



2018 QUICK RESOURCE GUIDE

Easy access when you need it now! When making a purchase of products or services, refer to this list of Product Service members who specialize in the electrical industry.

ACCOUNTING

Smith Schafer & Associates

Tim Pass, CPA
7500 Hwy 55, Ste 350
Minneapolis, MN 55427
Ph: (952) 920-1455
F: (952) 920-6603
Email: t.pass@smithschafer.com
www.smithschafer.com

Client-first, community-oriented "Minnesota Top 25" accounting and consulting firm. Smith Schafer professionals have serviced the construction and specialty contractor industry since 1971.

ATTORNEY

Gregg J Cavanagh, Attorney at Law

13277 94th Ave N
Maple Grove, MN 55369
Ph: (763) 494-9465
F: (763) 494-9462
Email: gjc@cava-law.com
www.cava-law.com

Representing employers in labor and employment matters for more than 30 years. Large-firm experience at small-firm rates. Free initial consultation.

Moss and Barnett

Aaron Dean
150 South 5th St., Ste 1200
Minneapolis, MN 55402
Ph: (612) 877-5255
F: (612) 877-5033
Email: aaron.dean@lawmoss.com
www.lawmoss.com

Seaton Peters & Revnew PA

Tom Revnew
7300 Metro Blvd Ste 500
Minneapolis, MN 55439
Ph: (952) 921-4622
F: (952) 896-1704
Email: trevnew@seatonlaw.com
www.seatonlaw.com

We advise executives and HR professionals in a wide range of employment law matters: compliance, training employees on EEO, prevailing wage, creating policies to meet organizational goals, handling investigations, litigating discrimination, harassment, and contract matters.

Thrive Law & Consulting

Kate Bischoff
5725 Wentworth Ave
Minneapolis, MN 55419
Ph: (612) 361-7707
E: kbischoff@thrivelawconsulting.com

We advise executives and HR professionals in a wide range of employment law matters: ensuring compliance with laws, training employees on EEO topics, managing prevailing wage compliance, creating policies to meet organizational and division-specific goals, handling investigations, litigating employment cases such as discrimination, harassment, and contract matters.

BUSINESS SERVICES

Plum Tree Solutions Inc

Kathy Matsui
17512 Freepoint Way
Farmington, MN 55024
Ph: (952) 431-7586
F: (952) 431-0898
Email: kathy@p-tsolutions.com
www.p-tsolutions.com
Creating marketing & promotional solutions for your company through the use of various promotional products, apparel & printing.

Tradesmen International

Andrew Werkheiser
2910 Waters Rd, Ste 100
Eagan, MN 55121
Ph: (651) 688-7340 • (877) 337-7340
F: (651) 688-7341
Email: andrew.werkheiser@tradesmeninternational.com
www.tradesmeninternational.com
Tradesmen International, founded in 1992, is recognized nationally as a leading source for reliable, skilled craftsmen and construction labor consultants.

DISTRIBUTOR

Arrow Electrical Supply Co

Brian Saunders
960 10th Ave SE
Detroit Lakes, MN 56501
Ph: (218) 847-5601
F: (218) 847-5171
Email: arrow@aescomn.com
www.aescomn.com

A family-owned supply company since 1972. Full-line distributor carrying these product lines and more: EATON Cutler-Hammer-Bussman-Cooper-Crouse Hinds, Eiko Lighting, Sylvania Lighting, Southwire, Pass & Seymour LeGrand, Cadet Heat, Texas Fluorescents--LED.

Border States Electric Supply

Chad Schell
9100 Wyoming Ave N, Ste 550
Brooklyn Park, MN 55445
Ph: (763) 425-5500
F: (763) 315-9550
Email: cschell@borderstates.com
www.borderstates.com

Entirely employee-owned, we specialize in providing quality products, value-added services and technical expertise to support our customers in the construction, industrial and utility industries.

Crescent Electric Supply Company

Jeff Anderson
2040 Elm Street SE
Minneapolis, MN 55414
Ph: (612) 676-7280 • (800) 397-3900
F: (612) 379-6056
Email: jeff.anderson@cesco.com
www.cesco.com

Founded in 1919, with over 140 branch inventories interconnected by an online computer inquiry system, including six branches in Minnesota. "Growing Together Through Customer Satisfaction."

