

Spring, 2020

Thinking that we all needed a few laughs right now—we decided to have a bit of masked fun in this issue. Enjoy!!

Our next Chapter meeting will be October 22-24 at the Marriott Gunter hotel in San Antonio, TX. Please mark your calendars.

Meeting fliers and registrations forms will be coming out early July!



“FANtastic fan”

Hello everyone from my Corona Jail. For those who haven't met me....I am Diane Werling, your Southwestern Chapter Executive Secretary for the past 21 years.

I work part time from my home in New York State (about an hour from Niagara Falls). I moved here to Rochester, NY from Dallas in 2015 and no, I don't mind cold weather! LOL. It's actually preferable for me.

Your chapter Board of Directors is still working actively on chapter activities and we have some important news to announce. We have new and returning Board members that took office after our VIRTUAL Board meeting on May 2nd. **(Eleven folks on the laptop screen all needing haircuts)**

We were so sorry that our Spring meeting in New Orleans had to be cancelled. We did have some unreimbursed costs due to the cancellation. **However, the good news is that we have been able to secure the same hotel for our Fall 2021 meeting so all is not lost.**

Now for our next meeting....**due to ongoing concerns about Texas reopening schedules, we have been able to move our San Antonio fall meeting from September to October.** This is exciting since the City of San Antonio is fully confident that they will be completely open and fully functional by October 1. This is great news and we look forward to seeing many of you there.

Stay safe out there and feel free to email me at info@easasouthwest.com with any questions.

From the President—Calvin Earp

“Our new CHIEF”

Howdy fellow EASAns!

It is a privilege and honor to be writing my first chapter newsletter article as your President.



2020 has been a crazy year to say the least, and this unfortunate pandemic we are dealing with forced us to cancel our Spring Convention. The convention Diane had planned in New Orleans was going to be an amazing time and the cancellation was very disappointing to me. Missing out on the planned activities; missing the technical sessions; not

being able to hang out with my EASA friends; not celebrating my 28th wedding anniversary (March 28th) in New Orleans.

We also missed the opportunity to recognize our outgoing President, Chris Clark.

Chris has served his term as President with integrity and with a commitment to lead and grow the Southwestern Chapter, and to make it the best Chapter/Region of the Electrical Apparatus Service Association.

It has been a great opportunity for me to work with and learn from Chris over the past 3 years. Chris did a fantastic job as our President and I encourage all of you, when you have an opportunity, to thank him for the outstanding job he did serving our Chapter.

Thank you Chris!

From the President

Our Spring 2020 Board of Directors Meeting scheduled for Thursday, March 26th was cancelled due to COVID19, so we held our meeting via video conference on May 2nd.

During this meeting, Chris Clark introduced Andy Butterfield as our new Vice President and Noah Hudgeons our new District 2 Director. I want to thank both Andy and Noah for stepping up and taking on these new roles. I also want to take this opportunity to thank all the other directors and committee members for their dedication to our Chapter. We all work in a very time-consuming demanding business and it can be sometimes difficult to take on additional tasks and activities. So, thank you!

We are currently looking for someone to fill the void of our District 7 Director position due to the retirement of Chuck Burgess (we miss you Chuck).

This is a list of our District 7 (Louisiana) members:

- A&H Armature Works, Inc.
- Alexandria Armature Works, Inc.
- Allen's Electric Motor Service, Inc.
- Bollinger Armature Service
- Dynamic Motions, Inc.
- Eagle Electric Machinery, Inc.
- Etheredge Industrial Services
- Gulf South Armature, Inc.
- Industrial Electric Coil
- Industrial Electric Motor Service, Inc.
- Integrated Power Services, LLC
- Kencoil, Inc.
- National Electric Motor & Supply
- Ouachita Electric, Inc.
- Precision PSI, Inc.
- Red River Pump Specialists
- Southern Apparatus Services
- Teche Armature Works, Inc.
- Tri-State Industrial Supply
- Ward Leonard

Also, we are always looking for volunteers to serve on our various committees, so please reach out to Chris Clark our Nominating Chairman, me, or Andy and let us know if you would like to serve or help. We have a couple of open spots on our Audit, Convention Sites and Affiliate Relations Committees.

