



**New Opportunities
A Renewed Focus** ★
usma 2010
San Antonio
Utility Supply Management Alliance

Greetings from the President of USMA

Welcome to the 15th annual educational conference of the Utility Supply Management Alliance and to San Antonio, Texas. I hope you will take time to explore the River Walk and historic district while making the most of the educational and networking opportunities of the USMA conference.



Networking opportunities are a vital part of the success of USMA and this year's site offers some outstanding venues for that. Our theme this year is "New Opportunities, A Renewed Focus". Each session has been carefully planned by the USMA Program Committee to provide value through a vast array of speakers and workshops that will challenge your current thought process and provide you with ideas and concepts that you can take home and use. The speakers and topics mirror the input received last year from supplier and utility attendees which was an indication of issues that are most pressing in their Supply Chain organizations.

I want to thank the USMA Board Directors for their hard work this year. They have researched topics, reviewed speakers, presentations and spent a considerable amount of time in making certain the program was finely tuned to meet the demands of our ever-changing business environment.

Please take time during the conference to provide feedback through the survey forms or by sharing your thoughts with a board member or our meeting staff.

Sincerely,
Rick Harrison, Georgia Power
A Southern Company
USMA Chairman 2009 - 2010

In 1995 a group of concerned individuals set out to establish an organization that would fill the role of an alliance between parties involved in supply chain management in the utility industry.

With no funds to work with, each board member voluntarily paid their conference fees well in advance to provide funds to organize and market the conference. That first effort was a success and each year the USMA conference has continued to grow.

Frank Bennett of BC Hydro was a part of the organizing group that founded the USMA. The Annual USMA Golf Tournament was renamed in his honor in 2007 and will continue as a charity event to benefit the ALS Foundation.

This conference marks the 15th meeting of a growing community interested in developing relationships that will make their supply chain safer, stronger and better.

Past Presidents of USMA

1996 – Allan Schoeneberg, Centerpoint Energy

1997 – Jeff Beauchamp, ClinicStation

1998 – Frank Bennett, BC Hydro

1999 – Richard J. Morrison, UtiliCor

2000 – C. Dale Wilbanks, Duke Energy

2001 – Jackson Ward, Howard Industries

2002 – Melissa Ebel, Tampa Electric Company

2003 – Dwight Griffith, Griffith Consulting LLC

2004 – Timothy Floyd, CenterPoint Energy

2005 – Patrick Avery, Cooper Power Systems

2006 – Carol S. Caballero, Constellation Energy

2007 – Brian O’Leary, Kuhlman Electric Company

2008 – Richard Harrison, The Southern Company

2009 – Steve Waller, Alcan Cable Company

2010 – Rick Harrison, The Southern Company

USMA is a non-profit association. All Officers and Board members are volunteers.

The Utility Supply Management Alliance 15th annual education conference theme for 2010 is “New Opportunities, A Renewed Focus”. The keynote speakers will help us to start down the path of a valuable two and a half day journey followed by workshops that will provide us with an opportunity to share in others views and experiences. The program includes several workshops of interest such as the panel discussions on Transmission Build, Sustainable Supply Chain, Inventory Technology Solutions, Leveraging Supply Market Data to Advance Your Strategic Sourcing Efforts and Utility Smart Grid Strategy & Investment. In addition there are workshops on Risk Management, Social Media and many more.

During the past year the USMA Program Committee has worked together in a collaborative effort to develop a meaningful program for the 2010 conference. In order to provide a program that addresses the topics of interest, the USMA Board used the feedback provided by the attendees from the 2009 conference in Ft. Lauderdale. The program addresses many of the issues that were identified and provide a focus on the new opportunities provided by changes in the market place. The program will address the dynamic nature of the utility industry and guide us to a renewed focus to work together in our strategic relationships.

The last day of the conference features three dynamic speakers that will provide insight into two relative topics. Business author Margaret Morford will present concepts from her book, “Management Courage – Having the Heart of a Lion”, Dr. Donald Leavens of NEMA will share his insight into the economy and David Owens of EEI and Ralph Cavanagh of Natural Resources Defense Council will present their views on energy generation and climate change.

As always, The USMA Conference is planned to provide the attendees with “take it home and use it” information. In order to achieve this objective we need your input during and after the workshops. Take the time to choose the workshops that are of interest to you and be prepared to interact with the presenters.

The USMA Program Committee’s goal is to provide you with a program that addresses the current industry needs along with the topics you have identified. Your feedback is critical to developing future conference programs. We try to listen and learn from our attendees. Please take the time to complete the survey at the end of each session that you attend and include topics for next year. Share your ideas with any USMA board member.

Over 400 individuals will be in attendance at the 2010 program and we believe everyone will benefit from it. Take the next two and a half days to learn, provide feedback, build relationships, and enjoy.

Hope to see you again next year.

Sincerely,

USMA Program Leadership 2009 - 2010

Chairman: Steve Maruszewski, S&C Electric Company

Vice-Chairs: Sandra Thatcher, Hendrix Wire & Cable Inc. & Vince Featherly, Salt River Project

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Location of Events

- Conference Registration & Information** – Third Floor, near the escalators
- Golf Tournament, Sunday Morning** – Canyon Springs Golf Club (6:30 am departure)
- Tennis Event, Sunday Morning** – McFarlin Tennis Center (8:30 am departure)
- Welcome Reception, Sunday Afternoon** – River Terrace & Patio, Riverwalk Marriott
- Educational Sessions, Networking Session, Attendee Lunches** – Third Floor, Marriott Rivercenter Hotel
- Monday Spouse Program Tour and Lunch;** depart from hotel lobby at 9:00 am
- Tuesday Spouse Program Guacamole & Margarita Class** at Boudro's at 1:30 pm
- Tuesday night event – At the Buckhorn,** depart from hotel's back entrance 6:15-6:30 pm

Registration

The conference registration and information desk will be open each day for pick-up of conference materials and name badges. The desk is located on the third floor of the Marriott Rivercenter Hotel and will be open at the following times:

Saturday, May 15	1:00 pm – 6:00 pm
Sunday, May 16	1:00 pm – 6:00 pm
Monday, May 17	7:00 am – 5:00 pm
Tuesday, May 18	7:00 am – 5:00 pm
Wednesday, May 19	7:30 am – 11:00 am

Events

The conference attendee registration fee includes (for spouse program events, see the spouse program information):

- Welcome Reception, Sunday
- General Sessions on Monday, Tuesday & Wednesday
- Concurrent Sessions on Monday & Tuesday
- Supplier Networking Reception on Monday afternoon
- Attendee lunches on Monday & Tuesday
- Tuesday Night Event at the "Buckhorn"

Space is limited for all events. Partial refunds are not available for activities not attended. All events may be cancelled, changed and/or delayed without notice. Speakers may be substituted. activities not attended. All events may be cancelled, changed and/or delayed without notice. Speakers may be substituted.

Educational Credit

You may be eligible for educational credit through the ISM. To apply for this credit you must keep a copy of the agenda booklet and a record of the sessions that you attended. Educational credits are typically used for C.P.M. and A.P.P. certification and re-certification programs. Visit www.ism.ws for more information on C.P.M., C.P.S.M. and A.P.P. programs.