Dakota Supply Group

John Gearman
3610 N St Paul Ave
Sioux Falls, SD 57101
Ph: (605) 336-3090 • (800) 540-8215
F: (605) 336-3935
Email: jgearman@dsginc.biz
www.dsginc.biz

Dakota Supply Group for all the right connections to Electrical, Automation, Communication, Utility, Plumbing/HVAC, and Waterworks supplies and product solutions. Thirteen branches to serve you.

ECHO Electric Supply

Brett Ruppert
1495 Darling Drive
Worthington, MN 56187
Ph: (507) 372-7767 • (800) 622-5173
F: (507) 372-7769
Email: brett.ruppert@echogroupinc.com
www.echogroupinc.com
Full line electrical distributor with a lighting fixture showroom, knowledgeable staff and the desire to serve the electrical industry with quality products and first-class service.

Elk River Winlectric

Troy Tamm
12777 Meadowvale Rd
Elk River, MN 55330
Ph: (763) 241-1617
F: (763) 241-1621
Email: tetamm@winlectric.com
www.elkriverwinlectric.com
Electrical wholesale supplier for Wright, Sherburne and surrounding counties, featuring name brand manufacturers.

Graybar Minneapolis MN

Rick Schroeder
2300 E 25th St
Minneapolis, MN 55406
Ph: (612) 721-3545 • (800) 582-5293
F: (612) 728-2555
Email: rick.schroeder@graybar.com
www.graybar.com
Distributor of electrical and comm/data products.

Green Energy Products

Philip Lipetzky
1315 W Central St
P O Box 108
Springfield, MN 56087
Ph: (507) 723-4885
F: (507) 723-6734
Email: info@solargep.com
www.solarGEP.com
Customized renewable energy solutions. Featuring SunPower solar pv panels.

J H Larson Company

Gregg Miller
10200 51st Ave N
Plymouth, MN 55442
Ph: (763) 545-1717 • (800) 292-7970
F: (763) 525-5884
Email: greggm@jhlarson.com
www.jhlarson.com

J H Larson has been a family-owned, independent wholesale distributor of quality Electrical, Plumbing, HVAC and Data Comm products for over 80 years. We also offer designer lighting and plumbing products with our sister companies: Pahl's Designer Showrooms (www.pahlsshowrooms.com); Lappin Lighting (www.lappinlighting.com). Other Branches: Fairmont, MN Watertown, SD Hayward, WI Hudson, WI Eau Claire, WI Sioux Falls, SD Abbottsford, WI Plymouth, MN

Protection Systems Inc

Marvin Fletcher
901 Page Dr
Fargo, ND 58103
Ph: (701) 280-2144
F: (701) 356-4013
Email: marvf@protectionsys.com
www.protectionsys.com
The premier engineered systems distributor of fire alarm systems, nurse call systems, card access systems, CCTV systems, Security systems, school intercom and clock systems, and sound systems.

Viking Electric Supply

Stacy Stanslaski
451 Industrial Blvd
Minneapolis, MN 55413
Ph: (612) 627-1141 • (800) 435-3345
Email: stacy.stanslaski@vikingelectric.com
www.vikingelectric.com
We are proud to continue the tradition of providing the best possible products and customer service to electrical contractor, industrial, and tool customers throughout the upper Midwest.

Werner Electric

Steve Hassler
7450 95th St South
Cottage Grove, MN 55016
Ph: (651) 769-8149 • (800) 676-3701
F: (651) 768-5204
Email: shassler@wernerelec.com
www.werneremn.com
Werner Electric provides the electrical supplies and support that power the world, solve complex problems, and fulfill on our community promise to consistently deliver exceptional solutions that make life better and easier for those we serve.

WESCO Distribution Inc

Dave Pistorius
2650 7th Ave N
Fargo, ND 58102
Ph: (701) 232-4446 • (800) 864-3833
F: (701) 234-0456
Email: dpistorius@wescodist.com
www.wesco.com
WESCO Distribution is a leading, full-line wholesale distributor of electrical and industrial products. WESCO's broad product offering consists of more than 210,000 products. The branch in Fargo covers NW Minnesota.

Winsupply of Eden Prairie

Mike Hough
7361 Washington Ave S
Edina, MN 55439
Ph: (952) 278-0000
F: (952) 278-0001
Email: mhough@winsupplyinc.com
www.edenprairiewinsupply.com
Eden Prairie WinSupply serves the south and southwest metro area.

