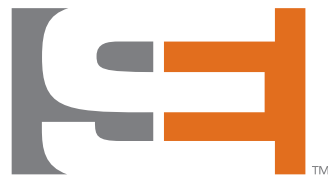




PROJECT MANAGEMENT CAPABILITIES

**springfield
electric**
SUPPLY COMPANY



Partnering for Your Success



YOU HAVE YOUR OWN WAY of running your business – how you quote projects, schedule your crews and manage your inventory. But you also understand the importance of working efficiently to achieve results.

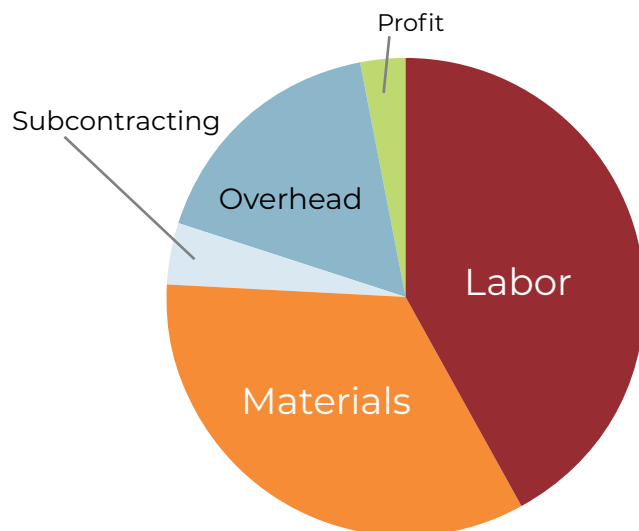
When managing projects, you know that effective communication and planning can improve productivity, reduce time and labor costs, and ultimately increase your profits.





Saving you money where it matters most.

According to National Electrical Contractors Association (NECA) data, the typical electrical contractor's revenues break down like this:



Cost of labor = 42%

Cost of materials = 34%

Subcontracting = 4%

Direct job expenses (overhead) = 17%

SOURCE: Agile Construction for the Electrical Contractor, by Dr. Perry Daneshgari

As shown in the graph, material and labor costs have the greatest impact on your profitability. It's estimated that approximately **40% of the total labor cost** can be attributed to **material handling: receiving, unpacking, storing, assembling, ordering, returning, moving or locating.**

HERE'S THE GOOD NEWS – WE CAN HELP.

At Springfield Electric, we can help reduce labor costs by streamlining how you handle materials – and the savings will go right to your bottom line.

Services we offer to help reduce material handling costs include:

Project Management and Logistics:

- Colored feeder wire and paralleling
- Customized online and app ordering
- Kitting and staging services
- Storage and scheduled deliveries
- Pre-fab product offerings
- Administrative services/support
- No-hassle stock material returns
- Operations and maintenance manuals

On-Site Material Handling and Services:

- Job boxes, trailers and conex job storage
- Fixture carts
- Compartmental wire reel options
- Special material handling equipment
- In-field technical support and training



DELIVERING THE PRODUCTS YOU NEED, HOW YOU NEED THEM.

More and more, electrical contractors and general contractors are realizing the benefits of partnering with their electrical distributor early in the project management process. Whether it's a design-build or bid project, Springfield Electric will support you in planning and executing your project.

We know your business and we are committed to helping you meet your profitability goals while helping you ensure the best solution for your customer. Turn to Springfield Electric for:

- Fast delivery—when you want it, where you want it, how you want it
- Full online and app offering to help you manage project, product and administrative needs, in-office or on-site
- Time- and money-saving options such as kitting and staging
- Reduced labor costs and administrative time spent managing materials
- Enhanced profitability

When we work together, you benefit from our expertise in helping you manage your materials and project details.

Project Management Center: Wire Services

As a Springfield Electric customer, you'll benefit from a large inventory of colored feeder wire. And our specialized cutting machine delivers quick and accurate cuts, allowing for more efficient processing of large orders with multiple cuts.

Reduce labor time by requesting wire for your specific job:

- Paralleling of colored feeder wire
- Various wire reel options including compartmental reels
- Pulling heads by our certified installers
- On-time delivery (next-day on request)
- Flatbed and side-load trucks (on request)
- Hassle-free recycling of wire reels (We'll pick them up!)





Kitting

To streamline purchasing and delivery, we can package various materials by room, area, floor or assembly. Everything you need will be kitted. Each kit can be barcoded as a single unit with one SKU, making reordering quick and easy.



Staging

We will stage, prepare and store your project material, saving you time on-site. Materials will be checked for accuracy, itemized, labeled and ready for delivery, based on your project release dates.

SUPPORTING YOU ON-SITE.

Once your job is up and running, you may need on-site inventory storage, a way to manage materials and technical support for your on-site crew.

