



Salesman	CallDate	Customer	City	State	Contact	Manufacturer	Topic	Value	Results
Chris	6/2/2012	YCES Electric [368]	CANTON	MA	Joe	Manufacturer H	Counter Day		Great time with Rob, Lew Enjoyed him
Chris	6/2/2012	CAPSTONE-ADAMSDALE [181]	MILLERVILLE	MA	Larry	Manufacturer G	Counter Day		Lew wanted to talk to Pat Davis about CT and Meters, asked if I minded setting up the apppt...I didn't
Chris	6/2/2012	BEST ELECTRIC [216]	PASCOAG	RI	Harry	Manufacturer F	Joint Call with Vendor		went after fasteners and were shot down flat
Chris	6/2/2012	AARON SUPPLY [260]	APPLEVILLE	MA	Fred Smith	Manufacturer E	Quote Follow up		Great Call, Barney talked up J&M
Mark	6/2/2012	US 19 Electric [133]	STAMFORD	CT	John	Manufacturer D	Typical Sales Call		not seeing much from harbor project. moving very slow Looks like a work slow down by contractors to drag out job.
Mark	6/2/2012	PRES Electric [291]	NORWALK	CT	Alli	Manufacturer C	Challenge		Sandy will send in a stock order we will also quote another alcan for project around 12 to 14k should get it Contractor is close to him.
Mark	6/2/2012	US14 Electric [376]	NEW HAVEN	CT	Joe	Manufacturer B	Counter Day		projects are still in bid stage on hold. will let us know asap. if any of them shake
Mark	6/2/2012	MESES Electric [243]	FAIRFIELD	CT	Larry	Manufacturer A	Counter Day		does not need right now will check before e.o.m
Mark	6/2/2012	WTSES Electric [351]	EAST HARTFORD	CT	Harry	CERRO Wire	Joint Call with Vendor		problem corrected the home owner will now install the rest of the aspire rf through out the home
Silvio	6/2/2012	AMPERE ELECTRIC SUPPLY-WOODLAWN [271]	WOODLAWN	RI	Fred Smith	AFC	Quote Follow up		Met with Peter St. Jean, project status update, checked on other opportunities, he said that 20 sales reps and their wives were on the Air France jet that crashed, they had won a trip and took their wives!
Silvio	6/2/2012	CWCA Electric [39]	WESTBORO	MA	John	Alcan	Typical Sales Call		Met with Tom Whigham, verified and updated project status. Brian Herr is now the branch manager for Westboro and Hartford, Chris Antinikus is managing all of the other WESCO locations in NE
Silvio	6/2/2012	CW13 Electric [99]	MILFORD	MA	Alli	Manufacturer Q	Challenge		RGA problem discussed with Tom, it appears that everything is tied up in Westford
Silvio	6/2/2012	MAPES Electric [244]	PROVIDENCE	RI	Joe	Manufacturer P	Counter Day		Steve will be placing an order for fittings and nipples in a week
Silvio	6/2/2012	CCWES Electric [110]	WORCESTER	MA	Larry	Manufacturer O	Counter Day		Met with Jim Mako to clarify Grafton Electric order, gave stock CWD pricing
Silvio	6/2/2012	CAPSTONE-WILLIMANTIC [182]	WILLIMANTIC	CT	Harry	Manufacturer N	Joint Call with Vendor		Verified project status and updated, Met with Eric and gave him shipping info on the Harger Ground Strap, Motorola is looking for a quick ship on 1K pieces, will have an answer in a week
Chris	6/3/2012	SESB Electric [89]	BROCKTON	MA	Fred Smith	Manufacturer C	Quote Follow up		Russell buys small PPD orders with CU, MC & RMX combined, this leaves AIW out but he's been trying to keep the Aluminum separate for us
