



Management Solutions Group

A DIVISION OF ELECTRICAL EQUIPMENT COMPANY

*"Procurement and inventory
solutions for today's environment"*



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**Dependable People.
Real Solutions.**



**Electrical
Equipment
Company**

www.eeco-net.com • 800.993.EECO

Vendor Managed Inventory

Electrical Equipment Company has spent years developing and implementing the most effective and efficient methods of inventory supply and control. We have proven services that will allow you to see documented hard and soft cost savings and procedures that will make sure the control end of the process is followed. We cover everything from the procurement process, to storage, organization flow, installation on the machinery and replenishment. We have seen on average with our current customers a 20-40% reduction in inventory and 5-15% price reduction after our services are complete. Our procedures are simplistic in nature and are validated throughout the whole process. We feel that we are the only electrical distributor that offers this complete line of proven services in the industry today.



iMan Software and Barcoding

Along with our years of VMI experience we have developed an inventory control management software program that will allow you to effectively manage your entire storeroom inventory. This has taken us years to perfect but after listening to our customers needs and the pursuit to make their lives and jobs easier, we have come up with the total inventory management solution. This software is internet based, which allows our inventory control specialists to help you in the monitoring of your company's largest asset.

Software highlights:

- Inventory Check In/Out
- Internet Based End User Software
- Job/Project Costing
- Bar Code Scanners(Mobile)
- Distributor Managed Inventory(DMI)
- Real Time Pricing
- Usage/Transaction Reports



Kitting, Forecasting, and Staging

As our workforces continue to decrease and the workload of your employees continue to increase, we here at EECO strive to find better ways to help in the procurement and receipt of your MRO and Automation investment. Three of our best value-add services that provide you advantages in labor reduction include:

Kitting - Grouping multiple line items together as a lump sum part number

Forecasting - Meeting supply with demand by constantly monitoring your sales trends

Staging - Save real estate and let us handle the bulk purchasing and storage space. EECO will work with you to provide a smooth transition of your materials to the appropriate locations.



Waste Management Services

We take pride in promoting green habits with our customers. EECO has partnered with Veolia Environmental Services to offer customers disposal solutions that could spare you the paperwork and save you time. Whether you are a large or small waste generator we have simple solutions that will allow to disposal of all of you hazardous waste effectively and efficiently. We follow all of the current national and state standards, providing you the peace of mind for doing what is right for your company and the environment.

Our recycling solutions:

- Lamp Disposal
- Ballast Disposal
- Battery Disposal
- Overcurrent/Fuse Disposal
- Misc. Electronics Disposal





Lighting and Energy Audits

Green is the color of business these days. We all know where the bill goes to: lighting, motors, and drives. Anybody can review lighting, but how many distributors have experts in all three? Let our specialists come out and survey your facility to make suggestions on how you can put your company's bottom line to better use. We will break everything down into good, better, and best scenarios so that you can choose what works best for your budget and immediate needs.

Program offerings:

- Lamp Replacement & Consolidation
- Fixture Retrofits
- Energy Efficient Motors
- Preventative Motor Maintenance Programs
- Engineered Solutions (Lighting, Drives, Motors)



Repair Services & Asset Management

EECO offers a complete remanufacturing service that allows us to repair thousands of product types and brands to like-new condition. All parts are first quoted with repair or replacement costs. If repaired, all parts will then be certified by trained factory technicians and come with a 12 month warranty. We also offer Parts Management Agreements (PMA) which consist of consigned automation products maintained at your facility for use, but not billed until installed. These services will allow you to never worry about dead stock, obsolescence, and revision levels again.

We repair these brands:

- Allen-Bradley
- Schneider Electric
- General Electric
- Eaton (Cutler-Hammer)
- Modicon
- Fluke
- Toshiba
- Siemens
- & many more*



Installed Base Evaluations

We have found that over the years customers lose track of what inventory they need and what inventory they don't. EECO will bring in a team of professionals that will analyze your current equipment and machinery (Control Cabinets) and provide you with a detailed list of the main automation components you have in your facility. Once completed the information will allow us to look at Mean time between failures (MTBF), Platform obsolesces (PLC's & Drives), Nema vs. IEC solutions, OEM part conversions, as well as helping you set up standardization policies and procedures. This will then allow you to make informed decisions on how you can better manage your MRO and automation investment.