DAILY AGENDA AT A GLANCE

Sunday, May 16

 **Frank Bennett Memorial Golf Tournament** 7:00 am Breakfast
8:00 am Shotgun Start

Canyon Springs Golf Club

 **USMA Tennis Event** 8:30 am depart hotel
Play begins at 9:00 am

McFarlin Tennis Center

Welcome Reception 5:00 pm – 6:30 pm

River Terrace & Patio, Riverwalk Marriott

Sponsored by: CPS Energy of San Antonio, CenterPoint Energy, ABB & WESCO

Monday, May 17

(All sessions below are on the third floor of the Marriott Rivercenter Hotel)

Continental Breakfast for Attendees 7:30 am – 8:00 am

Third Floor, Salon E Foyer

General Session 8:00 am – 11:45 am

Ballroom Salons E&F

Attendee Lunch 11:45 am – 1:00 pm

Third Floor, Salons G&M

Concurrent Sessions 1:00 pm – 2:15 pm

Salon A, Salons B&C, Salon D, Salons K&L

Concurrent Sessions 2:30 pm – 3:45 pm

Salon A, Salons B&C, Salons D, Salons K&L, Room 1&2

Joint Supplier Networking Reception 4:00 pm – 6:00 pm

Third Floor, Salons, H&I

Tuesday, May 18

(All sessions below are at the Marriott Rivercenter Hotel)

Continental Breakfast for Attendees 7:30 am – 8:00 am

Third Floor, Salon E Foyer

General Session 8:00 am – 9:45 am

Ballroom Salons E&F

Concurrent Sessions 10:15 am – 11:30 am

Salon A, Salons B&C, Salon D, Salons K&L

Attendee Lunch with Guest Speaker 11:45 am – 1:15 pm

Salons G&M

Concurrent Sessions 1:30 pm – 2:45 pm

Salon A, Salons B&C, Salon D, Salons K&L

Concurrent Sessions 3:00 pm – 4:15 pm

Salon A, Salons B&C, Salons D

Tuesday Night at the “Buckhorn” 6:15 pm

Take the shuttle or a short walk from the hotel's back entrance

End of festivities 9:30 pm

Wednesday, May 19

Continental Breakfast for Attendees 7:30 am – 8:00 am

Third Floor, Salon E Foyer

General Session 8:00 am – 11:00 am

Ballroom Salon E

Sunday, May 16

Frank Bennett Memorial Golf Tournament

(pre-registration required)

Canyon Springs Golf Club

6:30 am Shuttle bus from hotel to the Course

7:00 – 8:00 am Continental Breakfast & Check-in

Canyon Springs Pavillion

8:00 am Shotgun Start

12:30 – 1:15 pm Hosted Open Bar

1:15 pm (approx.) After Play Lunch & Awards Presentation

Canyon Springs Pavillion

5:00 – 6:30 pm Welcome Reception

River Terrace & Patio, Riverwalk Marriott

Sponsored by: CPS Energy of San Antonio,
CenterPoint Energy, ABB & WESCO.

Monday, May 17

Attire: Business Casual is suggested for all educational sessions. Keep in mind that meeting rooms are kept cool and you may want to bring a light sweater or jacket..

Location: All educational sessions will be held on the third floor of the Marriott Rivercenter Hotel

Salon E Foyer 7:30 – 8:00 am Continental Breakfast

8:00 – 11:45 am General Session

Ballroom Salons E&F **Conference Opening**

Father Mario Maizacchi
St. Joseph's, San Antonio

Conference Opening Remarks
Rick Harrison, President, USMA

Welcome to San Antonio

Elaina L. Ball, Director, Supply Chain,
CPS Energy

Keynote speaker
Warren Moon

Salon E Foyer 9:30 am Coffee Break

9:45 am General Session

Ballroom Salons E&F **Leadership & Accountability**

Commander Kirk Lippold, USN, Retired
Tim Hein, Vice President, USMA

The Grid Expansion – Building a Reliable Future

Wes Speed, VP Transmission, Oncor

Kelly Harrison, VP Transmission
Operations, Westar

Mark Esquerra, Manager, Transmission
Planning & Generation Interconnection
Services, PG&E

Salons G&M **11:45 am Buffet Lunch**

1:00 – 2:15 pm Concurrent Sessions

Salons B/C **Inventory Technology Solutions –
Integrated Supply Focus.**

Panel Participants **Alan Morris**, VP Sales & Operations, HD
Supply Utility
Alan Currie, Lead Sourcing Specialist,
CenterPoint Energy
Scott Dowell, GM Duke Alliance, WESCO
Jim Cameron, Senior VP, Utility Group,
Stuart C. Irby
Joe Donaghy, Director, Strategic Sourcing,
Exelon

Salons K&L **Copper & Aluminum: Navigating the
New Reality**

John E. Gross, President J.E. Gross, Inc.

Salon A **Social Media Essentials for the Electric
Utility, How to Post, Link and Tweet Your
Way to Business Success!**

Marsha Egan, CPCU, ACC

Salon D **Grain Oriented Electrical Steel: A
Steelmakers Perspective**

Jerry Schoen, Principal Engineer, AK Steel
Research

Salon E Foyer 2:15 pm Coffee Break

2:30 – 3:45 pm **Concurrent Sessions**

<i>Salon D</i>	Grain Oriented Electrical Steel: A Steelmakers Perspective Jerry Schoen , Principal Engineer, AK Steel Research
<i>Salons B&C</i>	Stories of Individual and Joint Successes Along the Dusty Trail We Call “Sustainability” Panelists: John Harper , AEP & The Sustainability Alliance Group Mark Bueltmann , AEP JoAnna DeRico , Northeast Utilities Lisa Lam , PG&E
<i>Salons K&L</i>	Driving Efficiencies in Contractor Services Panelists: Bill Herdegen , VP, T&D Operations, KCPL Steve Asplundh , Senior VP, Asplundh Tree Expert Co. James Pitts VP, Altec Industries
<i>Salon A</i>	LinkedIn Profile Excellence, Social Networking for Your Career and Business Marsha Egan , CPCU, ACC
<i>Conference Rooms 1 & 2</i>	Transportation Electrification – Getting Ready for Plug-in Hybrid and Electric Vehicles Tom Reddoch , Executive Director Energy Utilization, Electric Power Research Institute (EPRI)
4:00 pm Joint Supplier Networking Reception	
<i>Ballroom Salons H&I</i>	Everyone is invited to participate. Beverages and snacks will be served and sponsoring suppliers will host tables. Please see the Networking Session sponsors listed later in this booklet for details on their products/ services.