Chris	6/3/2012	DIVER ELECTRIC SUPPLY [433]	Mansfield	MA	John	Manufacturer B	Typical Sales Call		Andy said CLS branches can now buy all the Current they want but CLS will not be stocking at this time
Chris	6/3/2012	MPES Electric [240]	PAWTUCKET	RI	Alli	Manufacturer A	Challenge		Crown does not want to do any type of counter anything right now, doesn't believe it will help their bottom line
Chris	6/3/2012	CSP Electric [116]	PROVIDENCE	RI	Joe	CERRO Wire	Counter Day		working with To y Rugerrio trying to get ducchi to give the l.o.m on klen energy harger
Mark	6/3/2012	CAPSTONE-WEST PARK [180]	WEST PARK	VT	Larry	AFC	Counter Day		
Mark	6/3/2012	AMPERE ELECTRIC SUPPLY-HARMONY [269]	HARMONY	CT	Harry	Alcan	Joint Call with Vendor		Not much here
Mark	6/3/2012	GXES Electric [150]	HARTFORD	CT	Fred Smith	Manufacturer Q	Quote Follow up		Will be looking for us quote them on state street
Mark	6/3/2012	WEHE Electric [359]	EAST HARTFORD	CT	John	Manufacturer P	Typical Sales Call		I don't know if this location is going to make it according to conversations with some employees
Mark	6/3/2012	SMES Electric [329]	MERIDEN	CT	Alli	Manufacturer O	Challenge		will see what they can do
Silvio	6/3/2012	CW3 Electric [94]	WESTFORD	MA	Joe	Manufacturer N	Counter Day		Met with Gary Wordsworth, asked for the Knipex Order, he said I will get it but he needs a little more time.
Silvio	6/3/2012	BENDER ELECTRIC-BRIARTOWN [26]	BRIARTOWN	VT	Larry	Manufacturer M	Counter Day		Met with Lou and Jack, they are putting together the CWD swap out order, should be \$16,000.00, Based upon their past I would say that it will probably be 2 weeks before they send it....
Silvio	6/3/2012	BENDER ELECTRIC [27]	EAST OVERSHOE	MA	Harry	Manufacturer L	Joint Call with Vendor		Discussed the 6/18 counter day, asked about Wire Orders, they are slow
Silvio	6/3/2012	BENDER ELECTRIC-WATERVILLE [25]	WATERVILLE	ME	Fred Smith	Manufacturer K	Quote Follow up		Demo'd the Ruff in unit, put together a CWD order
Silvio	6/3/2012	CW4 Electric [109]	WATERTOWN	MA	John	Manufacturer J	Typical Sales Call		Demo'd the Ruff in unit, still loyal to CWD, very busy could not get much accomplished
Silvio	6/3/2012	WESCO [459]	Bangor	ME	Alli	Manufacturer I	Challenge		They have switched device lines to Hubbell due to pricing, I will have to check their pricing to see what happened, Demo'd the Ruff in unit
Chris	6/4/2012	AARON SUPPLY-CENTERVILLE [407]	CENTERVILLE	RI	Larry	Manufacturer K	Counter Day		about 15 contractors. Saw Paul Lepre he says HELLO to you ladies. Face time with Greg & Barney
Chris	6/4/2012	SAHD HILL ELECTRIC [15]	NO ATTLEBORO	MA	Harry	Manufacturer J	Joint Call with Vendor		Dying on the vine
Mark	6/4/2012	US21 Electric [135]	STRAITFORD	CT	Fred Smith	Manufacturer I	Quote Follow up		all projects are going through hartford. but will stay in loop here
Mark	6/4/2012	US24 Electric [375]	WATERBURY	CT	John	Manufacturer H	Typical Sales Call		Very quite here.
Silvio	6/4/2012	WESCO [459]	Bangor	ME	Alli	Manufacturer G	Challenge		Met with John Parsons, reviewed the Cooper pricing with him, we are right in line with Hubbell, trying to get him to switch back....
