

electricITY

A Publication of the Electric Association • www.eachicago.org • volume 17 • no 3 • fall 2013



INSIDE THIS ISSUE:
Mark Nemshick
*2013 Gold Medal
Award Winner*

2013
Hall of Fame
Inductees:



James Gallagher



Mark P. Gibson



Bernard Rosenblum



**HOUSE
OF BLUES**

**THANK YOU
FOR MAKING THIS EVENT A SUCCESS!**
44 MANUFACTURERS AND ALMOST 1000 CUSTOMERS

HEADQUARTERS
1200 CENTRAL AVENUE
HANOVER PARK, IL 60133
SALESSUPPORT@KSALIGHTING.COM

KSA
LIGHTING

LIGHTING EDUCATION CENTER
17 N. STATE STREET
CHICAGO, IL. 60602
EDUCATION@KSALIGHTING.COM

WWW.KSALIGHTING.COM | 630.307.6955

A publication of the Electric Association

Our Mission:

To provide members of the electrical industry of Chicagoland and their employees with formal educational opportunities, professional development, information exchange, and member services.

— and —

To serve as the interface between various organizations serving the same industry, and foster the interchange of ideas, product knowledge, and programs in order to create the best external environment possible for conducting business in the electrical industry.

Periodicals Postage paid at Merrill, WI 54452-9998 and at additional mailing offices.

Electric Association

Carrie Spaeth
Executive Director

Editor

Carrie Spaeth
Electric Association

Contributing Writers

Amy Kasser
Carrie Spaeth

Publisher

Little Creek Press
A Division of Kristin Mitchell Design, LLC

Art Directors

Kristin Mitchell & Dana Gevelinger

Advertising Sales

Beth Vander Grinten
Little Creek Press
608.692.2384
beth@littlecreekpress.com

Electri-CITY (ISSN #1096-9993) is a publication of the Electric Association, One Energy Center, 40 Shuman Blvd., Suite 247, Naperville, IL 60563. Phone: 630.305.3050. It is published in January, April, September and December by Little Creek Press, 5341 Sunny Ridge Road, Mineral Point, WI 53565, 608.987.3370.

Printing at Inkworks, Inc., Madison, WI 53589.

For advertising information, contact Beth Vander Grinten at Little Creek Press.

Subscriptions included in Electric Association membership dues; non-member subscriptions: \$15 per year.

© Copyright 2012 by the Electric Association. Permission to reprint must be secured in advance of publication and credit given to author and ElectriCITY.

POSTMASTER: Send address changes to the Electric Association, One Energy Center, 40 Shuman Blvd., Suite 247, Naperville, IL 60563.

electricITY

A Publication of the Electric Association • www.eachicago.org • volume 17 • no 3 • fall 2013

FEATURE



Electric Association Announces 2013 Membership Awards Recipients • 7

Mark Nemshick; James Gallagher;
Mark P. Gibson; Bernard Rosenblum

DEPARTMENTS

President's Report • 4

Director's Report • 5

Electric Golf Club Update • 6

AFFILIATED ORGANIZATIONS

NECA—National Electrical Contractors Association
Lessons from Hollywood • 15

ECA—Electrical Contractors Association of City of Chicago
ECA Membership Meeting Activities • 16

NAED—National Association of Electrical Distributors
NAED Announces Annual Performance Analysis Report Results • 18

CEEA—Chicago Electrical Estimators Association
CEEA Inviting New Members and Corporate
Sponsors for the 2013-2014 Season • 20

EA NEWS

The Communication Technologies Forum
"All Industry" Golf Outing Information • 22

Industry News • 24

Professional Directory and Index to Advertisers • 27



President's Report by Rick Jamerson

Exciting Events & Plans on the Horizon for the EA

Electric Association Annual Membership Awards Dinner – October 3, 2013

Four respected, deserving professionals will be honored at the **Electric Association's Annual Membership Awards dinner** on **October 3rd**. This annual event highlights the success of our industry, and has grown into one of the largest gatherings of the year. It is an important evening for the Chicago electrical community. As Electric Association President, I have the distinguished honor of introducing the Electric Association Gold Medal Award and Hall of Fame Inductees at our Membership Awards dinner this fall. I am pleased to congratulate the 2013 Honorees:

GOLD MEDAL AWARD:

Mark Nemshick, Electrical Contractors Association of Chicago & Cook County

HALL OF FAME INDUCTEES:

James Gallagher,
Grand-Kahn Electric Company

Mark P. Gibson, Agents Midwest Ltd.

Bernard Rosenblum, A-Z Industries

The Gold Medal is the highest honor bestowed by the Association. This award recognizes individuals whom have unselfishly devoted their energy, imagination, and leadership to the industry, and have won the admiration and respect of the entire electrical community. The Hall of Fame inductions were designed to honor outstanding individuals

who have played a key role in the development and nurturing of the electrical industry. These awards recognize individuals whose innovation, hard work, dedication, and vision have fostered growth within the electrical construction industry. The Electric Association developed the membership awards program to honor individuals in the Chicagoland area. This annual tradition is important to our industry. These gentlemen are the role models for our future leaders, and should be admired for their fine accomplishments. Please join me on Thursday, October 3, 2013 at the Carlisle in Lombard, Illinois, to celebrate their career achievements.

ChicaGO Green 2014 Conference Plans Underway

We are excited to announce that our next conference, ChicaGO Green 2014, is scheduled for Thursday, January 16, 2014. The conference will once again be held at the Donald E. Stephens Convention Center in Rosemont. The committee has already planned for some great educational seminars and a "Smart Home / Business" exhibit as the feature of the event. We are presently seeking Corporate Sponsors. This is a great way to demonstrate your support of the EA, while committing to a "greener" future. Our last conference, held earlier this year, grew to host over 450 attendees and 55 exhibitors in the product showcase. This is an excellent networking and marketing event, that you won't want to miss! You can read more about this conference in this issue, but save the date and plan to attend this growing annual conference.

...continued on page 6



ChicaGO Green 2014 Planning Underway

THE Electric Association's Green Committee has some exciting plans in store for the next green conference, ChicaGO Green 2014. Mark your calendars for January 16, 2014! The conference will be held at the Donald E. Stephens Convention Center in Rosemont, Illinois on the 2nd floor conference area.

Some new developments for the 2014 conference include a "Smart Home & Business Exhibit". This exhibit, constructed by IBEW Local 134 apprentices, will feature innovative ways to live and work efficiently. This mini smart home will demonstrate how you can utilize alternative energy sources and energy efficient products in your home or business. **Major sponsors of the conference will have the opportunity to display their products in the exhibit.** Following the conference, the Smart Home exhibit will be relocated back to the NECA/IBEW Technical School in Alsip, Illinois, for future training and touring purposes. This exciting project, and a great line up of educational program ideas, are in store for attendees at this year's event. The schedule may change slightly throughout the day, but the conference will still include a tradeshow and luncheon with a keynote speaker. Afternoon education sessions will be staggered allowing for more consistent face-time for customers and exhibitors while the tradeshow is open all afternoon. The committee is also exploring a social & networking event to follow the conference in Rosemont's new entertainment district.

