



# INSIDE INDEPENDENT

*Independent Electric Supply, Inc.*

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## INSIDE THIS ISSUE:

BLANKO RETIRES	2
NEW IN NEWBURY PARK	2
SLIMMING DOWN FOR THE NEW YEAR	3
THE IT CORNER	3
UPDATED WEBSITE INFORMATION	4
ABOUT INDEPENDENT	4

## PRESIDENT'S MESSAGE BY JACK PHELAN

Thank you for an outstanding year. In 2004 we increased sales by over 25% and with another great effort in 2005 we may surpass the \$300 million mark.

Besides opening new branches in Napa and Riverside, relocating Agoura Hills to a larger facility in Newbury Park and the purchase of three new branches in Paso Robles, San Luis Obispo and Santa Maria, our biggest increase came from mar-

ket share. We increased our sales in our major markets despite an economy that was only slightly better than 2003. Actually we are still in a recession in some of these markets.

Why did we have such an outstanding year? The answer is simple—we have the best and most dedicated people in the industry.

What is the outlook for 2005? The national forecasts predict only a



slight increase over 2005, but with the addition of our new branches and the continued penetration of our existing markets, we can make this another banner year.

## NAME THE NEWSLETTER CONTEST WINNER



*Lisa Henry is the lucky winner of the \$100 prize with her entry and new name of our newsletter "Inside Independent"*

After many hours of careful review and consideration, we are pleased to announce that Lisa Henry of San Francisco Branch #05 is the winner of Independent's Name the Newsletter Contest. We would like to thank everyone who participated in this contest. Overall, we received a total of 121 name entries by more than three

dozen people. Many of these entries were great and creative; however, as you all know, there can only be one winner. Congratulations, again, to Lisa Henry, winner of our Name the Newsletter Contest and the \$100 American Express Gift Check. Lisa, you will receive your prize shortly. Try not to spend it all in one place!

**BLANKO RETIRES** BY WALLY JOLLIFF

October 2004 was the month that ended the remarkable career of a man we all know as Blanko. His influence on the company and its way of doing business was huge, and for good reason. Previously an employee of Am-fac, Blanko was hired on as a Purchasing Agent way back in 1977. In fact, he was the very first employee of the San Carlos branch. It seems that many employees who aren't branch or regional managers get forgotten over time; however, Blanko is sure to be remembered among the likes of the best. His endless knowledge of the material and the industry as a whole brought tremendous success to the company.

In his honor, a barbeque was held on October 8, 2004 at the San Carlos branch with all the fixings. Accompanied by his lovely wife Gladys,

Blanko was surprised to see all those who came out to celebrate because of him. Among the guests were Wade Mann, Joe Peterson, Steve McGinnis, Bill Cole, Jim Bird, Mike Scott, numerous reps from major manufacturers and agencies, electrical contractors, and friends from all over. It truly was a grand occasion and one that left him feeling very proud to have been with Independent for over 25 years. More pictures can be seen at [www.iesupply.com/gallery\\_blanko.com](http://www.iesupply.com/gallery_blanko.com).

As a token of the company's appreciation, Blanko was sent on a 15-day cruise in Hawaii with his wife and was able to kick off his retirement in the right manner. From everyone here at Independent, we'll miss you and good luck!



*Blanko grabs a bite to eat at a San Carlos barbeque luncheon in honor of his retirement*

*“His endless knowledge of the material and the industry as a whole brought tremendous success to the company”*



**NEW IN NEWBURY PARK** BY STEVEN SWAIN



*The crew at Newbury Park takes a break from the action and poses for the cameras.*

Independent Newbury Park is now open for business with some wonderful new features such as a 30,000 square foot warehouse, expanded counter area, and 2,000 square feet of display area. With this move into Ventura County, the new location is positioned to better serve the electrical contractors who are doing business in this fast growing area. We are hopeful about what this move will mean to Independent, and know that it will bring forth a plethora of new business. I personally think this move will make Independent Newbury Park one of the best electrical warehouses yet. Hopefully it will thrust us into a profitable market we could not have had in Agoura Hills. We would also like to encourage peo-

ple to come and visit our new and beautiful facility. We will be having a grand opening Friday February 11th, and are hoping that this event will help introduce Independent into the area. We will host a barbeque from 9am to 4pm where everyone will be invited. A special thanks goes out to everyone who helped make this move possible. The efforts of our fellow employees made the transition both quick and relatively painless. We transitioned in record time, and were able to do inventory as well as the move in about 48 hours. We were up and running in no time and really do appreciate all the dedication that was shown.

# SLIMMING DOWN FOR THE NEW YEAR BY JUSTIN LEVASSEUR

With new reality TV shows like “The Swan” and “The Biggest Loser” popping up every week, it seems like the trend these days is to be thin. So, why not apply that trend to technology? Well, no reason at all. And in fact, that’s just what our company is doing. Independent Electric Supply is in the middle of a new effort to put all of the branches’ counter dummy-terminals on a diet. The solution is called a thin client. Basically, it’s a flat box, smaller than the size of your

