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The Printed Circuit is Back!

You are holding in your hands *physical* proof that the Houston Electrical League *listens* to its members.

Many complained that the "E-only" version of the *Circuit*, arriving as it did as another item in an already full in-box, wasn't getting enough attention.

"Nothing beats the ability to leaf through the pages while on an interminable conference call," says one local Vice President.

Other's like it too, including our advertisers. Where else can you reach 2,000 of the Gulf Coast's best and brightest?

2005 Membership Up, Up, Up

Already, fifty forward-thinking firms have already joined the Houston Electric League as *Sponsoring Companies*. That means *all* their employees are now league members, (provided, of course they have visited the website and taken the thirty seconds it takes to enroll in the league themselves). With just this first group (of the hundred or so who will join by year end) individual memberships in the league has *already* exceeded all of last year, and we're only into the third month! Visit the HEL Website (www.hel.org) click on the Membership tab on the main page, then click on "Sponsoring Member" to see an accurate, and up to date listing of our sponsoring companies. If your company is not already a member (shame on you!) its easy to join. Just have the appropriate person at your firm follow that same series of links and sign-up your firm. If all this is news to you (shame on you again!) you can read all about the changes the league has made in it membership rules (and why these were changes were made) by reading the last issue of the HEL Circuit. It is available to download from the HEL website as well, just follow the link to "Circuit and News" and then click on the December 2004 issue. The lead article explains the changes in detail. ✎

Kilowatt Kookers Kick Bar-B-Que Butt

(That's a shoulder roast. Don't worry, the *Circuit* is still G Rated)

Even if your involvement in the league has only been cursory, you have no-doubt heard of the Kilowatt Kookers. They are the league's Award Winning, world-championship Bar-B-Que team. Each year at the Rodeo the team cooks, serves and wins awards for, indescribably delicious smoked brisket, links, chicken, shrimp and pork. In addition to the beer they themselves consume, they serve ice-cold beer and the best margaritas on the planet.

The Kilowatt cooker team, lead by the ever-energetic Gus Smith, put on this fabulous feed again this year at the Annual Houston Livestock Show & Rodeo World Championship Barbecue Cook-off, over the weekend of February 24, 25 and 26, 2005, on the Reliant Park parking lot.

2005 Kilowatt Kooker trivia: ✎ 1,800 pounds of brisket smoked and served. ✎ 250 pounds of ribs rubbed, smoked and served. ✎ 1,600 pounds of sausages cooked and served. ✎ 280 pounds of chicken breasts served, (is the "low fat" craze over?) ✎ Nearly 5,000 margaritas (and over 6,250 cans of beer) were consumed!! (No wonder the Chris Coursey Broken Heart Band sounded so good!!)

The Kilowatt Kooker team is comprised of 22 hard working and dedicated individuals, and their work is sponsored by some the local electrical industry's most fun and forward-thinking companies. This year's new front porch came in handy, and the cool, damp weather held back attendance somewhat, but, as usual, the Electrical community showed up, sampled the beer and the beef, and made the event a huge success. (continued on page 4)

Houston Electric League Scholarship Update

On February 17th and 18th Jeff Metzler, (Scholarship Committee Chairman) and his crew went to Texas A&M to interview potential scholarship recipients and Summer Interns. The process was repeated on March 3 at the University of Houston. (Continued on page 5)



The HEL Circuit

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Foundation

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(See above)

President's Message

February 2005

Phil Metz

Change continues to be the watchword of your HEL organization. That's right, "your organization". Many of the changes the Board has implemented this past year are focused on increasing our membership. As we highlighted in December's *Circuit*, the dues structure was changed to enable more people at our member companies to become active participants in the League.

As the military poster used to say: WE WANT YOU!

Why do we need you? Our goal is provide scholarships to deserving men and women who are interested in our industry and to children of our members. Your support (either as a volunteer or participant at our many fundraising activities; or with in-kind donations and/or direct financial help) is needed and greatly appreciated.

We just completed one of our major fundraising activities--our own Kilowatt Kookers at the Houston Livestock and Rodeo BBQ Cook-off. Our participation would not have happened without the help of Gus Smith's Kilowatt Kooker team, many, many volunteers, and the support of our sponsors. Thank you to everyone who supported our efforts.

