



STATE ELECTRIC
SUPPLY COMPANY

CUSTOMER FOCUSED, QUALITY DRIVEN

MISSION STATEMENT

The mission of State Electric is to be a profitable, full-line electrical distributor that is growing through service to our customers, satisfaction of our employees, commitment to our communities, and a dedication to quality, value, and ethics.

QUALITY STATEMENT

State Electric is Customer Focused and Quality Driven through our Quality People, Products, Processes, and Planning.

HISTORY

From a humble start more than 55 years ago, State Electric Supply Company has evolved into one of the nation's largest and best-known electrical distributors, with more than 700 employees at 40 branch locations in five states.

The company was born in Huntington, WV in 1952 when Art Weisberg loaded his pickup truck with light bulbs, extension cords and fuses and hit the road selling to grocery and hardware stores that were so numerous back then.

Weisberg built State Electric around the idea that providing the customer with just a product was not enough. "Beyond quality products and competitive prices," he says, "the thing that would separate our company from others was service. We believe that making an effort to provide customers with what they need, when they need it, will keep them happy and coming back.

Customers have continued supporting State Electric for over 55 years and during that time the company has steadily expanded, growing from one location in Huntington to today's network of locations. State Electric services an even larger region in West Virginia, Kentucky, Ohio, Virginia and North Carolina.

QUALITY PROGRAM

QP4 – Quality People, Products, Processes and Planning program, has been in effect since 1990

Quality Program – comprised of Quality Steering Committee

ISO 9001-2000 Certified

Statistical analysis of supplier quality and performance

Process improvement teams

Performance and analysis reports

Internal Safety Program

Suggestion Box

Vendor Evaluation

Return Material Analysis

On Time Performance Measurements

Wellness Program

PROVIDING
SERVICE

Commercial – Offices, hospitality, retail facilities, property management

Data Communications – Multimedia, fiber optics, security and surveillance, structured wiring, audio video

Electrical – Contractors and construction of all types and sizes

Energy Audits and Safety Products/Training

HVAC – Heating Ventilation and Air Conditioning contractors

Industrial – Petro-Chem, paper, steel, soft goods, manufacturing, facility and maintenance management

Institutional – Medical, educational, health facilities

Mining – Coal

OEM – Equipment and machinery manufacturers

Preventative Maintenance Contractors

Residential – Decorative lighting, home automation, security, generators, audio video systems, central vacuum units, structured wiring, total home solution

Utility – Contractor, investor owned, municipalities

OPERATING SYSTEMS

Internet or EDI order entry and invoicing – direct electronic order entry and invoice transactions to reduce overall transaction fees.

Fully qualified IS group with Microsoft Certified System Engineer on staff, supporting all communication and ANSI EDI transaction sets.

Fully integrated computer system with real time files and bar code utilization.

ELECTRONIC DATA INTERCHANGE

Electronic Data Interchange (EDI) is one of the most effective means of e-commerce currently available, and our customers can exchange data via EDI transactions. We conduct more than 140,000 EDI transactions each year.

We currently support the following ANSI ASC X12 (American National Standards Institute) transaction sets:

- 810 Invoice (vendor/customer)
- 820 Payment Order/Remittance Advice (vendor/customer)
- 844 Product Transfer Account Adjustment (vendor)
- 849 Vendor SBA Credits (vendor)
- 850 Purchase Order (vendor/customer)
- 852 Product Activity Data (vendor)
- 855 PO Acknowledgement (vendor/customer)
- 856 Ship Notice/Manifest (vendor)
- 867 Product Transfer and Resale Report (vendor)
- 997 Functional Acknowledgement (vendor/customer)

EDI utilizes standard software with a value-added network (VAN) to send and receive industry-standard documents. We anticipate that EDI will remain a key component in advanced supply chain management agreements, and that it will become more flexible and robust with the addition of XML technology.

ACCOUNT MANAGEMENT

Dedicated account representatives

Internal support team

Real time inventory and stock transfers

Spare and critical parts management

Timely and dependable delivery routines

24/7 Emergency Service

On-call pager service to support after-hour emergencies

Customized product and service training

Identification and tracking of non-conformance products

Performance and analysis reports

Cost savings analysis and reporting

Energy Audits

Safety Training

STOREROOM MANAGEMENT

Business analysis on existing business processes

Ability to build stable price contracts

Develop a supply chain for all non-electrical consumables

Track material to your cost centers and remote storage areas

Assist in depleting obsolete inventory

Provide reporting for all material used via the vendor managed inventory

Work with your team to reduce and measure total cost of ownership

SUPPLY CHAIN MANAGEMENT

Business analysis on existing business processes

Build stable price contracts

Develop a supply chain for all non-electrical consumables

Build a complete database of all material with suggested refill and stock levels

Provide a dedicated State Electric employee to perform entire inventory re-order functions for consumable items

Assist in depleting obsolete inventory

Provide reporting for all material used via the vendor managed inventory

Work with your team to reduce and measure total cost of ownership

KITTING

State Electric provides kitting services that will save your company time and money. We will assist in the coordination of material flow projects which may require staggered and/or separated deliveries, as well as servicing multiple delivery points.

