



RESCO LINES

VOLUME 15, ISSUE 4, OCTOBER - DECEMBER 2005

LOCATIONS...

WISCONSIN:

2250 PINEHURST DR
MIDDLETON, WI 53562
TEL: 800-356-9370
FAX: 608-831-7294

MINNESOTA:

4100 30TH AVE S
MOORHEAD, MN 56560
TEL: 800-346-3330
FAX: 218-233-0695

IOWA:

933 SHURFINE DRIVE
ANKENY, IA 50021
TEL: 888-293-7372
FAX: 515-964-5618

MICHIGAN:

1640 GOVER PARKWAY
MT. PLEASANT, MI 48858
TEL: 800-356-9370

WEBSITE:

www.resco1.com

IN THIS ISSUE...

- Resco Update
- Product Update
- President's Corner
- Metering Tips

RESCO UPDATE...

RESCO Information

The Fall rush is on by RESCO's customers to finish up projects before Winter, and RESCO is here to help!

Despite manufacturer's product lead times escalating due to Hurricanes Katrina and Rita, RESCO has strong levels of transformers, cable and hardware to serve all your needs. We have seen a large demand for products this Fall, but we have ordered substantial amounts of inventory in anticipation of this to make sure we have the products you need.

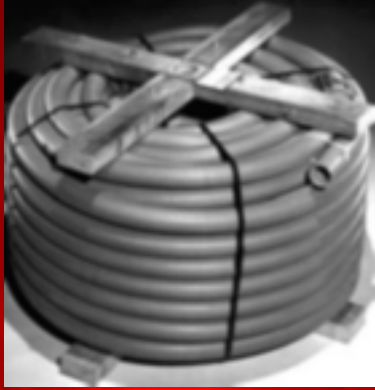
Please call your RESCO inside sales representative today for your fall project needs.



Don't forget RESCO is a full line Carhartt supplier. Expanding the line from the traditional outerwear pieces, Carhartt now offers a complete product line for warm and cold weather alike that includes jeans and work pants, shirts, sweats, shorts, tees, and accessories.

Contact your RESCO inside sales representative for information on all of your Carhartt Fall & Winter garment needs!

RESCO UPDATE CONTINUED...



Excess Inventory

- RESCO has excess 24 x 250' reels of Carlon 4" P&C Flex Duct at very attractive pricing levels. There is no pull tape in with this material. Call our Iowa sales representative, Carla Eisenmann or the Iowa Division VP, Drew Primrose at 515-964-7664 for more information and pricing on this material.
- Adams Columbia Electric Coop has a 45KVA 240Y/120/7200 volt Delta, Three Phase Pad Mount Transformer available. This unit was built in December of 2003 and was in service less than six months. They are asking \$2500 OBO. Please call 608-339-5414 and talk with Glenn Quinnell if you are interested.

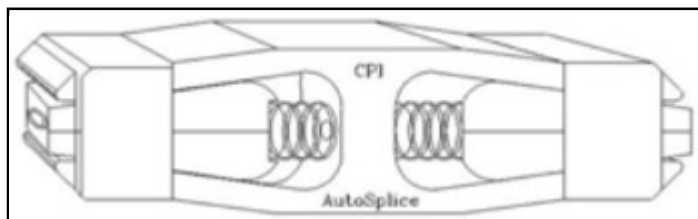
SBS Representative



EUSCO, a division of RESCO, has been appointed the manufacturer's representative for SBS Storage Battery Systems of Menomonee Falls, WI for the states of Iowa, Minnesota, Nebraska, North Dakota, South Dakota and Wisconsin. SBS manufactures a full line of low maintenance vented (and other) station battery systems from 35-3585+ AH plus battery racks, chargers, DC power systems/rectifiers and battery test equipment. SBS is ISO-9001 certified and maintains large inventories of batteries and chargers for quick shipments. Please contact your EUSCO sales representative for more information or visit www.sbsbattery.com on the web.

PRODUCT UPDATE...

