

THE JLF JOURNAL

VOLUME 7, ISSUE 3

3/18/05



PRINGLE ELECTRICAL MANUFACTURING COMPANY

Founded in 1891, Pringle has been an integral part of the industrialization of the United States for the past 114 years. Founder Art Pringle engineered and built the first Bolted Contact Switch, now a worldwide standard in current switching applications. Art Pringle and George Westinghouse worked closely together in an effort to manage and control AC current during its in fancy and set the standards that are still used today. The Pringle company has remained a privately held company and is still managed by Pringle family members today. Building on Pringle's strong name and reputation in the Electrical Industry, Pringle has taken a project approach to manufacturing Bolted Contact Switches that is second to none. Each Pringle switch complies with all UL, CSA, and NEMA standards in the manufacturing of switches. Standards specified for specific jobs are



adhered to as are the internal standards Pringle maintains for raw material such as copper. Each product must pass at least two inspections in addition to individual parts inspection. The first inspection is of the Bolted Contact Switch (es) that are in the final product. The second inspection is of the final assembled product. Inspection results are formally documented and maintained on file. Projects are normally comprised of a lead engineer, purchasing, manufacturing and materials management, a backup engineer and support by the VP of Engineering. Pringle has built their reputation on single mission statement: "Pringle will provide the electrical industry with the highest quality bolted contact switch and will stand behind the product with a staff that is dedicated to providing outstanding service and delivering peace of mind to our customer." **The entire staff at JLF is excited about the opportunity to be apart of the Pringle Family now and for years to come.**

INDUSTRY INSIGHTS

- 52nd Annual Patty's Day Luncheon on 3-11-05 at the Chicago Hilton broke an attendance record. Over 600 attendees.
- 2005 Big Shillelagh is Jim Kingsley
- IAEI, IBEW 701 & NEMRA host our 2nd annual trade show on May 11, 02005.
- Rock River Valley Electric Association April Meeting 6:00p.m. April 7, 2005
- Chicagoland Electric Association Education Foundation offers two new one day classes. (Maximize your Profit Power & Counter Pro. Improving your counter profitability)
- John Arcand from JLF is appointed to speak at the annual Hawaii Sports Conference table discussion.

Inside this issue:

JLF & Pringle Switch two leaders Partner up to take Chicago by Storm

Copper soars on China & sagging dollar

Are you a chronic procrastinator? Take the test

The Average Guy!

High Demand

PERSISTENCE



COPPER SOARS ON CHINA, SAGGING DOLLAR

Commodities benefit from booming projects in Asia: Copper prices are hovering around a 16-year high today as the worldwide commodities boom continues to benefit from a combination of unstable Chinese demand and a sagging dollar. The rapid industrialization of China, which surpassed the USA three years ago as the world's biggest copper consumer, continues to push commodity prices skyward as big construction and power-generation projects devour oil, coal, steel and other metals. But traders say the dollar's steady slide against the euro and other major currencies, and worries over ballooning U.S. trade and budget deficits, is also triggering renewed commodity buying from big-money managers and hedge funds. A weaker dollar tends to increase the appeal of dollar-denominated assets such

as Oil, Copper, Coffee and other commodities. Copper is the big story, rallying to a 16-year peak of \$1.5210 a pound. Copper prices have almost doubled in the past two years as demand surges in China, the USA and Japan by the three top users. Copper is used in everything from electronic gadgets to cars and toasters. More than 9,000 pounds of copper go into every Boeing 747, including 120 miles of wiring, according to the Arizona Mining Association. China accounts for about 20% of global copper consumption, double the rate a decade ago, and the country's appetite shows no sign of abating. At the same time, global copper inventory levels are at record lows, analysts say a few new large copper mines are planned in the next few years. A new smelting-refining complex can cost more than \$1 billion

and take several years to complete. The top mining companies are betting on copper's growing popularity. BHP the world second largest producer is spending \$10 billion on more than two dozen proposed mining projects and feasibility studies, while Arizona's Phelps Dodge plans to invest up to \$850 million on mining and other projects, this year almost triple from last year. What does all of this mean for the Electrical Industry? First, we are not going to see copper go down in price. You might see a slight dip but with inventory levels low and demand up, I predict the cost of copper will continue to increase throughout 2005.

USA Today

See chart on global economic growth on reverse side of the JLF Journal.

JLF ELECTRICAL
SALES, INC.

1765-A Cortland Ct.
Addison, IL 60101

Phone: 630-627-1722
Fax: 630-627-1720

WE'RE ON THE WEB
www.jlfelectrical.com

"SERVICE AFTER THE SALE"