The conference webpage at www.eachicago.org will feature the latest announcements in sponsors, education, speakers and more. Exhibitor registration is available online as well. **We are currently enrolling corporate sponsors for the 2014 Conference. Sponsors receive marketing and publicity in everything we do, as well as demonstrate their support of sustainable construction practices. Learn more about the benefits and levels of sponsorship at www.eachicago.org, and please don't hesitate to contact me with any questions.** ●

I would like to thank our hard working green committee for their continued involvement in the **ChicaGO Green Conference:**

Brian Haug, Continental Electric (Chairman)
Kevin O'Shea, Shamrock Electric
Stefan Lopata, Kelso-Burnett
Mark P. Gibson, Agents Midwest Ltd.
Kevin Kennedy, Advance Electrical
Jim Paplaczynk, WESCO
Josh McKnight, Eaton Corporation
Tom Salzman, Steiner Electric
Roger Stoskopf, Crescent Electric
Mike Gryn, IDCS LLC
Tom Pratt, Graybar
Harry Ohde, IBEW Local 134
Joe Romano, A. Epstein and Sons
Jeff Noce, Hubbell Wiring Devices
Melinda Brueggemann, GE Lighting
Brian Earl, ConneXion
Jim Westerfield, Philips



Electric Golf Club Update by Amy Kasser

EGC Extras 2013

The Electric Association is pleased to welcome Dan Fitzgibbons, Gibson Electric & Technology Solutions, as the 2014 Auction Chairman. The EA is currently looking for volunteers to serve on this year's committee for silent & live auction benefit, held at the Electric Golf Club dinner dance. Volunteers do not have to be present that evening, but are asked to help collect donations to auction off at the benefit. If you are interested in participating on this very important fundraising committee for the EA & the Scholarship Fund, please contact us at the EA office.

Save the Date for the Electric Golf Club's All Industry Dinner Dance & Electric Association Auction Benefit: February 9, 2014!

THIS season, Electric Golf has done a little "extra" at each outing. Our first outing at St. Andrews, had a theme of "Feels Like The First Time." Anyone golfing at an Electric Golf Club outing for the first time was eligible for a gift card. I can't remember who won but he was really happy. At Cog Hill, our theme was "How Do You Like Me Now?" Golfers were to dress in vintage garb. Winners were Walter Lis, WML Electrical Services and Rick Todd, Peterson Electric Panel. They looked great!

At the 3rd outing, our first time ever at Arrowhead in Wheaton, the "extra" was "In The Air, On Land, And Sea." Each foursome was given a play card. When a golfer hit a tree, landed in a bunker or the fescue (I added that because I like that word) or ended up in the water, they took the card. The golfer in the foursome who ended up with the card was designated the "most errant golfer in my foursome." One card was drawn and the winning errant golfer was Matt Reynolds, McDonald and Associates. Matt was playing with a manufacturer they represent, Delta-Therm. Matt told me he also won steak knives. Big day!



Join us for our last couple outings back at Cog and St. Andrews. We're a fun group. ●

Bottom photo at right: some golfers from Arrowhead outing: L-R – Al Rzczkowski: All-Current Electrical Sales, David Alonzo: Callas/Kingsley, Dan Bertagna: ParamountEO, Keith Culbertson: WESCO, Matt Mallizzio: Lutron, Mike Wall: WESCO

...continued from page 4

Strategic Planning for the Future

Over 55 corporate members participated in our Future Planning Membership Survey this summer - thank you for taking the time to help our Strategic Planning committee understand what is important to you. This survey will help our committee plan for the years to come, and the many challenges and opportunities facing trade associations and our industry, including the generational change in our workforce, recruiting & training the next generation of electrical industry leaders, and increasing the value of your membership. We will keep you abreast of new programs and initiatives that come from this important future planning committee in the months to come. Stay informed by reading your monthly E-Newsletter, ElectricCITY Magazine, and www.eachicago.org. We also have a growing presence on social media outlets such as Facebook & LinkedIn. Join our group pages to learn more about what's happening in the local industry. ●



Electric Association Announces 2013 Membership Awards Recipients

Your Electric Association is pleased to announce the 2013 Gold Medal Award recipient and inductees for the Hall of Fame.

The awards will be presented on October 3, 2013 at the Carlisle in Lombard, Illinois.

Gold Medal Mark A. Nemshick

THE gold at the end of the rainbow these days for Mark Nemshick doesn't belong to any leprechaun, it belongs to him as this year's EA Gold Medal winner.

Although Austrian by heritage, Nemshick, Executive Vice President of the Chicago and Cook County Chapter of the National Electrical Contractors Association, began his career in the electrical industry as an honorary Irishman. He arrived in Chicago fresh from his position as a graduate teaching assistant at Virginia Tech after answering a blind employment ad in the Washington Post.

"The employment agency described NECA to me and I interviewed in Washington, D.C." he said. "I somehow passed the psychological screening and was hired officially January 29, 1977. I could have been sent anywhere in the U.S., but the Chicago chapter was looking for someone."

He arrived in Chicago on St. Patrick's Day, and quickly became as Irish as all Chicagoans who enjoy celebrating their favorite green holiday.

"My first introduction to the city was the Electrical Industry's St. Patrick's Day party at the Bismarck Hotel," Nemshick said. "I'm not Irish, but I was Irish that day. I started work the next Monday on a temporary assignment and was hired by the Chicago Chapter just a few months later as Assistant Manager."

Nemshick said he spent three months in the Chicago Chapter office "trying to prove myself, hoping to be hired. Bob Brooks officially hired me in June 1977. He retired in 1984 and Bill Divane, president of NECA at that time, retained me. He and the Executive Committee gave me a shot at the job and I have been fortunate enough to hold it since then."



Divane, Chairman of Divane Brothers Electric Company, was president of the organization when Nemshick became manager.

Marking his career development by holidays, Nemshick was promoted to manager soon after New Year's Day 1985, a position he holds today, with the assumption as well to the title of Chief Executive Officer.

"Mark has been of great assistance and a big asset to me professionally," Divane said. "What he's done as far as leading our association has been performing a marvelous job of negotiating with the union, keeping the contracts clean, workable, protecting the contractors and keeping our association together. Overall, his accomplishments in keeping our labor agreement in good shape and his negotiating abilities with the union have been exceptional. He has also been of great assistance to me as Chairman of the Electrical Insurance Trustees."

Divane added "He is also a wonderful guy, a wonderful family man, and a good and dear friend. His contributions to the industry have been, oh wait a minute, I have to work on my speech to introduce him at the awards dinner, so I don't want to give too much away!"

Nemshick strives to maintain a positive work environment for union electrical contractors in Chicago and Cook County "by representing all union employers in maintaining productive and quality relationships with our counterparts at Local 134 IBEW."

Nemshick has worked with 17 different presidents of the Chicago Chapter and nine different business managers of Local 134.

The quality of his work is validated by industry recognition he has received throughout his career including: the Francis P. Cummins Award in 1996; the Electrical Association Hall of Fame Award in 2000; the NECA Executive Distinguished Service Award in 2002; the Big Shillelagh in 2010; and the ECC J.P. Simons Award in 2013.



Nemshick attributes his success and tenure in the industry to five basic principles that have come in handy over the years. They are: know what you are doing; keep all confidences; maintain a good sense of humor; have a decent game of golf; and be able to hold your liquor."

