to CEF Tralee!



# Nights to Remember

Jersey Night  
The Price is Right  
John Reep  
Counter Day  
Casino Night



# NORTH AMERICAN MANAGERS CONFERENCE

United as ONE  
We Move Forward

With over 700 branch managers and senior management from the United States and Canada in attendance, City Electric Supply and Torbram Electric Supply held the first North American Managers Conference during the weekend of September 12, 2014.

The dynamic and successful event, which was held at The Omni Hotel in Downtown Dallas, featured the 'ONE' logo and theme representing a united momentum as ONE Company and ONE family.

An overview of the weekend included many upcoming

company innovations. City Electrical Factors announced their new Business-to-Business (B2B) endeavor with online purchasing beginning in September. CES announced that we would be venturing down the same road in the coming year. In addition, all branches will be fitted with Wi-Fi capabilities, as well as iPads equipped with New IMS App for the sales team. New employee training from driver to branch manager will be offered in the form of CES University in conjunction with the National Association of Electrical Distributors (NAED). Rounding out

the weekend, heavy emphasis was placed on Marketing efforts including the brand new CES website and branch uniforms.

Make sure you check out the Conference Supplement for additional details, evening highlights and photos of this fascinating event.



Held September 12 - 15, 2014  
at The Omni Dallas, Texas





# ORION CONNOR

Orion Connor currently works at the TAMCO warehouse as the Logistics Manager and has been with TAMCO for approximately three years.

Prior to working here, Orion worked at Jackson Shipping which was based out of Tampa. Jackson Shipping imports shrimp and lobsters from Honduras and exports construction materials, cars, and anything else that needed exporting via boats.

Orion worked as the Operations Manager and Assistant to the Manager where he then accepted additional responsibilities overseeing the operations of the warehouse. In addition, he was in training as the company security officer as well as the boat security officer where he would have been responsible for checking shipments upon arrival.

Orion is originally from Roatan which is an island off the northern coast of Honduras in the Caribbean. It is located between the islands of Útila and Guanaja, and is the largest of Honduras' Bay Islands. Roatan was originally under the dominion of England. However, Roatan became one of

Honduras' Bay Islands when England exchanged Roatan for Belize. Although the native language is English, when Honduras acquired Roatan, the education became bi-lingual between English and Spanish. Orion was then faced with the challenge of learning Spanish when attending school. Orion moved to Tampa, Florida in 2002.

Orion is married to Kisna Connor of Fusion Lamps and has three boys. The oldest one, Orion, is married, and currently works for NY Life Insurance Company. The middle child, Kierron and also works for NY Life Insurance Company. His youngest, Lorenzo, and is a student at UCF studying civil engineering. This past summer, Kierron worked with Tom Wouters during the summer as a paid intern. In his spare time, Orion likes to spend time with his family and enjoys playing beach volleyball.

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| <ul style="list-style-type: none"> <li>• APPLIANCE CORDS</li> <li>• CORROSION RESISTANT DEVICES</li> <li>• DATA &amp; COMMUNICATION DEVICES</li> <li>• DECORATOR PRODUCTS</li> <li>• GROUND &amp; ARC FAULT DEVICES</li> </ul> | <ul style="list-style-type: none"> <li>• LIGHTING CONTROLS</li> <li>• LOCKING DEVICES</li> <li>• PIN &amp; SLEEVE DEVICES</li> <li>• STRAIGHT BLADE DEVICES</li> <li>• SURGE &amp; ISOLATED GROUND DEVICES</li> <li>• SWITCHES</li> </ul> | <ul style="list-style-type: none"> <li>• VIDEO/DATA/ COMMUNICATIONS CABLE</li> <li>• WALLPLATES</li> <li>• WATERTIGHT/DUST-TIGHT DEVICES</li> <li>• WIRE MANAGEMENT PRODUCTS</li> </ul> |
|--|---|---|



