



**Kubota**



**F**or Earth, For Life is much more than Kubota's brand statement; it's a mission to which we dedicate ourselves as a global company. We are committed to engineering excellence so that our customers can focus on planting, feeding, building and caring for our world. From investing in our communities and dealerships, to ensuring a broad range of high quality products through strategic partnerships, to employing America's best and brightest men and women, we never lose sight of our purpose: to engineer rewarding experiences, and help people achieve more.

We welcome you to explore and learn more about Kubota right here. Visit often for the latest news, career opportunities, partnership and program announcements, and much more.

■ Masato Yoshikawa - President and CEO, Kubota Tractor Corporation (KTC)

A sticker of a Kubota tractor is placed on a lined notebook page. The tractor is orange and black, shown from a side profile. The page has horizontal lines and a faint circular watermark in the background.

*Wednesday, Aug. 14*

9:00 - 9:30 2 micro  
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-2023 500  
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10 - 12 Reins  
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130-230 Full  
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230 - 330

**Kubota**

www.kubota.com

## Why We Are Different

In 1974, we were possibly the smallest distributor in Florida. Today we are the largest independent distributor serving all of Florida and numerous international markets. Our team is 140+ members strong, backed up with the assets to furnish electrical and data communications materials to local or offshore customers. Carving the trust of individual team members, customers, and suppliers has been the cornerstone of Electric Supply's success. Our success has been realized by honoring commitments, one commitment at a time. The U.S. and offshore markets have reached new levels of competitiveness with distributors providing identical goods and services. How do we measure our success and set ourselves apart from our competitors? We distinguish ourselves through:

Individualized Customer Service

Vast Inventory & High Fill Rates

Short Lead Times & Same Day Deliveries

Service Desk & Emergency Services

Additional Complimentary Services

Flexibility

**E.T.O.N.**

Cutler-Hammer



**ELECTRIC  
SUPPLY**

The Power of YES

An Employee Owned Company

Contractor, Industrial & Voice Data Team  
(813) 879-1894 • (800) 879-1894  
Fax: (813) 874-1880

Utility Team  
(813) 879-0049 • (800) 508-8807  
Fax: (813) 879-0318  
Toll Free Fax: (800) 879-0318

International Team  
(813) 739-2319  
(800) 739-2319 (U.S.A. only)  
Fax: (813) 354-8908



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## Project Estimate

Contractor, Industrial & Voice Data Team  
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The Power of YES

Project Name: \_\_\_\_\_  
Start Date: \_\_\_\_\_  
End Date: \_\_\_\_\_  
Location: \_\_\_\_\_

Project Information:  
Customer or Company: \_\_\_\_\_  
Project Name: \_\_\_\_\_  
Project Number: \_\_\_\_\_  
Project Manager: \_\_\_\_\_  
Project Location: \_\_\_\_\_  
Project Description: \_\_\_\_\_  
Estimated Total Cost: \_\_\_\_\_  
Installation Responsibilities: \_\_\_\_\_  
Estimated Project Budget: \_\_\_\_\_  
Security Requirements: \_\_\_\_\_  
Project Benefits: \_\_\_\_\_

Author: \_\_\_\_\_  
Date: \_\_\_\_\_  
Print Name: \_\_\_\_\_  
Signature: \_\_\_\_\_

Small logo: **ELECTRIC SUPPLY** The Power of YES







Letter from the CEO and Chairman

Dear Clients,

Clean Harbors is the leading provider of environmental, energy and industrial services throughout North America. Founded in 1985, Clean Harbors provides a comprehensive suite of services to a diverse customer base, including a majority of the Fortune 500 companies, throughout the United States and Canada, as well as Mexico and Puerto Rico. Through our Safety-Kleen subsidiary, Clean Harbors also is North America's premier provider of fleet and repair of used oil and a leading provider of parts, vehicles and environmental services to commercial, industrial and automotive customers.



For the past several years, the Company has grown substantially as we've successfully executed our corporate strategy which includes expanding our service offerings and geographic coverage, cross-selling service segments, acquiring large-scale projects, expanding and improving operations.

2012 was another year of record growth and achievement for Clean Harbors. Following acquisition of Safety-Kleen - the largest in our history - in late 2012, we achieved revenues of more than \$2.5 billion in 2012 and generated Adjusted EBITDA of \$210 million. Through the hard work of our team, we successfully completed Safety-Kleen throughout 2012 while achieving total revenues of more than \$10 million. We are now well positioned for growth on a combined operating platform with Safety-Kleen. During the year, we also increased a number of ongoing growth opportunities including the construction of our full Clean Logistics, which is another key strategic hub for our vehicles in the U.S. MidMarket, Canada market. We also secured a long-term contract for our vehicles in the U.S. MidMarket, Canada market. We also secured a long-term contract for our vehicles in the U.S. MidMarket, Canada market. We also secured a long-term contract for our vehicles in the U.S. MidMarket, Canada market.

Looking ahead, we remain encouraged about our prospects. The competitive rates and strategic initiatives we have undertaken at Clean Harbors will support our performance and the profitable growth we are projecting for 2014. In the near-term, we are focused on also increasing our cost structure to improve our margin performance. At the same time, we are investing in our cost structure to improve our margin performance. At the same time, we are investing in our cost structure to improve our margin performance. At the same time, we are investing in our cost structure to improve our margin performance.

CEO and Chairman of the Board



Safety Starts with Me:  
Live It 3-6-5



3 SAFETY PHILOSOPHIES

1. Nothing is worth getting injured over.
2. All near misses and accidents are preventable.
3. Safety must be actively managed.

6 GOLDEN RULES OF SAFETY

1. I will drive responsibly without distractions or impairments.
2. I will think before I start and know my safety plan every day.
3. I will only undertake the work in which I am trained.
4. I will take responsibility for my safety and those around me at work, home or in-transit.
5. I will intervene in any unsafe act.
6. I will report all incidents and near misses.

5 GOOD REASONS WHY I WANT TO BE SAFE



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