

# Electric League News

April 2011



## President's Message

Our industry has made such significant strides in the safe delivery of electricity to the end users that it may be hard to meet or exceed customers expectations in the future. Partially due to the fact that electricity is a reliable and stable utility, our dependence upon electricity has increased significantly over the last few years. There are many examples of our dependency on electricity in almost every facet of our everyday lives. We're all becoming very dependent upon constant connectivity via our smart phones and Blackberries.

When one gives some thought into what it takes to provide the wireless broadband signal to each of us, in almost any location, at any time of day, it really brings to light the advancements we have made in our industry. Our dependence upon electricity may very well increase in the future with the arrival of electric cars and light rail.

Therefore, the demands and expectations on our industry are increasing.

The advancements in our industry have been made one product at a time, one application at a time, one purchase at a time, and one installation at a time. The Electric League Trade Show on April 5th and 6th allows the manufacturers to show off the advancements they have made with their products, to allow each of us to touch and see the products, and determine how and where we can use the new products in an effort to meet or exceed each of our customers' and clients' expectations with the safe and reliable delivery of electricity.

I look forward to visiting with you at the Trade Show!

**Tim Scott**, President

**Skip the Lines and Register Online:**

[www.myprereg.com/events/elmk11](http://www.myprereg.com/events/elmk11)



## ELECTRIC LEAGUE TRADE SHOW

**April 5-6, 2011**

Overland Park Convention Center  
(6000 College Blvd., Overland Park, KS)

**FREE of CHARGE to ATTEND**

Skip the Lines and Register Online:

[www.myprereg.com/events/elmk11](http://www.myprereg.com/events/elmk11)

(Bring confirmation with you to print badge at onsite kiosk)

## Electric League Board of Directors

### Officers:

President: Tim Scott –  
Gibbens Drake Scott, Inc.  
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MWE  
Secretary-Treasurer: - Mark Hood -  
Power Equipment Sales Co.  
Immediate Past President: Julie Daniels -  
Western Extralite

### Vice Presidents:

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Distributors: Mike White -  
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Agents: Deanna Rudd -  
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Manufacturer: Jeff Taylor -  
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### Directors:

Shawn Degnan - Walker Loudermilk Co.  
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Donald Iorio - Wesco Distribution Inc.  
John Kelble - Associated Air Products  
Dan McCauley - MWE  
Joe Privitera - Mark One Electric  
Steve Tiesing - Kansas City Power & Light

Readers are invited to address any comments or inquiry to:

The Electric League of Missouri & Kansas  
P.O. Box 419264  
Kansas City, MO 64141-6264  
(816) 561-5323

Eleven issues per year.

Published monthly except July-August which are combined.

Advertising rates upon request.

## The People Column

We want to wish all of you a very happy birthday:

**Doug Mayle** and **Mike Haley** (CBM)

**Wanda Wilson** (MWE)

**Judy Williams, Brenda Danner, and Chris Hoover** (Wesco)

**Rick Schwinn, Chris Ehlers, Dana Smith, Mike Higgins, Del Charlson, Rob Davenport, Rick Kee, Chris Leikam, Stephanie Green, Marvin Bailey, Glen Moore, and Phil Cogswell** (Western Extralite).

Contratulations to **Kimberly Mathis** as she is now employed by Kansas City Electrical Supply Co. as an Outside Sales Representative.

And to **Jim Seeger** on his third anniversary at Wesco.

Happy Passover, Happy Easter, and Happy Administrative Assistant Week to everyone this month.

We hope you enjoy, be it Birthday, Anniversary, and/or Holiday, and spend your day the best way you can. See you next month. Keep those e-mails coming in. This is Your column and we want to print Your news.

See you at the Trade Show!

## Spring Golf Tournament – 9 a.m. Shotgun at Hillcrest CC

Mark your calendar for Friday, May 13 to participate in the Annual Electric League Spring Golf Tournament. This year the event will be held at Hillcrest Country Club, 8200 Hillcrest Road, Kansas City, Mo.



### Sponsors - Save 10%!

Do you plan to support The League by sponsoring at the Spring Golf Tournament? Save 10% off your sponsorship by coming by the Electric League Trade Show booth and signing up onsite.

