



## 2017 Board of Directors

### Officers

#### President:

**Andrew Alexander**, Kansas City  
Power & Light

#### President-elect:

**Isaac Anderson**, Eaton

#### Secretary-Treasurer:

**Dennis Jarman**, Graybar  
Electric Co.

#### Imm. Past President:

**Dan McCauley**, Convergence

### Vice Presidents:

#### Utilities:

**Mary Kay Alitz**, Independence  
Power & Light

#### Contractors:

**Chris Lacy**, ECA Electric

#### Distributors:

**Mike White**, Kansas City  
Electrical Supply

#### Agents:

**Deanna Rudd**, Rains  
Electrical Sales

#### Engineers:

**Courtney Connor**, Board of  
Public Utilities

#### Manufacturer:

**Jeff Taylor**, Square D/  
Schneider Electric

### Directors:

**Mark Bishop**, C&O Electric  
Sales

**Shawn Degnan**, Walker  
Loudermilk Co.

**Kirby Holden**, Gateway  
Industrial Power

**Steve Holland**, Anixter

**Doug Mayle**, CPMR, CBM, Inc.

**Carl Privitera, III**, Mark One  
Electric

**Electric League of  
Missouri and Kansas**  
638 W. 39th St.  
Kansas City, MO 64111  
Ph: 816.561.5323  
Fx: 816.561.1991  
[www.electricleague.org](http://www.electricleague.org)

## Mark Your Calendar

# Distributor Kick-Off Breakfast

A **FREE** Distributor “Kick-Off” Breakfast (for two representatives per company) will be the place to hear more about the Expo and gather marketing materials and ideas on how to promote the Expo and your company. We’d like attendees to help promote the Expo to their employees, customers and suppliers. Mark your calendar for **March 1, 2017, 7:30 a.m. at Eggtc. in Kansas City, Missouri.**



## Going, Going – Almost Gone!

Don't miss out on the opportunity to showcase your new products and services at the 2017 Electric League Expo. Space is filling up and you don't want to be left out.

Thank You to those companies that will be exhibiting with us (to date). Is your company missing? Sign Up Today!

### Exhibitors - To Date:

C&O Electric Sales Company  
CBM  
Central Power Systems & Services  
CK Power  
Convergence  
Current Solutions, Inc.  
Eaton Corporation  
Eaton Wiring Devices  
Eiko Global  
Electric League of MO & KS  
Electrical Midwest  
Federated Insurance  
Fellows  
Foley Equipment  
Foley Group  
Foley Power Solutions

Gateway Industrial Power  
General Electric Industrial Solutions  
Green Creative  
Hubbell Wiring Device-Kellems  
Leviton  
Meglio-ESI  
Mercer Zimmerman  
Power Equipment Sales Co.  
Power Protection Products Inc.  
Premier Lighting  
RB Sales Corporation  
Rains Electrical Sales, Inc.  
Square D / Schneider Electric  
Schooler & Associates, Inc.  
Thomas & Betts  
Walker-Loudermilk



# 2017 EXPO

**Dates & Times**

April 11: 11:00 a.m. - 7:30 p.m.

April 12; 10:00 a.m. - 4:00 p.m.

**Location:**

Overland Park Convention Center - Exhibit Hall A  
6000 College Blvd., Overland Park, Kansas 66212

**Cost:**

Free of Charge Admittance

**Booth Cost:**

\$1,200/ Members & IES Members; \$1,500/Non-Members

**Distributor Support Opportunities:**

\$1,200 (see attached for all offerings)



**Save the Date:**

**Wednesday, May 3**

**Royals vs White Sox - Tailgate and Baseball Game!**



# People Column

Happy New Year...here's to a Great 2017!

We wish you a happy birthday:

**Jeff Rudd** at Fellows Marketing, Inc.  
**Elmer Powell** and **Tim Parks** at CED Rensenhouse Electric Supply. **John Dougherty** and **Chet Chenoweth** at CED American Electric, Riverside. **Lisa Kercher** at Walker-Loudermilk. **Tony Rider, Dillon Mitchell,** and **Steve McMahon** at Kansas City Electrical Supply. **Todd Johnson** and **Doug Eggen** at CBM, Inc. **Steve Griffith** at Schneider Electric. **Andrew Schwartz** at C&O Electric Sales. **Kyle Knadler, Martin Hotsclaw, Michael Jedine, Danny Hollandsworth, Tara Yeager, Brian McGinnis, Kathleen Hof-Henry, Timothy Boles, Josiah Crowell, Jared Beer, Michael Roark, Timothy Lucas,** and **Gregory Taylor** at Western Extralite, a Division of Border States. Hope you all are having great days.

Kansas City Electrical Supply announces the retirement of **Doug Huber** after 13 years. "We wish him well in his life of leisure!"



