

ELGIN B. ROBERTSON, INC. Corporate Resume

MANUFACTURER'S REPRESENTATIVE

HISTORY

Elgin B. Robertson, Inc. (EBR), a Texas corporation, was organized in 1928 as a manufacturer's sales representative for manufacturer's providing solutions to the power utility and industrial electrical markets. EBR was and is today, an employee owned company committed to growing sales and building relationships through: *Professional Sales and Field Support - Dedicated Inside Sales - Commitment to Excellence*. In 1975 under the direction of Lendyl Chisholm, the company added the Communications group, focused on the OSP market segment. Later in 1994, EBR made its first territory expansion by adding Oklahoma to move beyond being exclusively Texas centric in principal representation for power utility and communications. In January 2016, the board moved decisively and under the direction of Steve Landers (EVP at the time), EBR added the CATV group to the market mix and immediately began working in Arkansas, Kansas, Louisiana, Missouri, Oklahoma, and Texas. In 2017 the company established a "Rep of the Future" ten-year business plan.

In June of 2017, the company proactively moved forward to begin implementation of the ten-year "Rep of the Future" plan and expanded the Telecom market beyond Oklahoma and Texas to now include a six-state area duplicating that of the CATV market. New Mexico was added power utility group to currently include the three-state area of New Mexico, Oklahoma and Texas. EBR established an Oklahoma based office in Tulsa for the Communications and CATV groups. EBR currently operates from a centrally located corporate office in Dallas, TX and is supplemented with nine separate home based offices throughout the seven states served. We have a very rewarding past, and with our current focus on excellence and performance, we are excited about our future.

TERRITORY

- CATV Market – Arkansas, Kansas, Louisiana, Missouri, Oklahoma, Texas
- Power Utility Market – New Mexico, Oklahoma, Texas
- Telecom Market – Arkansas, Kansas, Louisiana, Missouri, Oklahoma, Texas

CORPORATE MANAGEMENT TEAM

- Steve Landers, CPMR – Chairman and CEO
 - Certified Professional Manufacturer's Representative
 - Electrical Equipment Representatives Association (EERA), EBR Delegate Alternate
 - Executive Vice President of EBR from 2004 through 2016 (22-years with EBR).
 - More than 35-years of measurable success within Power Utility and Telecom markets including more than 20-years in the power utility industry and an additional 19-years in telecommunications industry working within distribution, business services, project management, sales / sales engineering and management for companies including Priester Supply, GESCO, EBR, AT&T, and Valor Telecom.
 - Education includes: BBA - Management/Marketing – University of Texas at Arlington, MBA - Technology Management – University of Phoenix, and Certificate in Mediation.

- “JT” Jeffrey Tonne – Vice President
 - Certified Sales Professional
 - More than 20-years’ experience within the power utility industry with hands on experience as a utility lineman and sales and sales management experience with WESCO, Schneider and EBR.

- Bobby Cox, CPMR – Director
 - Electrical Equipment Representatives Association (EERA), Board of Directors and EBR Delegate
 - Over 36-years of power utility outside sales and territory management service with EBR. Served from 2004 – 2016 as president and chairman.

- Donna Averitt – Accounting
 - Twenty-five-years of accounting and bookkeeping experience. Responsible for commissions reconciliation, insurance, HR, and all financial bookkeeping functions.
 - AA – Accounting – Mountainview College

PROFESSIONAL SALES AND FIELD SUPPORT TEAM

EBR provides nine outside sales and field support specialists. Seven have completed certifications by MRERF as a Certified Professional Manufacturers Representative (CPMR) or a Certified Sales Professional (CSP) with continued annual recertification hours.

- CATV / Telco Communications Markets
 - Steve Landers, CPMR – CEO (Dallas, TX)
 - Zach Nichols, CSP (Sanger, TX)
 - Wayne Richter, CSP (La Grange, TX)
 - Stacy McBride, CSP (Weatherford, TX)
 - Zach Frazier – (Tulsa, OK)

- Power Utility Market
 - “JT” Tonne, CSP – Vice President (New Braunfels, TX)
 - Bobby Cox - CPMR (Georgetown, TX)
 - Jim Semian (Haslet, TX)
 - Stephen Fowler, CSP (Amarillo, TX)
 - John Persha (Houston, TX)

DEDICATED INSIDE SALES TEAM

The inside sales team is unsurpassed in efficient, effective, and friendly customer service. Team EBR is trained and qualified to handle customer quotation and pricing inquiries, expediting and relationship building. The inside sales team is in the Dallas corporate office.

- Mandy Michael – Customer Service Representative
 - More than twelve years of project planning, manufacturing and customer service.
- Carol Hoffman – Customer Service Representative
 - Over thirty-six years of service with EBR in administration and customer service.
- Griselda Gomez – Customer Service Representative
 - More than ten years of experience in customer service and manufacturing.

MAJOR CUSTOMERS

CATV Market: Cable One, Comcast, Cox Cable, Suddenlink/Altice, Spectrum, Distributors and Specifying Engineers.

Power Utility Market: AEP, Centerpoint, Entergy, LCRA, ONCOR, OG&E, PSNM, TNP, IOU's, Municipal Utilities, REA/RUS' including distributors, engineering firms and construction contractors.

Telecom Market: AT&T, CenturyLink, Frontier, Verizon, Grande Communications, Windstream, Level 3, IXC's, ILEC's, CLEC's, Independent Telcos, MSO's, Distributors, Engineering Firms, OSP Contractors and dark fiber providers.

Please visit our website at www.ebr.net or www.elginbrobertson.com to view the current list of manufacturers that we represent.