Silvio	6/4/2012	LLES Electric [235]	LACONIA	NH	Joe	Manufacturer F	Counter Day		Cancelled
Silvio	6/4/2012	MNES Electric [238]	NASHUA	NH	Larry	Manufacturer E	Counter Day		Cancelled
Silvio	6/4/2012	BEST ELECTRIC-CENTERVILLE [219]	CENTERVILLE	VA	Harry	Manufacturer D	Joint Call with Vendor		Wrong Day it is on Friday 6/5/09
Silvio	6/5/2012	GHEE [161]	HARTFORD	CT	John	CERRO Wire	Typical Sales Call		did not go they are not a factor in ct
Mark	6/5/2012	CAPSTONE-OAKHURST [192]	OAKHURST	MA	Alli	AFC	Challenge		will send in alcan opp. I should have by saturday will forward in monday
Mark	6/5/2012	CAPSTONE-SOUTHBEND [185]	SOUTHBEND	IN	Joe	Alcan	Counter Day		Quite here
Silvio	6/5/2012	BEST ELECTRIC-CENTERVILLE [219]	CENTERVILLE	VA	Larry	Manufacturer Q	Counter Day		Rescheduled Trade Show, showing Current Tools....Well attended a lot of Interest in Current Tools, ran out of literature
Silvio	6/5/2012	PLES Electric [300]	LAWRENCE	MA	Harry	Manufacturer P	Joint Call with Vendor		Cancelled due to rescheduling of independent show.
Silvio	6/5/2012	ELDI Electric [127]	LOWELL	MA	Fred Smith	Manufacturer O	Quote Follow up		Cancelled due to rescheduling of independent show.
Silvio	6/5/2012	CCAW Electric [83]	WOBURN	MA	John	Manufacturer N	Typical Sales Call		Cancelled due to rescheduling of independent show.
Silvio	6/5/2012	CW1 Electric [95]	WOBURN	MA	Alli	Manufacturer M	Challenge		Cancelled due to rescheduling of independent show.
Silvio	6/5/2012	WATERS ELECTRIC [9]	WOBURN	MA	Joe	Manufacturer L	Counter Day		Cancelled due to rescheduling of independent show.
Chris	6/8/2012	WATSON ELECTRIC [90]	TAUNTON	MA	Fred Smith	Manufacturer G	Quote Follow up		
Chris	6/11/2012	DIVER ELECTRIC SUPPLY [433]	Mansfield	MA	John	Manufacturer F	Typical Sales Call		very happy, I asked for a P/O he said he didn't need anything
mark	6/8/2012	CHRYSLER SUPPLY [68]	HARTFORD	CT	Alli	Manufacturer E	Challenge		Did not go
mark	6/8/2012	WTSES Electric [351]	EAST HARTFORD	CT	Joe	Manufacturer D	Counter Day		Will shoot to put in a stock order of jeff h.i.d ballasta week of 6/15
mark	6/8/2012	THES Electric [343]	NEW HAVEN	CT	Larry	Manufacturer C	Counter Day		spoke with matt he is working with us and no one else he is hoping to have it wrapped up on 6/15 or 16th alcan 83k
Silvio	6/8/2012	CW7 Electric [105]	PLYMOUTH	MA	Harry	Manufacturer B	Joint Call with Vendor		Updated
Silvio	6/8/2012	GOESE Electric [426]	Quincy	MA	Fred Smith	Manufacturer A	Quote Follow up		Updated
Chris	6/9/2012	CARNEY SUPPLIES [38]	ANYWHERE	MA	Joe	Manufacturer B	Counter Day		Adam has not returned my call.