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|---|--|--|
| <ul style="list-style-type: none"> <li>• ANTI-OX COMPOUND</li> <li>• CABLE TIES</li> <li>• CAUTION TAPE</li> <li>• CRIMP TERMINALS</li> <li>• DETECTABLE TAPE</li> <li>• DRILL BITS</li> <li>• DUCT TAPE</li> <li>• FIRE BLOCK</li> </ul> | <ul style="list-style-type: none"> <li>• FULL LINE OF FASTENING SOLUTIONS</li> <li>• GROUNDING PRODUCTS</li> <li>• HOLE SAWS</li> <li>• INSULATED TAPS</li> <li>• KICK PLATES</li> <li>• LUGS</li> <li>• MARKING PAINT</li> <li>• PVC ELECTRICAL TAPE</li> </ul> | <ul style="list-style-type: none"> <li>• SILICONE</li> <li>• SPLICE KITS</li> <li>• SPLIT BOLTS</li> <li>• TAPE MEASURES</li> <li>• TEMPORARY WORK LIGHTING</li> <li>• WIRE LUBE</li> <li>• WIRE NUTS</li> </ul> |
|---|--|--|



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- |  |   |   |
|--|---|---|
| <ul style="list-style-type: none"> <li>• CHRONOLOGICAL, ASTRONOMICAL AND DIGITAL TIMERS</li> <li>• CONTROL STATIONS</li> <li>• CONTROL TRANSFORMERS</li> <li>• CUSTOM MADE TO SPEC MOTOR STARTERS</li> <li>• DEFINITE PURPOSE CONTACTORS</li> <li>• DISCONNECTS</li> </ul> | <ul style="list-style-type: none"> <li>• ENCLOSED AND OPEN LIGHTING CONTACTORS,</li> <li>• IEC CONTACTORS AND OVERLOADS</li> <li>• INDUSTRIAL MOTOR CONTROLS</li> <li>• MANUAL MOTOR STARTERS AND ACCESSORIES</li> <li>• MINI CIRCUIT BREAKERS</li> <li>• PREBUILT DIRECT ON LINE AND REVERSING MOTOR STARTERS</li> </ul> | <ul style="list-style-type: none"> <li>• PUSH BUTTONS AND SWITCHES</li> <li>• RELAYS</li> <li>• STEEL AND POLY ENCLOSURES</li> <li>• TERMINAL BLOCKS AND ACCESSORIES</li> <li>• VARIABLE FREQUENCY DRIVES AND ACCESSORIES</li> <li>• WIRE DUCT</li> </ul> |
|--|---|---|

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\* PLEASE SEND ORDERS VIA EDI

# SAFE+Y SUE

**SUZANN SMALDONE | SAFETY & PROPERTY MANAGER**

*Suzann "Safety Sue" Smaldone has completed three years on October 10th as the Safety and Building Manager for TAMCO. She currently manages 9 facilities including Dallas and South Carolina.*



Safety Sue spends her days inspecting the factories to ensure that the safety standards and daily operations of the factories are being met. After her assessments, she then ensures measures are taken to correct any issues that may need to be addressed.

Safety Sue was the Safety Coordinator for Emcor Group, a very large construction company in New York for six years. When she left Emcor Group, she had children and became a stay-at-home mom before moving to Florida. In Florida, she worked at Chilli's for six years where she met Frank McShane. She discussed her extensive qualifications and experience as a Safety Coordinator in New York. Frank then asked if she would be interested in working for

him. One week later she interviewed for her position and two weeks later was hired.

Safety Sue holds multiple certifications including OSHA 30hr, CPR & 1st Aid to name a few. She also conducts new employee forklift training as well as update everyone on ever-changing safety procedures. Her other responsibilities include maintenance repairs, fleet and new construction projects.

She is married to her husband Chris. In her spare time, she loves watching her oldest son Christopher, age 14, play baseball. Her youngest son, Nicolas, is into cars, especially Mustangs. She also enjoys camping often and loves to run.