With our new membership rules we can genuinely say: Come to one of our events! You are probably already a member, (provided your company is a sponsor, and you yourself have visited www.hel.org and completed the short enrollment form). We have something for just about everyone: golf, sporting clays, bowling, motorcycle rides. Or, maybe something you might think of as a great activity, and can help organize for our cause. Please, enjoy yourself at our events, and consider becoming a more-active member of the Houston Electrical League. Remember: its all about YOU! ✎

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Houston Electrical League Events Calendar						
Mon	Tues	Wed	Thurs	Fri	Sat	Sun
Feb	1	2	3	4	5	6
7	8 Board Mtg	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24 Kilowatt	25 Kookers	26 Rodeo	27
28						
March	1	2	3	4	5	6
7	8 Board Mtg.	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			
April				1 Intern-ship Apps. Due	2	3
4	5	6	7	8 Scholar-ship Apps. Due	9	10
11	12 Board Meeting	13 Membership Mtg.	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	
May						1
2	3	4	5 Spring Golf	6	7	8
9	10 Board Meeting	11	12	13	14 HEL Raisers MC Ride	15
16	17	18 Sporting Clays	19	20	21	22
23	24	25	26	27	28	29
30	31					

Schedule of Events

- Feb 24th - 26th — Kilowatt Kookers at the Rodeo
- March 8th — Board Meeting
- March 8th—May 24 — Spring Bowling League
- April 12 — Board Meeting
- April 13th — General Membership Meeting
- May 5th — Spring Golf
- May 10th — Board Meeting
- May 14th -- HEL Raisers Motorcycle Club Ride to W on the Brazos
- May 18th -- Spring Sporting Clays
- Sept the Somethingth — Fall Bowling League begins
- September 13th — Board Meeting
- October 6th — Fall golf
- October 11th— Board Meeting
- October 19th — General Membership Meeting
- October the somethingth -- Fall Sporting Clays

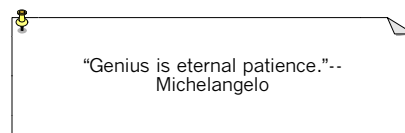
What are you Reading?

“There are two types of people in the world: those who divide the world into two types of people and those who don't. Those who divide the world into two types tell us that one of those types of people can look at a glass and see it as half full, while the other looks at the same glass and sees it as half empty.

“It's common knowledge that seeing the glass as half full is a more successful mind-set. Like much of what passes for common knowledge in business, this idea is more common than it is genuine knowledge. It's time for a new metaphor. The person I want to be,

the person I want to hire, and the person who ultimately will be more successful and more valuable to his company, his family, his society, and himself is the one who takes a look at that glass and is concerned, not with whether it's half empty or half full, but with figuring out how to fill it up.”

The above is from Barry Maher's book: *Filling the Glass : The Sceptic's Guide to Positive Thinking in Business* ~





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Kilowatt Kookers Kick Butt

Continued from Page 1

The Kilowatt Kookers put-in hundreds of hours of back-breaking work. They lift, haul, cook, and otherwise schlep thousands of pounds of food, equipment, ice, guitars, amps and libations. Yet, somehow this committee is one of the most active and lively in the HEL. Gus say's its because they enjoy the work, but members say it's the beer...

Want to see pictures? Go the HEL Website and click on the Kilowatt Kookers link. You might even see yourself! (www.hel.org)

You may not realize this but the Kilowatt Kookers are competing against 350 other teams from all around the world. The event is billed as the World Championship, and it *is*. In the past the Kilowatt Kookers have won individual awards for brisket and links. This year they placed 60th overall! That's important because the Rodeo only wants the best each year, and you have to earn your way back.

Since their first foray into the smoky world of competitive Bar-B-Que in 1995, this hard kookin' group has raised over \$228,746 for the HEL Scholarship Foundation!

The team's recipes are secret, (obviously) but Bob Miester (committee member since Edison's time) has agreed to share his contribution (at right). All you need to do is divide each of the ingredient quantities by 2,631 to get individual portion sizes!

In addition to Gus, team members are: Jim Sims & Drew Dyer - Eaton Electrical Group; Mickey Dehart, Nick Bandiera, Gary King and Bob Endris - Powell Electrical Manufacturing; Tommy Lipham - Southwire; David Thompson - ABB; Randy Ingersoll and Bob Meister - Summit Electric; Rick Lathrop - Wholesale Electric; Keith Hessemer - Wildcat Electric Supply; Jack Templin - Stanley Proto Tools; Kevin Jackson - The Reynolds Company; Allan Edwards - Jim Edwards Company; Chris Coursey - Bell & McCoy; Mike Poth - HomeSafe Inspection, Jeff Techmanski - E-Tel; Eddie Winn - American Lumber; Clint Lipham - Trussway Lumber; Gail Maza - CenterPoint Energy; and administrative support volunteer Jan Cashin from Powell Electrical Manufacturing ✂.

