



# 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  
P: (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.*

### Gregg J. Cavanagh, Attorney at Law

13277 94th Ave N  
Maple Grove, MN 55369  
P: (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 on all new matters.*

### Moss and Barnett

Aaron Dean  
150 South 5th St., Suite #1200  
Minneapolis, MN 55402  
P: (612) 877-5255 • F: (612) 877-5033  
Email: aaron.dean@lawmoss.com  
www.lawmoss.com  
*Moss and Barnett are business counselors geared for the digital age; private client counsel across generations; and leaders in the community.*

### Seaton Peters & Revnew PA

Tom Revnew  
7300 Metro Blvd Ste 500  
Minneapolis, MN 55439  
P: (952) 921-4622 • F: (952) 896-1704  
Email: trevnew@seatonlaw.com  
Cell: (612) 819-1397  
www.seatonlaw.com  
*We advise executives and HR professionals in a wide range of labor and employment matters: union organizing and picketing, 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  
P: (612) 361-7707  
Email: kbischoff@thrivelawconsulting.com  
*We advise executives and HR professionals in a wide range of employment law: ensuring compliance, training employees on EEO, 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

### Malark Logistics

Dan Hinrichs  
9100 85th Ave N #200  
Brooklyn Park, MN 55445  
P: (763) 428-3564 • F: (763) 428-7361  
Email: dhinrichs@malark.com  
Cell: (763) 276-3954  
www.malark.com  
*Malark is a woman-owned, true third-party logistics company serving industries in power utility, light assembly, packaging, distribution, heavy equipment and manufacturing. Specializing in supply chain management and logistics. We create transportation and storage solutions tailored to meet your demands and exceed your expectations.*

### Plum Tree Solutions Inc

Kathy Matsui  
17512 Freepoint Way  
Farmington, MN 55024  
P: (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  
P: (651) 688-7340 • F: (651) 688-7341  
Toll Free: (877) 337-7340  
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  
P: (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, and Texas Fluorescents--LED.*

### Border States Electric Supply

Chad Schell  
9100 Wyoming Ave N, Ste 550  
Brooklyn Park, MN 55445  
P: (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.*

### CED-Eau Claire

Byron Ferguson  
3131 Melby St  
Eau Claire, WI 54703  
P: (715) 834-0443  
Email: customerservice@ced-supply.com  
*CED provides material and services in all sectors of the Electrical Market.*

### Crescent Electric Supply Company

Jeff Anderson  
2040 Elm Street SE  
Minneapolis, MN 55414  
P: (612) 676-7280 • F: (612) 379-6056  
Toll Free: (800) 397-3900  
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

Clark Marshall  
475 W Minnehaha Ave  
St Paul, MN 55103  
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Toll Free: (800) 652-9784  
Email: cmarshall@dsginc.biz  
Cell: (612) 363-0071  
www.dsginc.biz  
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### ECHO Electric Supply

Brett Ruppert  
1495 Darling Drive  
Worthington, MN 56187  
P: (507) 372-7767 • F: (507) 372-7769  
Toll Free: (800) 622-5173  
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  
P: (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  
P: (612) 721-3545 • F: (612) 728-2555  
Toll Free: (800) 582-5293  
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  
P: (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  
P: (763) 545-1717 • F: (763) 525-5884  
Toll Free: (800) 292-7970  
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).*

### Protection Systems Inc

Marvin Fletcher  
901 Page Dr  
Fargo, ND 58103  
P: (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  
P: (612) 627-1141  
Toll Free: (800) 435-3345  
Email: stacy.stanslaski@vikingelectric.com  
www.vikingelectric.com

### Werner Electric

Steve Hassler  
7450 95th St South  
Cottage Grove, MN 55016  
P: (651) 769-8149 • F: (651) 768-5204  
Toll Free: (800) 676-3701  
Email: shassler@wernerelec.com  
www.wernermn.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  
P: (701) 232-4446 • F: (701) 234-0456  
Toll Free: (800) 864-3833  
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  
P: (952) 278-0000 • F: (952) 278-0001  
Email: mhough@winsupplyinc.com  
www.edenprairiewinsupply.com  
*Eden Prairie Winlectric serves the south and southwest metro area.*