Tuesday, May 18

<i>Salon E Foyer</i>	7:30 – 8:00 am Continental Breakfast
8:00 – 10:00 am General Session	
<i>Ballroom Salons E&F</i>	Session Opening & Presentation Tim Hein , Vice President, USMA Leadership for Delivering High Performance Results Mike Adams , former Vice President of Quality, Allegheny Energy, Inc. Leverage Supply Market Data to Advance Your Strategic Sourcing Efforts Facilitators: Mark Brandt , Ameren & Ben Moglen , PG&E Panelists: Paul Schuster , VP Intelligence Solutions, PowerAdvocate Doug Stone , GM Procurement Projects, Allegheny Energy Subba Nishtala , Director, Strategic Procurement, APS Steve Coleman , Director, Strategic Sourcing, PG&E
10:15 – 11:30 am Concurrent Sessions	
<i>Salon D</i>	Managing Risk and Delivering Value- An Introduction to Best Value Procurement Dr. Dean Kashiwagi , Professor – ASU and Fulbright Scholar. Note: A similar session is offered at 1:30 pm for those unable to attend this session.
<i>Salon A</i>	The Trusting Workplace – The Economic Impact Eric Papp , Business Coach, Author and Speaker
<i>Salons K&L</i>	Utility Smart Grid Strategy & Investment David Wade , Senior Vice President Electric System, CPB of Chattanooga Jonathan Pettit , Advanced Metering System Project Manager, Oncor Electric Delivery Tim Mann , Manager Contract Administration, CenterPoint Energy

*Salons B&C***Practical Implications for Integrating Transmission Requirements Into Your Supply Chain With the Expected Peak in Construction Driven by Renewables and Infrastructure**

Wes Speed, Vice President Transmission, Oncor

Joe Marchese Director, Engineering & Construction, Florida Power & Light

Charlie Murrah, President, Energy Division, Southwire Company

Jim Hicks, Group Vice President, Pike Construction

Mike Paharik, Director of Sales, Steel Structures Division of Thomas & Betts

 *Salons G&M***11:30 – 1:30 pm****Lunch with Comedian Don Friesen**

Introduction by Steve Maruszewski, USMA Program Chairman

1:30 – 2:45 pm Concurrent Sessions*Salon A***Reinvent Yourself**

Eric Papp, Business Coach, Author & Speaker

*Salon D***Managing Risk and Delivering Value- A Closer Look at Best Value Procurement**

Dr. Dean Kashiwagi, Professor – ASU and Fulbright Scholar. Note: A similar session is offered at 10:15 am for those unable to attend this session.

*Salons K&L***Fleet Case Study & Best Practices****Panelists:**

Alan McElroy, General Manager, Duke Energy

Charlie Williams, Part/Contract Manager, Duke Energy

Greg Jacobs, Sourcing Lead, Fleet & Aviation, Florida Power & Light

*Salons B&C***Copper & Aluminum: Navigating the New Reality**

John E. Gross, President J.E. Gross, Inc.

*Salon E Foyer***2:45 – 3:00 pm****Coffee Break****3:00 pm – 4:15 pm Concurrent Sessions***Salon A***Workplace Trends: Survival Secrets for the Next Decade**

Margaret Morford, The HR Edge, Author & Management Consultant

*Salon D***Utility Smart Grid Strategy & Investment**

David Wade, Senior Vice President Electric System, CPB of Chattanooga

Jonathan Pettit, Advanced Metering System Project Manager, Oncor Electric Delivery

Tim Mann, Manager Contract Administration, CenterPoint Energy

*Salons B&C***Practical Implications of Integrating Transmission Requirements into Your Supply Chain with the Expected Peak in Construction Driven by Renewables and Infrastructure**

Wes Speed, Vice President Transmission, Oncor

Joe Marchese Director, Engineering & Construction, Florida Power & Light

Charlie Murrah, President, Energy Division, Southwire Company

Jim Hicks, Group Vice President, Pike Construction

Mike Paharik, Director of Sales, Steel Structures Division of Thomas & Betts

6:30 pm – 9:00 pm An Evening at the “Buckhorn”

Relax after a day of intense sessions and mingle with your peers at the historic Buckhorn Saloon & Museum. Founded in 1881, this is sure to be an evening you won't want to miss. Enjoy a Texas-style dinner buffet, cocktails and live entertainment. Evening attire: Texas Casual.



Wednesday, May 19

Salon E Foyer 7:30 – 8:00 am Continental Breakfast

8:00 – 11:30 am General Session

Ballroom Salon E Session Opening

Walt Campbell, Second Vice
President, USMA

**Management Courage – Having the
Heart of a Lion**

Margaret Morford, HR Edge, Business
Author

Economic Update for the Utility Industry

Dr. Donald Leavens, Vice President &
Chief Economist, NEMA

**The Future of the Utility Industry -
Managing Environmental and Economic
Uncertainty**

David Owens, Senior Vice President
Operations, EEI

Ralph Cavanagh, Senior Attorney and
co-director of the Energy Program for the
Natural Resources Defense Council

11:00 am This concludes the 15th Annual
USMA Conference

We hope to see you next year in

Tampa, Florida, May 22-25, 2011.

Featured and General Session Speakers

(In Alphabetical Order) All speakers are subject to change without notice

Adams, Mike, former Vice President of Quality for Allegheny
Energy, Inc., current owner of Mike Adams & Company.
Leadership for Delivering High Performance Results.

Cavanagh, Ralph, Senior Attorney and Co-Director of the
Natural Resources Defense Council. **The Future of the Utility
Industry – Managing Environmental and Economic Uncertainty**

Esguerra, Mark, PG&E. **The Grid Expansion – Building a
Reliable Future.**

Harrison, Kelly, Vice President, Transmission Operations &
Environmental Services, Westar Energy, Inc., **The Grid Expansion
– Building a Reliable Future.**

Leavens, Donald R., Ph.D., Vice President and Chief
Economist, National Electrical Manufacturers Association
(NEMA). **Economic Update for the Utility Industry.**

Lippold, Kirk, Commander USN Retired. **Leadership and
Accountability.**

Moon, Warren, Athlete, Author and Broadcast Journalist.
Keynote Speaker.

Morford, Margaret, President, The HR Edge, Inc. and
author. **Management Courage – Having the Heart of a Lion.**

Speed, Wes, VP Transmission, Oncor. **The Grid Expansion –
Building a Reliable Future.**

Owens, David K., Executive Vice President of Business
Operations, Edison Electric Institute. **The Future of the Utility
Industry- Managing Environmental and Economic Uncertainty**

Monday, May 17, 2010**1:00 pm – 2:15 pm**

Salon A	Salons B&C	Salon D	Salons K&L
Session Social Media Essential for the Electric Utility	Inventory Technology Solutions	Grain Oriented Electrical Steel: A Steelmakers Perspective	Copper & Aluminum: Navigating the New Reality
Speaker Marsha Egan, CPCU, ACC	Panel	Jerry Schoen	John E. Gross

2:30 pm – 3:45 pm

Salon A	Salons B&C	Salon D	Salons K&L	Room 1&2
Session LinkedIn Profile Excellence: Social Networking for Your Career & Business	Stories of Individual and Joint Successes Along the Dusty Trail We Call "Sustainability"	Grain Oriented Electrical Steel: A Steelmakers Perspective	Driving Efficiencies in Contractor Services	Transportation Electrification: Getting Ready for Plug-in Hybrid and Electric Vehicles
Speaker Marsha Egan, CPCU, AC	Panel	Jerry Schoen	Panel	Tom Reddoch