Bob Meister's Award Winning Bar B Que Sauce (as prepared for the HEL Kilowatt Kookers)

- 15 - **Gallons** Cattleman's Bar-B-Que Sauce (as base)
- 24 - 12 oz, Cans Shiner Beer, (Budwieser will do, but it *MUST* be brewed in Texas!!)
- 15 - **pounds** butter
- 15 - **Full** Bottles of Lee and Perrins Wostershire Sauce
- 8 - **Pounds** of onions (rough chopped)

Put it all in the slow cooker and "let 'er rip". Drink a few of Gus Smith's famous Sea Breezes (recipe for Sea Breezes next year!) and there you have it.

Difficulty: Easy ✂ Serves: 2,631 ✂ Cooking time: 1 lost weekend

Kilowatt Diamond Level Sponsors:

Crawford Electric Supply
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Wholesale Electrical Supply

Kilowatt Gold Level Sponsors:

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Eaton Electrical Eng. Services & Systems
GE Supply
Graybar Electric
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Priority Wire & Cable
Rig Runner's Inc.
Rockwell Automation MV Drives
Siemens Energy & Automation
Southwire
Stanley Proto Industrial Tools
Summit Electric Supply
Square D Company

Get Involved!!

The Houston Electrical League is always looking for talent. Working with the Golf Committee, (Chris Coursey - Bell & McCoy 713.223.4146), is a fantastic way to spend a sunny day away from the office if you don't play golf. (Playing in the event is an even better way to spend the time!) Chris will need volunteers to man the sign up tables, judge the hole-in-one holes and to work with the caterers.

Got something to say in writing? Send it to David Hammel and get it in the next edition of the Circuit. How about joining Bob Meister and sending a Recipe? ✂

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(Scholarship Update -- Continued from Page 1)

"If this year's crop of candidates was as enthusiastic, intelligent, and bright as last year's. We're going to have another difficult time cutting it down to the 15 or twenty we have funded" said Jeff.

"It's always a difficult process," he added, "but that's good for us. The Houston Electric League is very well known and extremely well respected at both the colleges. Our scholarships are highly sought after. We see the best and the brightest they've got."

Jeff is also anxious for league members to know about another change in the scholarship process this year. "In addition to the five scholarships that will be awarded to League Member's college students at the upcoming Spring General Membership meeting, we've reserved one of the summer internships for a member's child. In the past, all fifteen were given away to the Industrial Distribution students at the U of H or A&M. This year one will be reserved for a son or daughter of a League member who might be thinking of following their mom or dad into the local electrical community. Should we call it the Bob Hardy Internship?"

All details, including applications and rules governing the Scholarship process are available on the leagues website.

Remember if you're not a member, you children can't be eligible! So get you company to join as a sponsoring company and then sign up as a member yourself. ✈

"There is no such thing as great talent without great will power."

Honoré de Balzac

"If You Always Agree With Your Boss, one of you is not necessary"

Kenneth H. Blanchard
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Ten Questions for Keith Hessemer

Past Houston Electrical League President (2003-2004)

How did you get into the electrical business?

"I started working part time for Wildcat while an Industrial Distribution student at the University of Houston"

What was the most exciting, (not necessarily the best), moment of your career?

"Moving our business from Supply Row to our new location on Harvey Wilson Drive. It seemed like it would never get done on time!"

Who has had the single biggest positive influence on your career?

"My Father, Clark Hessemer. But I tell you, it's hard not to answer Joe Mevis to that question."

If you could hire anybody in the local industry and have them come to work for you, who would it be? And why?

"Clyde Rutland. I admire his business sense and ethics."

What was the make and model of your first car?

"A 1971 short-bed Ford pick-up truck, with *no* Air Conditioning!"

What book are you reading now?

"I just finished 'The Five Dysfunctions of a Team: A Leadership Fable' by Patrick M. Lencioni"

What is your number on business philosophy? (Boiled Down—a penny saved penny earned kind of thing.)

"Easy: 'Do the right thing!'"

What's your favorite Chinese Food place?

"Kanoman down of Telephone Road."

If you could have dinner with anybody in the world, who would it be?

"George W. Bush, or the Sport Illustrated Swin suit models ... do I have to pick one or the other right now?"

What's that golf Handicap again?