Chris	6/9/2012	CANDELABRA LIGHTING & SUPPLY [145]	PROVIDENCE	RI	Larry	Manufacturer A	Counter Day		Matt keeps promising me a copper order, I think I'll get Pregnant first
Chris	6/9/2012	AMPERE ELECTRIC SUPPLY [275]	AMPRE	MA	Harry	CERRO Wire	Joint Call with Vendor		worked on some copper for Collin, we were way out
Chris	6/9/2012	YCES Electric [368]	CANTON	MA	Fred Smith	AFC	Quote Follow up		Paul was out, Rob just said again how screwed AIW was
Chris	6/12/2012	AARON SUPPLY [260]	APPLEVILLE	MA	John	Alcan	Typical Sales Call		No Memo produced yet. I was at gettens last week for a trade show. John Borque approved a gondola for their Knipex stock. Leo Gauranteed all theft
mark	6/9/2012	USB Electric [132]	HARTFORD	CT	Alli	Manufacturer Q	Challenge		Will go in with ronk need to confirm on 6/15
mark	6/9/2012	FEES Electric [143]	HOLYOKE	MA	Joe	Manufacturer P	Counter Day		Tom will consider when the opp arises
mark	6/9/2012	MAA Electric [445]	Boston	MA	Larry	Manufacturer O	Counter Day		Pierre does not have much on existing cwd quotes not moving. Meet with Barb she said things slow
Chris	6/9/2012	RCS Electric [297]	CONCORD	NH	Harry	Manufacturer N	Joint Call with Vendor		Met with Dave Poulin and staff, as usual Dave said he will swing as much business air way that he can???
Silvio	6/9/2012	BEST ELECTRIC-CENTERVILLE [219]	CENTERVILLE	VA	Fred Smith	Manufacturer M	Quote Follow up		Met with Peter, discussed interest shown by contractors at te Trade Show on Friday about Current Tools.
Silvio	6/9/2012	GNEE Electric [167]	NASHUA	NH	John	Manufacturer L	Typical Sales Call		Cancelled
Silvio	6/9/2012	SECC Electric [66]	CONCORD	NH	Alli	Manufacturer K	Challenge		Cancelled
Silvio	6/9/2012	CTC Electric [52]	CONCORD	NH	Joe	Manufacturer J	Counter Day		Set up appointment for AIW on Friday, met John Holbrook, verified quote status, general business discussion
Silvio	6/9/2012	CNEE Electric [72]	NASHUA	NH	Larry	Manufacturer I	Counter Day		Cancelled
Silvio	6/9/2012	CTM Electric [54]	MANCHESTER	NH	Harry	Manufacturer H	Joint Call with Vendor		Collected data discussed B line pricing issues, verified quote status. Set up appointment for AIW on Friday
Chris	6/11/2012	CSE Electric [125]	BURLINGTON	MA	Larry	Manufacturer G	Counter Day		went thursday
Chris	6/11/2012	SWIES Electric [337]	WILMINGTON	MA	Harry	Manufacturer F	Joint Call with Vendor		saw Matt landers, got w/ Brian to set appt with Mass electric for ruffin
Chris	6/11/2012	SRES Electric [323]	BOSTON	MA	Fred Smith	Manufacturer E	Quote Follow up		didn't make it
Chris	6/11/2012	BEST ELECTRIC [216]	PASCOAG	RI	John	Alli	Typical Sales Call		
Chris	6/13/2012	US20 Electric [124]	STOUGHTON	MA	Alli	Alli	Challenge		Saw Jason, thanked him for the business he has given us, asked for a lot more, we, reviewed
Chris	6/11/2012	CPES Electric [74]	PORTSMOUTH	NH	Fred Smith	Manufacturer Q	Quote Follow up		didn't go
Chris	6/11/2012	CGPP Electric [47]	PORTSMOUTH	NH	John	Manufacturer P	Typical Sales Call		didn't go
Chris	6/14/2012	GXWES Electric [439]	WAKEFIELD	MA	Alli	Manufacturer O	Challenge		



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mark	6/11/2012	WES Electric [6]	SO WINDSOR	CT	Joe	Manufacturer N	Counter Day		Bob out to lunch. Will call back. Joe Kichiss not much for stock now.
mark	6/11/2012	SEH Electric [29]	HARTFORD	CT	Larry	Manufacturer M	Counter Day		Win for francis on E.C.I combined projects 9k whole job worth 35k 12/2 mc contractor wants 233M cost not happening. He will hold out to see what cu does. Good luck
Silvio	6/11/2012	CW3 Electric [94]	WESTFORD	MA	Harry	Manufacturer L	Joint Call with Vendor		KNIPLEX as promised???
