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President's Message By Jack Phelan

Welcome to our first quarterly newsletter. I hope that it will be both informative and interesting. What's been happening this year in the Company? Well, a lot has been happening. Here are some of the highlights:

-Earlier this year we won the award for the largest percentage increase in purchases from Affiliated Distributors, our national marketing group. Congratulations on your hard work that enabled us to win this important award.

-In May we opened a new branch in Napa to better serve our customers in the wine country.

-We are in the process of moving our Agoura Hills branch to Thousand Oaks to a newer and larger facility. This is a more strategic location and should produce additional business.

-In November we will be opening another new branch in Riverside. The Riverside/San Bernardino area is one of the fastest growing areas in the country and will complement our San Diego and Temecula branches.

-Effective October 1st we acquired these new branches from Beacon Electric Supply. Beacon is headquartered in San Diego and de-



ecided to sell their Central California branches located in Santa Maria, San Luis Obispo, and Paso Robles. These are excellent operations and will fit well to bridge our Northern and Southern California branches.

-A few months ago we were listed in the top 200 Electrical Distributors for 2003 as the 21st largest in the country. This was an improvement over the previous year and I believe we have an excellent chance to break into the top 20 this year. Although January and February were slow months, the last seven have been extremely good and we are now on pace to have a record breaking year.

I think you will agree that we have had a very active year so far, and we still have another quarter to go. It has been a pleasure to list some of the highlights and assume that you can be proud of your Company.

2004 IES Golf Tournaments By Bob Wittig

On a warm and sunny Friday afternoon (September 10th), the 10th annual IES Northern California Golf Tournament was held at Coyote Creek Golf Course. Over 130 customers, vendors, and IES sales staff enjoyed a great round of golf, a wonderful 19th hole and an awards dinner to complete a picture-perfect day. Kudos to



Pat Nevins from Western Tube try's to wedge one out.

Brent Chaffee for organizing a first-rate event and thanks to all the vendors and reps that pitched in with prizes and sponsorship. The following week (September 14th) the 2nd annual IES Southern California Golf Tournament was held at the Coyote Hills Golf Course in Fullerton, CA. The scramble format resulted in many low scores being posted by more than half the field and the winners needed to reach -12 to secure first prize. The 134 customers, suppliers and IES sales staff then enjoyed refreshments and the awards banquet at the clubhouse in an event that was produced by Mike McCoy, and John and Eric Peters. We will be provid-

**Coyote Hills Golf Club
From left to right: Eric Peters, Mike McCoy, John Pe-**



ing a link on our new website to the dozens of photographs that were taken at both events. To view them, visit the website at www.iesupply.com/whatsnew, scroll down to the bottom, and click on "Recent Photos of IES Activities."

More New Locations

SANTA MARIA, CA - Three, count them, three, new Central Coast locations for IES opened on October 1st. This means that the existing electrical distributor locations in the cities of Santa Maria, Paso Robles and San Luis Obispo have now become part of the IES team. Formerly owned by Beacon Electric Supply (San Diego), IES has acquired these locations along with all employees and assets. The sixteen employees will continue to be managed by Barry Morud and will become part of the rapidly growing Southern California IES branch locations. Please visit the new IES website (www.iesupply.com) to view some pictures and to get up-to-date contact information and directions having to do with these new additions.



Santa Maria
3020 Skyway Drive
Phone: (805) 928-8450
Fax: (805) 928-8904

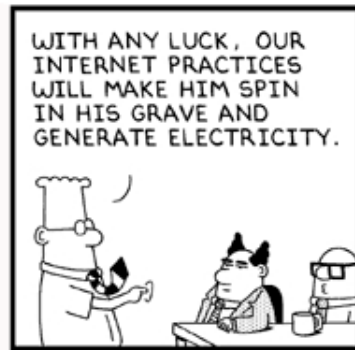
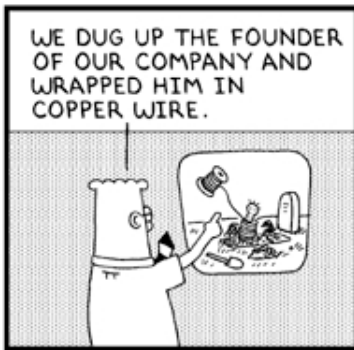
San Luis Obispo
805 Capitola Way
Phone: (805) 781-0169
Fax: (805) 781-0179