"Fifteen. But now that Phil Metz has taken over as the President of the Houston Electrical League I'm hoping to get that down a little..."

✈

Intern - esting

The HEL Internship program is one of the league's true success stories. Each summer, 15 ID students from A&M and the U of H are matched-up with local manufacturers, distributors, and reps for a little side-by-side direct work experience. These internships are partially paid by the Houston Electric League, and partially by the sponsoring companies.

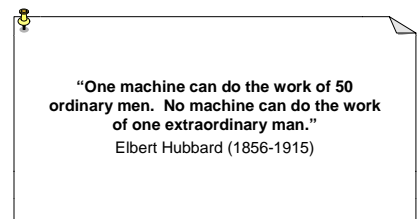
Last year Bell & McCoy sponsored an internship and liked the student they had so much that they've hired him.

"We loved his attitude," said Chris Coursey. "He came to us with an agenda, he knew what he wanted to learn and volunteered to start in the warehouse. What an unbelievable work ethic! And, because Justin is an ID major he showed up day-one knowing what a rep is, how we interface with our customers, and how important our principals are. It was a great deal for us and for him!"

Justin Clark, hometown Odessa Texas, will be starting at Bell & McCoy

the day after he graduates from Texas A&M's Industrial Distribution Department at the end of May this year.

Welcome Justin! ✈



HEL Spring Bowling League

How long has it been since you rolled a fourteen pound ball down a polished hardwood floor and *obliterated* some lumber? Too long, no doubt!

Got the wintertime blahs? Get a team organized in your office and then come on out and Bowl in the Spring HEL Bowling league! Call Rick McKellop at Wholesale (713) 749-8465 and he'll welcome your team, or can even help individuals get on one of the open teams. The league's been in existence since the seventies and is open to all, and will be handicapped, so *everyone* has a chance to win.

Last fall's league was a huge hit. Rick reports tens of thousands of pins were knocked down. Got a great idea for a nifty bowling

shirt? Got an old ball and shoes lying around in a closet somewhere? Don't hesitate! Call today!! Too much of a hassle, you say? Too far to drive, you whine? HA!! The winning team last fall came from Deer Park. See ya there!

When: Every Thursday Night starting March 10th ending on May 26. **Where:** The Palace Lanes, 4191 Bellaire Blvd., Houston 77025; (713) 667-6554 **Cost:** \$12.50 per person per week, (only \$750.00 per team) ✈

Congratulations Mr. & Mrs. Clyde Rutland on 65 years of marriage!!! You lovebirds are an inspiration to us all!

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States Act to Save Energy, Ease Bills

At least a dozen states are imposing, or considering, new energy-efficiency requirements that will help drive down monthly utility bills but will force many consumers to pay more for household electrical items. The requirements demand lower power usage from energy-hungry items such as *cell-phone power cords*, and certain light bulbs. The estimated extra cost of the energy-efficient versions ranges from 50 cents for a light bulb to \$580 for a pool pump. Most small items will cost a few extra dollars. But some floor lamps could cost \$20 more, and ceiling fans up to \$40 more. ✎

Electrical Wholesaling Magazine and Channel Marketing Group Enter Partnership

Electrical Wholesaling magazine, EC&M's sister publication, recently announced that it has entered into a partnership with Channel Marketing Group. As a result, Channel Marketing Group's Neil Gillespie and David Gordon will now be contributing writers for Electrical Wholesaling, covering topics like marketing, strategic planning, and promotional strategies for manufacturers' and distributors' businesses. In addition, Electrical Wholesaling will be the publication sponsor for Channel Marketing Group's 2005 Electrical Industry Marketing Conference, which is scheduled for August 7-9, 2005 in Chicago. ✎

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Watt's NEW

KBS Electrical Distributors has MOVED to newer and larger facilities. Their new contact information is:

KBS Electrical Distributors
 13630 Gillman Park Road
 Houston, Texas 77073
 Phone- 281-214-8770
 Fax- 281-214-8771

Anixter Wire and Cable Has MOVED. Doubling their space in the vibrant Houston market, their new contact information is:

Anixter
 9900 Sam Houston Center Dr.
 Suite # 200
 Houston, TX, 77064
 Tel: 281-894-3500
 Fax: 281-894-3501

NSEOEM, Inc.

NSEOEM is please to announce that Dennis Drotar has joined our sales team. "Dennis comes to us with a strong electrical transformers and electro-mechanical design background, and has been assigned the A&E and Industrial End User markets for our company." Also, effective April 1st, 2005, NSEOEM will move into their new offices at 9831 Whithorn Drive.