Sticking to his principles has served Nemshick well, earning him a highly acclaimed and professional reputation among industry colleagues, while maintaining an acknowledged good sense of humor.

"This has truly been more of an adventure than a job..."

"This has truly been more of an adventure than a job," Nemshick says. "Except for a few very difficult years, this has truly been a labor of love. I have more mentors and great friends in this industry than I can possibly name. The association budget should be greatly reduced when I leave, if for no other reason than Crown Royal consumption will go way down! All of my colleagues in the association office have worked with me for many years. This industry has been my entire adult life."

A strong sense of pride and loyalty extends to his home life as well, having been married to his wonderful wife, Pam, for 32 years. As for his three kids, Amanda, Matt and Scott, he brags, "All are great kids, have jobs and are not living at home!"

As a self-proclaimed "jack of all trades and master of none" who will try almost anything once, how lucky for the Chicago electrical industry that the one job he was happy to get turned out to be what he would try to master for his entire career.

"You know," added Divane, "St. Patrick's Day is always a wild day here in Chicago. We said back then that if Mark survived his first St. Patrick's Day, we knew he would be alright!" ●

Hall of Fame

Jim Gallagher

JIM Gallagher's career took a little more political twist than many in the electrical industry when he was appointed by Mayor Richard Daley to the Chicago Electrical Commission Working Group charged with the task of revising the 2000 Chicago Electrical Code. This group upheld the traditional Chicago Code standards that ensure the safety of city residents and firefighting personnel.



“It was a complete update of codes which had not been updated for 30 years, it was pretty historic for the City of Chicago,” Gallagher said. His involvement came about as the result of his work on the Building Owners and Managers Association (BOMA) code committee.



As past president of the Chicago Electrical Estimators Association, he has also testified before the Chicago City Council on the value of current electrical codes as they relate to fire prevention.

Gallagher is an electrical construction professional with over thirty years experience in all aspects of the industry. As president and owner, he has provided leadership, direction and strategic planning to enhance profit generation at Grand Kahn Electric over the past eighteen years.

A past president of the Electrical Contractors Association (ECA), Gallagher has been a member of the board for the past 15 years. In that position, he was able to negotiate union contracts that enhanced market recovery and industry growth.

One of his close mentors in the industry, Mark Nemshick, VP of the Chicago Cook County Chapter of the Electrical Contractors Association said, “Jim is very soft spoken and extremely bright. His calm demeanor was a stabilizing influence on all contentious industry matters that were discussed by the Association’s leadership during his tenure as President. These were three of the most difficult years our industry has ever experienced.”

Currently, Gallagher serves as Governor of the Chicago Cook County Chapter of the Electrical Contractors Association and previously served on the Executive Board. He has been involved with the CCEEA (Chicago Electrical Estimators Association) and has been a board member of JATC (Joint Apprentice and Training Trust).

But it’s not all work and no play. Gallagher has turned a hobby of his into an admirable fundraising venture. He is understandably proud of being a

...continued on page 12



Hall of Fame

Mark Gibson

WE caught up with Hall of Fame winner Mark Gibson on the fly as he was making a mad dash between flights from Minnesota to Chicago, that's how busy he is. He agreed to a quick Q&A session as he stopped for his full body scan at security.

ElectriCITY: Mark, you've been a principal of Agents Midwest for 23 years, but how did you get started in the electrical industry?

Mark: My Dad, John Gibson, was a proud IBEW Local 9 member, serving on the union executive board, working for the City of Chicago Streets and Sanitation, and the private contractors. Coming out of Augustana College in 1981, I started with WESCO in a district training program. It was a great way to use my family tie in and background and I was terrible with a jackhammer anyway.

ElectriCITY: Did you always want to be in sales?

Mark: I guess so; I had record years as a kid selling lemonade in front of our house. It taught me what a profit center was... we had low overhead with a good location until my parents moved and didn't tell me.

ElectriCITY: Why did you leave the citrus beverage business to become a rep after distribution?

Mark: Steve Gigac, Rich Pernai and I started Agents Midwest on September 1, 1990. Other reps like Mulcrone, Casey and Callas-Kingsley made it look so easy that we felt like trying something new. But lately, I've been starting to look up lemonade recipes again.

Rich Pernai, another principal of Agents Midwest just happened to be close by relaxing in an airport lounge. He demanded time to share a few things about his business partner.

ElectriCITY: What can you tell us about Mark P. Gibson?

Rich: He did start with a lemonade stand and I am certain it was Italian Lemonade. Hopefully at that tender age he was not selling lemonade with vodka.

Mark brings so many things to the industry such as a strong work ethic. He always wants to be first in the office in the morning and the last to leave at night. He's just that kind of guy.

ElectriCITY: Why do you believe he is deserving of this recognition?

Rich: Mark has continued to work for everything the Electric Association has done and stood for. He is active in their community affairs and has been active with the association long before we began the agency.

ElectriCITY: Mark, you've served in lot of associations like Roadway Ltg. Forum, Electric Golf, Little Wheels, NEMRA, NAED, and Electric Association, why do you think it's important to be so involved?

Mark: Like anything, the more you put in the more you get out of it! I really like our business and the people in it. I try to make it better by understanding each facet. Serving on committees or boards gives me a chance to say thanks and try to make it a better industry. Besides, if my resume looks good maybe I can try the plumbing industry next.

...continued on page 13



Hall of Fame

Bernie Rosenblum

HALL of Fame Inductee Bernie Rosenblum, Vice President of Sales for A-Z Wire & Cable, a division of A-Z Industries, began his career in the electrical industry at the age of 21. He is celebrating his Diamond Jubilee birthday this year and has worked steadily in the industry for over 50 years.

“When I was growing up in the business, my father had a manufacturers representative firm,” Rosenblum said. “I used to accompany him to the office from a very young age. I had my own little stool and little decals. I learned the inner workings of the industry, order entry, filling orders, loading and unloading trucks. Both my father and uncle worked at the same place, Leviton Manufacturing, out of New York. I started in sales out on the street when I was 21 years old, from my dad’s warehouse.”

At this stage in their careers, most people would at least be considering slowing down a bit, but not Rosenblum.

“I love the challenge, I love to create, this is what gets me going, thinking outside the box and making it happen,” he said. “As long as I have done this, people ask me when am I going to retire. I say, it’s taken me 50 years to find this job, it’s my passion, it’s rewarding, why would I retire?”

James Hoagland, former president of Graybar Electric Company and also a previous Hall of Fame Inductee is a longtime colleague of Rosenblum.

“Bernie and I have been doing business together for probably 50 years,” Hoagland said. “We have had a very nice relationship over the years. Bernie is a very good friend and a very good supplier with Graybar. Two things that stand out about Bernie to me are that he is hard working, never misses a detail and he is very loyal, that’s the truth, yes indeed. Trustworthy. He’s the kind of guy, if he tells you something, that is the truth. He’s got integrity, that’s the word I’m looking for, he is hard working, honest and a friend.”

At age 75, Rosenblum works out on a daily basis and calls on his customers daily, weekly and monthly. He maintains a positive attitude and enjoys socializing with his accounts, as well as training other sales people.

