

Fall, 2018

From the President—Chris Clark

SAVE THE DATES!

Southwestern
Chapter meetings:

Spring 2019,
Hot Springs, AR
April 4-6

Fall, 2019
Oklahoma City, OK
October 3-5

More future meet-
ings are shown on
page six.

Fall has definitely come to Lubbock with above average rain. It is a welcome break from the heat of the summer. I recently returned from our Fall Southwestern Chapter meeting in Tucson, AZ and Fall was definitely not in the air there yet! It has been quite a while since I was last in Tucson and I don't remember it being that beautiful. Maybe it was all of the friendly EASA faces that made it seem so pleasant.



If you couldn't join us in Tucson, we truly missed seeing you, and what a great meeting you missed! We had several first time attendees as well as some old friends returning to join us. We were thrilled to have all of the first time attendees with us - *Micah Stair, Andrey Miroshnichenko, Greg Seales, Ron Uhles, Anthony Zimmerman, Cody Eslick, Dwight Groth, John Haukeli, Rafael Hernandez, Mike Hicks, Tom Leunig, Donna Keith and Norman Wilson*. And it was great to see some old friends again - we were blessed to have several who had not been to a Chapter meeting in a while. We hope that all of you join us again at our next meeting in Hot Springs, AR.

Our early birds to Tucson golfed at an awesome course (thanks to our vendors for donating prize money and to Precision Coil and Rotor for sponsoring lunch). The golf was "The best we have had in years" according to everyone that I spoke with who played. I understand that the course was absolutely gorgeous and all considered it a privilege to get to play it.

The non-golfers had the opportunity to tour the beautiful, recently restored, historic San Xavier Mission followed by la fun lunch at Chilis.



We started the meeting with our traditional vendor table tops on Thursday night. The weather was perfect for an outdoor event. We had a strong turnout



from our Affiliate members and we truly

appreciate you all making the effort to lug out your table top



equipment to show us the latest and greatest that you have to offer. We value your involvement and support of our members. The chapter would not be the same without you all.



We had a couple of \$150 drawing winners from the Tabletop Punch Cards and we had several gift card drawing prizes courtesy of Jasper Electric.

Friday morning started with our general meeting followed by a great technical session. Micah Stair of ICC International educated us on repairing and replacing Commutators. ICC is a newer Affiliate member and already actively supporting the chapter. Thank you Micah.

From the President



Next on our schedule was a tour of Bestway Electric and Arizona Electrical Apparatus. This was my first chance to see Bestway's new building (added 3 years ago), complete with a new, large oven and water filter paint booth. This is a first class motor

repair facility with a lot of really nice work. Of course we had a great lunch there sponsored by Essex Brownell.

We then went on to AEA's facility - what an impressive business they have built! They specialize in switchgear and power breakers for the mining and power industries and they are doing some



very impressive things there. We were fortunate to see one of their "Bucket Sub-Stations" that they had just finished manufacturing and were getting ready to ship. Thank you to Bestway and Arizona Electrical Apparatus for opening up your facilities to us!

Not to be outdone...our spouses and guests enjoyed their day as well. First stop was the Miniature Museum which featured hundreds of miniature displays, including artwork, houses and complete villages all in miniature. The workmanship was amazing. We followed this with a northern Mexican (not Tex Mex) lunch at La Placita Café. Yummy.



After lunch we headed over to the Creative Juice Art Bar where we enjoyed some wine and displayed our talents with water colors. It seemed that everyone was happy with their creation (and the wine?).



The Friday night dinner and entertainment was a great time for all. We participated in a Murder Mystery interactive comedic play and we all got to participate in Walter

Gongora's murder investigation with lots of humor. Let's just say that Brad Pitt has nothing on Walter's acting skills.



On Saturday morning, We presented two more technical sessions geared to management. Folks from Enterprise Fleet Maintenance presented their offering of vehicle leasing and maintenance programs and showed us how we can save a ton of cash flow and get better control of our vehicle purchase, maintenance and fuel costs. Following this, Al Kingan, with Mass Mutual presented the ins and outs of our latest tax laws and how we can receive the most benefit from these changes. Our technical committee did a fantastic job putting these sessions together.

Of course while our members were learning a lot in the technical presentations, our spouses and guests enjoyed a guided tour up to Mount Lemmon. This was an amazing experience going through about 3-4 climate changes in an hour. After returning from the mountain, they joined the members back at the hotel for a farewell lunch.

I think it is safe to say that everyone had a great time and I would like to say thank you to Diane Werling for planning and executing another fabulous and memorable meeting.

We have some District meetings coming up this fall and winter so I hope to see you at a District meeting in the near future.

I will be sending out a special email regarding our professional key note speaker workshop being held at our spring meeting in Hot Springs, April 4-2019.

Please watch for it right after the new year.

