

# ELUS News

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## **ELUS during COVID 19**

Our company made many IT investments over the years which has enabled our team to be fully functional on Day 1 of remote work. We are very grateful that we were able to make a seamless transition to the decentralized office mode. Sales have remained stable thus far, but our industry tends to lag the general economy, so it is possible that we will experience a slowdown at some point. In this event, we could see a quick recovery, but it is too difficult to predict how the market will respond to the current pandemic.

The ELUS team has met multiple times using the Microsoft Teams platform. There are no time limits, the chat function is easy, sessions are recordable, and the integration with Outlook is seamless. Microsoft Teams enables meetings for small groups or our entire company. Our weekly outside sales rep meetings have promoted the cohesiveness of our team, while keeping people updated with current events in a very dynamic market. In addition to our internal meetings, we have conducted product trainings with IOU and public power customers, as well as our distributor partners that serve the electrical utility sector.

## **Thought of the Day:**

*"The one thing you can't take away from me is the way I choose to respond to what happens to me. The last of one's freedoms is to choose one's attitude in any given circumstance." - Viktor Frankl*

## **ELUS – Indiana & Kentucky**

We wanted to take some time to highlight the ELUS Team covering the Indiana and Kentucky sales territory. Below from Left to Right: Jamie Shields, Carmen Carstens, Jon Wernert and Jason Klingman. They have a combined experience in this market at ELUS of 35+ years. Jamie, Jon, and Jason are all degreed engineers and Carmen's commitment to customer service continue to drive sales success with the IOUs, Public Power, and distributors in this sale territory. Not pictured below is Rick Simpson, who does service the TVA customers in Kentucky.



**ELUS Highlights**

**Sales Awards – Delta Star**



**2019 Top Mobile Sales and 2nd in Overall Sales:**  
 As we enter our 36th year as partners of Delta Star Incorporated, we are very thankful for the continued success with the Lynchburg, VA based organization. They are a worldwide leader in mobile substations, so to be named the top sales organization in this category is an honor we were delighted to receive. Delta Star’s mobile substations serve as turnkey solutions designed and manufactured to comply with customer specifications and DOT requirements. They are used in many difficult applications like emergency service, routine maintenance, temporary power supply, substation capacity increases, or power for seasonal load demand.

**Sales Awards – Marmon Utility:**

ELUS picked up two awards at the Marmon Utility sales meeting in Dallas, TX this past February. We are very proud of both which were distinguished as the “Road Warrior” awards. George Slyman, a 12-year veteran at ELUS, took home this award for the Power Cable Division. John Hebel, pictured below with Scott Graves, Director of Sales - Hendrix Molded Products, took home the award for the Molded division.



**More Sales Recognition:**

***Pascor Atlantic - Each year, they recognize their sales representatives for significant contributions and continuous improvements to their business. This year, they announced the Representatives that went “above and beyond” in 2019:***

***Bill Davis – Continuous Customer Growth***  
*“Bill continues to grow the business with First Energy by servicing the customer and making sure Pascor Atlantic has every opportunity to provide our product on their system. His continuous efforts have secured Pascor Atlantic another Long-Term Agreement contract in a very competitive region. His commitment to be the face of Pascor Atlantic gave us the opportunity to extend the best service to a customer that was in need. Bill’s dedication is the key to the success we have enjoyed with First Energy.”*



Bill Davis above: Thank you Pascor Atlantic!

**ELUS Sales Meeting**

Every month, we get together at the ELUS Headquarters in Cincinnati to stay organized as a team and review the market activity in our Great Lakes territory. With 21 people and spanning 6.5 states, we believe it is important to collaborate, share, and organize our efforts. We strive to be the top agency serving the electrical utility space. Our commitment to both our suppliers and end user customers drives our mission year in and year out.



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

***Happy Birthday!***

Abbi Jackson	March 1st
John Hebler	March 15th
Rick Simpson	March 23rd
Greg Laneve	March 25th
Jamie Shields	April 18th
Dane Beauchamp	April 19th
Tim Pompo	April 27th
Dave Bouchard	May 21st

***Happy ELUS Work Anniversary!***

Jared	March 3, 2008	12 years
Hannah	April 1, 2019	1 year
Greg	April 1, 1996	24 years
Abbi	May 1, 2019	1 year
George	May 19, 2008	12 years

**IEEE T&D  
October 2020 – Chicago, IL**



Like everyone in our industry, we were forced to cancel our plans for the IEEE T&D show that was previously scheduled for April of this year. We were looking forward to gathering with all of you at Wollensky’s Grill in Chicago on April 22nd. With the uncertainty of the rescheduled T&D show in the fall, we are now looking to donate to a community cause to assist with the COVID 19 pandemic, instead of committing to a rescheduled event at this moment. We are hoping you and your loved ones are safe during this time.