

MAYER

ELECTRIC SUPPLY

The Quality Provider of Electrical Products

Superior Quality Service

It is not just a slogan at Mayer. Mayer was the first distributor in the nation to receive certification to the International Standards Organization's ISO 9001 quality assurance requirements. We measure our performance on key processes with statistical process controls and are constantly working to improve the speed and accuracy of our service to customers. Customers notice. They consistently rate Mayer's performance far better than average.



Good People

Mayer associates are motivated. The company has a formal process of recruiting, selecting and training nothing but top notch people, then providing training and learning opportunities that never end. As a consequence, Mayer associates are ready and anxious to do whatever it takes to get you the materials you need on time, correct, and at the right place. If you need materials in a hurry, Mayer's your place.



We Make Finding the Right Materials Very Easy

We can provide you with personalized product identification and selection assistance. You can quickly reach a qualified Mayer sales associate over the phone. If you prefer, contact your sales representative by e-mail. Simply type their first initial and last name@mayerelectric.com (e.g. vlindsey@mayerelectric.com). If you'd rather access Mayer by the internet, go to mayerelectric.com, click on the mymayer logo on the homepage and follow the instructions.



Product Availability Unsurpassed

Having products on the shelf is typically number one on most customers' list of requirements for distributors and that's just how we've earned our reputation. When you need electrical materials, we can deliver them fast. Our unique network of branches can put millions of dollars of maintenance and construction products or original equipment components at your dock or door step fast. If you have an item that might be difficult to locate, our system allows us to immediately search all Mayer locations; plus, we have direct access to check the factory inventories of many product manufacturers.

*Wholesale
Distributor
of Electrical
Equipment
and Supplies,
Lighting,
Tools, Factory
Automation
Equipment and
Communications*

Since 1930





Flexibility to Meet Our Customers' Needs

Mayer maintains flexible and agile processes to be able to quickly adapt to meet our customer's exact requirements. Whether it be scheduled delivery, 365 day per year access, storeroom management or simply consistent and predictable service – that's exactly what we'll do.

A Powerful Menu of Services

- 24-hour emergency service
- Contract pricing
- Fast and free local delivery
- Pro-active expediting
- Quick counter service
- Expert sales assistance
- Project quotations
- Systems Contracting
- On-Site Project Materials Management
- Website access for stock check, price check, & placing orders
- Energy-saving audits
- Product and application training and much more



Problem-Solving Products Galore



- Enclosures, junction boxes & wireway
- Conduit, raceways, strut & cable tray
- Conduit bodies, boxes & fittings
- Tools, testers, meters & safety products

- Lamps & ballasts
- Lighting & lighting controls
- Distribution equipment & transformers
- Controls
- Motors & drives
- Fuses
- Power conditioning & surge suppression
- Data/comm & telecommunication products
- Fans & heating products
- Wire, cable, cords and speciality products
- Wiring devices
- Wiring accessories



Local Service All Over the Southeast

Mayer is local and nearby. With 50 locations in Alabama, Georgia, Florida, Mississippi, North Carolina, South Carolina, Tennessee and Virginia, we have skilled associates and material closer to more customers than any electrical distributor in the southeast.



To find the Mayer location nearest you ...

Please call our corporate offices at 1-866-637-1255 or contact us via email at mayer@mayerelectric.com and we'll put you in touch with a local team ready and anxious to be of service.



