

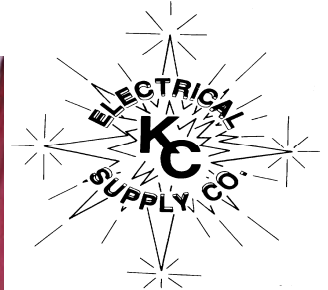
KCES Customer Newsletter

Kansas City Electrical Supply Co.

[News from KCES](#)

HOLIDAY SCHEDULE—

We will be CLOSED Friday the 3rd, 2009 of July in order for our employees to celebrate America's birthday with their families. In the midst of all the food, fun & fireworks, please don't forget to reflect on what this holiday truly stands for.



July 2009

SUMMER VENDOR SPOTLIGHTS — All Summer long we will be spotlighting different vendors. Last week we finished up T&B week with Ice Cream treats and hot deals on boxes and Ty-Wraps.



Next up is IDEAL week, July 13 thru 17, featuring specials on hand-tools, meters and other Ideal products. We will email a flyer to those on our newsletter list in a few days. (sign up on our website at: www.kcelectricalsupply.com)



Keep an eye out & watch your inbox for more feature vendors as the summer goes on. We will be having another T&B week in late July.



NEW PRODUCT SPOTLIGHT

NOW IN STOCK AT KCES:

Thomas & Betts' new EZL500 Label Printer makes professional looking custom labels quick and easy to produce. Comes complete with a rugged carry-case, Rechargeable Lithium Battery & charger and two free rolls of label tape! All you need to label panels, cables and much more!



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Page 2 & 3 are available only in the email and online versions. Visit us on the web to sign up for email delivery or to download the full edition.

Kansas City
816 924-7000



Lenexa
913 563-7000

Cash Discounts

Many people have looked at their invoices and tried to figure what percent we offer for a cash discount for those making their payment “on-time” by the tenth of the month.

We use a “pass along” cash discount. We offer a cash discount on those items sold from vendors which offer a cash discount to us. We “pass along” the same discount that we receive from each individual vendor we buy stock material from (over 160 different vendors).

Your discount percentage varies based on the material purchased and the vendors you buy it from. Some vendors offer 2%, some 1% and some do not offer a cash discount to us, so there is nothing to “pass along” to you. Some line-items on your invoice may have a 2% discount, some 1% & some have none.

Also please note: if you choose to pay your balance by credit card we do not allow a cash-discount to be taken. Though it will automatically appear on your statement and invoices, we do not allow that amount to be deducted. The air-miles and credit card bonuses you earn on your card are your reward for paying by credit card. This helps to offset the transaction fees KCES incurs for the card transactions.

We use a “pass along” cash discount. We offer a cash discount on those items sold from vendors which offer a cash discount to us.

Effective July 1, 2008: KCES charges a 2 ½% convenience fee to customers paying with a credit card **IF your account is past due at the time of payment.** If your account is not past due or you pay with a check, you will not be charged the convenience fee.

KCES Contact Numbers

We have specialized department numbers to get you to the right person as quickly as possible. For more contact information visit our web page.

Lenexa Sales Counter— Direct Number (913) 563-7000

Lenexa Dispatch/Shipping & Receiving (913) 563-7001

Main Business Office Number (913) 563-7002

Credit Department – Jamie Ulmer (913) 563-7005

Billing Dept – Eileen & Linda (913) 563-7006

Quotations Department (913) 563-7004

Troost Sales Counter— KCMO (816) 924-7000 (816) 931-2918

FAX NUMBERS:

(913) 563-7052

(913) 563-7055

(913) 563-7056

(913) 563-7052



**Please note: our “541” numbers are being discontinued August 1st —update your records TODAY!
Cell Phones, Faxes & Speed-dials.**

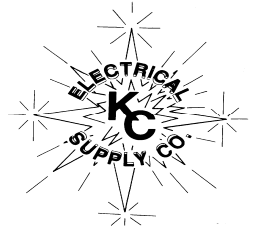
KCES' Mission Statement & Core Values

KCES MISSION STATEMENT

Kansas City Electrical Supply Co. is committed to providing quality electrical products and service that exceed expectations while building long-term relationships with our customers, suppliers and associates based upon honesty, trust and fairness.