Winsupply of Lakeville

Billy Jansen
21653 Cedar Ave So, Ste 1
Lakeville, MN 55044
Ph: (952) 985-7072
F: (952) 985-0765
Email: bajansen@winlectric.com
www.winsupplyinc.com
Electrical wholesale supplier featuring name brand manufacturers

EQUIPMENT

Big Woods Electric Motor

Chuck Bigwood
875 8th Ave S
Wahpeton, ND 58075
Ph: (701) 642-3145
F: (701) 642-8651
Email: chuck@bigwoodselectric.com
www.bigwoodselectric.com
Big Woods Electric Motor specializes in electric motor & servo motor repair and rewinding. Family owned and operated since 1985, Big Woods Electric is a full-service servo motor center. We have been selling and repairing all types of servo motors since the early 1990s. We have servo motor customers in 42 states. We also put on an electric motor training course that is code hour certified in ND, SD, and non-code certified in MN.

Ditch Witch of Minnesota Inc

Warren Peiffer
12826 Emery Way
Shakopee, MN 55379-8300
Ph: (952) 445-3066
Toll Free: (800) 252-5811
F: (952) 445-5529
Email: wpeiffer@dwmn.com
www.ditchwitchmn.com
A full-service equipment dealer offering trenchers, plows, trailers and guided boring equipment 10 HP - 175 HP.

RDO Vermeer

Steve Rosenow
1675 126th St West
Burnsville, MN 55337
Ph: (952) 890-6144 • (888) 562-7062
F: (952) 882-2980
Email: srosenow@rdoequipment.com
www.rdoequipment.com/equipment
RDO Vermeer is a full-service equipment dealer specializing in the selling, leasing, training, and servicing of Vermeer directional boring machines, track trenchers (rock & dirt), rubber-tired trenchers, trench compactors, brush chippers, stump cutters, tub & horizontal grinders, vibratory plows, and piercing tools.

Join MEA and Receive a
FREE Safety AWAIR Program
and
FREE Electrical Toolbox
Talks!

Courtesy of
FEDERATED
INSURANCE

—Our Partner in Safety Training

Siemens Building Technologies
Alex Kleiman
5939 Rice Creek Parkway
Shoreview, MN 55126
Ph: (651) 631-8533
Email: alejandro.kleiman@siemens.com
w3.usa.siemens.com/
buildingtechnologies/

Trenchers Plus Inc
John Rabideaux
2309 W Hwy 13
Burnsville, MN 55337
Ph: (952) 890-6000 • (888) 203-1419
F: (952) 890-4563
Email: john@trenchersplus.com
www.trenchersplus.com
Serving All of Your Electrical Construction Needs for Over 25 Years... Toro/Case trenchers, cable plows / HDD drills, Hudco piercing tools, compactors, Felling cable reel, pole, transport trailers, Morbark Brush Chippers, Metro-tech/Vivax cable locators/fault finders, Takeuchi mini-excavators, track-loaders & attachments, Ringomatic vacuum excavation equipment.

Ziegler Power Systems
Scott Ridgley
8050 County Road 101 East
Shakopee, MN 55379
Ph: (952) 445-4292 • (888) 320-4292
Email: scott.ridgley@zieglercat.com
www.zieglercat.com
Ziegler Power Systems is the exclusive supplier of Cat® diesel and natural gas electric power generation systems in Minnesota. Ziegler offers industry-leading customer support on all makes and models of electric power generators and distribution equipment. Ziegler rents generators, air compressors, heaters, chillers, and associated accessories.

FUEL/FLEET
Holiday Stationstores
Don Keis
4567 American Blvd W
Bloomington, MN 55437
Ph: (952) 830-8889
F: (952) 830-1678
Email: don.keis@holidaycompanies.com
www.holidaystationstores.com
Holiday Stationstores offers MEA members a discount on fuel. With over 300 stores conveniently located throughout the state of Minnesota. Save money and time with Holiday.

SUPERAMERICA
SA Fleet Sales
Ph: (844) 308-9182
Email:
insidesalesleadsubmission@wexinc.com
www.superamerica.com
SUPERAMERICA offers a complete Fleet Program with all the tools you need to manage your fuel expenses. Fuel Savings, Security and Control!