Corporate Offices: 3405 4th Avenue South
Birmingham, AL 35222-2300

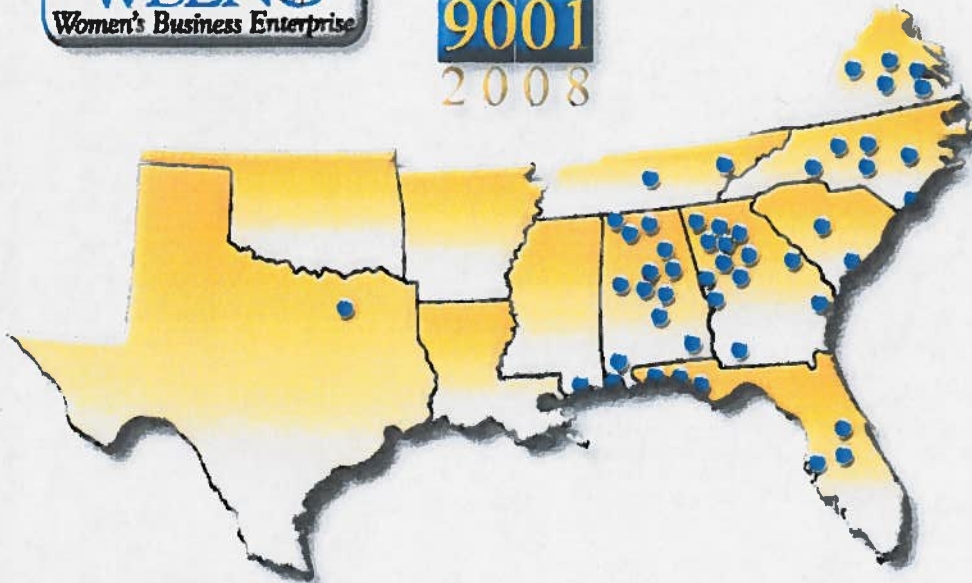
(205) 583-3500 • 866-637-1255

Fax: 205-252-0315 • email: mayer@mayerelectric.com
www.mayerelectric.com

MAYER

ELECTRIC SUPPLY

Let Mayer be your source for
**Electrical Equipment & Supplies,
 Replacement Parts, Lighting,
 Factory Automation, Tools &
 Communications**



- ✓ Serving Customers Since 1930
- ✓ Huge Inventory
- ✓ Fast Delivery
- ✓ Quick Counter Service
- ✓ Experienced & Skilled Associates to Serve You
- ✓ Convenient Locations
- ✓ Easy-In / Easy-Out Access
- ✓ Plenty of Parking
- ✓ Ground Level or Dock Loading
- ✓ 24-Hour Emergency Service

ALABAMA

Anniston	(256) 240-2540
Birmingham	(205) 583-3500
Decatur	(256) 350-2616
Dothan	(334) 792-2111
Gadsden	(256) 442-4100
Huntsville	(256) 533-5400
Mobile	(251) 432-4486
Mobile-North (Calvert)	(251) 829-9946
Montgomery	(334) 834-5930
Muscle Shoals	(256) 381-7000
Pelham	(205) 988-8942
Sylacauga	(256) 245-2297
Tuscaloosa	(205) 345-8770

GEORGIA

Atlanta / Fulton	(404) 696-3000
Augusta	(706) 619-3838
Calhoun	(706) 625-9919
College Park	(404) 768-1476
Columbus	(706) 327-2689
Conyers	(770) 929-0160
LaGrange	(706) 883-8181
Lawrenceville	(770) 963-3451
Macon	(478) 743-4400
Norcross	(770) 447-6800
North Cobb	(770) 425-1133
Savannah	(912) 355-6761
Thomasville	(229) 228-9552

FLORIDA

Ft. Walton Beach	(850) 243-6200
Orlando	(407) 857-0650
Panama City	(850) 769-4501
Pensacola	(850) 434-9400
Tampa	(813) 620-4114
Winter Haven	(863) 293-5809

MISSISSIPPI

Gulfport	(228) 604-1980
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NORTH CAROLINA

Charlotte	(704) 529-0529
Durham	(919) 383-1541
Fayetteville	(910) 323-9336
Greensboro	(336) 275-9603
Greenville	(252) 756-5506
Wilmington	(910) 251-9700

SOUTH CAROLINA

Charleston	(843) 747-8714
Columbia	(803) 936-1800

TENNESSEE

Knoxville	(865) 288-6200
Nashville	(615) 242-1100

TEXAS

Dallas (Mustang)	972-436-8326
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VIRGINIA

Charlottesville	(434) 426-3270
Chesapeake	(757) 547-7532
Newport News	(757) 873-0055
Petersburg	(804) 862-4466
Richmond	(804) 353-3003





Value-Added Services For Project Orders

1 Job Order Management

Complex project orders are prone to problems. With the complexities involved in managing these orders, the opportunities for errors are enormous. We manage this process like no others by minimizing and eliminating as many of the pitfalls as possible. Mayer's solution is to pro-actively manage the complete process. Our system incorporates computer technology to support the team of Mayer associates in helping the customer complete the job successfully.