God Bless you all and Merry Christmas to all of you and your families!

Around the Chapter

International Report

International Director—Ken Martin

2018 had a great turnout at the EASA International Convention in Milwaukee, with over 2,319 attendees! The 2019 convention will be held in **Las Vegas from June 30 to July 2**, and we have added even more vendors for the trade-show. If you would like to have a mini vacation along with a business purpose, this would be an ideal place and time! So please consider Vegas as a 2019 destination.

I'd like to encourage everyone to research the EASA accreditation program. It's a great way to update your facility, network among your colleagues, learn what others are doing, and show your customers that your company is a leader in the industry. You can get more information on the accreditation process at www.easa.com. Our website is updated regularly, and I encourage all members to review new information. The updates include a variety of topics, including articles EASA publishes in the trade press to help elevate our industry and membership. To date, we have 115 accredited member locations in the US, with 37 applicants in progress. *We continue to add more companies from Central and South America...due to our new bilingual technical support specialist that EASA has hired. Carlos Ramirez has been an excellent addition to our team. Welcome to EASA Carlos!*

Does your shop need training or updated industry information in a specific area? EASA has a cost effective solution for learning and growing your shop for success — Webinars! They're easy to enroll in, listen to, and learn from. Please consider a Webinar since no travel is involved. There are many excellent training options to select from—certainly one (or more) might be of interest to you and your company's growth and future success. Please look on the EASA website for upcoming webinars.

From "across the pond" our European market, Region 9, made a motion for access to \$1.5M in EASA funds to promote/establish EASA development in the European market. The motion was not approved. The Board did, however, vote to have an ad hoc meeting amongst the European members to discuss emerging technologies. We will keep you updated on this new development.

Next up? The EASA regional directors will have a mid-year conference in February to discuss future ideas. If any member wants a topic addressed, please call me (979.543.0185) or email me at kenmartin@martinelectriccompany.com so I can add to our discussions.

I look forward to seeing our members again...and meeting new members!

District Reports

District 1—Tom White

I'm sorry to have such a short report this time. I have been on the road the entire month of October and most of November. My highlights are:

Texas Oil Electric Abilene, TX. Eric Wennerstrom wants to join EASA (806) 325-677-8681. We have referred him to EASA Headquarters in St. Louis.

The Oil Show was held in Odessa in October. It was great to see lots of EASAns there. EVERYBODY that I spoke with is very busy

I spoke to Industrial Electric in Carlsbad, NM. They are also very busy and are now getting their next generation of the family involved in the business.

Finally, there has been TOO much rain on the high plains. It needs to dry out. The Gin season is late this year and some crop damage has been reported.

Overall everyone is busy.

District 2—Tanner Gray

Howdy y'all from Dallas, TX! It has been a good year for most of the shops and vendors in North Texas. According to most of our vendors, new product sales are up across the board, with the exception of residential single phase motor sales. Some vendors are even struggling keeping certain inventory items on the shelf.

A lot of shops I spoke to at our Tucson meeting are seeing good enough sales to consider upgrading equipment, capabilities, software, and product offerings. I encourage our vendors to reach out to EASA shops and keep them informed about all of the latest and greatest products and services that they have to offer.

The motor repair shops are staying busy, but we are all suffering from the same problem. We can't find qualified employees who want to work. Everyone wants to work behind a keyboard these days. Most of the shops I have talked to have come to the realization that we will need to train people from the ground up, instead of trying to recruit people who have experience. There are more job openings than there are people willing to work in our industry. We have been shorthanded at T. Gray all year, so I made a tough decision to not have a district meeting this Autumn. We are working hard to find new people to train, and get our staff back to where it needs to be. We do plan to have a district meeting this Spring. Details on that will be sent out soon.

Merry Christmas to all.

Around the Chapter

District 3—Wanda Nesloney

Hello from the Houston Area. I've had the opportunity to speak to some of the members here in District 3 and it seems the consensus is everyone is very busy but not overloaded with work. I know that's true here at our shop as well. A few of our members had news to share:

Bill and Liz Gray at Control Concepts just welcomed their 5th grandchild. Ellis Henry Hankla on Sept 12th, 2018. Ellis was 7lbs 7 oz and 21 inches long. Welcome Ellis you picked a wonderful family.

I also had the opportunity to speak with Cindy Atkinson from Frank's Electric Motors and Pumps in Bryan and their business is booming! Go Aggies! Cody and Cindy just welcomed a new granddaughter, Madison Renee on July the 26th. This is their 9th grandchild. Their oldest grandchild, Christopher Atkinson just completed basic training and is located in San Angelo doing IT work. Thank you for your service Christopher!!



Arthur Trevino at Grayson Armature Works in Pasadena is celebrating his 35th year at Grayson. 5 years ago, they completed 2 new buildings for a total of 25,000 Sq. ft of new warehouse space. After 5 years they needed more space and just

purchased the property across the street and are planning a new 30,000 warehouse. Congratulations Arthur!!