INFORMATION TECHNOLOGY
Cobra Contractors Software
Jim Crabbe
261 School Ave Suite 120
Excelsior, MN 55331
Ph: (952) 933-2507 • (800) 466-2507
F: (952) 933-4967
Email: jim@cobra-usa.com
www.cobra-usa.com
We write and support software for electrical contracting companies. In-house programs include Estimating, Job Cost with work-in-progress, Time & Material Billing, Accounting, Payroll, Purchase Order, Scheduling/Dispatch, General Ledger, Inventory with bar coding, Tool & Equipment tracking and AIA job/billing manager. COBRA mobile includes Job Cost, Paperless Billing, Time Sheets, Quote with Proposal Writer, Inventory, Purchase Order tracking.

INSURANCE
Federated Insurance/Assoc Risk Mgmt
Connor Odykirk
121 E Park Square
Owatonna, MN 55060
Ph: (507) 455-5200 • (800) 533-0472
F: (507) 455-7840
Email: wcodykirk@fedins.com
www.federatedinsurance.com
Federated has partnered with MEA for 24 years as its endorsed provider of property and liability, workers' compensation, financial planning, safety consulting and superior service. Available for Federated clients: Safety Audit, Employee Manuals, Workers Compensation Reviews, Estate Planning, Succession Planning.

MANUFACTURER
American Polywater Corporation
Tom Fredericks
11222 60th St N
Stillwater, MN 55082
P: (651) 430-2270x804 • (800) 328-9384
F: (651) 430-3634
Email: tom.fredericks@polywater.com
www.polywater.com
New conduit sealants to meet the NEC codes, conduit adhesive for PE pipe, modular seals for sealing core drill openings around conduit, medium voltage cable prep cleaners, live line maintenance cleaners, and hand and tool cleaners.

MUSCO Sports Lighting
Craig Gallop
PO Box 27231
Golden Valley, MN 55427
Ph: (763) 533-2030
F: (763) 525-0070
Email: craig.gallop@musco.com
Athletic field lighting systems for baseball, football, softball, tennis, ice arenas and gymnasiums.

States Manufacturing
Joe Shallbetter
650 Ottawa Ave N
Minneapolis, MN 55422
Ph: (763) 588-0536
F: (763) 588-9450
Email: joes@statesmfg.com
www.statesmfg.com
Manufacturers of switchgear, panelboards, custom enclosures, precision sheet metal, custom job shop

MANUFACTURER REPRESENTATIVE
AJB Sales
Jeff Carden
2520 Broadway St NE Ste 102
Minneapolis, MN 55403
Ph: (612) 378-1468
F: (612) 378-1478
Email: jeffc@AJBSales.com
www.ajbsales.com
AJB Sales is an electrical manufacturer's sales and marketing organization serving the electrical contractors, commercial/industrial end users, electrical distribution, and the specifying engineering community in the Upper Midwest.

Bellacor Professional
Stacy Finley
251 1st Ave N
Minneapolis, MN 55401
Ph: (651) 294-2547
Toll Free: (877) 688-7039
Email: sfinley@bellacor.com
www.bellacor.com
Bellacor Professional carries over 200 lighting manufacturers; selling directly to the trade. We provide large quantity pricing, value engineering services, trade pricing and local dedicated account management. Bellacor can support all your decorative and commercial light fixture needs.

ElectroTech, Inc.
John Fowler, CSP
7101 Madison Ave W
Minneapolis, MN 55427
Ph: (612) 618-6405 • (800) 544-4288
F: (763) 542-8102
Email: john.fowler@electrotech-inc.com
www.electrotech-inc.com
Manufacturers' representative with over 50 years supporting the electrical industry. Currently representing General Cable, Anamet, Alan Wire, Erico, Eaton B-line, Eaton Cooper Power, Eaton Crouse Hinds, Heritage Plastics, Western Tube & Conduit.

Grissinger Johnson Sales Inc
Joseph Quinn
2605 Fernbrook Lane N, Suite B
Plymouth, MN 55447
Ph: (763) 544-5451
F: (763) 544-3273
Email: jquinn@gjsales.com
www.gjsales.com
Manufacturers representative for electrical, power utility and datacomm products

Lesco
Joel Manthei
5301 E River Rd, Ste 104
Fridley, MN 55421-3779
Ph: (763) 542-8242
F: (763) 542-9309
Email: jmanthei@lesco-inc.com
www.lesco-inc.com
Lesco Inc is a sales and marketing organization serving the electrical industry. We represent only the finest manufacturers, and take pride in the services we provide.