Paso Robles
2125 Goldenhill Road
Phone: (805) 227-4592
Fax: (805) 227-4597

*Name the Newsletter Contest

With the birth of our new newsletter, we would like to invite all employees who are willing, to play along in the company's "Name the Newsletter Contest." Try and use a play on words and come up with something catchy. The winning name will be the one we use in all our future newsletters that are produced. Whoever sub-

mits the winning name (to justinl@iesupply.com) will be given credit for it in the next newsletter so everyone will know the genius behind the name. The winner will also be given a \$100 American Express Gift Check. Now how about that for motivation? Good luck everyone!



The IT Corner

By Justin Levasseur

The IT Corner is your new place to catch up on technology. It's where you can find out neat little tricks and tips having to do with your computer that are valuable and time saving. In each volume of the newsletter you will find new tips having to do with a certain topic. This volume will give you some advice on how to save time in your Excel spreadsheets.

Excel has many shortcuts, as they're called, that allow you to get a lot done from just using your keyboard. Most of you probably know the basic shortcuts in Excel like copy and paste. When you're in the program, instead of going up to the file menu, then to edit, and then dropping down to where it says copy and clicking copy, you can use the copy shortcut. All you have to do is merely hold down the "Ctrl" button

while pressing the "C" key, also written "Ctrl + C." And the same type of shortcut can be used for pasting your information after it has been copied, except the shortcut is "Ctrl + V." But there are many others too. For instance, there is also a shortcut for cutting, and there is even a keyboard short-



Save yourself some mouse clicks with easy-to-use Excel shortcuts

cut in Excel for the command "undo." Use the following table as a reference to help you remember these valuable shortcuts and save yourself some trouble of having to always go to your mouse when working on an Excel spreadsheet.

<u>Command</u>	<u>Shortcut</u>
Copy	Ctrl + C
Paste	Ctrl + V
Cut	Ctrl + X
Undo	Ctrl + Z
Save	Ctrl + S

These should be a good start. Once you have learned the above basic commands, you may notice others that are displayed in the file menu. Don't be shy, they all work the same way. Have fun and teach a friend. Until next time...

New In Napa By Bob Wittig

NAPA, CA - June 1st marked the official opening of our newest branch location in Napa, CA., located at 830 Latour Court in the



Anderson Corporate Park. This location is fully-stocked and serving many existing customers as well as opening new accounts daily.

Joining the IES team as the new Napa Branch Manager is Angella Farley, who was formerly with Platt Electric in Santa Rosa for the last eighteen years. Angella brings many years of industry experience along with her "can do" winning attitude. Joining Angella in the Napa location are: Larry Banner, Purchasing; Sharon Blackwell, Receptionist; Kirby Booth, Outside Sales; Ralph Dennis, Driver; Brian Smart, Counter; Bob Taylor, Inside Sales; David Yarbourgh, Warehouse/Counter.

Be sure to check out the company's new website at:
<http://www.iesupply.com>

Below is an example of what you'll find!

A screenshot of the Independent Electric Supply, Inc. website homepage. The header features the company logo and navigation links: Home, Contact Us, What's New, About Us, Branch Locator, Line Card, Services, Resources, and Employment. Below the header is a banner image showing electrical workers. The main content area includes a "Welcome" message, a "product features" section with "VIDEO DEMO" and "NEW PRODUCTS" buttons, and a "Send Me Newsletter" button. The footer contains a copyright notice and a navigation bar with links: home | what's new | about us | branch locator | line card | services | resources | employment | contact us.



[home](#) | [what's new](#) | [about us](#) | [branch locator](#) | [line card](#) | [services](#) | [resources](#) | [employment](#) | [contact us](#)