Like I said earlier, 2020 has been a crazy year, but fortunately we are considered an "essential business". I've talked to other motor shops over the past few months, and everyone I've talked to says their shops have been doing well, and this COVID19 is just another challenge that we will overcome, and will make us stronger.

It is my honor to serve as President of our Chapter and I will commit to doing the best of my ability. Please don't hesitate to contact me if you have any questions or if you need any assistance.... cearp@shermco.com Work: 972-793-5523 Mobile: 214-675-9728

Our next Chapter Convention (Fall 2020) will be in San Antonio, October 22-24, and I'm looking forward to seeing y'all there!

Vice President



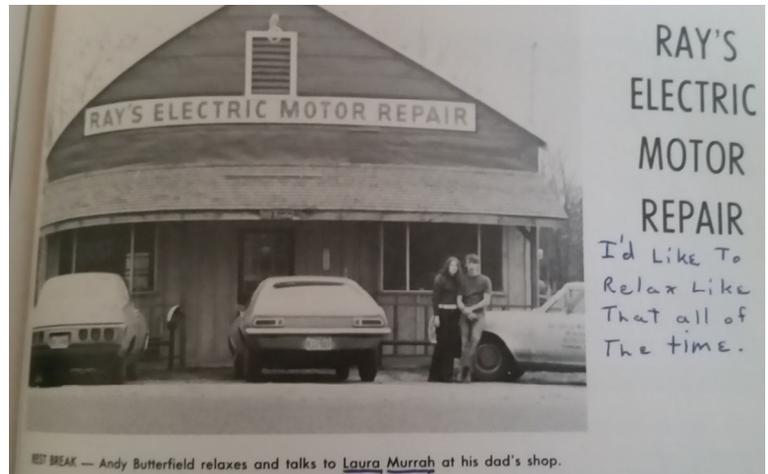
"Our very own Bonnie and Clyde?"

Well here you go. Let me introduce myself:

Andy Butterfield
President
Butterfield Inc., Texarkana, TX

I married my beautiful wife Laura in 1974. We have two children and 6 grandchildren.

I have been a member of EASA since 1982. I bought the business from my dad, Ray Butterfield, lock, stock and barrel, in 1979. That was the "Year of the Child" and also the year of our first born. I had one employee at the time, she was also the person who taught me to wind motors. Our shop was more like a barn in those days and you had to watch your step because of all the motors piled on the floor.



Although I grew up in the business, my knowledge of motors and application had been limited to my dad's hands-on experience. This made for a rough few years of start up. I needed help technically, and had to go to friends nearby for help many times.

A salesman from a support company, John H. Cole, stopped by one day to introduce himself, and in our conversation asked if I had heard of EASA. This was my actual start into the business. I joined and have never regretted it. Not only did I get technical info, I was getting business help as [well](http://www.well.com).

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As a member of District 2, the first meeting I went to in Dallas I met some of the greatest people who would spend as much time as I needed to pick their brains for solutions to problems we all had in common.

Butterfield Inc. has moved on from the barn it started in and is now located in an industrial park. We are still a very small enterprise with 5 employees. We service an 80 mile radius around Texarkana for pumps, air compressors and electric motors.

Our success revolves around my membership in EASA. I am so proud to be a member of such a knowledgeable and sharing group of people. Thank you! and I am honored to serve as the Vice President of the Southwestern Chapter.

International EASA news

**International Director
Ken Martin**



**“Captain Martin and
Lovely leopard Nancy”**

Hi everyone: We suffered a big disappointment at EASA International by having to cancel our International convention in June in Nashville. We sure were looking forward to a summer break and time with our EASA friends. But it's better to be safe than sorry I guess.

Most EASA staff are successfully working from home and president, Linda Raynes, and her amazing staff, are determined to continue providing all members with technical and administrative support.

