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Issue 13

ELUS News

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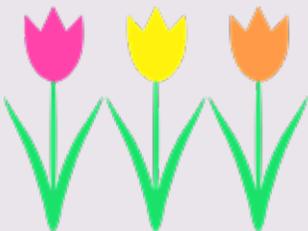
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"Do not follow where the path may lead. Go instead where there is no path and leave a trail."

~Harold R. McAlindon



Community Service



ELUS employees came together and volunteered their time at a local charity center, Matthew 25 Ministries. They provide humanitarian aid and disaster relief throughout the United States and around the world. They accept monetary and product donations from corporations and individuals. Volunteers help with the processing, sorting, and packaging of the donated goods. If you are a first-time volunteer there, you participate in a tour of their Global Village, which is a life-size interactive display of disaster scenes and examples of poverty. The tour gives volunteers a better understanding of the places Matthew 25 helps and how they operate.

*"Alone We Can Do So Little:
Together We Can Do So Much
~ Helen Keller*



IEEE Travel – May 2-4, 2016

Every two years ELUS makes a big investment in the IEEE T&D Trade Show. Much like our manufacturer partners we commit time and resources to this large industry event.

ELUS will be sending 13 people, from our sales team, to Dallas this year. We will need every person on our team to cover our customer and principal commitments throughout the week.

Although, it is a sizeable investment for our company, we believe in the face to face opportunities that this trade show offers.

We have our list of customers attending, we have mapped out our booths, and we have our schedule nearly finalized. We look forward to seeing many of you in Dallas and we look forward to having a successful week!

Eric DiSalle - Announced to the EERA Board of Directors

ELUS has been a long-time member of the EERA (Electrical Equipment Representatives Association). The EERA was founded in 1948, the goal for the organization has always been to advance the quality and increase the effectiveness of manufacturers' representatives in the electrical equipment industry.

Each year the organization has an annual meeting. The annual meeting revolves around the best practices, integrity, and the relationships involved with running an outsourced sales agency. Topics ranging from HR issues to IT issues can be covered at the EERA conference.

The ELUS Company was founded in 1957 and has been a member of the EERA since 1960. We truly believe that this has been one of the pillars for our success over many years.

This year Eric DiSalle was announced as the newest member of the Board of Directors. He will serve a 7 year term and his last year on the board he will sit as the President of the organization.

Eric stated, "I am very grateful for this appointment. I am also humbled to be following in the ELUS footsteps of both John Commons and Jay Gates (founder of our agency) in this great honor."

ELUS Milestones

It is always good to celebrate birthdays and anniversaries so here are a few we want to recognize:

Happy Birthday!!

John Hebler	Mar 15 th
Greg Laneve	Mar 25 th
Jamie Shields	Apr 15 th
Tim Pompo	Apr 27 th
Jeannie Gillispie	May 7 th
Dave Bouchard	May 21 st

Happy ELUS Work Anniversary!

Greg Laneve	April 1, 1996	20 yrs
George Slyman	May 19, 2008	8 yrs
Eric DiSalle	June 18, 2007	9 yrs



ELUS Company is recognized by HAPCO as Rep of the Year for 2015

ELUS was very proud to be named the #1 agent with HAPCO in 2015. A big congratulations goes out to Tim Pompo and Mary Slauter for their efforts in the Michigan territory. At ELUS we have always been competitive and we enjoy excelling at the job our partner manufacturers have trusted us to perform. The awards are always a bonus on top of a job well done. We appreciate Ray Reuning, our HAPCO Sales Manager, and the rest of the HAPCO team for the recognition.



ELUS Spotlight Employee – Jamie Shields



Left to right – Kyah, Karis, Jamie, Kenley, & his wife Krista



Jamie Shields with his daughter Karis

What is one of your most favorable memories from your childhood?

Spending a few weeks with my grandparents every summer in Upper Peninsula of Michigan.

Who was your most influential mentor growing up and why?

Gordon Kindig, I worked for him at a golf course for 5 years and he really taught me how to work hard no matter what you were doing.

What is one fun fact that would surprise everyone about you?

It might surprise everyone to know that I had long curly hair when I was a kid, hard to believe with nothing there now!!

If you could live anywhere in the world where would it be & why?

Probably some Caribbean Island living on the beach. I like the warm weather and ocean lifestyle.