Among the steps the Job Order Management System touches are:

- Accuracy of the bill of material
- Establishing drawing and delivery requirements
- Entering orders on factories and from Mayer's stock
- Drawings for approval and record purposes
- Change orders
- Pro-active expediting and order follow-up
- Accurate billings
- Order status & billing status reporting

The Benefits for Contractors:

- On-Time Job Completion – Mayer system helps avoid errors caused by carelessness, lack of follow-up and pro-active expediting.
- Improved Profitability – delays and rework are expensive and that is exactly what the system is designed to help avoid.
- Satisfied General Contractors and Owners – our system helps keep your good reputation intact.



2 Materials Management

Handling materials is a core expertise of our business. Our Materials Management process involves receiving, storage, packing and delivery of job material in a manner that is efficient for and reduces cost for the customer.

Services and Value

- **Receiving of all job package material**
 - Alleviates receiving many deliveries from multiple trucking lines.
 - Keeps the customer's associates on the job more because they are not unloading trucks and moving material.
 - Reduces the number of damaged shipments received at the job site.
 - Mayer catches visible damage or shortages at our warehouse.
 - Mayer files any freight claims or resolves issues with suppliers prior to the customer even needing the material on the job.
 - Storage of material (segregated from our normal stock material)
- **Storage of material**
 - Material is segregated from normal stock material. In most locations there is a separate warehouse or area designated for this service.
 - This service can eliminate the need for as much job site storage.
 - Greatly reduces the amount of time that a customer spends looking for the material they need to install on a job.
 - Reduces the instances of lost or misplaced material.
- **Kitting of material per customer requisitions**
 - Provide exactly what is needed for installation in an area packed together.
 - No lost time sifting through multiple shipments or searching for material around the site.
 - Keeps the customer's associates on site, doing what they do best - installation.
- **Site delivery on Mayer trucks**
 - Reduces the number of deliveries to the site.
 - Reduces the number of different delivery companies that the customer must deal with.
 - Mayer can deliver the material on the type of truck needed, as dictated by job site conditions.
 - Mayer can schedule delivery times to meet crane, buck hoist or other job site schedules.
 - We can also schedule standing deliveries so that the customer gets their deliveries on the same days at the same time
- **Invoicing at shipment from the factory**
 - This allows Mayer's customer the ability to bill their customer at time of shipment.
 - Increases cash flow.



- **Organization of material**
 - > Allows the customer or any affiliate to inspect the material at any point during the job.
 - > Some customers have their Quality Control associates inspect the material periodically.
 - > Mayer can also provide digital pictures to customers to verify the material is actually at our warehouse.
 - > Material is insured by Mayer, with the policy payable to the owner of the material. A certificate of insurance can be provided at any time.
- **Tracking of material using Mayer's inventory system**
 - > Customer and job specific part numbers are created for each item on the job.
 - > Material is tracked through Mayer's computer system using the same applications that track our own inventory.
 - > We know in a live environment exact quantities that are available for delivery.
 - > Reports showing available inventory can be generated and emailed to the customer in a matter of minutes.



3 Job Site Logistics

Material management services provided by Mayer associates extends our expertise to the job site where it is our manpower rather than the contractor's skilled labor that handles much of the materials receipt and movement. This contributes efficiency to the job and cost-savings to the customer.

Services and Value

- **Receipt of all job site deliveries**
 - > Mayer associate(s) meet all delivery trucks and take receipt of material.
 - > Check for delivery defects (shortages, etc.) or damage.
 - > Sign delivery tickets.
 - > Give tickets to customer for record keeping.
 - > Distribute material received to the appropriate areas.
- **Stock material management**
 - > Mayer associate receives requisitions from customer.
 - > Requisition is either entered directly into Mayer's system or forwarded to Mayer Inside Sales for entry.
 - > This process allows the Mayer associate to know what material is coming, when it's needed and to communicate with the customer when the requirements can not be met.
 - > Coordinates all deliveries by Mayer truck to the job site.
- **Direct material management**
 - > Requisitions are turned in to Mayer associate at least 2 – 3 working days prior to need.
 - > Mayer associates will then coordinate with the VAS warehouse to schedule the delivery and any special requirements.
 - > When material arrives at the site, Mayer associate receives the material and moves it to the area in which it will be installed.
 - > Customer is kept informed of material arriving on site for maximum productivity.
- **Returns/excess material on site**
 - > Mayer associate maintains knowledge of what material is on site and at what stage the job is currently.
 - > If excess or unneeded material is on site, Mayer associate will initiate and coordinate the return of the material.
 - > This keeps material from lying on the job site and maximizes return credit of excess material for the customer.
- **Job boxes**
 - > Lists of required material and quantities is provided by the customer.
 - > Mayer associate monitors the inventory levels and re-orders stock as needed.
 - > Mayer takes responsibility for ordering material for and restocking the boxes so that the customer always has the "nuts and bolts" they need at their finger tips.
 - > Customer can be provided with a ticket/requisition for material that is being ordered for the boxes if requested.
 - > This can be offered as a stand-alone service.
- **Job site involvement**
 - > Mayer associate will attend any job site meetings requested in order to maintain a working knowledge of job site activity and changing requirements.
 - > Mayer associates on job sites typically have a close working relationship with the customer.
 - > Mayer people are employed by Mayer but we treat the customer as a partner or "co-worker".
 - > We are invested in how successful the customer is on our job sites.