ABC Electric Motor Repair and Service has a new owner. Luis Chavez has purchased ABC. We wish Luis well in his new endeavor. I've known Luis for many years and am very happy for him. Good luck and congratulations.

District 4—Dallas Ross

Hello All from district 4. I am happy to report that business seems to be good all around. I contacted a couple of shops asking for some pictures and any info they could share and they were happy to say they were covered with work and would try to send me pictures. No pictures came in so I guess that's a good sign.

New Core is happy to say that they are also blessed with work and are running 12 hour shifts to help meet due dates. They also want to congratulate one of their team members, Frank and his wife, they are proud parents of a new baby girl!



I am working on a district 4 meeting in early summer. Please watch for details. It will be some fun and some work.

Have a great day everyone and may the blessings continue.

District 5—Clay Parks

I'm happy to report that District 5 was well represented at our recent meeting in Tucson. We had Bestway Electric, Keller Electrical, Precision Electric and Electric Motor Services (a new member) in attendance. Also, past president Larry Flynn and his wife Julie (a long time EASA member) dropped in to surprise everyone. Great to see you!

We had the opportunity to tour both Bestway Electric and Arizona Electrical Apparatus.

I would like to thank Ray and Pam Kothe (Ray is another past president of our chapter) for opening their shop up to our group, their building addition was very well laid out.

We were impressed by the Circulating Water Paint Booth. Ray related that early in his motor shop career, he worked at a shop which had one and he vowed if he ever built a shop he would have one. The paint booth provides an extremely efficient means of removing paint particles from exhausted air by using water as a filtration medium.

We also toured Arizona Electrical Apparatus. They repair all types and sizes of Circuit Breakers and keep a large stock in inventory. They also have a nice fabrication facility.

They were working on a Mobile Substation which is skid mounted and it will go to one of the local copper mines in the area. Thanks to Will Mehle and Dennis Barnes for opening their facility and allowing us through.

Business in District 5 is steady, and everyone is looking for techs. I would like to get a District 5 meeting scheduled. If anyone would like to assist in planning or hosting a meeting, please let me know.

District 6—Syndy Thrash

Rusty and I came away from our meeting in Tucson with a lot of new ideas for our paint booth in our facilities and some resources for our switchgear division in Tulsa and throughout our company. All the members I visited with this fall seem to be very happy with business and even though summer is over many have mentioned how steady they are.

I visited with Louis Retter at Allstate Electric, in Oklahoma City and he said business had been much better this year than the last few years. He has six employees but just lost a long-time employee that had been with him for 44 years to cancer. It is hard to replace someone with that experience and knowledge. He said it will take many years to get another employee that knows as much.

Gary Pearn, with Wilson Electric in Oklahoma City, said business has been so good, but now getting customers to

Around the Chapter

pay is the problem. We hear you Gary!!!! The oil business is good, until they don't pay, then it's hard to make payroll.

I had a chance to talk to Judy Hensley with Kay Electric in Woodward. She said that she and her son Curtis have put the Woodward location on the market. They have talked to several people about the sale but nothing has been confirmed yet. **She said if there was anyone in the market for a motor shop to contact her at the shop offices in Woodward.**

We are happy to tell you about a successful district 6 meeting at the new Evans Enterprises Training Facility in Norman on October 23rd.

We had a very good turnout of members and vendors, a delicious barbecue dinner and our tech presentations were definitely on point.

Thank you to those Board members who attended to give me support for my first district meeting. Also thank you to our vendors who came to show off their products and services. Those of you who couldn't attend missed a great networking opportunity. Hopefully you can come next time.

Our chapter wide meeting will be held in OKC next fall and we are looking forward to meeting with more of our district 6 members.

District 7a—Chuck Burgess

I truly enjoyed our Fall Southwestern Chapter EASA meeting in Tucson AZ. Their hospitality was wonderful. Getting a chance to visit Bestway Electric and Arizona Electrical Apparatus on our shop tours was great. Our Friday night Murder Mystery Dinner was a first for me with lots of laughs and good food.

Tommy Crowe at Alexandria Armature Works in Alexandria LA reported their business has been steady. It is good to see another motor shop with a long history still going strong, it was established in 1935 and purchased by Thomas Crowe and his partner Dick Culpepper in 1972.

Greg Dickerson with Allen's Electric Motor Service in Vivian is now an EASA accredited facility. Greg said their business has been good even at this time of year when

business starts to slow down. They are still going strong. They had a large 12'X5'X5' Ultrasonic cleaner commissioned that has helped improve their abilities and increase business opportunities.

Dan & Kevin McGowen at Dynamic Motions in Shreveport told me that their motor repair business and the pump and coating business has been strong. They recently purchased a couple of new lathes and recently extended their work space with the addition of a new building.