On-Site Inventory Storage & Management

Trailers and Boxes

We have the solution, from large storage trailers and 20' Conex boxes to smaller job boxes. We can secure the storage option that fits your needs, providing you multiple options to manage inventory and get material quickly.

Create custom product groups for each individual trailer with our full online and app ecommerce offering.

Racking/Shelving for Trailers

Whether you have your own storage unit or use one of ours, we can help design a racking and shelving system that is conveniently barcoded and logically organized for stored inventory. With the right storage unit on-site, you'll never again lose valuable labor hours waiting for product to be delivered.

Other Storage and Material Handling Tools/Equipment

- Conduit carts
- Storage chests
- Cable dispensers
- Wire carts

No matter what you need, you have access to a wide variety of options.



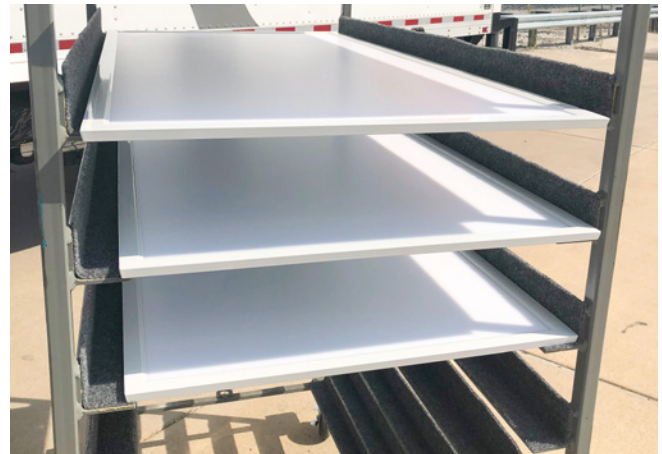


Fixture Carts

Utilizing fixture carts during installation will enhance productivity and reduce labor costs.

Fixture Cart features:

- Carts hold 11 full-sized commercial light fixtures
- Fixtures unpacked and inspected
- Stored, staged and delivered to point of installation
- Easy material handling – carts on wheels for movement to installation site
- Carts easily fit through standard door openings



Fixture cart service includes unpacking, inspecting, staging, proper fixture ID marked, delivery and refill deliveries per your requested timeline/plan.

You can forget about unboxing, concealed damage, cardboard discard, and handling. You can focus on what you do best – installing.

Technical Solutions and Support

When your project requires troubleshooting or technical expertise, turn to our Technical Solutions Team. This dedicated, experienced and well-trained group works closely with our sales team and suppliers to develop solutions relating to energy management, security, power distribution, IT infrastructure and more. These technical experts are accessible by phone, text or email, supported by our suppliers' high quality products.

ENSURING YOUR SATISFACTION FROM BEGINNING TO END.

We don't stop working for you just because the product has been delivered or installed.

Operational & Maintenance Manuals

On request, we'll assemble operations and maintenance manuals containing specification/cut sheets, installation directions, use instructions, repair information, part numbers, warranty information and anything else you want or need to know about the products you've used on your job.

Post Project Meetings

We will meet with you after the project to discuss your successes and challenges, and where we can adjust for future projects. As your partner, we want to see you succeed—today and in the future.

"We have used conexes provided by Springfield Electric for our last three large projects. Our Springfield Electric sales person inventories product each week and talks to project managers about what materials we need for the coming weeks. This keeps our materials organized and ensures that we have what we need on hand."

– Jerry, Mt. Vernon, IL





Ebusiness and Administrative Support

Inventory Ordering

Order online from your desktop, laptop, or smart device.

With our ecommerce solution, ordering is easy with our mobile app or website.

- Order individual products or use pre-built product groups
- Order from your purchase history
- Access product information sheets and videos
- Scan barcodes to find your products
- View real-time inventory and pricing

Administrative Support

You can log in to your account for up-to-the-minute information when you need to:

- review purchase history, open orders and invoices
- view summary billing by project
- export invoices

With our total ecommerce solution you are able to customize your online experience.

Our ecommerce experience allows for multiple logins to the same account and the ability to set specific restrictions for those logins. Restrictions can be applied – specific to pricing, sales history and order placement.



At Springfield Electric, we deliver more than just electrical parts. We have the knowledge and expertise to add value and savings to a project, making you more profitable. Our branch management and sales teams are empowered to make local decisions about inventory, services and customized solutions to ensure your success on a project.

Springfield Electric is the partner you can trust.



ILLINOIS

BLOOMINGTON*
CARBONDALE
CHAMPAIGN*
DANVILLE
DECATUR

EAST PEORIA
EDWARDSVILLE
MATTOON
MOLINE
MT. VERNON

PERU
QUINCY
ROCKFORD
SPRINGFIELD*

INDIANA

EVANSVILLE
TERRE HAUTE
VINCENNES

IOWA

DAVENPORT

MISSOURI

HANNIBAL

*Lighting and Design locations



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