### Winsupply of Lakeville

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21653 Cedar Ave So, Ste 1  
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Revised 7/31/2018

## EQUIPMENT

### Big Woods Electric Motor

Chuck Bigwood  
875 8th Ave S  
Wahpeton, ND 58075  
P: (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  
P: (952) 445-3066 • F: (952) 445-5529  
Toll Free: (800) 252-5811  
Email: wpeiffer@dwmn.com  
www.ditchwitchmn.com  
*A full-service equipment dealer offering trenchers, plows, trailers and guided boring equipment from 10 HP to 175 HP.*

### RDO Vermeer

Steve Rosenow  
1675 126th St West  
Burnsville, MN 55337  
P: (952) 890-6144 • F: (952) 882-2980  
Toll Free: (888) 562-7062  
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.*

### Siemens Building Technologies

Alex Kleiman  
5939 Rice Creek Parkway  
Shoreview, MN 55126  
P: (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  
P: (952) 890-6000 • F: (952) 890-4563  
Toll Free: (888) 320-4292  
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, Metrotech/Vivax cable locators/fault finders, Takeuchi mini-excavators, track-loaders & attachments, Ringomatic vacuum excavation equipment.*

### Ziegler Power Systems

Marc Kocina  
8050 County Road 101 East  
Shakopee, MN 55379  
P: (952) 445-4292 • F: (888) 320-4292  
Toll Free: (800) 352-2812  
Email: marc.kocina@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. Additionally, Ziegler rents generators, air compressors, heaters, chillers, and associated accessories.*

## FUEL/FLEET

### Holiday Stationstores

Don Keis  
4567 American Blvd W  
Bloomington, MN 55437  
P: (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

576 Bielenberg Drive, Ste 200  
Woodbury, MN 55125  
P: (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  
P: (952) 933-2507 • F: (952) 933-4967  
Toll Free: (800) 466-2507  
Email: jim@cobra-usa.com  
www.cobra-usa.com  
*We write and support software for electrical contracting companies. The 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  
P: (507) 455-5200 • F: (507) 455-7840  
Toll Free: (800) 533-0472  
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 • F: (651) 430-3634  
Toll Free: (800) 328-9384  
Email: tom.fredericks@polywater.com  
www.polywater.com  
*We manufacturer sealants, adhesives, cleaners and lubricants for electrical and low voltage installation and maintenance. FST foam duct sealant meets the NEC code for sealing raceways, electrical cleaners for maintenance and medium voltage splicing, adhesives for fiberglass and PE pipe, and specialty lubricants for all types of cables.*

### MUSCO Sports Lighting

Craig Gallop  
PO Box 27231  
Golden Valley, MN 55427  
P: (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  
P: (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 REP

### AJB Sales

Jeff Carden  
2520 Broadway St NE Ste 102  
Minneapolis, MN 55403  
P: (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.*

### ElectroTech

John Fowler, CSA  
7101 Madison Ave W  
Minneapolis, MN 55427  
P: (888) 544-4288 • F: (763) 542-8102  
Toll Free: (800) 544-4288  
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  
P: (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  
P: (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  
P: (952) 995-6500 • 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  
P: (612) 331-2457 • F: (612) 331-3735  
Toll Free: (800) 328-5560  
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.*

## Rouzer Group

Larry Benner  
7003 West Lake St., Ste 300  
St Louis Park, MN 55426  
P: (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

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## REBATES

### Center for Energy & Environment (CEE)

Cindy Kelly  
212 3rd Ave N Ste 560  
Minneapolis, MN 55401-2556  
P: (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.*

## SCHOOLS

### Dunwoody College of Technology

818 Dunwoody Blvd  
Minneapolis, MN 55403  
P: (612) 381-3047 • F: (612) 374-4128  
Toll Free: (800) 292-4625  
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  
P: (651) 846-1770 • F: (651) 846-1703  
Toll Free: (800) 227-6029  
Email: julie.selton@saintpaul.edu  
www.saintpaul.edu

## UTILITY

### WH Services

Steve Walstad  
6800 Electric Dr  
Rockford, MN 55373  
P: (763) 477-3665 • F: (763) 477-3054  
Toll Free: (800) 785-8738  
Email: swalstad@whe.org  
www.heatmyfloors.com  
*WH Services 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  
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