Our kitting service consists of developing a kit based on assembly bill of materials as well as stable pricing and part numbers for your entire kit. We will also work with a manufacturing team to design kit packaging and layout with the ability to replenish your kits on a shelf based average or forecasted usage.

INVENTORY

Progressive inventory management models

Storeroom surveys

Usage and allocation reports, system access and billing

Kitting and staging

Special tagging, identification, and packaging

VMI (Vendor Managed Inventories)

Inventory evaluation and classification

VENDOR INVENTORY

Organize and clean up existing inventory locations

Catalog existing electrical material

Build a complete database of material with suggested refill and stock levels

Provide a dedicated employee to perform inventory re-order functions

Assist in depleting obsolete inventory

Provide reporting for material used via the vendor managed inventory

Work with your team to reduce and measure total cost of ownership

Motor energy audits

INDUSTRY AFFILIATIONS



A-D

Affiliated Distributors (A-D) is the largest wholesale marketing group in North America with more than 340 independent distributor companies with over 2,800 locations in US and Canada. A-D's membership commands \$21 billion in sales across 5 industries: electrical supplies, industrial supplies, plumbing supplies HVAC equipment and supplies, pipe valves and fittings.



BICSI

BICSI is a professional association supporting the information transport systems (ITS) industry. ITS covers the spectrum of voice, data and video technologies. It encompasses the design, integration and installation of pathways, spaces, fiber- and copper-based distribution systems, wireless-based systems and infrastructure that supports the transportation of information and associated signaling between and among communications and information gathering devices.



ENERGY STAR

A joint program of the U.S. Environmental Protection Agency and the U.S. Department of Energy, helping us all save money and protecting the environment through energy efficient products and practices. Over the past decade, ENERGY STAR has been a driving force behind the more widespread use of such technological innovations as efficient fluorescent lighting, power management systems, and low standby energy use. ENERGY STAR provides easy-to-use assessment tools so that home owners and businesses alike can start down the path to greater efficiency and cost savings.



IDC-USA

IDC-USA is a member-owned purchasing, marketing, and selling cooperative of over 200 independent distribution locations across the nation. IDC-USA has teamed up with over 60 suppliers to serve end-users with the highest-quality bearing and power transmission products available.



NAED

Since 1908, The National Association of Electrical Distributors (NAED) has served as the trade association for the electrical distribution industry. NAED provides networking opportunities, training and research through the NAED Education and Research Foundation, and industry information and research through TED Magazine.



PTDA

The Power Transmission Distributors Association (PTDA) is the leading association for the industrial power transmission/motion control distribution channel.



SupplyFORCE

As a member of the SupplyFORCE National Accounts, Integrated Supply and Procurement Service Program, our valued customers have access to over 175 distributors with 2,900 stocking locations ranging in areas of expertise in electrical, industrial, safety, pipe, valves and fittings. SupplyFORCE delivers process, inventory and product cost savings for large industrial businesses, with local expertise and fulfillment to meet the needs of the local plants.



VANGUARD

Vanguard (VNA) is a stand-alone sales and service organization focused on securing and servicing electrical MRO and factory automation needs of industrial oriented national account type customers.



In an effort to meet the ever changing needs of our customers, the Automation Products Group is comprised of an engineering and support staff, providing technical support to customers utilizing products associated with industrial process automation.

AUTOMATION



Offering a full-range of products, supplies, services and solutions for all types of commercial applications; office complexes, convenient stores, property maintenance and management, restaurants and commercial buildings.

COMMERCIAL



Providing data communication solutions for every application. From structured wiring and routers, to access control systems, look to us for all of your commercial and residential data communication products.

Video Security Equipment

Residential Structured Media Systems

Copper and Fiber Optic Cabling

Copper and Fiber Network Tools

IP Network Applications

Home Automation

DATA COMM



Energy management has a positive impact on both the environment and your bottom line. We work to understand your specific needs and offer solutions that maximize energy efficiency and performance.

ENERGY



Servicing the purchasing needs for government agencies at the federal, state and local/municipal levels.

GOVERNMENT



Product and service offerings in the manufacturing and process industries. We are the source for your entire product needs to maintain and modernize production processes, facilities and equipment.

INDUSTRIAL



We provide products and services to customers throughout the institutional markets. From lighting and automation, to wire and conduit, our sales team has the knowledge and product offering to meet your needs.

INSTITUTIONAL



Offering a full range of products, supplies, services and solutions for the medical industry. From hospital grade electrical material to datacomm products and training on the latest energy savings and safety products available today.

MEDICAL



Traditional and industry specific products and services for the surface and underground mining industries including coal and aggregate. From cable and mine parts to your total electrical needs, we can service you with the industry's leading manufacturers.

MINING



A distributor of industrial maintenance, repair and operation products, State Electric maintains the inventory to help reduce downtime and improve your operations. From v-belts and bearings to motors and hydraulic hoses/fittings, we offer mechanical solutions for the industrial customer.

POWER TRANSMISSION



From lighting products by quality manufacturers meeting any style and budget to home automation and multi-media, we are your Total Home Solution.

www.stateelectriclighting.com

RESIDENTIAL



Complete product and service offerings for applications in the generation, transmission, and distribution of electrical power. From high voltage cable and transformers to insulators, poles and cross arms, we are your source for the selection and application of utility products.

UTILITY