### Happy Anniversary to:

**Jim Moore** (21 years) and **Mike Calliotte** (1 year) at C&O Electric Sales.

**Doug Braun** (5 years) and **Mike Mitchell** (14 years) at Kansas City Electrical Supply.

### Staff Additions:

Schneider Electric is welcoming **Jason Niehaus** and **Dave Warren** aboard.

Kansas City Electrical Supply announces new hires: **Patrick Vielhauer** (Outside Sales) and **Lynette Gross** (Billing Clerk).

Keep your emails coming in. This is YOUR column and we want to print YOUR news!

If this is what you see...

**FOCUS.**

Speed | ATTENTION | Fatigue | Emotion

Poor driving decisions could keep you and your employees from making it home S.A.F.E. today.

It's Our Business to Protect Yours

**FEDERATED**  
INSURANCE

To learn more about our new Drive S.A.F.E. risk management resources, please contact your local marketing representative.

Federated Mutual Insurance Company  
 Federated Service Insurance Company\*  
 Federated Life Insurance Company  
 Owatonna, Minnesota 55060 | Phone 507.455.5200  
[www.federatedinsurance.com](http://www.federatedinsurance.com)  
 17.02 Ed. 9/16 \*Not licensed in the states of NH, NJ, and VT.  
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# EXHIBIT AGREEMENT

## 2017 Expo . April 11-12, 2017

### INSTRUCTIONS:

Please complete contract and return to the association office with your payment in the amount indicated below. This agreement becomes effective when it is approved, accepted and signed by the Association. This agreement, dated \_\_\_\_\_ is made between the Electric League of MO & KS and \_\_\_\_\_ (Exhibiting Firm).

In consideration of the sum indicated below as exhibit rental price, the Electric League of MO & KS leases space in their exhibit hall area pursuant to the Rules and Regulations as defined and published as they appear in the attached document, and which are made a part hereof. The Electric League of MO & KS hereby assigns the required space(s), but the Exhibitor grants the Electric League of MO & KS the right to alter locations if and as necessary to create a more effective exhibiting area, subject to the approval of the exhibiting vendor. Exhibitor is entitled to a display area as defined in the Rules and Regulations. Exhibitor understands and agrees that expenses for trucking and handling of materials and equipment into and out of the building; for erecting and decorating the display; for electrical service and power; and for all other costs incidental to operation of the exhibit space, are not part of the show fee and are paid separately by exhibitor to the official contractor or suppliers of these services.

### EXHIBITOR: (Fully complete the information below exactly as it should appear in the show program and all official listings.)

Company Name \_\_\_\_\_ Contact Name \_\_\_\_\_

Full Address \_\_\_\_\_

Phone: \_\_\_\_\_ E-mail \_\_\_\_\_

**BOOTH SPACE REQUEST:** 1st \_\_\_\_\_ 2nd \_\_\_\_\_ 3rd \_\_\_\_\_  
Example (per request):  
Single Booth Request: #200 4th \_\_\_\_\_ 5th \_\_\_\_\_ 6th \_\_\_\_\_  
Multiple Booth Request: #200-#210

Note: Yellow Block Reserved for IES Reps. – If interested.

\*\*If a Lighting Rep. – do you prefer to be in the IES reserved lighting area:  Yes (indicate booth selection above)  No

\*\*If purchasing **multiple booths** do you prefer: Spacing:  across the aisle from each other  
 side to side  
 back to back

Pipe & Drape Hung:  back walls and sides of each booth  
 back walls & endcaps only  
 back walls only

Please do not place our booth(s) next to the following companies: \_\_\_\_\_  
*NOTE: We will try to accommodate request but this is not a guarantee.*

### COST:

Member: No. of Booths: \_\_\_\_\_ x \$1,200 each and/or Outdoor Display \_\_\_\_\_ x \$2,500 = \$\_\_\_\_\_ owed.

Non-Member: No. of Booths: \_\_\_\_\_ x \$1,500 each and/or Outdoor Display \_\_\_\_\_ x \$2,500 = \$\_\_\_\_\_ owed.

### DEADLINES:

Agreement & 50% Deposit/January 31, 2017. No Refund After/January 31, 2017. Full Payment/February 28, 2017.

~ ALL CONTRACTS MUST ACCOMPANY AT LEAST A 50% DEPOSIT ~

### PAYMENT:

Check (Full Payment)  Credit Card (Full Payment)  50% deposit now and I agree to pay remaining balance on or before February 28, 2017.

Card No. \_\_\_\_\_ Exp.: \_\_\_\_\_ Security Code: \_\_\_\_\_ Name on Card: \_\_\_\_\_

### ACCEPTANCE OF RENTAL TERMS AND ACKNOWLEDGEMENT OF RULES AND REGULATIONS:

We (Exhibiting Firm) hereby acknowledge that we have read, understand and accept the terms and conditions for exhibiting as set forth here and in the rules and regulations which are a part hereof, and will abide by such rules and regulations and any amendments thereto as published from time to time by management for governing this show.