Tuesday, May 18, 2010**10:15 am – 11:30 am**

Salon A	Salons B&C	Salon D	Salons K&L
Session The Trusting Workplace – The Economic Impact	Practical Implications for Integrating Transmission Requirements into Your Supply Chain...	Managing Risk and Delivering Value-An Introduction to Best Value Procurement	Utility Smart Grid Strategy & Investment
Speaker Eric Papp	Panel	Dr. Dean Kashiwagi	Panel

1:30 pm – 2:45 pm

Session Reinvent Yourself	Copper & Aluminum: Navigating the New Reality	Managing Risk and Delivering Value- A Closer Look at Best Value Procurement	Fleet Case Study & Best Practices
Speaker Eric Papp	John E. Gross	Dr. Dean Kashiwagi	Panel

3:00 pm – 4:15 pm

Session Workplace Trends: Survival Secrets for the Next Decade	Practical Implications of Integrating Transmission Requirements into Your Supply Chain	Utility Smart Grid Strategy & Investment	
Speaker Margaret Morford	Panel	Panel	



Concurrent Session Presenters

Asplundh, Steve, Senior Vice President, Asplundh Tree Expert Company. *Driving Efficiencies in Contractor Services*

Buelmann, Mark, Manager Sustainable Supplier Development, American Electric Power. *Stories of Individual and Joint Successes Along the Dusty Trail We Call "Sustainability"*.

Brandt, Mark, Manager Supply Chain Operations, AMEREN. *Leverage Supply Market Data to Advance Your Strategic Sourcing Efforts.*

Cameron, Jim, Senior Vice President, Utility Group, Stuart C. Irby. *Information Technology Solutions – Integrated Supply Focus.*

Coleman, Steve, Director Strategic Sourcing, PG&E. *Leverage Supply Market Data to Advance Your Strategic Sourcing Efforts.*

Currie, Alan, Lead Sourcing Specialists, CenterPoint Energy. *Information Technology Solutions – Integrated Supply Focus.*

DeRico, JoAnne, Senior Sourcing Consultant, Northeast Utilities. *Stories of Individual and Joint Successes Along the Dusty Trail We Call "Sustainability"*.

Donaghy, Joseph, Director Strategic Sourcing, Exelon. *Information Technology Solutions – Integrated Supply Focus.*

Dowell, Scott, GM Duke Alliance, WESCO Distribution Inc. *Information Technology Solutions – Integrated Supply Focus.*

Egan, Marsha, CPCU, ACC, The Egan Group. *LinkedIn Profile Excellence: Social Networking for Your Career & Business and Social Media Essential for the Electric Utility.*

Gross, John E., President of J.E. Gross & Company. *Copper & Aluminum: Navigating the New Reality.*

Harper, John, Vice President, Business Logistics, American Electric Power. *Stories of Individual and Joint Successes Along the Dusty Trail We Call "Sustainability"*.

Herdegen III, William P., Vice President, T&D Operations, KCP&L. *Driving Efficiencies in Contractor Services*

Hicks, Jim, Senior Vice President, Pike Electric. *Practical Implications of Integrating Renewables into Your Supply Chain.*

Jacobs, Greg, Sourcing Lead, Fleet & Aviation, Florida Power & Light. *Fleet Case Study and Best Practices.*

Kashiwagi, Dean, PhD, P.E., Fulbright Scholar, Professor and Director of the Performance Based Studies Research Group, Del E. Webb School of Construction, School of Sustainable Engineering and the Built Environment, IRA A. Fulton Schools of Engineering, Arizona State University. *Session 1 - Managing Risk and Delivering Value- An Introduction to Best Value Procurement and Session 2- Managing Risk and Delivering Value- A Closer Look at Best Value Procurement.*

Lam, Lisa, Manager, Supply Chain Strategy, PG&E. *Stories of Individual and Joint Successes Along the Dusty Trail We Call "Sustainability"*.

Mann, Tim C., Manager Contract Administration, CenterPoint Energy. *Utility Smart Grid Strategy and Investment.*

Marchese, Joe, Director, Engineering & Construction, Florida Power & Light. *Practical Implications of Integrating Renewables into Your Supply Chain.*

McElroy, Alan, General Manager, Fleet Services, Duke Energy. *Fleet Case Study and Best Practices.*

Morford, Margaret, President, The HR Edge, Inc. and author. *Workplace Trends: Survival Secrets for the Next Decade.*

Moglen, Ben, Portfolio Manager, PG&E. *Leverage Supply Market Data to Advance Your Strategic Sourcing Efforts.*

Morris, Alan, Vice President Sales & Operations Southwest, HD Supply. *Information Technology Solutions – Integrated Supply Focus.*

Murrah, Charlie, President Energy Division, Southwire. *Practical Implications of Integrating Renewables into Your Supply Chain.*

Nishtala, Subba, Director, Strategic Procurement, Arizona Public Service (APS). ***Leverage Supply Market Data to Advance Your Strategic Sourcing Efforts.***

Paharik, Mike Director of Sales, Steel Structures Division, Thomas & Betts. ***Practical Implications of Integrating Renewables into Your Supply Chain.***

Papp, Eric, author, speaker and business coach. ***The Trusting Workplace and Reinventing Yourself.***

Petitt, Jonathan, Advanced Metering System Project Manager, Oncor Electric Delivery. ***Utility Smart Grid Strategy and Investment.***

Pitts, James, Vice President, National Service Group, Altec Industries, Inc. ***Driving Efficiencies in Contractor Services.***

Reddoch, Thomas W., Director, Technical Advisory Services. ***Transportation Electrification: Getting Ready for Plug-in Hybrid and Electric Vehicles***

Schoen, Jerry, Principal Engineer, Specialty Steel Research & Applications Engineering, AK Steel Research. ***Grain Oriented Electrical Steel: A Steelmakers Perspective.***

Schuster, Paul, Vice President Intelligence Solutions, PowerAdvocate. ***Leverage Supply Market Data to Advance Your Strategic Sourcing Efforts.***

Speed Wes, Vice President Transmission, Oncor. ***Practical Implications of Integrating Transmission Requirements Into Your Supply Chain.***

Wade, David, Senior Vice President, Electric System, CPB of Chattanooga. ***Utility Smart Grid Strategy and Investment.***

Williams, Charlie, Manager Parts and Contract Management, Fleet Services, Duke Energy. ***Fleet Cast Study and Best Practices.***

Wilson, Brian, Manager Inventory Services, Duke Energy. ***Information Technology Solutions – Integrated Supply Focus.***



USMA Supplier / Utility Networking

Product/Service Descriptions

ABB Inc.

ABB is a leader in power and automation technologies that enable utility and industry customers to improve performance while lowering environmental impact. The Power Technologies Division serves electric, gas and water utilities as well as industrial and commercial customers, with a broad range of products, systems and services for power transmission, distribution and power plant automation. Offerings include transformers, switchgear, breakers, capacitors, cables and technologies for high- and medium-voltage applications. ABB Automation Technologies deliver solutions for control, motion, protection, and plant integration across the full range of process and utility industries. www.abb.com. Contact: Frank Stiff at 678-473-0131 or frank.stiff@us.abb.com

Achilles Information, Inc.

