

KCES Customer Newsletter

Kansas City Electrical Supply Co.

www.KCElectricalSupply.com

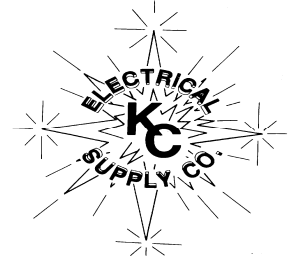


News

HOLIDAY HOURS—KCES will be **CLOSED** on **MONDAY** July 5th in observance of Independence Day. We hope you have a safe and fun holiday and take a moment to reflect on the sacrifice of many who have paid for our freedoms.

TAX INCREASES—As of the 1st of July the state of Kansas is raising it's sales tax rate 1%. If you pay the sales tax on the material you buy, you will want to plan for a 1% increase on all Kansas deliveries and will-call orders.

PRICE INCREASES—As the economy gets moving again, some manufacturers are passing along price increases to cover increased material costs. Each month in the KCES newsletter we pass along news of announced factory price increases in order to allow you to plan for increased material costs down the road. Just check out this feature, typically on the last page of the newsletter. <



July 2010

Invoice & Statement Delivery Options

Did you know we can fax or email your Invoices and Monthly Statement Documents to you?

You can 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

Cash Discounts

Many people have looked at their invoices or monthly statement 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 varies based on the amount of 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 have a 2% discount, some 1% & some have none.

Also please note: if you choose to pay your monthly statement by credit card we do not allow a cash-discount to be taken. Though it will 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.

Please distribute this information within your organization, especially to those purchasing material or quoting jobs for you.

Inside this issue:

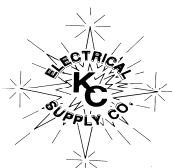
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Please see the back of this newsletter each month to see advance notice of the price increases we know about at the time of publication. If you need specific information contact your sales person.

Kansas City M-F 7-5 pm
816 924-7000



Lenexa M-F 7-5pm
913 563-7000



KANSAS CITY ELECTRICAL SUPPLY

Main Business Office Number (913) 563-7002 (913) 563-7052 Fax
Lenexa Sales Counter (913) **563-7000** (913) 563-7050 Fax
Troost Sales Counter— KCMO (816) **924-7000** (816) 931-2918 Fax

NOW AT KC ELECTRIC

3M's newest innovation in safety glasses is now in stock at KCES. Light-Vision Safety Glasses w/LED Lights light up your workspace! Dual, independently switched, LED lights provide hands free lighting that swivels and adjusts. Long-lasting batteries provide up to 50 hours of use. Clear anti-fog lens. Soft temples and nose-bridge, Clear Anti-Fog Lens and Gray Frames.



July Featured Item:



Meet the Team Member

Colin Hinkley

Sales Manager

In June 2010 KCES promoted longtime Outside Salesman Colin Hinkley to the position of Sales Manager. Staring out on the counter and working his way into outside sales, Colin has been with KCES for 20 years.

His duties as Sales Manager include marketing, vendor relations and working with all KCES sales staff in areas of training and development. He also will be working to resolve issues between customers, vendors, rep agencies and KCES.

Colin has been married to his wife Kathy for 27 years and has 2 daughters in college and a son in school.

Colin is an avid sports fan and supports all the local pro teams. He is also the drummer for the Revelation Tribute Band (a tribute band for the group Journey) which plays at local festivals and events.

We wish Colin success in his new role at KCES. <>



Colin Hinkley

WBE CERTIFIED

Kansas City Electrical Supply is WBE certified thru both the city of Kansas City, Missouri and the State of Missouri.

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.

UPCOMING FACTORY PRICE INCREASES

Ferraz Shawmut	Fuses	5%	8/1
B-Line	Strut, Spring Fasteners	Varies	7/1
Buss	Fuses	Varies	7/1
Caddy	Spring Fasteners	Varies	7/1
Broan/Nut one	Exhaust Fans etc	3%	7/1