

ELUS News

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ELUS 2019 Update

(Source – T&D World- Jun 20, 2019 via Black & Veatch)

We are happy to announce that we are continuing to grow with our various partners. Our first 6 months of 2019 were close to the strongest in ELUS' history. We believe the root of this success is the stability of our sales force. We also continue to grow at more accounts as our relationships strengthen. We are happy that we have broadened our customer base, while still focusing on our core principal partners. We call on every utility that issues an electric bill. Employing a strategy to call on large and small customers has really contributed to our continued growth. As always, we will continue to monitor the trends of the electric utility sector. Doing so will allow us to be nimble and respond to industry demands and changes.

What are the top three barriers your utility is facing to enable smart distribution infrastructure? (Select up to three of the following)

62.5%

- Budget constraints
- Other competing priorities

48.2% Regulatory hurdles

28.6%
Lack of resources or expertise

17.9%
Ownership across departments

12.5%

- Gaining stakeholder support
- Unwillingness to look at opportunities in the unregulated arena

10.7%
Availability of technology

3.6%
Other

Thought of the Day:

"You find what you search for - look for solutions, not problems, look for opportunities, not obstacles, look for success, not failure."

ELUS Company:

Left to right: Dane, Eric, Bill, Jason, Abbi, Amy, Greg, Carmen, Brad, Rick, Louise, Jared, Jon, Dave, John, Amber, Tim, Jamie, George, Hannah, John, (Not pictured - Mary)



ELUS Highlights

Marmon Award



(Pictured from the Power Cable Division – Angelo Santamaria - General Manager, Sergio Arellano – Director of Sales, John Hebler, Eric DiSalle, Scott Rowles – Regional Sales Manager)

Marmon Utility – a subsidiary of The Marmon Group, a Berkshire Hathaway Company, awarded ELUS Company the “Top Sales” award for our 2018 performance. We were delighted that they presented this award to ELUS since our roots with Marmon date back to the 1950s. We have always believed in cultivating long-term relationships with our principals and customers because they drive collaboration, strategic planning, and trust which are the pillars to our collective success. Our relationship with Marmon is a prime example of what can be accomplished with commitments from both parties.

More Inside Sale Recognition:

WESCO Utility – Recognizes ELUS Inside Sales Teammate, Mary Slauter, for their “Extra Effort Award”. We really appreciate a distributor customer recognizing her outstanding customer service!



Inside Sale at ELUS:

We would like to take a moment to express the importance of our inside sales team at ELUS. We continue to get feedback from our customers in regards to how well they perform compared to most other vendors in our industry. This was also identified in our Consulting exercise as their ratings were off of the charts compared to all other firms that had used the Farmington Consulting Group. We are very proud to say the least! Our team is made up of 7 individuals, all of which work well as of cohesive unit. Amber, Carmen, Amy, Mary, and Louise make up 50+ years of experience. This team has been perfect for onboarding our newest members. Hannah and Abbi both joined us this spring and have really taken to the training very well. They will be key additions to this team as we continue to embrace ELUS with all of our future growth initiatives.



Left to Right: Amber, Louise, Amy, Hannah, Abbi, Carmen (Missing – Mary).

We continue to get accolades on this team. A Senior Sourcing Analyst from AEP, states: *“I appreciate the diligence and support Amber Cooper continues to provide. Amber’s recent efforts to maintain effective communication, her attention to detail and patience while prompting awareness and updates to me and others with whom I work is greatly appreciated.”*

New ELUS Teammates

As stated previously, we are excited with the additions of Hannah Kubalski and Abbi Jackson. They both joined us this spring and are getting up to speed quickly. Their addition is key to our long-term planning. In our consulting exercise last fall, it was clear that our customers are still trying to do more work with less people. This is a sustained trend with growing industry retirements and constrained budgets. We believe it is especially important to have a high quality and fully staffed inside team in this environment to best support our customers and principals. Welcome to the team Hannah and Abbi!



ELUS Milestones

It is always good to celebrate birthdays and anniversaries so here are our summer events we want to recognize:

Happy Birthday!!

Amber Cooper	July 1 st
George Slyman	August 6 th
Carmen Carstens	August 15 th

Happy ELUS Work Anniversary!

Eric DiSalle	June 18 th	12 years
Jamie Shields	July 1 st	9 years
Dave Bouchard	July 2 nd	12 years
Dane Beauchamp	July 10 th	2 years
Mary Slauter	July 14 th	5 years
Carmen Carstens	July 15 th	11 years
Amber Cooper	August 1 st	6 years
Rick Simpson	August 6 th	1 year
Jon Wernert	August 31 st	4 years

ELUS Territory



(Rick Simpson, ELUS Sales Associate - Tennessee)

Thanks to many of you that are reading ELUS News, you are big reason for our growth. We have always believed in growing in the right way. It has never been about expansion for the sake of expansion. We want to make sure each territory is addressed to the highest of standards. We are grateful for your support and appreciate your commitment to ELUS. 2 years ago we expanded to Tennessee and we continue to see growth in this newer ELUS territory. A big reason for this success is the work Rick Simpson has done for ELUS in that state over the last year. Rick has truly started making a name for ELUS in the Volunteer state. He continues to look at every account for growth and opportunity.