“I do a lot of sales training for our customers with their sales people,” he said. “Most people don’t really have any idea how little time they spend selling. There is a lot of windshield time and all the paperwork requires a lot better management of time than they choose to do.”

...continued on page 13



Jim Gallagher continued from page 9...

member of the band Liquidated Damages, a group of musicians made up of members of the electrical and construction industry that has raised millions of dollars over the last decade for various Chicagoland charities somehow related to the industry. The band receives a lot of support from their fan base within the industry and throughout the Chicago area.

“We strictly play fundraisers,” Gallagher said. “They are a pretty big deal. We play at the House of Blues along with big name acts. We invite our fans and friends, and they invite theirs. All of the money goes to charity.”

Some of those charities include:

- www.cityofhope.org City of Hope
- thesuperjakefoundation.org The Super Jake Foundation
- www.tjbc.com The John Buck Company Foundation
- www.fwcchicago.com Federation of Women Contractors
- www.beacon-therapeutic.org Beacon Therapeutic Diagnostic and Treatment Center
- www.upsfordowns.org UPS for Downs (United Parent Support for Down Syndrome)
- www.homes4heroes.us Homes for Heroes
- www.alz.org Alzheimer’s Association

• www.soill.org Special Olympics Law Enforcement Torch Run

“He is a phenomenal musician and a terrific vocalist,” Nemshick said. His band, Liquidated Damages, has raised a lot of money for charity and performs whenever asked. He fancies himself as the second most interesting man in the world, right after the Dos Equis guy. Truth is, he may not be that far off. Sort of looks like him too! “

Offstage, Gallagher has been married to his wife Loretta for 42 years. They have three boys, two daughter-in-laws and two grandchildren. Bryan and Tom both work in the electrical industry and Mike is a music teacher in the Chicago Public Schools as well as a professional musician. Tom works in his father’s company, and Brian works at Kelso-Burnett, whose president Brad Weir is a former award winner.

Gallagher has advised his sons that being in the industry can be very rewarding, and hopes they will continue to embrace the challenges and rewards of performing their jobs, while enjoying the camaraderie within the industry that he has appreciated for so many years. ●



Anamet Electrical Inc.,

The Exclusive Manufacturer of Anaconda SEALTITE®

liquid-tight wiring conduit and industrial stripwound hose

Anamet Electrical Inc., is the global leader in offering the highest quality products, superior service and pioneering innovations for flexible liquid-tight electrical wiring conduit and industrial stainless steel stripwound hose markets.

1000 Broadway Ave. East • PO Box 39 • Mattoon, IL 61938
Customer Service: (800) 230-3718 • Tel: (800) 230-3718 • Fax: (800) 677-2706
Email: info@anametelectrical.com

Office hours: 8:00 a.m. - 5:00 p.m. Central Standard Time - Monday-Friday
www.anacondasealtite.com

Anaconda SEALTITE®
ANAMET Electrical, Inc.

Mark Gibson continued from page 10...

An extraordinary coincidence found Steven Witz, Vice President of Continental Electrical Construction Company, in the same airport ready to join in this impromptu bull session.

Steve: You know Mark really would've been a great plumber. It's all in his sense of fashion. Plumbers always seem to need to expose more of their 'behind the scenes,' shall we say, and Mark doesn't have a problem exposing his. Whether it is bending over at golf, dropping his trousers almost anywhere, or swimming at the pool, Mark believes his butt crack is real special. Don't tell him it's not attractive, because you'll get in a serious argument. I think his friends would stand behind him with that career move.

We were friends long before he knew I was a big shot. We met before joining the Little Wheels Club of Chicago and have been together ever since. Mark is a family man first and businessman second, but it's within the third building block where Mark focuses much of his time. I am thankful to distinguish that his time with friends and

activity committed for the greater good of our industry are very important to Mark.

ElectriCITY: Besides Rich and Steve, who do you want to thank for the H.O.F Award?

Mark: I want to first thank my grandparents for taking the boat ride over from Italy. My parents, John and Mary, for having one more kid. Raising me with the "harder you work; the luckier you get" attitude. My wife Jackie (everyone knows she deserves sainthood) and our kids, Nick, Andrew and Kate. They have been the reason I GET UP and GO every morning (especially when they were young and had full diapers).

I also want to thank my teammates at Agents Midwest who through all the years cared to help build our very good reputation in this market. And lastly, my associates in the industry, you have allowed me in, gave me a chance, and help me make this business a place where the next generation is able to take this to the next level. THANK YOU! ●

Bernie Rosenblum continued from page 11...

He also continues his long track record of dedicated involvement in the Electric Association, considering the EA the backbone and strength of the local industry.

"Looking back, the Electric Association headquarters was in downtown Chicago and there were monthly meetings for various affiliated groups under the Electric Association banner," Rosenblum said. "This developed a camaraderie in the industry and made people realize you could actually talk to your competitors and work with them, and that still exists today. From my exposure to that, I realized the real stalwarts of the industry were involved in the administrative end of it. The Electric Association has been the catalyst for things that happen in the industry. I imagine they'll refer to me as some old stalwart of the industry when I'm approaching 90!"

Another colleague and admirer of Rosenblum's is John Cady, Vice President, Sales, Revere Electric Supply who said, "Bernie Rosenblum has been a trusted partner and friend of Revere Electric Supply throughout his entire career. He's shown us what it truly takes to be successful in a constantly changing, competitive marketplace."

"Bernie's known across Revere for his strong work ethic and his unwavering ability to serve no matter the challenge. His positive spirit and professional presence are legendary and act as great examples for our entire staff."

"Congratulations to Bernie on his induction into the Electric Association's Hall of Fame. It's well deserved!" ●