## The New **FUSION** Catalog LAMPS



The new Fusion Lamps catalog displays an extensive range of lamps including our newly redesigned LED and Linear LED lamp lines, as well as our brand new Fusion Fluorescent T8 Lamps that are "Assembled in USA". With 20+ pages of lighting and lamp information, the new catalog is an amazing educational tool as well. To find out more about the new Fusion Lamp lines please visit,

[www.Fusion-Lamps.com](http://www.Fusion-Lamps.com)

## Introducing the New



# CENTAUR

ELECTRICAL INSTALLATION

C A T A L O G



Covering over 250 pages of: PVC and Steel Boxes, conduit, conduit fittings, elbows, liquid tight fittings, and strut accessories; the new Centaur catalog has what you need for wire management. The new Strut section includes products Made in USA and includes detailed diagrams that make choosing the correct part and installation easy. For more questions on the new Centaur catalog and all of our new products please visit

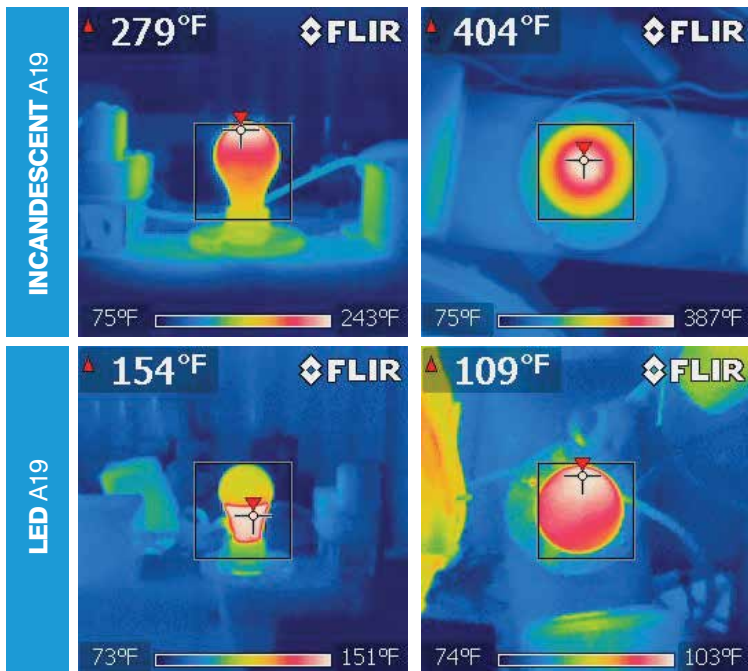
[www.CentaurInstallation.com](http://www.CentaurInstallation.com)

## QUALITY CONTROL

# TAMCO INFRARED TESTING IS HERE

Researchers around the world are using IR cameras every day to solve challenges that are difficult by other means, or to improve on, or replace time consuming techniques like thermocouples. Infrared camera solutions provide non-contact temperature measurement, image through some materials or make the invisible visible using spectral filtering, capture high speed thermal events, and perform thermal microscopy measurements.

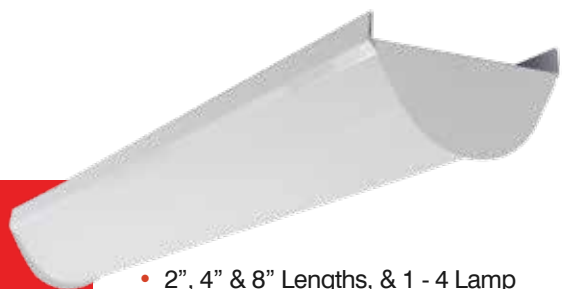
TAMCO now uses Inferred cameras to help in the pursuit in the manufacturing, and inspection to ensure a better and safer product.