Silvio	6/11/2012	BENDER ELECTRIC-WATERVILLE [25]	WATERVILLE	ME	Fred Smith	Manufacturer K	Quote Follow up		Missing PO that I was promised, follup with Bruce
Silvio	6/11/2012	BENDER ELECTRIC-BRIARTOWN [26]	BRIARTOWN	VT	John	Manufacturer J	Typical Sales Call		Tried to pry the \$15k order of CWD from Jack
Silvio	6/11/2012	WBRES Electric [352]	WEBSTER	MA	Alli	Manufacturer I	Challenge		Followup on project status and success with Jefferson
Silvio	6/11/2012	PLES Electric [300]	LAWRENCE	MA	Joe	Manufacturer H	Counter Day		With A/W
Silvio	6/12/2012	CTM Electric [54]	MANCHESTER	NH	Larry	AFC	Counter Day		New opportunities
Silvio	6/12/2012	CTC Electric [52]	CONCORD	NH	Harry	Alcan	Joint Call with Vendor		Upset with previous delivery problems
mark	6/15/2012	CHRYSLER SUPPLY [68]	HARTFORD	CT	Alli	Manufacturer A	Challenge		
mark	6/15/2012	SEM Electric [373]	MANCHESTER	CT	Joe	CERRO Wire	Counter Day		
Silvio	6/16/2012	CAPSTONE-WILLIMANTIC [182]	WILLIMANTIC	CT	Alli	Manufacturer M	Challenge		Met with Scott to update quotes, Eric for update on Harger Ground Strap. I discussed the Harger and ALCAN Wind Turbine product offerings Scott feels he has several good opportunities
Silvio	6/16/2012	AMPERE ELECTRIC SUPPLY-TWEETER [282]	TWEETER	MA	Joe	Manufacturer L	Counter Day		Status unchanged
Silvio	6/16/2012	AMPERE ELECTRIC SUPPLY-WOODLAWN [271]	WOODLAWN	RI	Larry	Manufacturer K	Counter Day		Reviewed quotes with Chris, discussed the Harger and ALCAN Wind Turbine product offerings.
Silvio	6/16/2012	BENDER ELECTRIC-BRIARTOWN [26]	BRIARTOWN	VT	Harry	Manufacturer J	Joint Call with Vendor		And Jack said he is doing the order now...
Silvio	6/16/2012	CW3 Electric [94]	WESTFORD	MA	Fred Smith	Manufacturer I	Quote Follow up		Still no decision yet, budget problems
Silvio	6/16/2012	SAND HILL ELECTRIC [15]	NO ATTLEBORO	MA	John	Manufacturer H	Typical Sales Call		Met with Paul Lewis about TR Problem at a new residence, the contractor is looking for a solution to the problem, home owner cannot plug into TR GFCI's. In communication with CWD.
mark	6/16/2012	US14 Electric [376]	NEW HAVEN	CT	Alli	Manufacturer G	Challenge		
mark	6/16/2012	PREB Electric [291]	NORWALK	CT	Joe	Manufacturer F	Counter Day		
mark	6/16/2012	US 19 Electric [133]	STAMFORD	CT	Larry	Manufacturer E	Counter Day		
mark	6/16/2012	CD Electric [40]	DANBURY	CT	Harry	Manufacturer D	Joint Call with Vendor		
mark	6/16/2012	FMES Electric [138]	DANBURY	CT	Fred Smith	Manufacturer C	Quote Follow up		
mark	6/16/2012	US3 Electric [131]	DANBURY	CT	John	Manufacturer B	Typical Sales Call		
Silvio	6/17/2012	WBRES Electric [352]	WEBSTER	MA	Alli	AFC	Challenge		Pickup sample of P&S GFCI for comparison, all set to see Tom G.