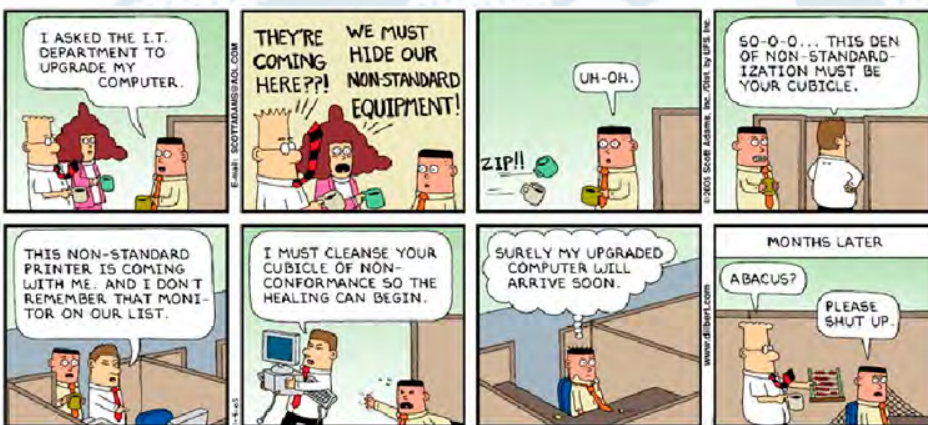
average work phone that provides its users with virtually everything their bulky PC can do. “Not only do these new thin clients keep us on top of cutting edge technology, but they save space and cut down significantly on our costs as well,” says Corporate IT Manager Bob Wittig. There is no need for CD’s, diskettes, or even hard drives since everything you do is saved onto a server. This also means that wherever you go, whichever thin client you happen to be in front of,



*Pretty soon you may see one of these replace that refrigerator-sized box that used to be called your computer, that is, if you’re lucky.*

you will have all your documents and work accessible from that machine. Imagine the possibilities.

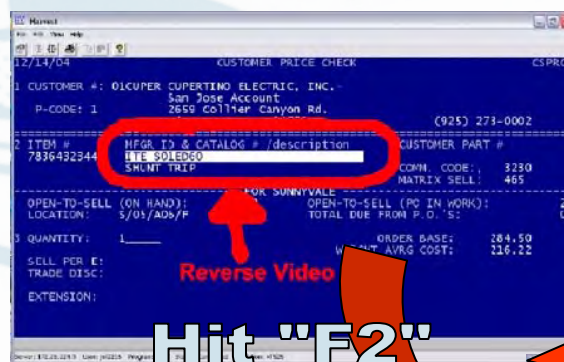
In fact, the thin clients are even being put to the test beyond the counter into the office areas. They seem to be holding up great in this environment too, producing Word and Excel documents quickly and efficiently while being made available on each and every thin client throughout the company. They are rumored to be the next greatest idea out there, and so far, they are living up to their name. Who said bigger was better? Thin clients, coming to a branch near you.



# THE IT CORNER BY BOB WITTIG

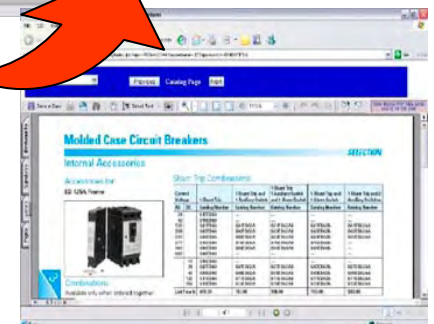
Do you ever wonder why some catalog numbers appear highlighted (reverse video) in certain Harvest screens? When an item appears in reverse video it means that it is linked to a Catalog Image Page which can be accessed simply by hitting the F2 key. Once the catalog number is displayed and highlighted (reverse video) if you then hit the F2 key, before doing anything else, the Catalog Image will appear in a separate browser window. Once the Catalog Image appears you can print it, email it, or save a copy to your local drive for presentation to your customer or as part of a job submittal.

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Database. This feature works in Customer Price Check and Sales Order Entry. There are two settings that need to be adjusted on your PC in order to allow this to work so please contact anyone in the IT Dept. to help confirm these settings.



## VISIT THE NEW WEBSITE

Check out our new website at <http://www.iesupply.com>. It's got plenty of useful information including 24 hour access to our product line card with links to many manufacturer sites, valuable contractor resources including various how-to demonstration videos, contact information on all IES branches, and much, much more...see for yourself and be prepared to be blown away.

**WE'RE ON THE WEB!  
WWW.IESUPPLY.COM**



## ABOUT INDEPENDENT ELECTRIC SUPPLY, INC.

Independent Electric Supply, Inc. was opened in 1976 as a ten employee distributorship, serving the needs of electrical contractors laboring in the high-tech aerospace industry. Today, Independent Electric Supply is an award-winning firm, ranked twenty-first in size among the "Top 200" distributors in the nation. Independent is a \$285 million per year business with twenty-two full-service electrical locations and two specialty division houses. We employ over 400 persons and deliver materials from over 260,000 square feet of efficiently managed warehouse space.

With branches located in all major metropolitan areas throughout the California, Independent Electric Supply can service your needs quickly and efficiently. Our advanced information processing system provides instant access to all personnel for immediate order status and project administration. Complimenting our extensive inventory of electrical construction materials is our nonpareil sales staff. Our personnel are capable of assisting at all stages of the project; conception, budgeting, specifying, administration, and warranty closeout.

Independent Electric Supply is an employee owned ESOP, and privately held. Each and every employee has the maximum resources of the entire company at their disposal to provide you with the service that you deserve.

Independent Electric Supply is a "Customer Obsessed Company." No customer too small. No customer too large. Whatever your needs, we have the personnel, the materials, the service, and the desire, to assist you in your pursuit of profit. Rely on Independent Electrical Supply, Inc. for all of your service needs.



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**A Customer Obsessed Company**

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