**TAMLITE**  
LIGHTING



# LED STRIP LIGHT



INF-SL  
series

- 2", 4" & 8" Lengths, & 1 - 4 Lamp Configurations
- Durable Steel Housing with Painted After Fabrication
- End-to-End, Row Mounting Capable
- Suspendable via Optional Cable Hanging Kit
- NEC Required Ballast Disconnect Pre-Installed
- UL Listed, for Damp Locations

**FLUORESCENT**  
TAMLITE LIGHTING

## HELP US Build Homes

for severely injured veterans like SSG Gibson



On May 30, 2012, while on his third deployment in Kandahar Province, Afghanistan, Army Staff Sergeant Jason Gibson lost both legs and suffered injuries to his arm and hand after stepping on an improvised explosive device (IED).

While assigned to a foot patrol on a route clearance mission for the Infantry, SSG Gibson went to kneel down on the ground and subsequently stepped on a hidden IED. The blast resulted in catastrophic injuries to both legs, a deep wound in the right forearm and the amputation of the tip of his left index finger. SSG Gibson has no memory of the nearly fatal explosion that day, which occurred some three months into his third deployment.

Following his medical evacuation from the battlefield to Kandahar Airfield Hospital, SSG Gibson was transported to Bagram Air Force Base. Eventually he would be treated in Landstuhl, Germany where doctors worked feverishly to save his right leg. Unfortunately he was becoming septic and had lost profound tissue from his thigh, requiring doctors to amputate the right leg as well (called a bilateral hip disarticulation). This rare form of amputation accounts for about two percent of the country's amputee population; so far in their journey, SSG Gibson and his wife Kara have only heard of four other soldiers with this level of amputation.

Weeks later, SSG Gibson was moved to Walter Reed Army Medical Center in Bethesda, MD where he underwent almost 20 surgeries for his wounds including a skin graft on his arm, as well as aggressive physical and occupational therapy. Despite his life-altering wounds, however, Kara feels grateful that Jason only suffered a mild concussion, and to this day, that he shows no signs of Traumatic Brain Injury or Post Traumatic Stress Disorder.

Jason enjoys handcycling, surfing, golfing, skiing, fishing, and being an active member in his community with the Church of Christ. He would like to return to school but is undecided about what he would like to do for his future career. Kara would like to resume her career as a physical therapist; she has supported her husband during every step of his rehabilitative exercises, and blogs about her experiences as the wife of a wounded veteran/amputee.

The couple would like to start a family, too, and look forward to living in a home that meets Jason's mobility challenges. What many people don't understand, says Jason, is that because he is severely injured, he has to decline invites to family gatherings and friends' homes because of accessibility issues. Additionally, Jason says he and Kara have been traveling a lot lately and are finding that many places are not wheelchair friendly even though they claim to be ADA compliant. He says having this home from Homes for Our Troops and all of its features, including a level grading hardwood floors throughout the home, will bring him a new life of independence. Says Jason, "Thanks to Homes for Our Troops, we will actually have an ADA complaint place of our own-one that I can live and function in. There's no boundaries-and it's all for me."



"Thanks to Homes for Our Troops, we will actually have an ADA complaint place of our own- one that I can live and function in. There's no boundaries-and it's all for me."



For information on how you could help please visit [www.hfotusa.org](http://www.hfotusa.org)



### Darcy on Saturday Night

On Saturday, August 16, Kevin Darcy, Branch Manager of Burbank offered his services as the featured comedian for a fundraising event held at the Jack Bones Equestrian Center in Castaic, California. His stand up routine covered topics such as My New York Attitude, Mugging my older brother (he looked like a tourist), my crooked left eye, advice I wish my Doctor would give me, my sample bag and unsolicited advice.

Spitballs were handed out to the crowd (and were used). Heckling was also encouraged. Kevin credits his Stores Manager, Janet Ruiz, for encouraging him to go for it.



### The Fashionista

Aleta Freeman of the Morehead City, North Carolina Branch shows how you can accessorize to enhance the look of your CES uniform!