Achilles works to identify, qualify, evaluate and monitor suppliers on behalf of major organizations worldwide. We build and support buyer-supplier communities in many industry sectors, creating unique and powerful global networks. Our services for sustainable procurement help create opportunities for business and reduce risk in the supply chain. Contact: Maria Sampson P)781-258-7947 E) maria.sampson@achilles.com

Alcan Cable

Alcan Cable is a division of Alcan Products Corporation, a worldwide producer and fully integrated supplier of aluminum. Alcan Cable is a leading manufacturer of transmission and distribution cable, service cable and building wire. Alcan Cable has provided electrical conductor to the utility market for over 100 years. Product offerings include a full range of bare and insulated conductors to the electric utility, commercial and industrial markets. Alcan provides a host of technical support services to its utility customers including product and installation recommendations, application engineering and testing.

Visit our web site at www.cable.alcan.com or call us at 1-800-347-0571.

American Wire Group

American Wire Group (AWG) is a global sourcing organization supplying our customer's access to worldwide cable supply. AWG supplies all conductors for utility applications, transmission, distribution, and substation projects. AWG offers ACSR, AAC, AAAC Bare Aluminum Conductors, Underground and submarine cables up to 500KV, Overhead and Underground 600V and MV Power Cables, OPGW and Fiber Optic Cables, Galvanized Steel and Alumoclad Steel Shield Wire, Bare Copper, and Copperclad steel. For more information, please find AWG on the web at www.buyawg.com or call 1-800-342-7215. sales@buyawg.com

Ardmore Power Logistics, LLC

Ardmore Logistics provides custom freight management services to the energy industry. Our energy industry specialization allows us to reduce cost while delivering superior freight management and freight bill payment services. Our programs produce operational and financial success for our customers. We have the expertise, experience and utility sector focus to be the industry's choice for freight management services. To learn more contact David Cottenden at 877-273-6673, email info@ardmorelogistics.com or browse www.ardmorelogistics.com

AREVA

AREVA's Transmission & Distribution Division (AREVA T&D) designs, manufactures and supplies a complete range of products, systems and services for all stages in the transfer of electricity, from the electrical generator terminals to the utilities' end-users. AREVA is one of the three primary global players building products and systems for the transmission and distribution of electrical energy, with 72 industrial manufacturing sites in 100 countries, serving 30,000 customers in 160 countries. AREVA is the market share leader for Energy Management Systems, Gas-insulated Substations, Disconnect Switches, and Instrument Transformers. In addition, AREVA is either second or third largest producer of Power Transformers, Circuit Breakers, (& Generator Circuit Breakers), Protective Relaying /

Substation Automation, MV Switchgear, turnkey EHV substations, and large power electronic projects such as HVDC and Static VAR Compensation Systems. Contact: E) scott.pollock@areva-td.com, P) 484-766-8141, W) www.areva-td.com

Atlas Tube – Utility Products Group

Eco-POLE steel distribution poles from Atlas Tube. Non-tapered steel distribution poles – an economical and ecological alternative to traditional steel and wood products.

Bob Burger – Product Manager Phone: 734-751-9408
Boburger@atlastube.com www.atlastube.com/utilityproducts

Bell Lumber & Pole

For nearly 100 years, Bell Lumber & Pole has been supplying quality wood solutions to the specifications of utility companies throughout North America. Bell Lumber & Pole produces and processes Western Red Cedar, Northern Red Pine, Southern Yellow Pine, Lodgepole Pine and Douglas Fir. Contact us for all your wood pole needs at 651.633.4334 or at www.blpole.com

Border States Electric

One of the largest independent wholesale distributors in the country, Border States Electric provides products and value-added services to the construction, industrial, and utility industries with a focus on strategic alliances. Our expertise in utility products and applications along with our broad range of inventory and network of 60 locations help ensure your projects are completed on budget and on time. Check out borderstateselectric.com for a location near you.

Bridgewell Resources

As one of the nation's largest suppliers of wood poles, Bridgewell Resources currently operates 14 pole yards and has treating facilities strategically located throughout the U.S. and Canada to service energy and other construction projects. With inventories located from coast to coast, Bridgewell can meet all your utility needs. Our pole and construction group provides expert advice, with fast and dependable delivery services to get the products you need when you need them.

Please find us on the web at www.woodpoles.com or by phone at 800-435-3511 if you have any questions or requirements.

Central Moloney Inc.

Central Moloney, Inc. is a manufacturer of electrical distribution transformers and Components including: 1) Single-Phase Pole Mount, Pad Mount and Subsurface Transformers; 2) Three-Phase Pad Mount and Network Transformers; 3) Sectionalizing Pad Enclosure; 4) Molded Components for the OEM and utility industry. Central Moloney, Inc. is headquartered in Pine Bluff, Arkansas. You may visit our website at www.centralmoloneyinc.com

Champion Wire & Cable LLC

Champion Wire & Cable specializes in the distribution of Utility conductor products. Champion's extensive inventory includes both copper and aluminum conductors for immediate shipment. Champion offers:

- An excellent secondary source for all your wire and cable needs
- An extensive inventory of control cable of all types
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- Strategic alliance with manufacturers to provide just in time inventory and deliveries.

Contact Don Reisfeld: 1-800-409-8900 or driesfeld@champwire.com

CJI Group Ltd.

CJI Group Ltd. has operated for over 12 years, a variety of business including industrial supplies and aluminum wire. CJI's office and warehouse is located in Tucker, Georgia. Currently, CJI is heavily involved in aluminum wire. The company has supply relationships with wire manufacturers in China. Contact: Charles Jing, President at 770-934-4474 or cjigroup@yahoo.com; Channris Lee at 770-934-4474 or lee.cjigroup@yahoo.com; Ned Wang at 678-978-4667 or ned-wang@msn.com; website:www.cji-wire.com.

Clean Harbors Environmental Services Inc.

Through our operating divisions we provide both Environmental Management Services and Industrial Services.

Product lines: Hazardous Material Management, Disposal and Industrial Services

As the leading provider of Environmental and Industrial Services and the largest hazardous waste disposal company in North America, Clean Harbors provides hazardous and non-hazardous waste recycling, treatment and disposal, as well as CleanPack® laboratory chemical packing and household hazardous waste management services. Onsite Services, Emergency Response and Disaster Recovery Field services, Industrial Services including high pressure work, hydrovac, line pigging, boring and chemical cleaning, Vacuum Services, and Transformer Services are available throughout the United States, Canada and Puerto Rico. Our capabilities also include tank cleaning, decontamination, industrial cleaning, and remediation. For environmental emergencies, spills or disasters, call our Emergency Response Hotline at 1.800.OIL.TANK. Contact: Dan Mahanor, Vice President, Utility Vertical Markets, Clean Harbors Environmental Services, 42 Longwater Drive, Norwell, MA 02061-9149 Phone 863-533-6111, EMAIL: mahanord@cleanharbors.com Cell: 863-228-2517 www.cleanharbors.com

CME Wire and Cable

CME Wire and Cable, Inc., a U.S. corporation, is a wholly-owned subsidiary of Viakable, formerly known as Conductores Monterrey, the largest manufacturer of high quality, technically advanced wire and cable products in Mexico, and part of the XIGNIX group of companies.