A-Z Wire & Cable Salutes

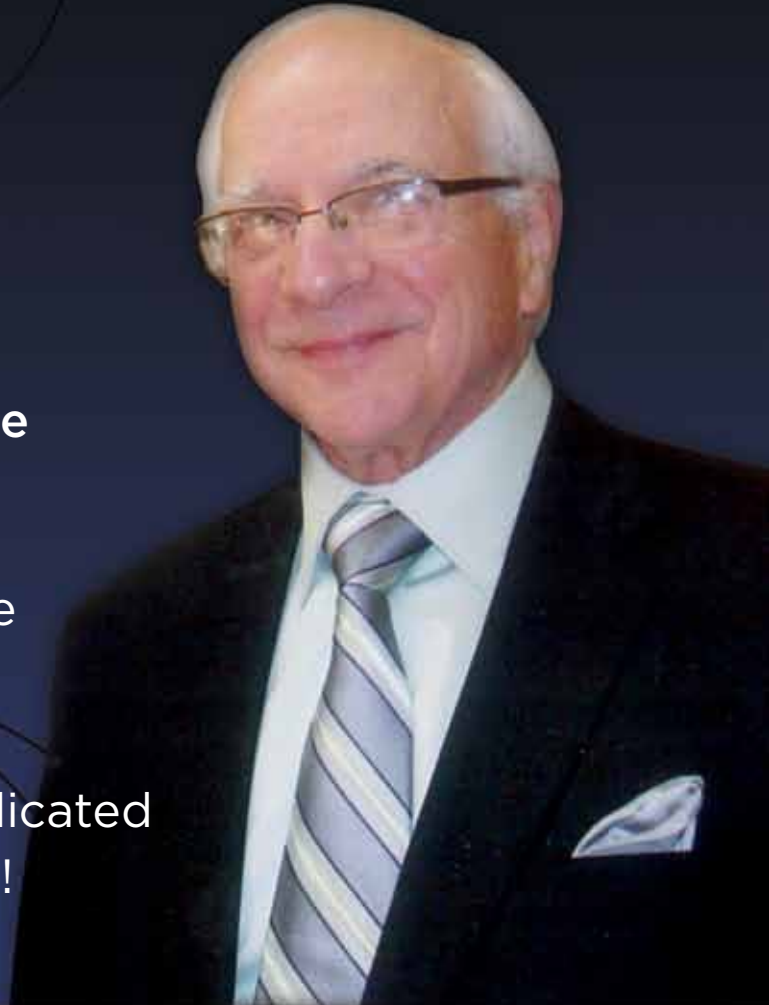
Vice President-Sales

Bernie Rosenblum

on his election to the
Electric Association Hall of Fame
and 75th Birthday

We are proud to have him on the
A-Z Wire & Cable Team.

Thank you for over 50 years of dedicated
service to the Electrical Industry!



A Division of A-Z Industries, Inc.

Chicago
800-451-7292

Houston
866-672-9473

Phoenix
866-295-1872

Charlotte
866-295-1753

www.azwireandcable.com

Lessons From Hollywood



*Kevin Connelly,
NECA Chapter
President*

Several years back, you may recall that in the movie *Rain Man*, the quirky main character was afraid to fly. When he was faced with the need to do so, he selected an obscure choice to reach his domestic destination, Qantas Airlines, because the company had not had a major accident at that time. It might be an unusual example of how safety impacts customer choice, but the similarities with the electrical construction industry is really not that much of a stretch.

As is the case with the airline industry, the top concern within the electrical industry is safety. When we are selling electrical equipment, electrical materials, electrical design and electrical labor to our end user, we are really selling safety and performance. The National Electrical Contractors Association is at the forefront of safety efforts within our industry. If you want to get a glimpse of what the proposed changes to the 2014 National Electrical Code, you can gain an overview through a webinar that NECA sponsored and is now available on line. The NEC is the minimum set of electrical rules that must be followed for compliance and assurances that occupancies are safe from potential electrical hazards. Historically, the National Electrical Contractors Association (NECA) was the first active participant in the NEC development process as the

voice of the electrical contractor. NECA has been involved since the early 1900s and continues to be active today with representation on each NEC technical committee. With over 100 years of support in the NEC development process, NECA continues to be recognized as the leading voice of electrical contractors in the development of codes and standards.

Additionally, if you want to bolster your day to day safety operations in the field, the NECA Safety System approach is a great place to start. Take a look at the following popular publications:

- Supervisors Guide to Job Site Safety: Index Number 5125
- Guide to Decision Making: Energized vs. De-Energized Work : Index Number 5340-12
- Personal Protective Equipment (PPE) Selector: Index Number 5024-12
- Lockout/Tagout Guide: Index Number 5400

There is an abundance of additional safety resources that can be obtained through NECA. A great example is the NECA eSafetyLine software subscription which provides users with complete company safety manual, written programs, policies, procedures and forms. Additional features include an industry practices database, NFPA 70E PPE Selector, message board, training materials and a robust recordkeeping system. Training sessions on a variety of safety topics such Electrical Safety in the Workplace, Surviving Today's OSHA, and NFPA 70e Training are also readily available through NECA.

No matter how well established the safety culture might be within your firm, it would be hard to argue against the fact that within the electrical industry the commitment to safety must be renewed every day. But at the end of the day, that is really what we are selling to our end users.

For additional information, contact the Chapter office at (630) 876-5360. ●

ECA Membership Meeting Activities



*David Witz,
Continental
Electrical
Construction
Company,
ECA President*

The Electrical Contractors' Association of City of Chicago (ECA) is a construction trade association that provides business and labor relations services to nearly 650 electrical contractors in Cook County, Illinois. The Association works with its industry partner, Local Union #134, IBEW to negotiate and administer labor agreements, coordinate apprentice and journeyman level training, as well as promotion of the industry on behalf of these employers. The ECA is also known as the Chicago and Cook

County Chapter of the National Electrical Contractors Association (NECA). Currently, nearly 80 signatory firms are members of the Electrical Contractors' Association of City of Chicago (ECA) / Chicago and Cook County Chapter, NECA.

The Electrical Contractors' Association of City of Chicago offers monthly Membership Meetings throughout the year excluding July and August. The Association holds a Spring Conference in June and a Holiday Party in December to round out the year. A number of the membership meetings include a pre-meeting seminar on topics of interest to electrical contractors.

The Chicagoland Electric Association Education Foundation is pleased to present the Fall 2013 Semester line up of Courses. Course Schedule & Online Registration at www.eachicago.org

Classes begin mid September and run through November, 2013. A variety of half day, full day, and multi-week courses are offered in four Chicagoland locations. All courses award professional development hours (PDH's) for successful completion.

Contact us today for more information!

Chicagoland Electric Association Education Foundation
p: 630-305-3050 | e: akasser@eachicago.org
Visit us online: www.eachicago.org/education



Fall 2013 Classes:

Major Changes to the 2014
National Electric Code

Basic Photovoltaics

Photovoltaic Conceptual Design

Solar & Electric Vehicle Charging

Microsoft Office computer training

Customer Service Skills

Time Management

ABC's & Advanced Electricity

Electrical Code (NEC & Chicago)

Electrical Estimating - Basics &
Computerized

Electrical Blueprint Reading

AutoCAD for Electrical Construction

The following highlights a number of the Membership Meetings held in 2013:

In January, the incoming President, Vice President and Governor for the Association were introduced: David Witz, Continental Electrical Construction Company, Eric Nixon, Maron Electric Company and James Gallagher, Grand-Kahn Electric, respectively. Two new Executive Committee members were introduced, as well: Gregory Kuzmic, Interstate Electronics Company and David Suarez, Suarez Electric Company. Carrie Spaeth, Electric Association Executive Director was the guest presenter who discussed educational programming of interest to the membership.

The February meeting included the Inaugural Membership Meeting Raffle. Jeff Weir, Kelso-Burnett Co. was the winner. The March meeting featured David Ward, NECA Field Representative, who gave a presentation regarding labor relations in District IV - Midwest NECA. David also introduced Steve Krieg, incoming NECA Midwest Regional Director.

Subsequent meetings featured Dr. John Donahue, INTECH Director, who provided updates regarding the Apprenticeship Program; Dr. Dan Tomal, Illinois Institute of Technology (IIT) Facilitator, informed the attendees of the progress of the IIT IPRO / NECA IIT

Student Chapter students participation with the NECA Student Chapter Green Energy Challenge; Dan Allen, City of Chicago Chief Electrical Inspector provided updates concerning the Building Department. Mr. Allen has since retired from the City and currently serves as the Executive Director of the Construction Industry Service Corporation (CISCO).