Priority Wire & Cable has moved into a new 100,000 sq. ft. facility on Wallisville Rd. "Our business just kept growing and growing," Said industry legend Garfield Chappell. "We were getting jammed for space, all I can say is: If we outgrow this son-of-a-bit ... um, well, anyway ... I'll be retired by then. Thanks to all our customers for their patience while we moved."

Priority's New Contact information:

Priority Wire & Cable
 9600 Wallisville Rd.
 Houston, TX 77013
 Phone: 713.673.8455
 Fax: 713.673.8485

Bell and McCoy News:



KIM DERMODY

Kim is the voice behind our phones...we welcome her as our new receptionist.



EMILY WILKINS

Emily is the newest member of our inside sales team. She handles customers in Houston, Austin and San Antonio

New Lines for Bell & McCoy:

American Insulated Wire

Building wire and Industrial Cables. Local inventory. Cutting available.

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20, 25 and 30-foot square poles and accessories are stock in Houston!

Bell & McCoy also recently unveiled their new and updated website at : www.bellandmccoy.com

HEL Raisers -- Motorcycle Club

Jim Schindler and Board Member Scott Fields are organizing (*The HEL Circuit* is using the term "organizing" loosely here) a motorcycle club and the first ever HEL Raisers Motorcycle Club ride! Open to everyone, (Harley Riders, and even Japanese Bike Riders -- let's NOT get into all that!!), the club hopes to raise some money, and *have some fun*.

DATE/Time: A beautiful Saturday AM on May the 14th.

"We're heading out to the birthplace of Texas, out to the Washington on the Brazos state park," says Jim Schindler. "It's just far enough away to be a ride, but not far enough to raise any saddle sores."

"Even if you're not a rider we'd love

to have you as part of the ride, we'll need a couple of support vehicles and some one ot bring the lunch!" Jim and Scott are also looking for sponsoring companies and they'd love to hear from you.

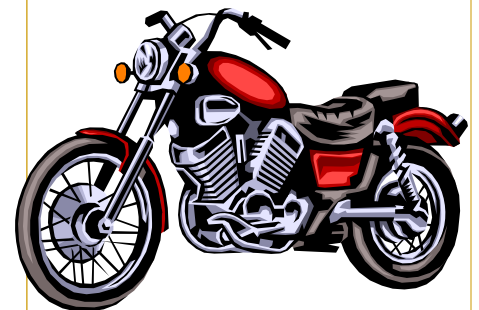
Contact: Jim Schindlerjschindler@WESCODist.com or call at: 713.224.2400)

Sign up will be via the HEL's website, (www.Hel.org) and be available some time in early March.

Cost: \$40.00 per rider, (if riding two-
 up: \$20.00 for your passenger)

Benefits: Fun, Fellowship, an exotic

destination, a free lunch and a collector's item pin!! (What more could you ask for?) ✈



Texas State History Trivia
 We all know who Washington Texas is named after. Who is Anderson Texas named for?
 Come along on the ride to find out!!



The Back Story

The way-back story

The Houston Electrical League has gone through some big changes over the past two months; change is constant...

Remember when:

The phrase "Long Distance calling," could get anybody out of a meeting?

Wholesale Electric had a front lawn?

Your phone number only had 7 digits? 4? Come on, some of you must.

You only had one logon and one password?

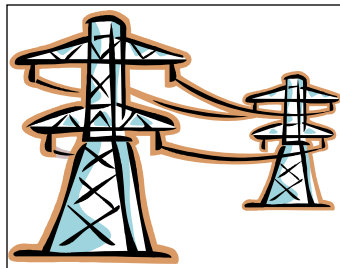
When Fax machines took 6 MINUTES per page?

Orders were placed by the car load,

(meaning train car load)?

You could get anywhere in this town in only 25 minutes?

PLC's were called PC's



Amfac, Marlin, Futronics, Gulf Coast, Buffalo, TEW, Nunn Electirc, Warren, Anaconda and Reichart were household words?

Small, medium and large were coffee cups sizes?

The Astros played in the Astrodome? When they played at Enron? When Enron didn't mean scandal?

Whitewall tires were on every company car?

Kcmil replaced MCM

Car phones weighed twenty pounds and cost two-thousand dollars?

Leon Hale was at the Houston Post?

Blue Man Group might have referred to the local Football team?

Sales presentations were made with Kodak slide projectors?