Silvio	6/17/2012	CCWES Electric [81]	WESTWOOD	MA	Joe	Alcan	Counter Day		Cancelled
Silvio	6/17/2012	CAPSTONE-FAYETTVILLE [195]	FAYETTVILLE	NC	Larry	Manufacturer Q	Counter Day		Well attended, lot of questions and tire kickers no buyers
mark	6/17/2012	CAPSTONE-OAKHURST [192]	OAKHURST	MA	Harry	Manufacturer P	Joint Call with Vendor		
mark	6/17/2012	HSHE Electric [212]	HOLYOKE	MA	Fred Smith	Manufacturer O	Quote Follow up		
mark	6/17/2012	GPPES Electric [186]	PITTSFIELD	MA	John	Manufacturer N	Typical Sales Call		
Chris	6/18/2012	CAPSTONE-ADAMS DALE [181]	MILLSVILLE	MA	John	Manufacturer F	Typical Sales Call		Bob was in a meeting
Chris	6/18/2012	CANDELABRA LIGHTING & SUPPLY [145]	PROVIDENCE	RI	Alli	Manufacturer E	Challenge		Matt was making sales calls
Chris	6/18/2012	AARON SUPPLY [260]	APPLEVILLE	MA	Joe	Manufacturer D	Counter Day		Wants a tighter coil & tie wraps securing it, I have communicated this to the factory they are looking into it
Silvio	6/18/2012	BENDER ELECTRIC [27]	EAST OVERSHOE	MA	Larry	Manufacturer C	Counter Day		Show starts at 7 AM and runs until 2 PM, Took a CWD olinventory, sold 6 Excel Hand Dryers. Poor attendance, PR that is all, some interest in Harger and B Line. Got a \$4K CWD order and a \$1.5K Excel Order
mark	6/18/2012	US11 Electric [384]	MIDDLETOWN	CT	Harry	Manufacturer B	Joint Call with Vendor		
mark	6/18/2012	SMES Electric [329]	MERIDEN	CT	Fred Smith	Manufacturer A	Quote Follow up		
mark	6/18/2012	GXHE Electric [150]	HARTFORD	CT	John	CERRO Wire	Typical Sales Call		
Chris	6/15/2012	BAKER [13]	NEWARK	NJ	Fred Smith	Our Company	Typical Sales Call		This was a typical sales call but is the beginning of a opportunity
Chris	6/15/2012	BEST ELECTRIC-ALBANY [215]	ALBANY	NY	Sally Wright	Alcan	Joint Call with Vendor	\$0.00	This was a joint call with the rep for Alcan Cable. We are looking at getting into wire sales so this was an introduction.
Chris	6/12/2012	WATSON ELECTRIC [90]	TAUNTON	MA	Brent Jones	Our Company	Quote Follow up	\$0.00	This was a quote followup as we have been quoting them for months and have nothing to show for it. I will make one more call in 2 weeks to see if my comments will get us an order.
Chris	6/12/2012	AARON SUPPLY-DUDLEY [261]	DUDLEY	MA	Fred	Our Company	Typical Sales Call	\$0.00	The results were excellent and we should see more business
Chris	6/12/2012	AARON SUPPLY-DUDLEY [261]	DUDLEY	MA	Fred	Manufacturer Z	Typical Sales Call	\$0.00	The results were excellent and we should see more business
Chris	6/12/2012	AARON SUPPLY-CHARLTON [157]	CHARLTON	MA	Sally	Alcan		\$0.00	Excellent result