



**Electrical
Equipment
Company**

Dependable People. Real Solutions.

**CORPORATE
CAPABILITIES**

ELECTRICAL EQUIPMENT COMPANY



www.eeco-net.com • 800.993.EECO



It was 1926. Thomas Edison was still working in his shop in Menlo Park; movies (still silent) featured Rudolph Valentino, Clara Bow, Charlie Chaplin, and William S. Hart; the country was driving the Model T and dancing the Charleston. The world was eight years past "The War to End All Wars", and Adolph Hitler was still only in charge of a small group of bullies and hoodlums. The tungsten filament lamp was still an innovation; "talkies" wouldn't be introduced for another year; and a young, vibrant nation was

building a new world for itself using abundant, inexpensive power as electrification began its inexorable march across the American landscape. It was 1926, and four men came together to realize an idea; a vision that became a reality in Raleigh, NC, with the founding of Electrical Equipment Company.

To read more about "The Beginning," stop by the company website at www.eeco-net.com.

1926



THE COMPANY

ABOUT US

Our history

From beginnings as a pioneering motor repair company in 1926, EECO has been committed to a unique value proposition built around a deep knowledge of our customers, their needs, and how we could best contribute to their success. For more than 85 years, EECO has continued in that tradition to provide our customers the best total solutions for their electrical design, installation, and operational requirements. While we have seen a lot of change since 1926, the key to our success has remained constant: service our customers with the industry's most Dependable People and focus on providing Real Solutions, not just electrical supplies.

This idea - 'Dependable People. Real Solutions.' - while originally formed by the commitments required of our industrial customers, has grown to include services designed for contractors, OEMs, and various institutional and commercial facilities. Whether you are looking for productivity gains, energy and material usage reductions, or procurement and project management advantages, the "EECO-System" has a set of solutions designed with you in mind.

Where we are heading

Today, the market demands solutions that offer greater functionality, built-in intelligence, regulatory compliance and support sustainability, all the while consuming fewer resources to design, install, operate, and maintain. The technology and product advances to meet these demands are growing and evolving at an amazing pace. We recognize that mastering all of the topics related to these advances can be overwhelming. Many of our current efforts are focused on analytic tools and supporting services to help you make and implement informed business decisions more quickly when considering these new technologies and products. We are committed to the continuous creation and improvement of solutions that help our customers work faster, smarter, and more efficiently.

Our Vision

To be a team of people united by common values and committed to profitable growth, by sharing knowledge, generating ideas, and implementing solutions for the businesses and communities that we serve.

Our Mission

To be a vital competitive advantage to our customers.

Our Values

Ethics - Doing the right thing, the first time, every time.

Execution - Taking actions that lead to results.

Communication - Collaborating based on knowledge.

Ownership - Accepting responsibility for taking action.

The EECO-System



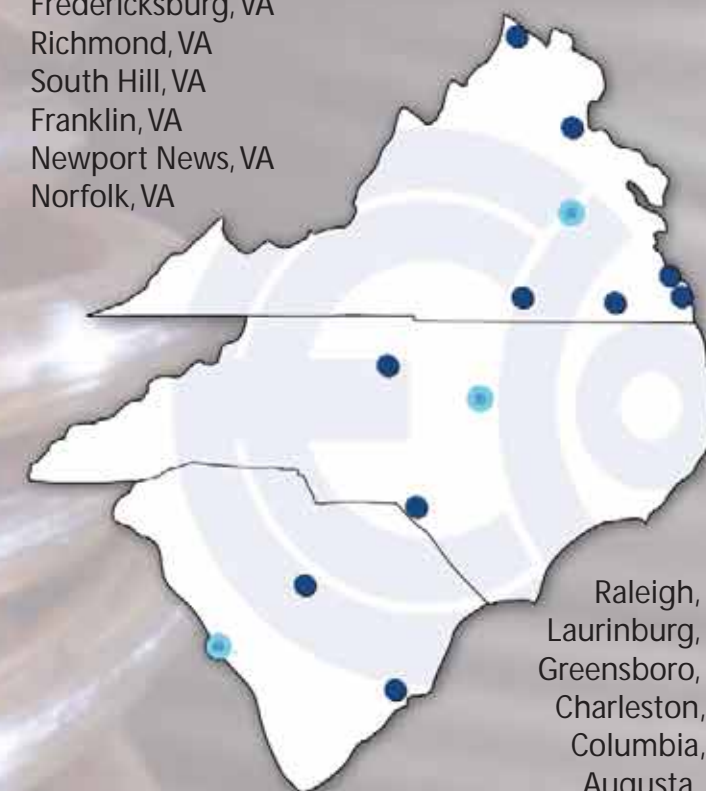
The "EECO-System" is a set of solutions designed to meet the specific needs of our customers and supported by EECO's own Service and Support Groups specializing in Automation, Power Distribution, Lighting & Energy, Storerooms and Inventory Management, and general Electrical Products and Supplies.