Kristin Gowin, NECA Legislative Director and Dana Enz, Dana Enz Consulting, Inc. were our guest presenters during the ECA Spring Conference held in Lake Geneva, Wisconsin. The ECA Presidential Ball and Holiday Party is to be held at the Butterfield Country Club.

We thank those that are able to participate and appreciate their continued efforts on behalf of the Association, as well as the industry. We invite all to participate in applicable membership activities held throughout the year. The above information is a sampling of the year-round activities of the Association. It is through the participation of our member volunteers that has kept the Association on the forefront of the industry. We hope that all signatory contractors within the Cook County area will make the commitment to the industry and join our Association. Please contact the ECA office at: (708) 531-0022 or by fax at: (708) 531-0071 or visit our website at: www.ecachicago.com for membership information. ●

Colored Conduit for Custom Installations

Colored conduit saves time and money in maintenance and repair situations as well as provides a visible warning to use caution in and around specific areas. They can provide for quick identification of circuits, such as emergency, fire, security, high voltage, as well as many other applications. Colors are available in **cream, brown, blue, green, yellow, orange, red and white** with custom colors available upon request. Many jacketing options available including shielded, extreme temperature, halogen-free, as well as many more.



222 West Central Avenue
Roselle, IL 60172-1994
(630) 529-2920
Fax: (630) 529-0482
e-mail: mktg@electriflex.com
www.electriflex.com

Our comprehensive line of conduit solutions includes:

- Jacketed Metallic / Liquatite[®] Line
- EMI/RFI Shielded / Shield-Flex[™]
- Unjacketed Metallic
- Non-metallic
- Corlok[®] line of Nylon Conduits & Connectors

Call us today at (800) 323-6174 or visit www.electriflex.com to find out how our high quality conduit solutions can meet the needs of your specific application.

DISTRIBUTORS
NATIONWIDE



NAED Announces Annual Performance Analysis Report Results

Report provides distributors with industry financial benchmarks

THE National Association of Electrical Distributors (NAED) has released its annual Performance Analysis Report (PAR) Highlights, which compiles performance data from NAED electrical distributors to provide a benchmark for distributor operations in the industry. Featuring statistical breakouts by sales volume, customer emphasis, and warehouse sales, the 2013 NAED PAR Highlights profiles the “typical” and “high profit” NAED distributor as well as provides in-depth reporting on investment, income statement, balance sheet, and financial and productivity ratios. Other measures covered in the report include inventory turnover, sales per employee, average collection period, return on assets, and much more. Also included is a five-year trend analysis of key financial ratios.

The report shows that electrical distributor profit margins increased to a median of 3.3 percent in 2012, up slightly when compared to the 2011 medians of 3 percent. Among the top performing “high profit” distributors, the 2012 profit margin was 6.3 percent, consistent with last year’s profit margin.

The report’s author, Dr. Al Bates of Profit Planning Group in Boulder, Colo., offered insight into this year’s results. “This study

HOME OF THE LARGEST BATTERY INVENTORY IN THE CHICAGOLAND AREA!

30,000 BATTERIES In Stock NOW
-ALL 12V MAKES AND MODELS

- UPS
- EMERGENCY LIGHTING
- UTILITY

 >>> DELIVERY > INSTALLATION > DISPOSAL

(P) 630.617.9022 | (F) 630.617.9023
395 Mission Street | Carol Stream, IL 60188
sales@ccpower.com | www.ccpower.com

C&C POWER
ENGINEERED POWER PRODUCTS



NEED A 3-BREAKER BYPASS FAST? NO PROBLEM.

- ✓ UL LISTED
- ✓ AMP RANGE FROM 50A-1200A
- ✓ FREE STANDING / WALL MOUNT
- ✓ NEXT DAY SHIPMENT POSSIBLE

provides key insights into exactly how the high profit firm generates those better profit numbers. It is essential that every firm understand that the key is to do a few things a little better. This report provides clear evidence as to how small differences in a few areas translate directly into higher levels of profitability.”

Results from the 2013 survey are based on data from NAED-member electrical distributors. The typical distributor surveyed, based on median figures, had annual sales of \$70.7 million and achieved a gross margin of 21.6 percent in 2012. Inventory turnover was 4.3; payroll expenses were 13.1% of sales.

New Terms and Conditions Research Available

The NAED Education & Research Foundation has released the second phase of “Terms and Conditions: Reading the Fine Print” research. Intended to help distributors avoid some potential pitfalls when it comes to contracts and agreements.

The Foundation’s Channel Advantage Partnership sponsored the terms and conditions research project including the two whitepapers and past webinars, which are available on the NAED Learning Center free of charge.

The NAED’s Western Region Council has also developed two companion pieces – the Commercial Terms and Conditions Matrix and the TED Electrical Supply Case Study. The matrix is reference tool managers can use to help them better understand the legal meanings and potential risks clauses can have on a business. The case study is a learning tool that provides a real-world scenario that could pose serious financial risk to the company and relevant questions to determine who will be held accountable.

The matrix and case study can be found on the NAED website at www.naed.org/TandC. ●

This summer, the Electric Association established a new Corporate Membership Category for Engineering & Design Firms. We are pleased to welcome these Companies & thank them for their support and membership:

A. Epstein and Sons International, Inc.



Environmental Systems Design



exp Federal



Intelligent Design & Construction Solutions, LLC



Syska Hennessy Group, Inc.



CHICAGOLAND’S CHOICE FOR INDUSTRIAL & ELECTRICAL SUPPLIES!

**PPE & Facility Safety Products
Maintenance & Production Supplies
Power Distribution Services
Lighting Upgrades & Retrofits
Energy Usage Audits**

The Chicago Lighting & Sustainability Center is now open! Call your WESCO Sales Rep today to schedule a personal tour!

WESCO DISTRIBUTION

200 E. Lies Road | Carol Stream, IL 60188
p: 630-221-6400 | f: 630-221-6702

CEEA Inviting New Members and Corporate Sponsors for the 2013-2014 Season

THE Chicago Electrical Estimators Association (CEEA) kicks off the 2013-2014 season with their first meeting on September 16th. The CEEA Officers are striving to increase the value to members with more educational opportunities, information, and communication. Members will have more opportunities to gain quality education and network with others through the communication forum provided by the new CEEA group page on LinkedIn. The new group page on LinkedIn provides members with a forum to share ideas, ask questions on common estimating issues, and share information on codes, standards, and new technologies. CEEA members are encouraged to join the group page and participate in the discussion.

The CEEA invites fellow electrical estimators and project managers from the Chicagoland electrical construction industry to consider joining the organization. Electrical Estimators that are interested in membership may attend one meeting as a guest to learn more about the group. Meetings are held monthly September through May on the third Monday of the month. For more information on becoming a member, please contact Amy Kasser at the Electric Association (630)305-3050, or visit us online at www.eachicago.org/affiliates/ceea.html

Looking for Meeting Sponsors

The organization is currently seeking meeting sponsors that will provide quality educational presentations at the monthly meetings that award professional development hours and/or educational certificates of completion. Meeting sponsors have the unique opportunity to present to representatives of over 30 of Chicagoland's strongest electrical contracting companies. For more information on sponsorship opportunities, please contact President - Tim Durkin: timdurkin@durkinelectric.com.