Brad Bennett with Etheredge Electric in Shreveport said this has been another very good year. They recently purchased a Summit lathe with a 63" swing and an 84" gap swing, adding to their machine shop ability.

Mike Renfro of Integrated Power Services in Shreveport said they are finishing up their year end and business has been exceptional. Several high voltage motors, customer outages and rush jobs have been keeping them very busy.

Billy Redmond of Ouachita Electric in West Monroe is also now an EASA accredited facility. Billy sent me the following message:

"Thank you for reaching out to us and we appreciate you listing our company info with EASA. We are very proud to report that we have been experiencing a very good work flow. The biggest news we have to report is our recent expansion. We purchased the business next to us that includes an office and 36,000 sq foot warehouse. With additional office space we now have an independent Sales Department and dedicated Shipping & Receiving. With the additional warehouse we were able to increase our inventory and added Equipment Storage as a service that we can now provide".

Nathan Igo with Red River Pump Specialists in Shreveport told me they have been busy which is good to hear from one of our newer District 7 EASA members. They purchased a 4160 volt AC test center that is now up and running. They also added a new outside sales representative, Ronny Rosett.

District 7b—Rick Messer

I have been calling on the shops in my district trying to get them to consider district meetings since we haven't had one in many years. Other districts are starting to recognize the benefits of cooperation and networking between member shops.

District 2 in the DFW area is a great example of facilities that compete in various markets but also understand that networking and learning from each other in a social setting can improve their business. I will be discussing these issues over the next few months and hopefully will have some news of a district meeting sometime in the Spring.

Merry Christmas to all!



A Special Message

From Steve Moffett of Lubbock Electric

At our recent chapter meeting in Tucson, Mr. Al Kingan gave an informative presentation.

The topic concerning the recent corporate tax laws was very timely and his delivery was excellent. Mr. Kingan works for MassMutual and actually provides legal advice to their financial planners; however, he is not licensed to give financial advice directly to clients. Since distributing his PowerPoint presentation, he has received several inquiries from our members who were in attendance wanting more information that he is not legally able to give.

Mr. Kingan works closely with my advisor, Mr. Jay Eagan of PFG Advisors. I spoke with Jay and he said he would be glad to receive any questions from our members directly or recommend an advisor in their area. Jay's office phone is (806) 791-8504. More information about Jay, his five partners, and their practice may be found online at www.advisorspfg.com.

Jay's bio is at <http://www.advisorspfg.com/jay-r-eagan>

Future EASA meetings

SOUTHWESTERN CHAPTER:

January, 2019—Houston, TX (District 3)

March, 2019—Dallas, TX (District 2)

Spring Convention—Hot Springs, AR. April 4-6, 2019
Meeting flier and registration details will be distributed in January. Please watch your emails.

June, 2019—Corpus Christi—(District 4)

Fall Convention—Oklahoma City, OK. Oct 3-5, 2019
Meeting flier and registration details will be distributed in July. Please watch your emails.

Spring Convention 2020—New Orleans, LA. TBA

Fall Convention, 2020—San Antonio, TX. TBA

EASA INTERNATIONAL CONVENTION:

2019—June 30 to July 2—Las Vegas, NV
Mandalay Bay Resort and Convention Center

2020—June 14-16—Nashville, TN

2021—June 27-29—Ft. Worth, TX

New Members

We are pleased to introduce the following new and returning members since our last newsletter:

District 3

Standard Industrial Products—Webster, TX

Sulzer EMS—Orange, TX

District 4

Alamo Transformer Supply Co.—San Antonio, TX

District 5

Electric Motor Services—Tempe, AZ

District 8

ALPROtec S.A.—Guayaquil, Ecuador

C.A. Metalmecanica Industrial—Barcelona, Venezuela

Devanados Ind Y Aislamientos—Tianapantla, Mexico

El Alambrom—Mixco, Guatemala

Electrobobinados Del Llano—Villavicencio, Colombia

Electrotecnica KVA—Valencia, Venezuela

Ferroman S.A.—Santiago, Chile

Punto Electrico S.A. Puntelec—Guayaquil, Ecuador

Servicio De Embobinados—Corregidora, Mexico

Talleres Industriales—Colon, Panama

Affiliate

Electric Materials Company—North East, PA

Pittsburgh Electrical Insulation—Brownsville, TX

CHAPTER MEMBERS

We would love to feature your shops, and any other news you would like to share.

I am happy to help with outlining and editing your article if you just send your news to your district director. Their contact information is in your Southwestern Chapter year book.

If you can't locate your district director, just send it directly to me (Diane Werling) at info@easasouthwest.com or call me at 214.783.2372.

We know that many of you have completed some very interesting projects and or invested in new buildings and equipment, so please tell us about it and we can recognize your growth and achievements.