16 Service Centers

● Electrical Supply

● Electrical Supply & Industrial Motor Services

Winchester, VA
Fredericksburg, VA
Richmond, VA
South Hill, VA
Franklin, VA
Newport News, VA
Norfolk, VA



Raleigh, NC
Laurinburg, NC
Greensboro, NC
Charleston, SC
Columbia, SC
Augusta, GA

DEPENDABLE PEOPLE.

REAL SOLUTIONS.

Welcome to Electrical Equipment Company. We hope that you will find a lot within these pages to give you a sense of what the Dependable People at Electrical Equipment Company can do for your business. Our goal is to provide a suite of Real Solutions that can be customized to meet your unique business needs no matter where you fall within the "EECO-System". Our teams have worked for over 85 years to provide you with value that encompasses a full range of

electrical users and offers something unique to each one. But that's what Dependable People and Real Solutions are all about – providing the right blend of electrical products, services, and attention to detail that help make Electrical Equipment Company a vital competitive advantage to you.

T. Jackson Lawson, President and CEO



Jack Lawson
PRESIDENT & CEO



CORPORATE HEADQUARTERS
RALEIGH, NC



REGIONAL DISTRIBUTION CENTER
RICHMOND, VA



Electrical Products & Supplies



The highest quality electrical products and supplies from the world's top electrical manufacturers are at the core of Electrical Equipment Company's distribution business. For decades, we have built strong relationships with the highest quality electrical product manufacturers specifically to ensure that your decision to buy from Electrical Equipment Company will be the right one.

We work every day to prove ourselves as a vital competitive advantage for your business's unique needs. Our goal is to make it easy for you to do business with Electrical Equipment Company and we look forward to discovering just what that means for you.

>> Customer Support

Orders can be placed with our experienced Inside Sales teams via phone, fax, EDI, punch-out, or virtually any method you prefer to use. For those who prefer to pick up the material themselves, our counters are open from 7:00 am to 5:00 pm.

>> 24/7 Emergency Service

Call your local Service Center or 800.993.3326 (EECO) and we will return your call ready to provide a solution.

>> Committed to Inventory

We stock tens of thousands of different inventory items in both our Distribution Centers and our local branches. Conventional practice dictates that distributors manage inventory levels based purely on financial statistics and starve local branches when implementing Regional Distribution Centers (RDC). EECO's solid financial position allows us to focus instead on the local needs of our loyal customers and to use RDCs to add depth and breadth to support local inventory levels to meet your needs.

>> New Product Education

There are no unimportant parts when your facility's or project's performance is at stake. Recognizing this, our Sales Staff is trained to identify all the new products – from wiring methods and fittings, to lighting technologies and automation products that can reduce your installation, fabrication, or operations costs.

>> National Account Programs

As member-owners of supplyForce and Vanguard National Accounts, EECO can combine the exceptional service and flexibility of a local independent distributor with the scale and geographical coverage of a National Account Program. Additionally, EECO qualifies as a Small Business Supplier and is authorized to support supplyForce's GSA contract.

For many customers, a solution to their electrical product and supply needs alone is not enough. For these customers, balancing the costs of surplus inventory and the consequences of not having the right part needs its own solution.

EECO offers a broad range of custom solutions from simple (labeling, storage, consolidation, and replenishment) to complex (usage analysis, automated inventory management systems, job cost tracking). Our goal is to work directly with you to design a suite of customized services that will create a Real Solution for the unique needs that you and your business face. Among many options, those solutions may include:

>> Vendor Managed Inventory (VMI)

EECO visits designated storeroom areas on a fixed schedule to ensure that you have the products you need at any time. Before implementing these replenishment schedules, EECO's VMI team reviews your past usage to recommend new inventory levels, consolidates and standardizes duplicate product types, suggests product upgrades, and eliminates obsolete inventory. Streamline and organize your inventory by teaming with our VMI experts.

>> Job Site Material Management

You don't like to waste time over the little things – product is missing, material is late, and your workers are taking trips to the local distributor when they should be onsite working. Count on us to make sure your products are delivered to your site each morning or even better, always have common items available with a Job Site Trailer.

>> Free Issue Areas

Spending too much time controlling stock that costs pennies to buy? Without efficient replenishment systems and proper organization, free issue areas may seem like more trouble than they are worth. EECO eliminates this frustration by bin-locating these items and replenishing the stock regularly so you can focus on keeping your facility running or your project on schedule.