Since motor shops in most countries are considered essential businesses, the technical support team is still receiving a lot of calls.

We are happy to report that Region 9 (Europe) is doing well and have been able to provide their members with many opportunities for virtual presentations.

Speaking of virtual opportunities, please check pages 8 and 9 of your May issue of EASA currents for “EASA 2020 Reimagined”. Two days of presentations on June 15 –17. Technical...Management...Sales/Marketing!

Plus “CAN PREMIUM EFFICIENT MOTORS BE RE-WOUND WITHOUT DEGRADING EFFICIENCY”? And “ECONOMY 2020 AND BEYOND”.

Members can access the recordings for free! You will need to go online to register at easa.com/convention.

District News

**District 2—North Texas
Noah Hudgeons**

Hello everyone from District 2

First, a quick introduction: I have been with Brandon & Clark Inc. for over 15 years and have performed many duties within the company. From a transformer winder, to motor mechanic, to sales, I have learned many aspects of our industry. I transferred from our Lubbock facility to Ft. Worth a little under 4 years ago. I manage our East Region Sales Team.

I would like to let everyone know I am here to help you any way I can. My contact information is:

nhudgeons@brandonclark.com
(806) 470-0783

I was able to reach some of our district members and hope to chat with the rest of you soon.

Tanner Gray with T. Gray Electric has stated their new product sales have dropped especially in the HVAC industry. Their repair department is still doing very well and most mechanics are working more than 40 hours per week.

At Industrial Electric Motor Repair, Krystal Bunt mentioned that their Indelect Service Center continues to be busy and even doing a little overtime for some customers. They are observing safety guidelines by checking the temperature of all employees and have sanitation stations throughout all their buildings. The custodial staff is performing recommended cleaning guidelines of light switches, break room equipment, door knobs etc. in all shops & offices every day.

In Ferris, TX, Jude Comeaux at Cajun Electric Motor Inc. has finally received his Certificate of Occupancy for his new building! Jude has said that business has grown considerably grown over the last few years and is very steady. **Perhaps a future District 2 meeting in your new facility Jude??**

Andy Butterfield with Butterfield Inc. says that business may have slowed down a little in the last month but appears to be gaining a little more strength. So far this year they are up 20% from last, and the last year was a blow out year for them. He feels good about the future and is awaiting for his area to start opening up again from the COVID Situation.

Brandon & Clark in Fort Worth has seen a significant increase in motor repair. From what I have heard, a lot of new merchandise sales have dropped for many members,

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and we have seen the same. Doors are starting to open again and I do believe we are going to see sales get back to normal quickly.

District 3—Houston area Wanda Nesloney

“Lovin’ the Colors”

Here’s hoping you are doing well and coping with all the changes we have seen in the last few months.

I am happy to report District 3 was able to hold their annual meeting on January the 24th.

We tried something different for our group and held the meeting at a restaurant meeting room at Pappa’s BBQ. It seemed well received and the food was great too! We had an awesome turn out and our meeting room was packed. I appreciate those who traveled quite a way to make it.

I had the opportunity to sit and talk with Mr. Brian Williams Sr. of Williams Electric. Mr. Williams was the founding father who started Williams Electric over 60 years ago. What a delightful conversation we had and to hear about all the changes Mr. Williams has seen in the Electro-Mechanical field over the span of these last 60 years. I do hope Mr. Williams will be able to make our next meeting.



I would also like to again thank all our gracious vendors that were able to make the meeting we do appreciate you taking time to travel and support

District 3.

Our Tech session for the evening was “Motor Field Testing & Inspection”, presented by Abel Cavazos, Sr. Application Engineer from Toshiba Motors & Drives division. Thank you Abel!



As far as business here in the Houston area is concerned, we are still waiting and watching. With the situation with oil and gas prices and so many companies not working the workloads are definitely down. Here’s hoping for a return to normal soon.

District 4 (South Texas) Dallas Ross.

Mr. “Most Creative”

Hello All!

I hope everyone is well and safe.