CME has one of the broadest product line capabilities servicing the North American Electrical Utility market for over a decade, and is comprised of two principal business units: the Distribution Division and Energy Cable Division headquartered in Atlanta, Georgia.

Cooper Lighting

Cooper Lighting is a leading manufacturer of innovative LED lighting solutions for the utility industry. Whether for streets and roadways or parking lots and private area lighting, Cooper Lighting can offer LED product solutions that will have what the utility customer needs to best manage the total ownership costs associated with outdoor lighting. For additional information, contact: Glen Thor, National Sales Manager at (770) 486-4800 or by e-mail at glen.thor@cooperindustries.com. We are also on the web at: www.streetworkslighting.com.

Cooper Power Systems

Cooper Power Systems is a global manufacturer of world-class power delivery and reliability solutions for the electrical and industrial markets. Through its Energy Automations Solutions group, it is also a leading provider of software, communications and integration solutions that enable customers to increase productivity, improve system reliability, and reduce costs. Cooper Industries plc operates eight divisions: B-Line, Bussmann, Crouse-Hinds, Lighting, Power Systems, Safety, Wiring Devices, and Tools. Cooper Connection provides a common platform to serve our electrical distributors, specifiers and end user customers. P) 262-524-3300, F) 262-524-3319, W) www.cooperpower.com

Cox Industries, Inc. /Carolina Pole, Inc.

Cox Industries, Inc. is a manufacturer of Utility Poles, Cross Arms and Cross Braces to the Investor Owned, RUS, Municipal and Contractor users within the utility Industry- both domestically and internationally. We have multiple state of the art treating facilities capable of treating with CCA, CCA-ET, and Penta preservatives. We provide delivery across the country with our company owned fleet of boom equipped trucks originating directly from our manufacturing facilities, or through our various distribution yards. Our plants are conveniently located to major Port facilities for International shipments. Please refer to our website at www.coxwood.com for additional information. We may be reached at 803-492-8005 or email may be directed to ccoker@coxwood.com

CTC Cable Corporation

ACCC® conductor's high temperature, low sag capability allows it to carry up to twice the current of conventional conductors of the same diameter and weight, and its improved efficiency allows it to reduce line losses and emissions by over 30%. For more information please contact Robin Rojas at rrojas@compositetechcorp.com. CTC Cable Corporation, 2026 McGaw Ave., Irvine, CA 92614, P) 949-428-8500, W) www.ctccable.com

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Since 1996 Denali Group has collaborated with supply chain and procurement professionals to transform their organizations' capabilities, optimize efficiencies, increase spend under management, and drive cost savings. Our innovative solutions are industry-specific and deliver results quickly and efficiently.

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Contact Denali Group at 530-550-5213, info@denaliusa.com, or www.denaliusa.com

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FABRIMET Inc.

For 50 years Fabrimet Inc. has specialized in the fabrication of steel structures, substation steel and miscellaneous steel products. We offer design and detailing services for lattice transmission towers for medium to high voltages. For more details visit our web site at www.fabrimet.com or contact Mr. Paul Guerette at pguerette@fabrimet.com.

Gamma Insulator Company

Gamma Insulator Company, a subsidiary of the multinational Corona Group, is a manufacturer of high grade electrical porcelain insulators and protection equipment for the utility and utility OEM industry. For nearly 50 years, Gamma has served markets in the US and around the world under its Gamma Insulators brand, or as a manufacturer of brand labeled product for highly respected insulator companies such as Lapp Insulator.

With its expanding product lines, including the recent introduction of polymer insulators, Gamma Insulators has the distribution and transmission options for your insulator requirements. Contact: Christopher Seguin, Sales & Marketing Manager North America, P) 585-203-1092 C) 815-353-8607 E) gamma@rochester.rr.com

GE Energy

Digital Energy (previous name: Transmission and Distribution) is focused on a Smarter Grid, enhancing your asset reliability, increasing its capacity and improving your operating efficiency. Our offerings include Transformers, Meters, Breakers, Capacitors, RTUs, Transformer Monitoring Devices, Portable Test Equipment for relays, breakers, batteries and power transformers. We offer SCADA and GIS software solutions and the associated services to install and support our products. Visit our web site at www.gepower.com

General Cable

General Cable is a key source of energy cables for power generation, transmission and distribution worldwide and the largest energy products supplier in North America. General Cable offers a complete line of Silec® insulated high- and extra-high-voltage underground energy cables, providing turnkey design and engineering services. BICC® Brand bare overhead conductors, low- and medium-voltage distribution and substation cables serve the total transmission and distribution needs of electric utilities. Visit our website at www.GeneralCable.com

Graybar Electric

Graybar, a Fortune 500 corporation and one of the largest employee-owned companies in North America, is a leader in the distribution of high quality electrical, telecommunications and networking products, and specializes in related supply chain management and logistics services. Through its network of more than 250 North American distribution facilities, it stocks and sells products from thousands of manufacturers, serving as the vital link to hundreds of thousands of customers. For more information, visit <http://graybar.com/> or call 1-800-GRAYBAR.

HD Supply Utilities

HD Supply Utilities is an industry leader, innovator and solutions provider in the utilities distribution space. As the largest electric utilities

distributor in North America, we provide the industry's broadest and most comprehensive products, solutions, technology and expertise for the transmission and distribution of electric power, as well as generation plant maintenance. We help utilities of all sizes to drive costs out of their supply chain, lower their Total Cost of Ownership and achieve energy efficiency and conservation. Contact: Alan Morris, Vice President, 940-270-7200, alan.morris@hdsupply.com.

Howard Industries

Howard Industries produces a wide range of products for electric utilities including distribution transformers, small and medium power substation transformers, network transformers, step-voltage regulators, pad-mounted junction enclosures, oil-filled junction cabinets, transformer components; lighting fixtures, ballasts and lamps; and personal computers. Contact: Scotty Sumrall; E) marketing@howard.com; W) www.howard.com

Hubbell Power Systems

Manufacturer of a wide variety of transmission, distribution, substation, and telecommunications products. Products include: construction, switching and protection products, insulators, arresters, hot line tools, cable accessories, connectors, fittings, condenser and polymer bushings, hardware and polymer underground enclosures and pads, and high voltage switches. Brands include: ANDERSON™, CDR, CHANCE®, ECI®, FARGO®, HUBBELL®, OHIO BRASS®, PCORE®, QUAZITE®, USCO™. Web: www.hubbellpowersystems.com; E-mail: hpsliterature@hps.hubbell.com; P) 573-682-5521; F) 573-682-8714; Address: 210 North Allen, Centralia, MO 65240

Hughes Brothers, Inc.

Manufacturer of Wood, Steel and Fiberglass transmission and distribution structures and components for overhead line construction. W) www.hughesbros.com E) mark@hughesbros.com

IHS Intermat

IHS Intermat specializes in the standardization and enrichment of maintenance, repair, and operation (MRO) material descriptions, as well as the optimization of MRO inventory order points, order quantities, and lead times.

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Contact: Max Mascarenhas, Max, Senior Account Executive, 832.244.5546, max.mascarenhas@ihs.com

Koppers Inc.