>> Storeroom Management Software

Unable to find off-the-shelf software that got the job done for our customers, EECO developed the iMan System to provide you with unparalleled inventory management capabilities. Track product usage, assign costs to specific jobs, order online, and enjoy the results with any of our customer packages designed to give you more for less.

>> Kitting, Staging, and Job Site Trailers

Do you have skilled workers sorting material deliveries before the real work begins? Do you have limited onsite space but need timely delivery of major project components? Are your job-site projects delayed while someone runs to a supply house? Kitting, Staging and Job Site Trailers let you use your skilled personnel to their fullest while we focus on managing the parts they need.



Manufacturers, along with institutions and other commercial facilities throughout the U.S. and beyond are now making the impact of their end-to-end energy consumption a strategic priority. "Going Green" has transcended social activism to become corporate strategy. If your company has not evaluated its energy usage, you are missing a major opportunity to maximize profits. As the growing demand for energy continues to increase, so too will costs. Are you positioned to control rising energy costs or are you at their mercy?

Electrical Equipment Company has the products, services, and partnerships that can help your company define its energy management strategy. Our years of experience in virtually all facets of energy consumption and savings positions us to help your company find a Real Solution for its sustainability initiatives and goals.

>> Lighting and Energy Audits

Audit studies are performed in phases and documented in detailed reports that identify opportunities for quick paybacks and future layout goals. We break everything down into good, better, and best scenarios so that you can choose what works best for your company.

>> Experience

Our product portfolio, vendor alignments, and commitment to constant innovation ensure that your results exceed your expectations. We have the technical expertise, the experience, and the desire to find the best solution – a Real Solution – for you. In fact, we see the industry's most challenging problems every day and have probably already designed a solution that meets with your needs.

>> Dedication to the Environment

EECO has aligned with partners to offer you waste disposal solutions that can spare you the paperwork, save you time, and offer peace of mind. Whether you are a large or small waste generator, we have simple solutions that will allow disposal of important components of your hazardous waste effectively and efficiently. We follow all current national and state standards and provide you the reassurance of doing what is right for your company and for our environment.



From concept to commissioning, EECO's Technical Specialists work closely with you and your team to create automation solutions that last. We work to ensure that your most stringent design criteria are met with quality products that reduce development time, minimize downtime, and have comprehensive support strategies for their intended life cycle. Most importantly though, we recognize that many of the toughest automation challenges go beyond spec sheets so our Real Solution for automation includes every aspect of your decision-making process.

>> Technical Specialists & Support

EECO's Automation Technical Specialists know more than product – most have been in your shoes as Project or Application Engineers and Technicians. Combining their application experience with continuous factory training effectively provides another trusted team member on your staff. Whether configuring a device or consulting on product selection or architecture concepts, our Specialists cover areas such as:

- Industrial controls
- Motion control
- Drives
- Software
- PLCs
- Vision

>> Training & Seminars

Take advantage of EECO's technical seminars to ensure you and your staff are up to date on the latest automation concepts. If a more customized approach to training is needed, ask us about skills assessments and onsite training courses.

>> Proof of Concept

When appropriate, nothing works better than using our demo equipment to mock up your proposed automation solution.

>> Life Cycle Support

Whether you need system expansion or modification, component repair or remanufacture, support training, or a future migration path, our staff has experience getting the most out of your automation investment.

>> Specialty Solutions

EECO represents the industry's leading automation lines, but no single line can meet all of your needs. To ease the selection and integration of third party products, EECO also has expertise with machine vision, wireless, radio, and SCADA systems, safety interlocks and controllers, protocol interface converters, etc.

>> Project Management

There isn't a project out there that EECO can't give an engineered solution for. Our services include:

- Exchange/repair programs
- Panel fabrication
- Software development
- Startup solutions
- System design and configuration

Lighting & Energy Services



Automation Systems & Services

INDUSTRIAL MOTOR SERVICES

A Division of Electrical Equipment Company

3 Service Centers



For over 85 years, Industrial Motor Services (IMS) has specialized in electric motor repair, aftermarket solutions, and asset management. From full diagnostic electrical testing to IEEE, EASA, and NEMA specifications, to onsite service of rotational equipment, to complete redesign of electric motors, IMS has become a premier provider in the Southeast.

We are focused on reliability management. As an industry leader in innovation, IMS collects more repair data than any other provider in this industry. With our ability to manage custom specifications on every job, efficiently managing data throughout the repair evolution, we can accelerate the progression of your reliability efforts and reduce your ownership costs. Every job, no matter how small, receives a reliability-oriented repair including:

A Failure Mode and Effect Analysis

We document motor failures with photos, categorized failure types, and provide suggestions as to how to prevent failure or increase life.