The Connector Products Inc. "Jaws" series AutoSplice is the fastest and most user-friendly way to splice AAC or ACSR conductor. CPI offers the first automatic splice design that allows the installer to visually see when the wire has been fully inserted. This open design also prevents moisture from becoming trapped within the splice body causing corrosion. The CPI Auto Splice raises the bar by using an exclusive opposing cable gripper design that enables this splice to greatly exceed the ANSI C119.4 requirements for ACSR cable. The CPI Auto Splice is reusable, RUS listed and is a full-tension splice with each model covering a wide range of conductors (Model S1000 works on #2 through 1/0 AAC/ACSR and 2/0 AAC). Please contact your RESCO sales representative for more info or visit www.connectorproducts.com for more details.



PRESIDENTS CORNER...

• BY: V. LYNN GRAYBILL, CEO

Is The Not-For-Profit Electrical Wholesaling Company Model Still Viable In Today's Electrical Power Distribution Market?

During the month of October, I was pleased to be invited to speak at the ND State-wide Managers Association. The topic related to the relevance of a non-profit distributor, like RESCO, in today's electrical distribution market.

When one considers the benefactor of RESCO's operations – the members and other valued customers – the answer to the question of viability is a resounding – “YES.” The reasons that RESCO's non-profit electrical wholesaling business model is viable are as follows:

1. Members own and control the RESCO business – ownership has as much value today as it did when RESCO or any other business such as Ford Motor Company was founded.
2. Members patronize non-profit RESCO with their own money and receive the portion of their money not required to operate RESCO back in the form of capital credits - \$565,000 worth in 2005.
3. It is always better to control your own money than give your money to others to control and keep any of your money not needed - it is called profits.
4. RESCO pays no taxes on member patronage that results in excess margins, thus less upward pressure on prices is necessary to make enough money to pay taxes and still have money left over for the for-profit owner.
5. As a multi-line distributor, an assured source of material supplies are always available – even on Sunday when the wind, ice and other weather demands it.
6. Members control the caliber of RESCO management through a board of directors and can insist on performance that is in the best interest of the members.
7. As a non-profit, RESCO sets the benchmark for materials pricing by for-profit distributors, keeping prices lower than for-profits prefer because for-profits have to provide a return on investment to its shareholders.
8. Little up front investment cash is required from members to access the benefits provided by RESCO, however, on-going patronage (capitalization) at a proper level is required to maintain the benefits provided by RESCO - a 400 customer buying group.

It just makes common sense to buy materials from a company that you own in the best interest of the “members” and other highly valued customers doesn't it? I wonder how many Chevrolets are parked in the Ford Motor Company parking lot today?

METERING TIPS...

• BY: JOE JACOBSON, APPLICAITON ENGINEER

“The DST Upgrade Special”

GE Meter kV2c Incentive Package

The Energy Policy Act of 2005 will affect Daylight Saving Time change dates starting in 2007. Many of you are putting a plan together on how to manage this change. Programming changes will be required on many of your Time of Use / Interval Recording meters. These changes will allow them to automatically adjust for the “new” DST dates.

In an effort to support utilities' programs related to the new DST ruling, GE is providing factory incentives to upgrade any older generation GE TM9X or TM8X products currently installed to its kV2c family of metering. Please contact Resco for more details.



PO BOX 44430
MADISON, WI 53744
TEL: 800-356-9370
FAX: 608-831-7294

METERING TIPS CONTINUED...



Use of Wide Range Current Transformers simplifies ratio selection and reduces your inventory costs. Metering Current Transformers (CT's) are often found in the field to be over-sized and operating below the nameplate current rating. This means the CT output currents the billing meter measures are produced from a CT operating in the lower 0.6% accuracy region.

New generation CT's are designed to achieve 0.3% accuracy at currents well below nameplate rating. The GE Encompass CT will operate in this higher accuracy region from 40% of nameplate rating through its maximum continuous current rating (4 x Nameplate current). For example a 250:5 Encompass CT would provide current to the revenue meter in the 0.3% accuracy region from 100 – 1000 amps! It would also provide 0.6% accuracy between 10 – 100 amps.

The GE Encompass Wide Range CT would greatly reduce your inventory costs and simplify ratio selection. A 250:5 wide range CT could replace most traditional 100:5 and 200:5 CT's and many 400:5 CT's that you currently inventory.

Many GE Encompass Wide Range CT designs and ratios are currently available and more will be released soon. Please give RESCO a call to discuss your application.

RESCO LINES