

Fall 2022

Issue - 28

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**Work  
Anniversaries:**

October:

Tim Pompo – 9 years

Amy McBreen – 9 years

Jason Klingman – 10  
years

November:

John Hebler – 32 years

Bill Davis – 9 years

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**Happy Birthday:**

September:

Jon Wernert

Jared Bassett

Jason Klingman

November:

Eric DiSalle

Amy McBreen

# ELUS News

## ELUS Company

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Trade show season is here!



*L to R: Mary Slauter, Jared Bassett, John Hebler, George Slyman, Eric DiSalle  
(OLSA Show in Ohio)*



*ELUS Booth at TVPPA in August*



*Jon W. & Jason K. at KMMA*

The ELUS Team has been hitting the various trade shows throughout our territory. In the last two months, we have displayed our various principals' partners at the following – Michigan (MMEA), Indiana (IMEA), Tennessee (TVPPA), Ohio (OLSA), Kentucky (KMMA), just to name a few.

## Welcome – Diane Hickey

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Diane joined ELUS Company in 2022. She is a graduate of David Lipscomb University with a double major in Business Management and Organizational Business Communication. Diane provides support to our Tennessee territory working with Rick Simpson. She also supports Jason Klingman and Jon Wernert in our Kentucky territory. Diane is a veteran inside sales professional, bringing her strong customer support skills from an industry manufacture and another utility rep agency. With her long-time commitment to utility customers in both Tennessee and Kentucky, she is a great addition to ELUS Company.

### Tennessee Expansion!

#### ELUS & KMS Electrical Products

As you may recall, ELUS announced on June 1<sup>st</sup>, that ELUS Company and KMS Electrical Products had mutually reached an agreement, where ELUS Company will assume operations and the sales effort of KMS in Kentucky and Tennessee.

We worked diligently with KMS President, Bart Craver, who upon retirement will have more time to spend with his grandchildren and participate in various hobbies. He is also pleased that his efforts building KMS over the past ten years will continue to produce dividends.

We were also excited that Diane Hickey, an experienced member of the KMS team, was able to join ELUS Company.

Further, this development meant that ELUS was able to expand successful relationships with Delta Star and McWane to Tennessee. It also sprung a new relationship with GEOTEK | PUPI from Tennessee and Kentucky to Ohio and West Virginia.

ELUS is very happy about our continued expansion in Tennessee, and we appreciate Rick Simpson and Diane Hickey's focus on our continued growth in that market.





ELUS Company has been a proud and active member of the Electrical Equipment Representative Association (EERA), since 1960. The EERA was founded in 1948, with a mission to advance the quality and effectiveness of manufacturer representatives in the electrical equipment industry. ELUS Company founder, Jay Gates, served as the President of the EERA in 1974/1975, and the prior owner of ELUS, John Commons, served as President in 2007/2008. We are proud to announce that ELUS Trustee, Eric DiSalle, is currently serving as President until 2023. To become President of the EERA, Eric has served 7 years on the board in various capacities, has worked to continue to improve the organization, and was responsible for the program at the organization's annual meeting in March 2022. He also spoke to 300+ participants of the EERA appreciation breakfast at the IEEE T&D show this past April. Eric is honored and humbled to serve as the organization's President. He wants to give back to the organization that has done so much for him professionally and personally.

## ELUS COMPANY – AT HOME



L to R: Mila, Clark, & Hannah-Matt

### Welcome Mila!

- Inside Sales team member, Abbi Schilderink, and her husband Harry were excited to announce the arrival of their daughter Mila in July this summer! Mom, Dad, and Mila are doing great!

### Welcome Clark!

- Inside Sales Manager, Amber Cooper, was excited to announce the arrival of her first grandchild Clark in September. Amber tells us she will go by "Birdie" as Clark gets older and learns her name!

### Congratulations Hannah!

- Inside Sales team member, Hannah Kubalski, and her now husband Matt Young were married in September at a beautiful ceremony in Italy! Of course, the ELUS team had some fun and threw her a shower before they departed. Congratulations to the "Young" couple!