

Western United Electric Supply Corporation

The Supplier

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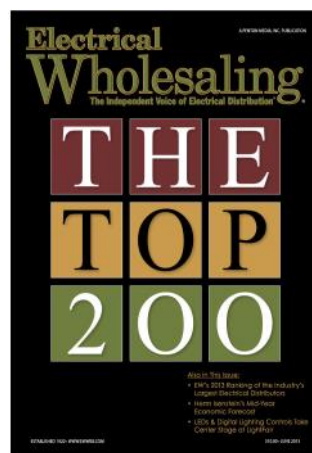
WESTERN UNITED MISSION STATEMENT

**To be the distributor of
choice for all electric
utilities in the Rocky
Mountain Region**

**Serving CO, WY, NM, NE,
UT, AZ, NV & KS**

WESTERN UNITED RANKS 2nd in SALES PER EMPLOYEE

The Electrical Wholesaling magazine's June 2017 edition has named Western United as one of the top two electrical distributors in the country for calendar year 2016 based on sales per employee (\$3,000,000 per employee). This is the 12th consecutive year that WUE has been named in one of the top three rankings for sales per employee and further has won the award three times. This



accomplishment is a testament to the strong loyalty that WUE's members have shown in purchasing their needed electric utility, construction and maintenance materials, tools and supplies from the company that they own. In

addition to the number one ranking, WUE also ranked #86 in terms of overall sales.

WUE UPDATE

SOLOMON CORPORATION has announced that Western United Electric Supply is now the exclusive distributor for their products being sold to public utility accounts in Colorado, Wyoming, Western Nebraska, New Mexico, Utah, Arizona and Nevada. Solomon operates a transformer (single phase poles and pads, three phase pads and up to 69KV 30MVA substation transformers) repair facility, PCB testing and disposal and salvage operation. Additionally they operate a recloser (single and three phase) rebuilding operation, regulator rebuilding operation, field servicing of substation transformers and on-site oil processing. In business since 1971, Solomon has operations in Solomon, KS, Grand Junction, CO, Georgetown, TX, Decatur, TN and Prairie du Chien, WI. Your WUE sales rep will be promoting Solomon's product offerings including their rebuilt reclosers and regulators with new Cooper (Eaton) controls. These products have an excellent warranty and are available at a discounted price compared to new units. Solomon has also announced the recent purchase of the Kansas Statewide Apparatus Group which had been providing recloser rebuilding to many Colorado customers. Those customers will now have the opportunity to work with Solomon on their recloser rebuilding needs.



AEMC INSTRUMENTS has appointed WUE as their distributor. AEMC offers a superior line of testing equipment and recorders. Superior quality and fast delivery, AEMC has the data logger, megohmmeter, clamp on meter, ground resistance tester or Power Quality Meter/Analyzer needed by utility technicians. Please see your WUE sales rep for brochures, equipment demo or pricing on testing equipment. AEMC's website is <http://www.aemc.com/>



BLACKBURN MFG has also announced the appointment of WUE as a distributor for their line of marking flags and marking paint. Now is the time to order making flags and paint for summer underground cable locations. Please call your WUE inside sales person to enter your order.



WUE has announced that they will hold their biennial open house at their Brighton, CO warehouse (with many vendors displaying equipment and products as well as answering any technical product or performance questions) on Wednesday September 20, 2017. Please reserve the date in your calendars. Lunch and prizes will be extended around the noon time period.

WUE UPDATE continued

WUE now has in stock both individual packages of insect repellent (P/N ISBR-PACKET-50) and Sunscreen (P/N ICSSP-30+FF-50). These products are manufactured in the US by RR Lotion. Both products have been tested per ASTM standards and are safe for both usage with rubber gloves/sleeves as well as with FR Clothing. The sunscreen does NOT contain Deet which is a possible carcinogen. The lotions rub in clear and leave no residue. They are also odorless. Please call your WUE inside sales person to enter your order. Other sizes (in bottles) are also available if individual packages are not desired.



Ametek Power Instruments has announced the appointment of WUE as a distributor for their line of high accuracy revenue meters used in substations and for industrial power measurement. Ametek also owns the Rochester line of power monitoring. Please see your WUE outside account manager for more information.



WUE UPDATE continued

WUE has also been approved as an **HJ Arnett** distributor. Arnett manufactures a line of secondary service conductor testers, street light conductor testers, and secondary cable fault locators. Your WUE account manager can demo the product.



All Sport produces a full line of hydration products for line workers. The hydration products replenish electrolytes, vitamin C and potassium (which Gatorade and Squincher do not have). WUE is now a distributor for the product. Your account manager has information and samples. Product also tastes superior to other brands and offers a non-sugar alternate product.