Koppers, with corporate headquarters and a research center in Pittsburgh, PA, is a global integrated producer of carbon compounds

and treated wood products which includes Utility Poles and Piling. Koppers Utility Poles and Piling segment is a leading producer of pressure treated wood poles and piling for the electrical and telecommunications industries and for the foundation and marine construction markets. We have multiple treating facilities capable of treating CCA, CCA-ET, Creosote and Penta. The stock of Koppers Holdings Inc. is publicly traded on the New York Stock Exchange. For further information please visit our website at www.koppers.com or contact: Bill Tapler, Eastern Regional Sales Manager; Phone: 412-227-2699; Email: TaplerWJ@koppers.com

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Lake Cable, LLC utility product lines include power, control, instrumentation, thermocouple extension wire and constructions up to 2KV. Our insulation systems include PVC/Nylon, XLPE/PVC, PE/PVC/PVC (20/10 CABLE), XLPE/CPE AND Low Smoke Zero Halogen materials. These cable products are used in the most cutting edge technologies of power generation, energy distribution, building automation, fire systems and access control. Website: www.lakecable.com Contact info: Win Ryder, Utility Business Consultant, 529 Thomas Dr., Bensenville, IL 60106. Toll Free: 888-518-8086

MacLean Power Systems

Privately held MacLean Power Systems, is a market share leader in the manufacturing of Transmission & Distribution materials for the electric utility industry. MPS leading products include automatic & bolted connectors, silicone rubber non-ceramic insulators from 15kV-765kV, ferrous & aluminum hardware, hardware assemblies, and fiberglass products for overhead line construction including nylon thread brackets, specialty steel fabrications, grounding equipment ,tools a full line of pole line hardware, anchors, lightning arresters, and fuse cut outs. Contact us @ 847-455-0014 or visit our website at www.maclepower.com

McFarland Cascade

McFarland Cascade is a leading supplier of wood poles to utilities throughout North America. Products include Coastal Douglas Fir, Western Red Cedar and Southern Yellow Pine poles in transmission and distribution sizes. In addition to poles, McFarland Cascade produces lumber and associated products for the retail market. Call us at 1-800-426-8430 or visit our website at www.LDM.com

NAAUD

The North American Association of Utility Distributors (NAAUD) is an organization of select distributors and leading manufacturers that are committed to fostering collaboration, best practices and continuous improvement in the supply chain that serves utilities in North America. NAAUD is best known for its organization of a formalized "Storm &

Emergency Restoration Program” and its fostering of education in the supply chain and utility industry. www.naoud.com

North American Switchgear, Inc.

NAS, Inc. sells used, reconditioned and out of production power circuit breakers, switchgear and associated parts. NAS also has a full time repair and recondition group specializing in low and medium voltage circuit breakers, stocking all makes and manufacturers. Contact: Michael Habeeb at 800-909-3660 or michaelh@naswgr.com; www.naswgr.com

Pacific Exchange, Inc.

Like-Kind Exchange Provider. Providing the average Utility Company with \$3-5M in Annual Cash-Flow Savings. P) 800.399.4577 E) Info@pacificexchange.org

Pacific Wood Preserving Companies

Pacific Wood Preserving Companies is the treated wood supplier that is committed to being your customer service oriented organization. From distribution and transmission poles up to 160', to cross arms and other treated wood products, Pacific Wood has you covered. Visit our website at www.pacificwood.com or e-mail Bob Schuh at bob.schuh@pacificwood.com or Denny Macel at denny.macel@pacificwood.com

PowerAdvocate

PowerAdvocate provides supply market insight and solutions to energy companies to optimize financial results. We combine best-in-class information, innovative technology, and expert services to save our customers money and improve performance. PowerAdvocate's Energy Intelligence Platform and advisory services span the energy value chain from power generation (including renewable energy) to T&D. Contact info: 179 Lincoln Street, Boston, MA 02111, Phone: (857) 453-5700.

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Preformed Line Products is the leading supplier of suspension, dead-end and vibration control products for transmission and distribution systems worldwide. We offer formed wire products such as GUY-GRIP dead-ends, armor rods, and insulator ties. Transmission line hardware includes ARMOR-GRIP Suspension, spacers and dampers. PLP SOLAR offers mounting hardware, system integration and installation services for PV solar applications. A complete line of cable hardware and splice closures is available for fiber optic cables. Contact: Dennis G. Theis, Director - Marketing and Sales, Preformed Line Products 440-461-5200 or Inquiries@preformed.com, www.preformed.com

RAPID

RAPID is the world's largest virtual database of parts and equipment supporting the electric power industry. RAPID provides data and “smart tools” to support every part of your supply chain. www.rapidpartsmart.com

Renew International

Renew International performs three complimentary services for the utility industry – Accounts Payable Recovery, Contract Compliance Reviews and Project/Construction Audits covering the entire procure-to-pay process.

Please contact Bill Walters at 713-725-7820 or bwalters@renew.net

Rotonics Manufacturing

Molded polymer products for underground distribution of electricity featuring a returnable and reusable cable reel in addition to our extensive line of secondary pedestals, below grade vaults, transformer pads, decorative light poles and bollards and temporary service adaptors.

Factory Tel. No.: 736-479-3160 Email: mike.melymuk@rotonics.com
Web Site: www.rotonics.com

S&C Electric Company

S&C Electric Company is a global provider of equipment and services for electric power systems. S&C started with a single product – The Liquid Power Fuse, invented by its founders in 1909. From that beginning, S&C's product line has expanded significantly, but always in electric power switching and protection. S&C also offers a wide range of engineering, laboratory, and testing services for electric utilities and commercial, industrial, and institutional power users. Contact us at 1-773-338-1000 or visit our web site at www.sandc.com

Sabre Tubular Structures

Sabre Tubular Structures, the steel pole division of Sabre Industries, Inc. designs and manufactures tubular steel poles used in power transmission, distribution and substation applications. Located in Alvarado, Texas, our state-of-the-art facility includes nearly 200,000 square feet of production space situated on approximately 150 acres. Contact: David Winkeljohn, Senior Vice President Sales & Marketing, P) 817-852-1724, W) www.SabreTubularStructures.com, E) utilitysales@sabre-sts.com

Salisbury by Honeywell

Salisbury is your complete source for personal electrical safety products that comply with ASTM requirements and OSHA regulations. Salisbury is the world leader in the manufacturing of personal protective equipment and live line tools to protect

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Salisbury Customer Service – 877-406-4502, W) www.whsalisbury.com, E) electricalsafety@honeyswell.com

Schweitzer Engineering Laboratories, Inc. (SEL)

Schweitzer Engineering Laboratories, Inc. (SEL) provides systems, services, and products for protection, monitoring, control, automation, and metering of electric power systems worldwide. Products for utility generation, transmission, and distribution include: protective relays, substation automation (IEC 61850 compatible), SCADA systems, satellite-synchronized clocks, electric meters, voltage regulator controls, faulted circuit indicators, including the new RadioRANGER® and WSO wireless sensors, encrypting transceivers, high-speed logic processors, rugged computers, and Ethernet switches. Customer Inquiries: Pullman, Washington: 509-332-1890 and Lake Zurich, Illinois: 847-362-8304 Website: www.selinc.com

Solomon Corporation

Solomon Corporation is a full-line transformer repair, rewind and disposal company. Our inventory of over 15,000 rebuildable transformers is available for quick shipment and is exempt from DOE efficiency standards. We offer comprehensive transformer repair and disposal services nationwide, from facilities in Solomon, KS, Georgetown, TX, Decatur, TN and Grand Junction, CO. For more information, contact Tom Hemmer at (800)234-2867 or themmer@solomoncorp.com

Southwire Company

Southwire is the leading manufacturer of a diverse offering of wire and cable products, including bare conductors, 600V insulated cables, medium-voltage cables, high-voltage cables, bare copper, and cable-in-conduit. Southwire's innovative spirit drives the development of new products and service, including SureSeal™ self-healing cable and HS285™ high strength transmission conductor. www.southwire.com

Stella-Jones Corp.