### 1st ever Annual CES & Daytona Cubs Baseball Night

On June 18th the Orlando Group hosted its first annual CES & Daytona Cubs Baseball Night. With the help and support of almost a dozen vendors, we handed out 100 tickets and had an amazing turn out. It was a gesture to say thanks and meet our local contractors and their families on a more personal level. Everyone in attendance was entered to win a variety of gifts, including Klein Meters. Roger Martin, owner of Crane Electrical, from the Port Orange Branch won the grand prize from Generac -- a OneWash pressure washer. We are the only distributor in the area to host a family-friendly appreciation event, and we are all looking forward to the next one! Even though the Daytona Cubs will now be the Daytona (Cincinnati) Reds we are going to keep our promise and keep hosting our family-friendly event!



### Repping CES Around the Globe

Russ Swanson Florida General Manager and his son touring the world ended up in Dubai repping a vintage CES Flag in front of the Burj Khalifa.

Measuring 2,716.5 ft tall and 164 floors the tower easily makes it as the tallest Building on Earth. Here are a few records the Burj has broken.

- Tallest building in the world
- Tallest free standing structure
- Highest number of stories
- Highest occupied floor
- Highest outdoor observation deck (124th floor)
- Elevator with longest travel distance



# ReBrand FreeBrand Campaign



# RE BRAND FREE BRAND

It's time to move forward  
and take steps towards your future!



## City Electric Supply's Fall/Winter 2014 ReBrand FreeBrand Campaign

### SET YOUR BRAND, FREE.

Attention CES customer! If you are in need of fresh, new marketing materials but aren't sure how to change the look of your business in a way that will set you apart or connect you with a new and changing demographic, then this is the contest for you.

Five lucky businesses will be selected to receive a free consultation with the CES Marketing Team. The team will work with you to update or design the following marketing materials:

- Company Stationery
- Flyer Templates
- Business Cards
- Company Uniforms
- ONE Vehicle Wrap

### It Doesn't End There...

One Lucky Winner will also receive a Grand Prize of a **Brand New Ford Transit Van**, sponsored by Tamco!

### See below on how to enter!

During November, visit City Electric Supply's Facebook page and follow the links to submit a 200 word or less paragraph explaining why you feel your company should be chosen to be rebranded including up to five photos of current company logo, marketing materials, vehicle and/or uniforms. Thanks and good luck!

Submissions should be made at  
[www.cityelectricsupply.com/rebrandfreebrand](http://www.cityelectricsupply.com/rebrandfreebrand)



**Win this Van!**

# Our Cityzens



## In October We Wear Pink

"My husband, Mike Bertone, started coaching football back in 2001 with our oldest son, Thomas, and has been coaching Jupiter Mustangs Pop Warner Football for the past 13 years. For the last seven of those years, I have been the Team Mom for those teams starting with our middle son, Hayden, in 2007 who was only 5 at the time and our youngest son, Brody, in 2012 who was only 7.

As the Team Mom, I began a tradition with our team; I wanted these Pop Warner Football players to understand that football players wear pink during the month of October for a reason. This is not a fashion statement; this was not about wearing pink to be like the big boys in the pros. It was a statement of supporting those affected by breast cancer. Whether they are currently fighting, have survived or have lost their battle against breast cancer, they deserved to be recognized for their fight.

So what I have done is asked the team members and their families to submit names of loved ones we could play for and then I gave each player a small pink heart with the name of their special person painted on it. In each game in October, every player will play their game with this heart on the inside of their pink socks. Some of the kids do like to mix it up like the big boys in the NFL and wear pink shoelaces and some other added pink items to show their support.

I try to impress upon the kids that we fight during the game as a tribute to those fighting for their lives against breast cancer. We fight for them to be strong and to bring awareness that cancer can affect anyone. We play our game and give 100% like they do everyday in their fight against breast cancer.

The great part is the kids do understand they are playing for a cause and I love the bonding experience I get with the players and their families through this tradition. I love that my boys year after year remember the hearts and what it is all about."