Standard Documentation

We produce thorough information on every repair. Our standard report includes pre- and post-repair data such as mechanical fits, electrical testing, bearings, performance testing, and photos.

Specification Management

We provide documentation of steps taken to ensure that your equipment was repaired to standards such as EASA, IEEE, or ABMA. Custom specifications are managed automatically in our system down to the job task, ensuring a consistent repair procedure every time.

>> Standard Electrical Testing Procedures prior to quote

- Insulation Resistance, corrected to 40°C (per IEEE-43)
- Initial Test Run (if possible)
- Winding Resistance Imbalance
- Comparative Surge Testing (per IEEE 522)
- Step Voltage Test or DC Hi-pot, condition permitting (per IEEE 95)
- Single phase rotor tests (per EASA AR100)
- Inter-laminar Insulation or Core Loss tests (per IEEE 432 and EASA Tech Note 17) are performed on windings subject for rewind (unless otherwise specified by customer) before and after burnout/stripping

>> Warranty

- One year standard on mechanical repairs, two years on rewinds

>> Motor Testing Equipment

- PdMA offline and online testing
- Fluke Thermal Imaging
- CSI 2130 Vibration Analysis

>> Mechanical and Machining

- Complete machine shop services
- Balancing to IS 1940 standards (G2.5 and G1.0)
- SKF Bearing Heating and Installation Equipment
- Exxon Mobil Lubricants

>> Emergency Services

- 24 hours a day, 7 days a week, pickup and delivery included. Having a critical line go down is simply a thing of the past.

>> New and Used Motor Sales

- With over \$350k in motor inventory, we are confident that we can provide you with the right motor in the appropriate environment





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Philips Energy Advantage T5 HO lamps are a simple way to maximize energy savings by just changing a lamp. They provide 5 watts of energy savings versus the standard 54W lamps in your ceilings. www.philips.com

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T5 HO Lamp Technology
54W Energy Advantage

PHILIPS
sense and simplicity



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Acme Electric is your single source for a multitude of products that meet a full range of industrial and commercial applications—from general power distribution to factory automation—and more:

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- Low and high frequency magnetics – including toroidal transformers and inductors

In addition to our stock product line, we can supply custom products, designed for specific applications. Our unparalleled quality commitment makes Acme the first choice for product reliability and performance, superior customer service and outstanding technical support.

- All Acme products meet or exceed UL, CSA, CE, NEMA, ANSI, RoHS and IEEE standards
- Demand Flow Technology (DFT) certification reduces our transformer manufacturing cycle, making us more responsive in today's just-in-time environment
- ISO9000 certified manufacturer, with a company-wide "Six Sigma" CQI (continuous quality improvement) program



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FLUKE

How can we save on energy costs?

Do we have the capability to find potential
problems before they result in downtime?

How are we responding to demands for
greater efficiency?

Do we have the tools to ensure our plant
is running at peak performance?

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identify problem areas, reduce waste
and save money.**

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Think occupancy sensors are a simple on or off proposition? Think Again.



Hubbell H-MOSS® Adaptive Technology Sensors "Learn" Your Patterns, Minimizing Lighting Waste.

The adaptive technology of Hubbell's H-MOSS® occupancy sensors auto-adjusts sensitivity and timer functions as it continually analyzes the monitored environment. The sensors actually "learn" the people patterns of your workplace, minimizing lighting waste and eliminating the need for manual adjustment. They begin learning the moment they're installed. Then, as sensors become smarter with each passing day and week, your energy savings grow – in offices, restrooms, conference rooms and storage areas. Change your routines? No problem, H-MOSS sensors read the changes and keep pace. H-MOSS sensors are also available with built-in photocells for daylight harvesting. Add it up and you get all the light you need whenever you need it, and none of the light you don't need.

HUBBELL
Wiring Systems

www.hubbell-wiring.com/green



**If you've ever
asked yourself—**

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OUR STRONGEST ASSET? OUR PEOPLE.

A great business has great human capital. With great human capital comes even better customer relationships. We stand by the knowledge and experience our sales staff bring to the table. Our associates receive frequent manufacturer training onsite, online, and at manufacturers' schools.

The Electrical Products Education Course, known as EPEC, has been a mainstay of electrical industry training for years and is administered by the National Association of Electrical Distributors. EECO is a strong support of the program as EPEC greatly increases our associates' knowledge and ability to provide quick and accurate product solutions for our customers. Additionally, our associates have access to courses exclusively built for the company, a program we call EECO University.



NATIONAL ASSOCIATION OF
ELECTRICAL DISTRIBUTORS



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