To start off, we have several heroes here in South Texas.

Ralph Hernandez, along with his team at Pittsburgh Electrical Insulation, manufactured protective shield masks to donate to doctors. The employees have been doing this on their own time, and PEI has donated the material. They retrofitted some machinery to make the face shields.

Local electrical insulation company donates protective shield masks to doctors



In the last two weeks the team has shipped between 600 and 2700 masks. These masks have gone as far away as New York and California. You can view the entire story on Valleycentral.com, posted on April 8, 2020, under “Local electrical insulation company donates protective shield masks”.

Thank you Ralph and the PEI team.



New Core has been very fortunate to remain open during this crisis. This is due to our team, they are the backbone of this company, without their hard work, and their complete understanding of the importance of our customers’ needs we would not continue to function. They made the sacrifice to continue to show up and get work out the door!

Please keep everyone in your prayers and stay safe!

District 5 (El Paso/SE New Mexico/Arizona) Clay Parks

“Patiently waiting for football”

District 5, the far west portion of our territory is warming up very fast this year.

Early in the year, Keller Electrical was sold to Ohio Transmissions out of Columbus, Ohio. Don Anderson. who



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owned the business for 13 years retired.

Less than a month later, Laron Incorporated also sold to Ohio Transmissions.

Keller is a dominant player in the motor repair market, while Laron is a dominant player in Mechanical repair market. At this time they are continuing as two separate business units.

Business started off the year with a boom, but was interrupted by the Coronavirus Pandemic. The repair market is all over the place in District 5. Some shops have stayed busy, while other shops have seen a decline in the repair business. It seems most shops' outside service has stayed steady.

Ed Musshorn from Coil Tech/ B&M Machinery has retired recently. I would like to wish Ed a happy retirement. We will miss you and your wonderful canned Jalapenos!

Arizona is bracing for another hot summer. We are in the 21st year of our drought. We are looking forward to our monsoon in July and August and hope for a lot of storms.

District 6 (Oklahoma) Evan Thrash

**"No caption is cool
enough for this photo"**



Hello from District 6. I hope all of you are well and riding out this COVID wave! Looking forward to seeing you all again, soon!

I have had some difficulty gathering information for this newsletter. The feedback received from members in our district who have responded has been filled with doom and gloom and much of that negative sentiment centers around the complete collapse of the oil and gas market in Oklahoma and surrounding states.

Global price wars and falling demand brought on by the virus has some members contemplating the long-term viability of their businesses. Therefore, input for the newsletter seems to be way, way down the list of priorities. In any case, I will continue my efforts to reach out to folks to see how they are doing.

Tanner Gray – Dallas, TX, Your Cowboys might have better luck searching for rings in a box of Cracker Jacks, but I digress. Stay safe, my friend, and hang in there. Like they say, "Tough times don't last, tough people do".

Praying for each of you and your families!

Chapter members....we would love to feature and share your shops, your achievements, your news and your photos.

We will even help with outlining and editing the article if you just email your news to Diane at info@easasouthwest.com

We know that many of you have completed some interesting projects so please don't keep them a secret.

Future EASA meetings

Fall, 2020—San Antonio, TX

October 22-24, 2020
Marriott Gunter Hotel

Spring, 2021—Scottsdale, AZ

April 8-10, 2021
Hotel Adeline

EASA International Convention—2021

June 27-29
Ft. Worth, TX

Fall, 2021—New Orleans, LA

October 7-9, 2021.
Four Points by Sheraton/French Quarter

Note: Please watch your email for announcements regarding Southwestern Chapter "District" meetings. Your District Directors will set future dates at a time it is considered safe for our members.

Free Webinar: Legal & HR Factors to Survive COVID-19

Thursday, June 4, 2020 | 12:00 pm CT

Are you aware of the federal employment law related to COVID-19 that could impact your business? If your company was granted a Paycheck Protection Program (PPP) loan, do you know all the parameters for making sure the loan is forgiven? If not, this webinar will answer those questions. Please go to www.easa.com for information.