

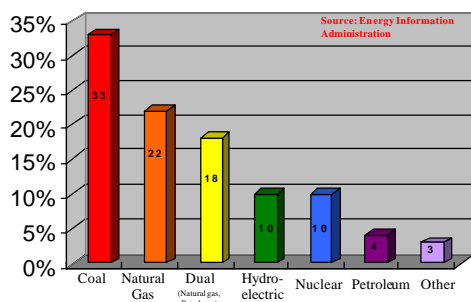
## JLF Flying High with Simkar



JLF is achieving flight goals again. Honored by Simkar Corporation as Master Agent for outstanding achievement in representation of the Simkar line. JLF was presented the Golden Eagle Master Agent Award.



**Powering up the nation's electricity**  
Sources of electric power in the USA in 2003



## Time For A Tune-Up!

Let's start the year with a business Tune-Up. Some of us might procrastinate more then we should. Here are some ways to Tune-Up and be more efficient.

**Meetings "Less is More"** If you do not have a good reason to hold a meeting - don't. If you have a meeting, start on time, don't wait for the late-comers. Begin with the most important issue. This will give everyone an incentive to be on time. To keep the meeting moving, give everyone who will be attending the meeting an agenda ahead of time. Only have people attend the meeting who need to be there, including yourself. Make sure that the meeting is productive and ends on a positive note.

**"Delegate"** According to an article in Crain's Chicago Business, Stephen Fairley, a Wheaton business coach who councils small business owners advises that, "One of the biggest mistakes small business owners make is to try to do everything." You need to delegate. Here are three steps to get started.

- You have to give up the need for control.
- Learn to turn over a task, delegate.
- Don't micro-manage. Everyone has their own work style. As long as the task gets done on time, don't worry about the process.

**"To Do's"** To improve your success make a to do list, check it off as you go throughout the day. Keep it short so there is no pressure, a long list seems to get longer instead of shorter. Take a large task and break it down into three or four little tasks. It may help to keep two lists, one for daily and one for long term.

Hope you find this helpful and have a prosperous 2005.

## MEET STEVE YELTON INSIDE SALES MANAGER FOR REPUBLIC

How long have you been with Republic Wire? Over 4 years

What department did you start in at Republic Wire? Shipping and Receiving

Where is Republic Wire located? West Chester, OH (Suburb of Cincinnati)

How long does it normally take for Republic to ship to the Chicago market? If you place a stock order on Monday you will have it by Wednesday of that same week for standard put-ups with few cuts..

How long has Republic Wire been in business? Over 22 years

How has you fill rate bin over the past six months? We are currently shipping 98% with a 2-3 day delivery schedule.

What new changes has Republic Wire made since you have been with them?

- We installed a new 61 wire rigid strander to produce 600 MCM in colors.
- We have installed another extrusion line for

circuits production to decrease backorders and secondary freight costs.

- We installed a new Multi-wire drawing machine for circuit wire production.
- We installed four new bunchers for multi-wire circuit production.
- We have increased productivity on sizes 4 thru 4/0 by approximately 50%.
- We have increased our production capacity of MCM (250-500) wires by 50% to 75% with installation of a 61-wire machine.
- We have purchased another extrusion line for intermediate sizes 8 thru 1 to increase inventory of all colors.
- We have increased our work force in order processing and shipping in an effort to fill orders more timely and with very few backorders.
- We have our target goal of 98% fill rates with a 2-3 day service and are on target to increase that rate to over 99% fill.

What do you see the copper market doing over the next several months? I would

expect to see copper reach \$1.60 in the first two quarters with a pull back in the 3<sup>rd</sup> and 4<sup>th</sup> quarters. Inventories are now at 125,000 tons

and decreasing. Last year at this time we had 800,000 tons. Copper prices should stay in the \$1.30 to \$1.50 range throughout most of 2005 unless we see a decrease in demand internationally and inventories increase dramatically.

Is there anything you would like to say to all of our existing and future Republic Wire customers? For those who have used us in the past, I thank you for your support and confidence in Republic Wire to meet all of your THHN & Bare Copper needs. Our corporate goal is to build long-term relationships with key customers in each state. To new potential customers I would say, give us an opportunity to show you what Republic Wire can do to help you reduce your inventory levels and still keep your fill rates up. Our quality and packaging are excellent. We stock 9 colors in most sizes thru 600. We have sequential foot markings on 1/0 thru 600, which reduces claims, theft, over shipments and inventory shortages. Thank you all for your support of Republic Wire now and in the years to come.