It is all about helping our customers be successful

How can we help you save costs, make more profit, and allow you to get your work done quickly and effectively? We're here to help.

For further discussions on how our Value Added Services for Projects can help you, please contact your local Mayer account manager or reach us at 1-866-637-1255.



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Mayer Project Management

With our innovative Mayer Project Management system, we put materials and material management expertise at the job site to more effectively manage materials used in construction. Our system can significantly lower costs and speed construction to help complete projects on-time and within budget.

Mayer Project Management (MPM) is a combination of material acquisition, storage, and distribution services that are project-tailored to fit the needs for each job. From a simple process of having materials shipped directly to the job site, to complete on-site material storage and access, MPM is flexible to meet demanding project requirements.

Among the Most Often Cited Benefits...

- Faster job completion - shortened material acquisition cycle time; better product availability
- Improved assurance that materials meet specifications
 - Fewer on-site material losses
 - Streamlined administrative processes - reduced paperwork and handling; less paperwork errors
 - Less leftover materials at job conclusion
 - Easier transition to operational mode
 - More accurate cost allocation
 - Assured material pricing for life of project
 - Better material coordination in matching job progress, phases, and changes
 - Significant reduction in contractor manpower needs for things such as material handling, purchasing, expediting, and accounts payable
 - Allows owner and contractors' resources to be focused on construction



Material Scope - Electrical Products & More

Mayer can provide the full range of material needed for complex electrical systems. From commercial space for office and retail, to intricate hospital and institutional facilities, and to the most complex factory automation and electrical distribution networks, Mayer can supply all the materials needed for electrical systems.

- Distribution Systems - from primary switchgear, to bus duct, to distribution switchboards, transformers, panelboards and disconnects
- Automation Systems - from complex programmable logic controller systems to the sensors and data collection components
- Lighting Systems - from high-bay factory lighting to the parking lots and everything in between, including the most energy efficient systems available for office space
- Wire & Cable - from simple cable to sophisticated high voltage, high temperature, and communication cables
- Raceway Systems - from conduit and cable tray, to labor saving factory pre-wired flexible wiring systems, to surface mounted raceway systems for classrooms, offices, and laboratories
- Safety Products - from first-aid kits to hard hats
- Tools - electric power and hand tools for cable pulling, conduit bending, cutting, drilling, etc.
- And thousands of other things - from wire-nuts to switchgear and everything in between



Evaluating the Needs of the Customer and the Project

Mayer associates will work with the customer and contractor to conduct an in-depth analysis of the conditions involved in each project. This will determine the most efficient and cost-effective solution to acquisition, storage, and distribution of materials. Circumstances such as the job's time table, the completeness of plans, specification and drawings, the likelihood of fast-pace changes to the plans, the on-site needs for material identification, selection and ordering expertise, the physical distance from the local Mayer facility, etc., are all criteria for determining the best alternatives and solutions.



Services and Capabilities Available

- Engineering services - such as preparation of material take-offs and bills of materials.
- Negotiated pricing - possibly including prices for life of the project
- Electronic connections - bar coding, on-line catalogs, fax, internet access, email, and on-line ordering
- Consigned inventories - material not paid for until utilized
- Equipped office - for manned job site trailers
- 24-Hour access - to materials and manpower on-site
- MSDS catalog coordination - managed on-site

Specialists to Plan, Set-up, Implement, and Support MPM

Mayer has experienced full-time specialists to design, plan, implement and manage the MPM process. Involved from the outset of the project, these specialists identify the services and processes needed to meet the requirements for the customer and each particular construction job. They not only provide consultation to the contractor and customer to help define the best approach, they are also there throughout the project to detail implementation plans, set-up the processes and then to provide ongoing support as needed to assure commitments are met. As with any complex construction project, there are dozens of things that can go wrong without careful planning and implementation. Our processes includes carefully documented Action Worksheets and Checklists to help assure flawless planning and follow through.