Vending Machines and Job Trailers

Having trouble issuing and tracking where product is going? Then vending machines may be your solution. EECO represents numerous vending machine options that will help you in reducing storeroom trip time, making inventory more accessible 24/7 without reducing labor, reclaiming floor space and eliminating costly downtime. These machines can be located almost anywhere and will better assist you in the management of your Automation and MRO investment. EECO also offers a wide variety of jobsite trailers. No matter the size or quantity EECO will arrange the pickup and delivery of each trailer and fill it with the parts requested to complete your project. These trailers can be used for storage or filled with racking and bins to house organized inventory all in one secure location.

Branch Locations:

1431 Marvin Griffin Rd.
Augusta, GA 30906
706.722.6685

175 Lott Ct.
West Columbia, SC 29169
803.714.5500

6900 A International Dr.
Greensboro, NC 27409
336.230.1120

226 North Wilkinson Dr.
Laurinburg, NC 28352
910.276.2141

1440 Diggs Dr.
Raleigh, NC 27603
919.828.5411

141 Commerce Park Rd.
Franklin, VA 23851
757.569.8161

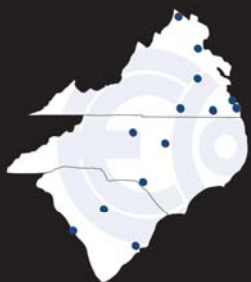
4617 Mine Rd.
Fredericksburg, VA 22408
540.891.8828

3798 Village Ave.
Norfolk, VA 23502
757.857.1100

1807 Boulevard West
Richmond, VA 23230
804.353.7841

625 Lombardy St.
South Hill, VA 23970
434.447.7121

206 West Wyck St.
Winchester, VA 22601
540.678.9000



National Accounts

www.supplyforce.com • www.vnaweb.com



EEOCO has aligned themselves with some of the top rated national account partners in the world. We are members of supplyFORCE (175 independent distributors) and Vanguard National Alliance (75 Rockwell Automation distributors) allowing us to have the same look and feel as the "Big Box" guys do, only with a lot more flexibility. These partners help us to reduce transactional cost, provide Total Cost of Ownership (TCO'S) Programs, provide guaranteed cost savings (hard and soft) and reduce your vendor base so that more volume can be placed in fewer buckets, resulting in lower prices for you.

Buying Groups

www.mya-d.net



EEOCO has been a long term member of Affiliated Distributors (A-D) which is the largest wholesale buying and marketing group in North America. They are comprised of over 530 independent distributor companies with over 3,000 locations in the U.S. and Canada. Their membership commands over \$27 Billion in sales across six industries: electrical supplies; industrial supplies; plumbing supplies; HVAC equipment and supplies; drywall and drywall related products; and pipe, valves and fittings. A-D helps independents like us level the playing field against the national players and still allows us to provide the highest quality parts in the industry today.

Minority Owned Credits

www.industrialbuyer.com



Many corporations have established diversity departments to support minority businesses and set goals on purchase amounts. EEOCO has now joined forces with Industrial Buyer (IBC) who is a minority-owned business certified by the Connecticut division of the National Minority Supplier Development Council (NMSDC). IBC meets NMSDC criteria as a Hispanic and veteran owned company. Together with IBC, EEOCO can help you in meeting your corporate initiative's based around supporting our minority communities.

Government Sales Division (GSD)

www.gsaadvantage.gov



EEOCO has been certified as a General Services Administration (GSA) Distributor, which allows us to sell and distribute Electrical Supplies to over 100+ Federal Agencies and over 800 different buyer contacts. We are proud of this certification and hours it took to allow us to better serve the Federal Government and its agencies. We have teamed up with one of our national account partners, Supplyforce which provide the geographical means to cover all Federal locations in the United States. EEOCO is also posted on the GSA Advantage website and can receive any orders via this portal.



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