CORE VALUES

- We realize that our employees and customers are our biggest assets
- Good communication is crucial to our success
- Treat employees, customers and vendors the way we would like to be treated
- Focus on controlled, profitable growth
- Give back to the communities and industries that we work in
- Our customers' success determines our success
- Strive for professional performance that creates value for our customers
- Provide only high quality products and services
- Ethical business practices
- A company-wide commitment to a safe and fun work environment



WBE CERTIFIED

Kansas City Electrical Supply is
WBE Certified

(Women-Owned Business Enterprise)

thru both the City of Kansas City, Missouri
and the State of Missouri.

*If you need this minority participation on a
job, be sure and ask for details when you
call.*



Serving Kansas City since 1927.

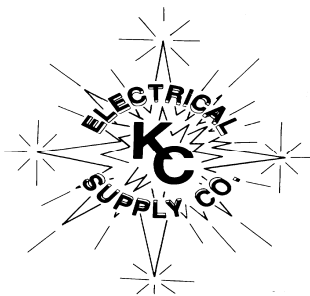
Notice for our Cash Customers.

Effective immediately, we will begin charging a 100% deposit on all orders for non-stock items instead of the previous 50%.

When incoming freight is involved, we will estimate 15% of the sales amount for freight.



Serving Kansas City Since 1927.



KANSAS CITY ELECTRICAL SUPPLY

Sales Office
4451 Troost Avenue
Kansas City, MO 64110
Phone (816) **924-7000**
Fax (816) 931-2918

Sales Office
10900 Mid America Ave
Lenexa, KS 66219
Phone (913) **563-7000**
Fax (913) 563-7050

Business Office
10900 Mid America Ave
Lenexa, KS 66219-1235
Phone (913) **563-7002**
Fax (913) 563-7052

Invoice & Statement Delivery Options

Did you know we can fax or email your Invoices and Monthly Statement Documents to you? This saves money, time and the environment.

You will receive them days earlier (allowing you to get more invoices included on your draw) and you will help keep our mailing and handling costs down, saving you money in passed along overhead expenses.

To sign up visit us on the web at www.kcelectricalsupply.com or call our Credit Department at: (913) **563-7005**

Effective July 1, 2008:

KCES began charging a 2 ½% convenience fee to customers paying with a credit card IF your account is past due at the time of payment.

If your account is not past due or you pay with a check, you will not be charged the convenience fee.

This newsletter is sent out monthly with your statements and is also available from our website at: www.kcelectricalsupply.com/news. You can also sign up online to receive them automatically each month via email .

EMPLOYEE ANNIVERSARIES

John Owens	CFO	July 6th	26 Years
Dan McCauley	Sales Manager	July 9th	2 years
Frank Kasinac	Driver	July 23rd	16 Years

Congratulations & Thank You For Your Years of Service!

Meet the Team Member

Debby Vertz

Receptionist & Administrative Assistant



Most of you have had the pleasure of speaking to her now you get to learn a little more about her. Debby Vertz and her husband Randy moved to the KC area after he retired from the Army. He currently works for the Postal Service. Debby enjoys camping on the weekends. She has been with KCES since the fall of 2006.

Besides the endless task of answering the phones, Debby works in a support capacity for both the Quotations & Sales Support departments. She assembles and copies Submittal books, works on data entry projects, orders office supplies & forms and keeps track of most of our factory rebate programs; all with a big smile and a great sense of humor.

Feel free to say "Hi Debby" when you call, it will brighten her day.



See page 2 (or the eVersion) for updated phone number information.