- Cathy Bertone



"I always tell people it's not how fast you are it's about being out there moving. In today's world with sitting behind a computer most of the day, that is all most of us need... just a little moving,"

-Sean Keeney

Sean Keeney, Branch Manager of the Bradenton, FL branch, is also a triathlete and sponsored by Fit2Run, a Florida based running company. Sean has a passion for running and enjoys helping others with health and fitness activities. Sean's participation with the Fit2Run team has been a huge asset to both the team and the local community.

Recently, Sean initiated a run/walk event at the Fit2Run University Park location; this also included the rest of the branch staff. The event was a huge success with many participants. Sean represented City Electric

Supply by handing out water and cheering on all the athletes. It was great turnout as they ended up having about 75 people running/walking anywhere from 1 to 7 miles. This was a win-win for both companies involved.



### Fighting out of NC is Brad Acosta

Brad Acosta, from CES Garner, played soccer in college and upon graduating, played professional soccer in 2001-2003. After soccer, he began looking for other sports to compete in and found Brazilian Jiu Jitsu (BJJ). He was instantly hooked and added wrestling and kickboxing to the mix. Brad began competing on the US Grappling circuit almost immediately and has had over 100 competitive matches. He is currently a purple belt in BJJ, trains between 12-15 hours per week and teaches over 50 kids in BJJ classes. He fought his first mixed martial arts (MMA) fight in February as a Lightweight in front of 3,000 people and won!

"I don't have any dreams of making a lot of money fighting," says Brad, "But I do like competition, and I do plan to continue to compete in US Grappling tournaments which are held all over the country. Ultimately, I'd just like to become the best coach possible for my kids BJJ classes."

- Brad Acosta



### Congratulations! We Are Proud

Alfreepha Williams is a native and citizen of Nassau Bahamas. She recently become a permanent resident of the United States and is now working on her citizenship. In Alfreepha's short time in the United States she has managed to attain her Associates of Arts, Liberal Arts Degree from Essex County College in Newark, New Jersey. She then moved to Florida where she attended Bethune Cookman University where she received her Bachelors of Science in Criminal Justice. She joined the ranks of City Electric Supply in January 2014 and in no time the entire Branch witnessed that we had an individual with a work ethic that is unmatched. Alfreepha's eye for detail and organization has helped propel the Palm Coast Branch into a sound business. She is a humble person that does not boast on her accomplishments. Despite working on permanent residency, working a full time job amongst other things Alfreepha was in Graduate School. On Saturday September 27, 2014, she walked across the stage in Jacksonville, Florida at the Veterans Memorial Arena where she received her Master of Science in Administration of Justice and Security. She is a wonderful asset to the Branch and we all celebrate with her. Alfreepha settles for nothing less than perfection. Alfreepha continues to set the bar in every aspect of her life. Alfreepha will be starting school yet again this spring where she will began work on her phd. The soon to be Dr. Alfreepha J. Williams is a jewel and we thank her and appreciate everything that she has been involved in within this branch. She's a delivery driver, warehouse worker, and admin. Her award winning smile and personality is a definite asset to the branch. Job well done!



### Thank you!

David Collins recently retired after 13+ years with CES. David opened the Jacksonville, NC branch in January 2002 and had 13 profitable years. We all thank him for his dedicated service to CES and wish him the best in his retirement.

Dedicated to those who fought and are still in the fight, you are not alone.

# 3rd Annual Christmas Campaign

## 12 Days of Christmas



3rd Annual 12 Days of Christmas – each day a new vendor product is showcased through City Electric Supply's Facebook page – CES Facebook followers must LIKE and SHARE to be entered into drawing to win product of the day with an option to Share on Instagram with hashtag #12daysCES and tag @cityelectricsupply for an extra contest entry. Contest Starts Friday, December 12, 2014!