Luma Sales Assoc Inc
Steve Hahn
5200 - 12th Ave E
Shakopee, MN 55379
Ph: (952) 995-6500 • (612) 386-7207
F: (952) 995-6565
Email: shahn@lumasales.com
www.lumasales.net
Luma Sales--LED Lighting Systems and Controls

MRL Company
William Lee
641 Fairview Ave N
St. Paul, MN 55104
Ph: (612) 331-2457 • (800) 328-5560
F: (612) 331-3735
Email: blee@mrlcompany.com
www.mrlcompany.com
Products are sold through electrical distribution to the industrial, commercial, MRO and contractor markets. MRL covers ND, SD, MN and western WI.

Pioneer Sales Group Inc
Tim Horsch
6066 Shingle Creek Pkwy PMB 1170
Minneapolis, MN 55430
Ph: (763) 546-6880 x4
F: (763) 546-6878
Email: thorsch@pioneersalesgroup.com
www.pioneersalesgroup.com
Pioneer Sales is an independent manufacturers' representative primarily for electrical wholesalers. We have electrical and tool distribution in Minnesota, North Dakota, South Dakota and Western Wisconsin.

Rouzer Group
Larry Benner
7003 West Lake St., Ste 300
St Louis Park, MN 55426
Ph: (952) 737-6320
Email: larry@rouzer.com
www.rouzer.com
Rouzer Group is a manufacturer representative based in Minneapolis serving MN, ND, SD & western WI. We work to the benefit of all parties by being involved in the entire project... providing the right solution, application training and certification.

OCCUPATIONAL MEDICINE
Health Partners/ Park Nicollet Occupational Medicine
Kirk Hyatt
5100 Gamble Drive
St Louis Park, MN 55416
Ph: (952) 541-2619
Email: kirk.m.hyatt@healthpartners.com
We offer the most comprehensive set of solutions for employers in central MN with six clinics in the Metro and one in Stillwater. Save money and reduce costs by preventing disability, managing it if it happens as well as providing services for the management of OSHA/ DOT obligations and workplace risks. Pre-placement physicals; Drug/alcohol screening; Respirator use exams/fit-testing; DOT Exams; Hearing conservation programs; Medical monitoring for toxic exposures; Workers' comp injury care, extended Urgent Care hours; Ergonomic consulting/Injury prevention classes. Many of these services may be provided in the worksite.

REBATES
Center for Energy & Environment (CEE)
Cindy Kelly
212 3rd Ave N Ste 560
Minneapolis, MN 55401-2556
Ph: (612) 244-2427
F: (612) 335-5888
Email: ckelly@mncee.org
www.mncee.org
CEE administers Xcel Energy's One-Stop Efficiency Shop Lighting Rebate Program. Eligible businesses receive rebates up to 60% of installed costs with financing available. CEE handles all paperwork.

RECYCLE
JR's Advanced Recyclers
Mike Larson
10619 Briggs Dr
Inver Grove Heights, MN 55077
Ph: (651) 454-9215
F: (651) 454-8345
Email: mike@advancedrecyclers.com
www.jrsadvancedrecyclers.com
JR's Advanced Recyclers is a locally owned and operated recycler of both Ferrous and Non-Ferrous metals, serving the metro area and beyond.

SCHOOL
Dunwoody College of Technology
818 Dunwoody Blvd
Minneapolis, MN 55403
Ph: (612) 381-3047 • (800) 292-4625
F: (612) 374-4128
www.dunwoody.edu
Programs: Electrical Construction and Maintenance; Electrical Construction Design/Management; Heating, Ventilation, and Air Conditioning

St Paul Technical College
Julie Selton
235 Marshall Ave
Room L206
St Paul, MN 55102
Ph: (651) 846-1770 • (800) 227-6029
F: (651) 846-1703
Email: julie.selton@saintpaul.edu
www.saintpaul.edu

UTILITY
Heat My Floors
Dennis Schramel
6800 Electric Dr
Rockford, MN 55373
Ph: (763) 477-3665 • (800) 785-8738
F: (763) 477-3054
Email: dschramel@whe.org
www.heatmyfloors.com
WH Response is a distributor of high- and low-voltage electric radiant floor heating systems that are quick and easy to install, maximizing profit potential.



Minnesota Electrical Association
3100 Humboldt Ave S., Minneapolis MN 55408

www.electricalassociation.com
(612) 827-6117 • (800) 829-6117