### For: Exhibitor

Name (print) \_\_\_\_\_ Signature: \_\_\_\_\_ Date: \_\_\_\_\_

### For: Electric League of MO & KS:

Assigned Space no(s). \_\_\_\_\_ Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Mail, Fax or Email Exhibitor Contract with your payment to:  
Electric League of MO & KS, P.O. Box 419264, Kansas City, MO, 64141; Fax: 816-561-1991; kweitzel@westerneda.com  
on or before January 31, 2017.



# SPONSORSHIP FORM

## 2017 EXPO: April 11-12

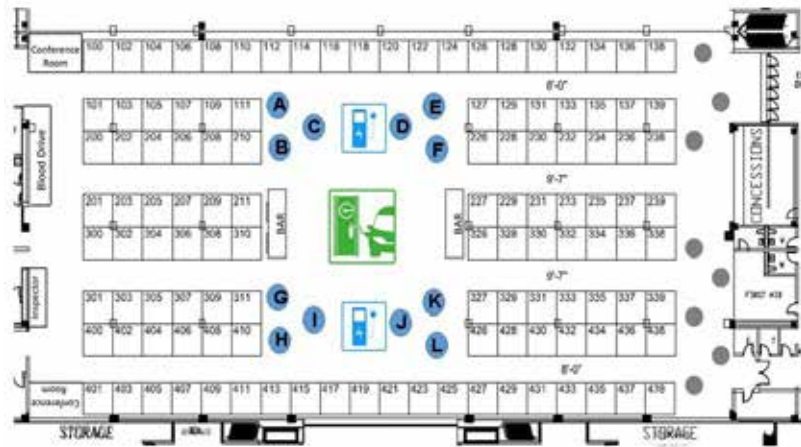
### Overland Park Convention Center

By signing up as a sponsor, we understand this gives us the opportunity to have key contacts invited to the event and to take advantage of these benefits:

- Highboy Table located in the center of the Exhibit Hall (for you to display literature and claim as your home base)
- Signage hanging above your assigned highboy table
- Logo on plasma screen in exhibit area.
- List of all 2017 Expo attendees.
- 50 drink tickets to distribute to clients/guests
- ½ page ad in onsite show program
- Logo featured on Expo entrance unit
- Logo on the Electric League website
- Email invitation you can use and personalize to invite key customers to the Expo

**Cost:** Members/\$1,200; Non-Member/\$1,500

**Note:** \$200 of the cost will be applied back toward a gift certificate to your store/counter for a raffle prize.



**NOTE:** Send all logos and ads (highest resolution) no later than **February 28, 2017**, to Kim Weitzel (kweitzel@westerneda.com).

**Chose a high-boy table location (A-L) in the floor plan.**

**Yes! We would like to Sponsor the Electric League Expo, April 11-12, 2017.**

Company Name \_\_\_\_\_ Contact Name \_\_\_\_\_

Full Address \_\_\_\_\_ Phone (\_\_\_\_) \_\_\_\_\_

E-mail \_\_\_\_\_ Website \_\_\_\_\_

**HIGH BOY TABLE LOCATION REQUEST:** 1<sup>ST</sup> \_\_\_\_\_ 2<sup>ND</sup> \_\_\_\_\_ 3<sup>RD</sup> \_\_\_\_\_ 4<sup>TH</sup> \_\_\_\_\_  
*First Come – First Served (by date stamp & deposit)* 5<sup>TH</sup> \_\_\_\_\_ 6<sup>TH</sup> \_\_\_\_\_ 7<sup>TH</sup> \_\_\_\_\_ 8<sup>TH</sup> \_\_\_\_\_

**COST:**  Member/\$1,200;  Non-Member/\$1,500

**DEADLINES:** Sponsorship Form & 50% Deposit/January 31, 2017. Full Payment/February 28, 2017.

**PAYMENT:**  Check (Full Payment)  Credit Card (Full Payment)  50% Deposit now and I agree to pay remaining balance on or before 2-28-17.

Card No. \_\_\_\_\_ Exp.: \_\_\_\_\_ Security Code: \_\_\_\_\_ Name on Card: \_\_\_\_\_

**~ ALL SPONSORSHIP FORMS MUST ACCOMPANY AT LEAST A 50% DEPOSIT ~**  
**Mail, Fax or Email Exhibitor Contract with your payment to: Electric League of MO & KS**  
**P.O. Box 419264, Kansas City, MO, 64141; Fax: 816-561-1991; kweitzel@westerneda.com**  
**on or before January 31, 2017.**