About Us

The CEEA is a non-profit Association of electrical estimators and project managers, involved in the electrical construction industry. The CEEA strives to raise standards of electrical estimating for electrical construction and to establish an accurate and satisfactory cost for each and every project. CEEA strives to keep their members informed of new products and services available to them by having presentations by guest speakers and/or product manufacturers

representatives. The organization also offers their members instruction in proper methods to analyze and interpret plans and specifications, and best practices of electrical estimating. CEEA develops standardized forms for take-off recording and pricing for entering into estimates, as well as, tracks IBEW labor units so membership is working with accurate, up-to-date labor cost information. ●

2013/2014 Officers

Tim Durkin, President
Walter M. Lis, Vice President
Dennis Chmielewski, Secretary
Mike von Bodman, Treasurer
Rich Heintz, Cost Data Chairman

**Meetings are held on the 3rd
Monday of the month from
September thru May**

Location:

Tom's Steak House
5:30 p.m.
1901 W. North Ave
Melrose Park, Illinois

Production Distribution Companies

Chicagoland's #1 Lighting Supplier

Designing a lighting layout? Call PDC first!



MAKE AN APPOINTMENT with our helpful staff to come by and compare LED lighting and discuss how they can be used in your business!



- The most complete inventory of energy efficient lighting products in Chicago
- Stocking all the major manufacturers including: GE, Sylvania, TCP, Havells, Halco, Westinghouse and Litronics
- Experts in all the energy reduction incentive programs
 - Comed smart ideas for your business
 - DECO Illinois Energy Now
 - Business Lighting Discount (BILD)
- Complete retro-fit service including labor, material, recycling and completion of all the incentive request and completion forms
- Most complete offering of LED and fluorescent light fixtures, exit signs and occupancy sensors
- DBE/SBE/8A certified in 8 states

Online store available
June 2013!
www.pdcompanies.org

ILLINOIS OFFICE
9511 S. Dorchester Ave.
Chicago, IL 60628
708.489.0195

GEORGIA OFFICE
375 Rockbridge Rd.
Ste. 172-324
Lilburn, GA 30047
770.451.6501

Communication Technologies Forum "All Industry" Golf Outing

Welcoming the electrical and communication industries of Chicagoland



SEPTEMBER 24, 2013



Arrowhead Golf Club

26W151 Butterfield Road, Wheaton, Illinois

SHOTGUN START: 12:30PM

Includes:

Boxed Lunch, Greens Fees, Cart, use of Driving Range, Barbeque cook out, Golf contests, Prizes, and Great Industry Camaraderiel

Outing Registration Fee: \$135 per golfer

Dinner Only: \$55

Please sign-up by September 18th by returning the registration form to:

The Electric Association

40 Shuman Blvd, Suite 247, Naperville, IL 60563

Phone: 630-305-3050, Fax: 630-305-3056, Email: cspaeth@eachicago.org

Corporate Sponsorship Opportunities are Available.

Contact Carrie Spaeth to learn more: cspaeth@eachicago.org



OUTING SPONSORSHIPS:

CORPORATE HOLE SPONSORSHIPS (\$250)

This sponsorship includes signage at registration, on a hole at the course, and the dinner party. Special recognition at dinner & in ElectriCITY magazine are also included.

HOLE IN ONE CONTEST SPONSOR (\$400)

This sponsorship includes signage at registration and dinner. Your company logo will be printed on signage at the contest holes. Special recognition at dinner & in ElectriCITY magazine are also included.

FOOD & BEVERAGE SPONSORSHIPS (\$500)

This sponsorship includes signage at registration and dinner. Your company logo will be printed on each golfer's "beverage" ticket. Special recognition at dinner & in ElectriCITY magazine are also included.

The Food & Beverage sponsorship may be shared between two companies.



All sponsors have the option to put a corporate promotional item in each golfer's outing giveaway bag. Please drop off or ship your items to the Electric Association by September 18th.

Please contact us with questions:

630-305-3050

cspaeth@eachicago.org

OUTING REGISTRATION

SPONSORSHIPS:

- Corporate Hole Sponsor (\$250)
- Hole in One Contest Sponsor (\$400)
- Food & Beverage Sponsor (\$500)
(May be shared between two firms)

Sponsoring Company: _____

GOLF OUTING: You may register as a Foursome, Twosome, Single, or come for dinner only

\$135 per golfer / \$55 dinner only

- 4sum
- 2sum
- Single
- Dinner only

Golfer #1: _____

Golfer #2: _____

Golfer #3: _____

Golfer #4: _____

Main Golfer's Contact Information:

Name: _____

Company: _____

Phone: _____

Email: _____

Method of Payment:

- Check
 - Visa
 - MasterCard
 - American Express
- (Credit Card payments incur a %5 Convenience Fee)

Total Amount Due: \$ _____

Card Number: _____

Exp. Date: _____

Cardholder Signature: _____

- Please check here if you need a receipt emailed to you.

Thank you for your registration!

Please return this form with payment to:

Electric Association
40 Shuman Blvd, Suite 247
Naperville, IL 60563
Phone: 630-305-3050
Fax: 630-305-3056
Email: cspaeth@eachicago.org
Web: www.eachicago.org

Josh Hancock joins the Agents Midwest Team



As Agents Midwest celebrates their 23rd anniversary we are very pleased to announce the addition of Josh Hancock to our team.

Josh comes to us with a desire to grow our business using his good work ethic, market intelligence and product knowledge. His past experiences calling on MRO/OEM customers, good distributor training and electrical construction in his blood is a great blend to handle our diverse line card. Josh and his family reside in Elgin and he is currently completing his M.B.A. in Management.

Help welcome Josh aboard the Agents Midwest team. It's always good to give the new kid lots of business right off the bat so he sees how easy it is! ●

McDonald Associates, Inc. Announces:

Carl Nordgren will join McDonald Associates, Inc. in a new position as the Express Quotes Specialist.

McDonald Associates, Inc. today announced the appointment of Carl Nordgren to the new position of Express Quotes Specialist. Carl will be reporting to Lisa Kowalski the Company Quotations Manager.

In making the announcement, Dennis P. McDonald, President, stated: "We are excited to be able to add Carl's experience along with his relationships to our team." Carl Nordgren has over 20 years of experience in working the Electrical industry here in the Chicago land market.

"Carl's background is ideal for what we were looking for." McDonald said, "Our business has seen strong growth over the last year and we believe now is the time to invest and add this new service for our distributor and contactor customers."

McDonald Associates, Inc. is a member of NEMRA, representing quality electrical and electronic manufacturers in Northern Illinois and Northwest Indiana. ●

Electri-Flex Introduces New Managing Director of International Sales

ELECTRI-FLEX COMPANY is pleased to announce the appointment of Greg Raptis to the position of Managing Director - International Sales.

In this newly-created position, Greg will be responsible for developing and managing an international agent network and developing new customer prospects. He will also be working with existing direct customers.

Greg has extensive experience in the electrical industry. He has performed duties for Essex, Reelcraft, Cerro and, most recently, ANAMET. His expertise includes, but is not limited to the following fields: International, Product Development, OEM, Electrical Distribution, Sourcing, and Industrial Sales. ●

Electri-Flex Introduces Director of Quality Assurance / Manufacturing Engineering

ELECTRI-FLEX COMPANY is pleased to announce the appointment of Frank Ross to the position of Director of Quality Assurance / Manufacturing Engineering.