[www.facebook.com/cityelectricsupply](http://www.facebook.com/cityelectricsupply)



12 Days  
Gifts  
Thanks  
to our  
Sponsors

# Like & Share



# TO WIN, SOMETIMES YOU HAVE TO LOSE.

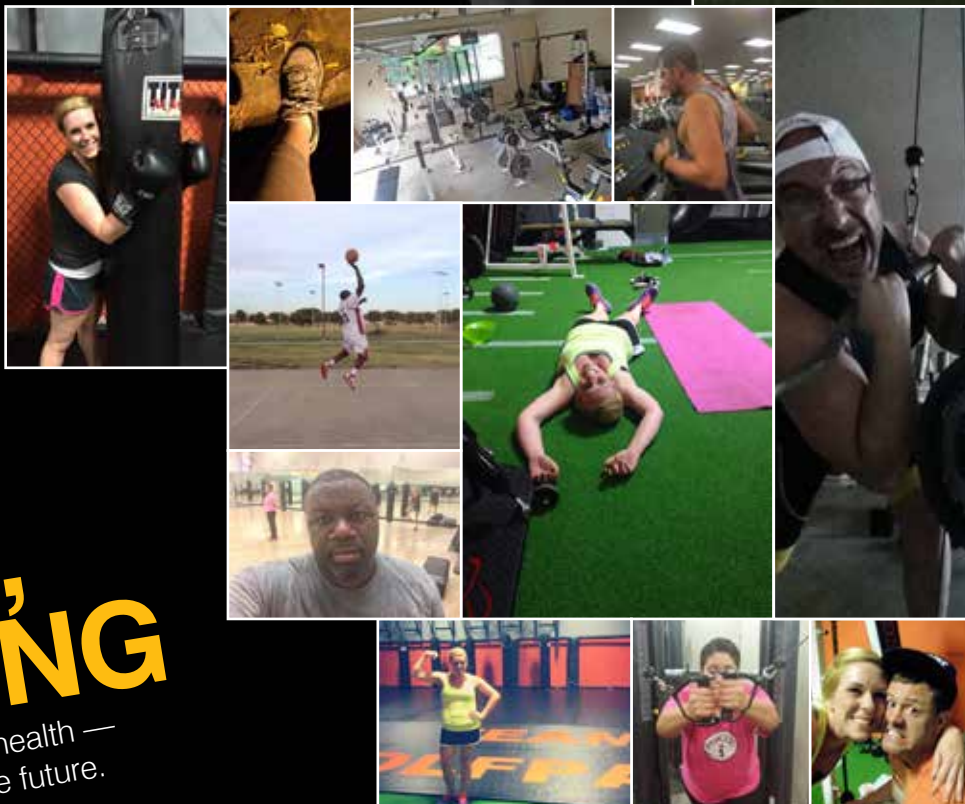
AND EVERYONE AT THE DALLAS HEADQUARTERS SEEM TO AGREE.

Employees within the Marketing, Property and Head Office departments in Dallas are competing in a 90-day fitness challenge. At the end of the 90 days, the person who lost the most fat or the person that gained the most muscle will be able to win great prizes! 1st place - \$1,000, 2nd place - \$500 and 3rd place - \$100 and a stay at the Omni Hotel. Good luck to all!



## LIVE LONG, LIVE STRONG

Your food choices each day affect your health — how you feel today, tomorrow, and in the future.



### THE BENEFITS ARE ENDLESS!

Regular physical activity will help you do these things. Physical activity is essential to prevent and reduce risks of many diseases and improve physical and mental health. It can even help you live longer

In addition to its physical effects, exercise also improves your mood by improving your mental state. Regular exercise contributes to overall health

and can help you lose weight. These benefits can make you feel better about your body, which may boost your overall mood. Exercising also gives you a break from your work and allows you to set goals that you can achieve, which improves your state of mind.

Be informed Visit [Livestrong.com](http://Livestrong.com) or [Fitness.gov](http://Fitness.gov) to learn more on how to make your life better