Stella-Jones Inc. is a leading producer and marketer of treated wood industrial structures and support components. We specialize in the production of treated wood poles for industrial and utility construction. We are currently serving electrical utilities and telecommunication companies throughout the United States and Canada. Stella-Jones manufactures poles for both transmission and distribution applications in a wide variety of species and treatments. Find out more at: www.stella-jones.com Or Contact: cferrell@stella-jones.com or 1-800-272-2365

Stuart C. Irby Company

Irby is one of the largest utility distributors in the United States. We offer a complete line of value-added services including, transmission and substation packaging, high voltage testing and repair services, storeroom and logistics management, metering and automation support, customized e-commerce portals, and complete integrated supply capabilities. Irby provides products used in all utility applications, including distribution, transmission, substation and generation. Stuart C. Irby was founded in 1926 and is based in Jackson, MS. Please visit us at www.irby.com

The Okonite Company

The Okonite Company was founded in 1878 making it one of the original insulators of electrical wire and cable in the United States. Okonite manufactures products ranging from 300V to 345kV. Okonite's Okoguard Medium Voltage EPR insulation has been in service for over 42 years, making it the premier manufacturer of high quality insulated electric wire and cable. We are an ESOP employee owned company and have been since 1976. All manufacturing and R&D continue to be 100% based in the USA. P) 201-825-0300, F) 201-825-9026, www.okonite.com

Thomas & Betts Corporation –Steel Structures Division

The Steel Structures division of Thomas & Betts designs, details, fabricates, and tests tubular steel poles and steel lattice towers for use in electric utility transmission applications under the Meyer Steel Structures brand. This unique ability to supply lattice and tubular structures, as well as extensive project management experience, is a leading reason why Thomas & Betts is the premier transmission total structure supplier in North America. Exciting innovations, leading the industry in environmentally responsible transmission (ERT) experience and dominating the market in partnering relationships, contact us today to learn more at www.meyersteelstructures.com or 901-252-5000.

Thomas & Betts Corporation – Utility Products Group

Thomas & Betts serves the electric utility markets with a wide variety of products and services for overhead, underground, transmission, substation and distribution applications. With market-leading products and brands like Elastimold®, featuring the latest in underground power distribution technologies-new medium voltage loadbreaks, arrestors, fused elbows, molded vacuum switches and interrupters. Homac® market leader in secondary connector designs, transformer bars and substation connectors. Blackburn® featuring mechanical, grounding and compression connectors. Hi-Tech™ for current limiting fusing, Joslyn™High Voltage-vacuum switches, accessories and reclosers, Fisher Pierce® leader in fault indicators design and cap controls. You can count on Thomas & Betts to

provide quality, reliability and performance. More information on the company, its products and markets can be found at www.tnb.com. Contact: DeWayne Ginn, Regional Sales Manager, Southwest Region, dewayne.ginn@tnb.com, office 480-767-0403.

Thomasson Company

Thomasson Company is one of the largest suppliers of wood utility poles to the utility industry. We have been in business for over 30 years. We specialize in vendor-managed inventory systems, consignment programs and direct shipment to customers. We earned our reputation by listening to our customers, providing the highest quality products, and delivering unrivaled customer service. Please feel free to contact any of the following contacts listed. P) 800-647-6260,

Patricia Stokes – W) 601-650-3923, C) 601-416-6789
pstokes@thomassoncompany.com

Walt Rudolph – W) 601-650-3935, C) 601-416-7270
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Tyndale, the most trusted name in flame-resistant clothing, offers top-quality apparel in managed clothing programs. As both a manufacturer and distributor, we offer flexibility and choice that others just can't match. Tyndale's full-line of apparel includes jackets, shirts, pants, bibs/coveralls and boots and more – just ask! For more information on our comprehensive managed clothing program, contact us at Sales@TyndaleUSA.com, 800-356-3433 or visit our website at www.TyndaleUSA.com

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UtiliCor/UAI are agents and importers for quality utility products from leading global sources. CME – Complete Conductor Line; CST – Porcelain and Toughened Glass Insulators for Distribution, Substation and Transmission applications; Brametal – Engineered Lattice Structures; TAPP – Steel Transmission Poles; HVB – High Voltage Breakers; Square D – Medium Voltage Station Breakers; NEPSI – Self Contained Medium Voltage Capacitor Banks/ Power Factor Correction. For information contact ... Angela Thompson at angela.thomson@utilicor.com ... phone: 800-599-7931

Utility Recycling Services

Utility Recycling Services is a division of Versatile Processing Group (VPG) which also includes Transformer Decommissioning, Inc, and Florida Transformer, Inc. All companies within VPG specialize in scrap wire/cable/metal recycling, transformer repair and reconditioning, scrap transformer recycling, bulk oil recycling,

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WESCO Distribution, Inc.

WESCO Distribution, Inc. ("WESCO") is a leading, full line distributor serving the Electric Utility (Investor Owned, Co-Operative, Municipal, and Public Utility District) and Utility Contractor market segments with a comprehensive portfolio of electrical transmission and distribution ("T&D"), maintenance, repair and operations ("MRO"), communications (Data / Tele Communications), gas distribution, safety, tools and consumable materials as well as a complete range of strategic sourcing, procurement, materials management, third-party logistics, and Integrated Supply services. WESCO currently distributes these products and services through over 400 branch locations in North America that are supported by seven major "state-of-the-art" distribution centers. Please visit us "on-line" at www.wesco.com

W.W. Grainger, Inc.

Founded in 1927 and incorporated in the State of Illinois in 1928, W.W. Grainger, Inc. ("Grainger"), with 2009 sales of \$6.2 billion, is the leading North American provider of maintenance, repair, and operating (MRO) supplies and related information to businesses and institutions. Grainger is a publicly held Fortune 500 company with shares traded on the New York and Chicago stock exchanges.

Grainger Industrial Supply, a division of W.W. Grainger, Inc. serves businesses and institutions across the United States through a distribution network of more than 420 branches, located in all 50 states, and supported by nine (9) distribution centers and a 10th distribution center to be up and running in Patterson, California, by mid-2011. Grainger's distribution network represents more than \$1 billion in available inventory.

Contact: Ruthie Rhoades, Corporate Sales Manager at ruthie.rhoades@grainger.com or Rick Francolini, Corporate Sales Manager at rick.francolini@grainger.com



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