



# Announcement

December 2011

Grand Ledge, MI – CSI Utility Sales, a manufacturer's representative in the state of Michigan, is pleased to announce the appointment of Ted Tuma to the CSI Team effective December 1, 2011.

Ted has spent the last 22 years at Champion Charter Sales & Service. Over those years he has held various positions. Beginning in February 1989 he was a Sales Trainee and did everything from delivering material, working in the warehouse and inside sales, eventually becoming an Account Manager.



For the last 5 years Ted was a Regional Manager and had overall responsibility for their Utility Supply Division. During that time he has been involved in the development of various programs and services that bring great value to the customer, such as a Transformer Management Program, a Zero Defect Program and Manufacture Focus Strategic Plan.

Ted is active in some local industry associations as well. He has served in the past on the planning committee for the Michigan Electric Utility Show Association. He is the past President of the Associate Members of the Michigan Municipal Electric Association and is currently serving as their Vice President. Ted also participated on the General Electric Distributor Council, has received a sales leadership award from GE Meter and has served on the Board of Directors for the North American Association of Utility Distributors.

In his spare time Ted enjoys playing golf and hanging around the ice rink. He has served as the President of the Amateur Hockey Association of Mt. Pleasant to help promote youth hockey in the community. Currently he is the President of the Board of Directors for Smooth Surfaces, LTD, the operating board for the I.C.E. Arena in Mt. Pleasant.

Ted and his wife Neice recently celebrated their 30<sup>th</sup> wedding anniversary and live in Mt. Pleasant. They have two grown children, Brian, 27 and Brendan, 20.

We are excited by Ted's decision to join our team. His electric utility qualifications and experience complements our organization's background and efforts to better assist our customers. Ted will have account responsibility in the public power market for all of our product lines.

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