### Tournament Schedule - 9 a.m. Shotgun!

- 7:30 a.m. - Registration
- 9:00 a.m. - Shotgun start
- 1:30 p.m. - Lunch and awards

**Plan today to play in the Spring Electric League Golf Tournament, May 13 at Hillcrest CC. The Electric League has sponsorship opportunities available for this event. Please complete the attached sponsorship form and return it to the Electric League headquarters.**

## Programming

### Electric League Luncheons - 2011

Friday, May 20

Friday, August 26

Friday, Oct. 21

**Watch future newsletters and the website for topic and location information.**



NATIONAL ASSOCIATION OF  
ELECTRICAL DISTRIBUTORS

# Are you working with a CEP™ certified distributor?

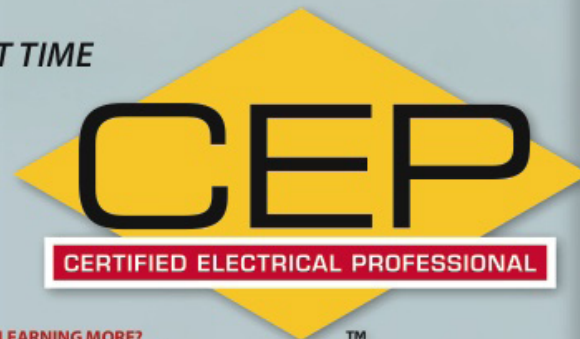
**THE FOLLOWING CERTIFIED ELECTRICAL PROFESSIONALS ARE AVAILABLE IN YOUR AREA:**

**Butler Supply, Inc.:** CEP-IS Bruce Andersen, Fenton, MO; CEP-OS James Carmack, Moberly, MO; CEP-IS Brandon Jett, High Ridge, MO; CEP-IS Gary Wright, Crystal City, MO • **Eaton Corporation:** CEP-OS Tony Mueth, Fenton, MO  
• **Frost Electric Supply Co:** CEP-OS Jeffrey French, St. Louis, MO • **Rexel, Inc.:** CEP-OS Grant Becker, St. Louis, MO  
• **SMC:** CEP-IS Clinton Brown, Sedalia, MO; CEP-IS Bill Stonecipher, Jr., Lebanon, MO • **Western Extralite Co:** CEP-IS Joseph F. Juarez, Jr., Kansas City, MO; CEP-OS Brian S. Little, Maryland Heights, MO; CEP-OS Nathan Williams, Shawnee Mission, KS

## SEE A COMPLETE LIST OF CERTIFIED PROFESSIONALS AT [WWW.NAED-CEP.ORG](http://WWW.NAED-CEP.ORG)

Developed by NAED, the Certified Electrical Professional™ [CEP] is an industry certification for key electrical distribution sales positions. By working exclusively with CEP certified professionals, you're guaranteed credibility and professionalism in the areas of product knowledge, customer service, sales skills, and other essential skills which elevate electrical distribution above the retail channel. *Your time is valuable and working with a certified professional will guarantee the right answer, the first time.*

**LOOK FOR THE CEP LOGO NEXT TIME  
YOU VISIT YOUR LOCAL  
ELECTRICAL DISTRIBUTOR.**



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CEP-OS: Certified Electrical Professional - Outside Sales • CEP-IS: Certified Electrical Professional - Inside Sales

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**SOLD  
OUT!**

**Come see the latest and greatest products & services**

from the

### **2011 TRADE SHOW EXHIBITORS:**

API, Inc. - Burndy - C&O Electric Sales - CBM - Central Power Systems - Comet Industrial Products - Cummins Central Power - Current Solutions - Dean Power Systems  
Dyson B2B Inc. - Eaton Corp. - ECA Services - Electrical Midwest  
Federated Insurance - Foley Group - General Electric - Gavin Industries  
Hubbell Power Systems - Hubbell Wiring Device - IBEW Local 124 - Ideal Industries  
King Innovation - Leviton - Lusio Solid State Lighting - Mark One Electric - Meglio ESI  
Mercer Zimmerman - Milbank Mfg. - MWE, Inc. - Osram Sylvania - Panduit Corp.  
Philips Lighting Company - Power Equipment Sales - Power Protection Products  
Precision Electrical Sales - Rains Electrical Sales - Schneider Electric - Schooler & Assoc.  
Siemens Industry - Southwire - Maxis Southwire - S-P Products - Thomas & Betts  
Union Connector - Walker-Loudermilk



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**It's our business to protect yours®**