In this newly-created position, Frank will be responsible for the continuing effort to develop the highest standards for quality throughout the entire manufacturing process, including bill of materials, routers, manufacturing reporting and inventory reporting.

Frank is a Purdue graduate with a degree in Industrial Engineering and comes to us with several years of experience in Manufacturing and Quality Assurance Management including FDA regulations, ISO, material management, problem solving, new product launches and process definition. ●

Active Electrical Supply Earns Women's Business Enterprise (WBE) Certification

Women Owned Majority Increases Active's Visibility

Active Electrical Supply, a business that specializes in the sale of quality electrical and lighting products, has received certification as a Women's Business Enterprise from Cook County and the City of Chicago, as well as with the State of Illinois Central Management Services. The WBE certification is one of the most widely recognized and respected certifications in the nation and provides a marketing portal in increasing visibility among corporate and federal and government agencies.

Active Electrical Supply and Fox Lighting Galleries was opened in 1953 by Anton and Barbara Fox, and is celebrating its 60th anniversary as Chicagoland's premier electrical and lighting supplier. The company has expanded recently to include an energy services division to help clients update their lighting systems with today's energy saving retrofit options. Today, this family owned business is run primarily by Anton

and Barbara's grandchildren, Linda Fox and Susan Swan. The WBE certification requires a very comprehensive verification process expanding upon the proverbial and legal theme of being woman/women owned. This certification adds increased visibility in the procurement of corporate and government contracts as a part of their diversity programs.

The process requires that women ownership be at least 51% with proof of contributions in capital and/or expertise, management of the business, and the ability to perform in their company's expertise. This certification complements their federal certification as a Women-Owned Small Business (WOSB), which allows Active to also participate in the WOSB Federal Contracting Program.

"We're all very excited about the WBE certification and the new business opportunities it allows us to pursue," stated President Susan Swan. "As the marketplace is ever changing, becoming WBE certified is going to certainly help with making sure our company expands and grows accordingly."

For more information about the WBE program, visit www.wbenc.org.



We strive to deliver value to you.

We are committed to meeting the challenges and ever-changing demands of today's electrical distribution marketplace.

We take pride in our long-standing relationships with our customers, based on continuous supply, competitive pricing, excellent service and reliability.

abc American Bare Conductor®

Located in LaSalle, IL, American Bare Conductor, Inc. (ABC) is one of the premier wire and cable companies in the United States. ABC specializes in the improvement of our production techniques, and in the continuing development of our personnel. For over 25 years, ABC has combined innovative technology with traditional values, quality, reliability and customer service to ensure long-term client relationships.

www.abcwire.com
2969 Chartres Street, La Salle, IL 61301
Phone: (815)224-3422 | Fax: (815)224-4342

Rittal Corporation Plans World-Class Headquarters for Suburban Chicago, Expanding Footprint in North America

Rittal Corporation has announced plans to create a world-class customer-centric facility in suburban Chicago, IL, to better serve its United States customers. Rittal is the largest company in the owner-operated Friedhelm Loh Group based in Germany - with 11 production sites, 64 subsidiaries and 10,000 employees worldwide. The company will open the doors of its newest North American location in late-August with a state-of-the-art Customer Center of Excellence including a technology and training center, and expanded showroom going live in the Fourth Quarter of the year.

“We found a home in The Woodfield Corporate Center in Schaumburg, IL, and intend to be fully operational by September,” says Douglas Peterson, President of Rittal Corporation, United States. “The initial phase will include relocating the company’s executives, sales leadership, marketing, product management and training staff.”

The move toward one of the most important geographic and industrial centers of the country positions Rittal to be closer to its diverse customer base in North America. It is part of the company’s international expansion projects - projects taking place not only in the United States, but in China, India and Germany, as well. These projects also include a multi-million dollar upgrade to several production lines in Rittal’s Urbana production facility, designed to provide greater capacity in manufacturing the Rittal standardized products and systems for the vital North American markets.

“With innovation as a driving force, Rittal is a technology leader worldwide in



the manufacturing and development of enclosures, power distribution, IT infrastructure, software and service,” says Friedhelm Loh, owner and CEO of Rittal.

Among the focal points of the Chicago facility will be a customer training center including expanded teaching resources, product testing facilities and a large-scale product showroom where customers can have a hands-on experience with the entire Rittal System.

“Getting closer to our customers in order to become their first choice is a significant goal now and in the years ahead,” continues Doug Peterson. “Moving to suburban Chicago with its proximity to one of the world’s most accessible airports is an excellent step toward making those critical connections easier,” adds Peterson.

Rittal is actively recruiting up in the Northern Illinois region to tap into the extensive pool of sales, marketing and product professionals the area has to offer.

The new suburban Chicago headquarters joins the Urbana Manufacturing Center of Competence and distribution centers in Texas and Nevada as Rittal expands its commitment to North American customers from coast to coast. ●

Professional Directory

Support these fine businesses that support **ElectriCITY**



CHICAGOLAND'S CHOICE FOR INDUSTRIAL AND ELECTRICAL SUPPLIES!

WESCO DISTRIBUTION

200 E. Lies Road | Carol Stream, IL 60188
p: 630-221-6400 | f: 630-221-6702

WE MANUFACTURE BACKUP POWER PRODUCTS

(P) 630.617.9022 | (F) 630.617.9023

395 Mission Street | Carol Stream, IL 60187
sales@ccpower.com | www.ccpower.com



Index to Advertisers

ABC Wire	25
Anamet Electrical Inc	12
A-Z Wire & Cable	14
C&C Power	18 & 27
EA Education Foundation	16
Electri-Flex Company	17
GE Lighting, Chicago	27
Ideal Industries	13
KSA Lighting	IFC
PDC Companies	21
Philips Lighting	BC
WESCO Distribution	19 & 27

THE Electric Association has a Social Media presence and is available as a resource to anyone who Likes or Joins. Our various groups and handles are as follows:

- **Facebook:** Electric Association, Inc.
- **LinkedIn:** Electric Association of Chicago (Group)

The Electric Association is providing ways for you to expand your online presence. We've tried to keep our various online presences dedicated to conversations about ideas, issues and interesting electric association-related subjects. Posts that sell products or services are deleted from the Facebook page and LinkedIn group. ●



GE
Lighting

GE Energy Smart® LEDs

Next-generation technology available in directional and omni-directional options, with long life and high efficiency.



imagination at work



For more information contact us at: geliftingchicago@ge.com

electricITY

A Publication of the Electric Association • www.eachicago.org
One Energy Center | 40 Shuman Blvd., Suite 247 | Naperville, IL 60563



Taking the Industry Forward



Philips Lighting is the world's largest and most technologically advanced provider of lighting solutions. Only Philips delivers a full portfolio of trusted, longstanding brands – from components and modules, to lamps, luminaires, and integrated systems – providing our customers the luxury and flexibility that comes with choice, and the confidence that comes from partnering with an industry innovator.

For more information please contact the
Philips Lighting Chicago office at 847-768-7700
or visit www.philips.com/lighting

PHILIPS