On-site or Off-site to Best Fit Customer Needs

If needed, Mayer will maintain a physical presence at the construction site. This may be in the form of a materials trailer located at the construction site or by occupying space provided by the customer.

Shifting Expertise to the Job Site

Mayer will place trained associates on-site to provide product selection and ordering services, materials management, warehousing, and distribution services. The Mayer on-site associate can provide valuable instant product identification and selection assistance, immediate materials access, as well as fast response to inquiries and job changes.

Eliminate Unnecessary Paperwork

Outside of the obvious improved material acquisition processes, MPM can even make documentation and billing processes easier, faster, and give better accounting for expenditures. Individual billings and weekly or monthly summary billings are recommended options. In addition, all job references, including drawing references or type designations, can be included in billings to make material identification and accounting processes easier than ever. Receiving consolidated Invoices from a single supplier can substantially reduce paperwork errors, mishandling, time spent waiting for corrections, re-billings, etc.

Coordinated Material Deliveries

Whether progress and cost considerations call for materials to be stored on-site, shipped direct from factories, or staged off-site, Mayer can provide the scheduling and coordination of deliveries to have materials arrive at the site when needed. Often, for a job with progress schedules well established, the most cost-effective solution may be for materials to arrive on a just-in-time basis, thus eliminating the need to pay for materials stored on the site, and handling the materials more than once. In other cases, for fast-paced projects, those that do not have well defined work schedules, or for jobs with incomplete drawings and specs, it may be



more efficient to store a supply of materials on-site. In this case, supplemental shipments and replenishment orders would typically be shipped from Mayer warehouses.



Fast, Efficient Electronic Communications

Where possible, we recommend on-site facilities have live, real-time hookups to Mayer's powerful computer system. Our systems have great flexibility to be adapted to practically any situation – meaning wireless, hardwired, dial-up, etc. In addition to maintaining up-to-the-second on-hand inventory records, the linkage allows for instantaneous product searches throughout the Mayer network of branches, immediate links to key product manufacturers' computers, instant order processing, and on-line records access.

Easier Conversion from Construction to Start-up and Operation

As a single supplier for the electrical materials for the project, Mayer can gather a history of materials utilized in construction, so as to provide easier identification of materials needed for replacement parts as the facility moves to start-up and operational phases. Critical parts that would represent key materials needed for facility operations can be identified to enable the facility to build any critical inventories. Perhaps equally important, Mayer will have the material usage captured in its files, which enables us to maintain a back-up inventory of the materials needed for maintenance, repair and operational uses. All this helps assure the customer of successful operations with fewer shutdowns.

Lower Total Construction Costs

Consolidating purchases among a reduced number of suppliers has numerous benefits in addition to reducing the cost of the materials. Every step that can be made to assure proper project coordination, the right materials being at the site when needed, and the specifications followed, adds up to lower the cost of the project. A single delay caused by wrong, or late-arriving materials can cost thousands of dollars and hurt completion schedules. Mayer Project Management can help avoid those types of problems and speed recovery in circumstances that often do develop on projects.

Experience in Job Site Materials Management

Entrusting this critical part of the construction process to just anyone can spell disaster. The manpower, the processes, and the responsiveness required can be a daunting proposition to successfully execute. Mayer was the first electrical distributor to offer customers on-site materials management in all of the market we serve. We have been successfully using MPM since the mid-1990s and have now have managed over 130 successful on-site programs for major construction. Many customers have done repeat projects with us because of cost savings and efficiency. Testimonials and references are available on request.

From steel plants and electrical utility generating facilities, to datacenters, apartment building, and commercial projects of all sorts, Mayer has worked hand and hand with contractors and owners to help complete the projects on-time and within budget.

About Mayer Electric Supply Company, Inc.

Mayer is a wholesale-distributor of electrical equipment and supplies, lighting, tools, factory automation, and communications. The company is a third-generation, family-owned business founded in 1930. Mayer has 60 locations located throughout the southeastern U.S. Mayer is a certified Woman-Owned Business Enterprise.

Mayer was the first distributor in the U.S. to receive certification to the international quality standards of ISO 9000 back in 1993 and continues to maintain this certification through ongoing surveillance audits by external quality certification auditors.



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First Choice



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