

KCES Customer Newsletter

Kansas City Electrical Supply Co.

News from KCES

INFLATION — I hate to use that word but that is the reality of the current situation. Copper pricing again is a big story this month, but so is the cost of oil, fuel, plastics and other metals.

Copper has risen from \$3.16 at the first of the year to \$3.9787 with no end to it's escalation in site. Market conditions and supply levels are setting up to be reminiscent of 2 years ago when copper spent most of the spring & summer over \$4.00/pound. Aluminum wire is also on the rise (up 6-10%).

Steel and the cost of steel production (energy costs—related to both manufacture and transport of material) are forcing every manufacturer to constantly adjust (upward) their pricing.

Oil and resins used in plastic & PVC production are rising causing everything made of plastic to escalate.

The cost of oil and diesel fuel are forcing transportation costs to rise which also impacts overall pricing.

Gone are the days of annual and semi-annual price increases. It once was customary to receive notice of a price increase months ahead of time—now it is becoming common to only receive 2 weeks notice. We urge you to buy early and use caution in bidding jobs that are too far in the future.

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. Be careful out there.



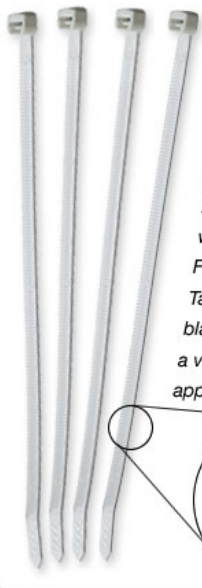
May 2008

Effective July 1, 2008:
we will charge 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.

NEW PRODUCT SPOTLIGHT

Newest Twist in Cable Ties



The New Twist Tail® cable ties from Catamount twist off smoothly—no tools required. Twist Tail cable ties don't leave rough edges that can cut your hands and arms. And it's great for tight spaces where a cut-off-tool won't fit. For faster installation, get Twist Tail cable ties ... available in black or white with three sizes for a variety of general purpose applications.

KCES is now stocking the new "Twist-Tail" cable ties from Thomas & Betts.

For fast and easy installation, you can't beat the Catamount® Twist Tail™ Cable Tie. After you tie Twist Tail around a bundle of cables, simply grasp the excess tail between your thumb and forefinger, bend, bend in the other direction and twist. The tail breaks right off, leaving no sharp edges to scratch your hands or your cables. Twist Tail™ makes tail removal easy with its unique, patent-pending design but still provides a full 50 lbs. minimum loop tensile strength — perfect for any general-purpose cable tie application. Ask your salesman for more details.



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Now in Stock!

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 over 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.

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KCES Customer Survey



At KCES we seek to move beyond the traditional Vendor-Customer relationship to one of Business Partners. We understand that your success is a major part of our success.

We created an 11 question survey to gather information about our past performance to help us focus on the areas we need to improve in order to strengthen our service and relationships with you, our partners. You may complete the survey and fax it to the indicated "private" fax number, remaining anonymous if you choose. If you have not received a survey we strongly encourage you to complete one.

Please contact our Sales Manager, Dan McCauley (913.563.7037) or go to www.kcelectricalsupply.com to download a copy of the survey.

Vendor Announcements

ILSCO Kansas City Electrical Supply is pleased to announce that it has become a full-line distributor for ILSCO brand products.

ILSCO supplies connectors, tools and accessories to the commercial and industrial construction market as well as for maintenance and repair. ILSCO manufacturing expertise extends to metal extrusion, tube processing and finishing, cutoff, press forming, punching, and electroplating, to industry specifications or customized to your own individual specs. The ILSCO commitment to R&D ensures innovative designs for products that conform to UL and CSA certifications or your own quality control specifications.

TAP, SPLICE and TERMINATE with ILSCO

For aluminum and/or copper conductors, ILSCO offers a range of standard connectors and labor-saving specialty products that will:

- 1) **TAP** a second circuit from an intermediate point on an electrical circuit.
- 2) **SPLICE** to join two cable ends.
- 3) **TERMINATE** to end or adapt a circuit.



INTERMATIC
Providing a brighter solution.™

Kansas City Electrical Supply is also pleased to provide Intermatic products. Intermatic is a highly integrated manufacturer of consumer and industrial energy control products. Major product lines are consumer timers, photo controls, Malibu low voltage outdoor lighting, industrial grade timers as well as a variety of other products.

Siemens Stand-by Generators.

KCES is pleased to announce we are now stocking Siemens Stand-by Generators.

We are keeping in stock their most popular 16 kW size generator and 100-amp single phase automatic transfer switch. With many more sizes and options factory-stock ready to ship.

Stop by to see a floor model at either Sales-Counter.

Ask your salesman for more details.

SIEMENS



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?

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 encourage companies to try "electronic" Document Delivery we are entering every company that switches to either fax or email invoicing during the month of May into a special drawing. One lucky winner will receive a \$25 gift card to Applebee's.

Congratulations to H&S Electric April's winner!

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

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

WBE CERTIFIED — Kansas City Electrical Supply is WBE certified 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.

EMPLOYEE ANNIVERSARIES

Andrew Whitaker	Warehouse	May 27th	5 years
Kevin Lichtenauer	Counter Sales	May 30th	2 years

Congratulations on your years of service!

UPCOMING FACTORY PRICE INCREASES

Broan	Exhaust Fan	6/1	5-10%
Blinc	Strut & Enclosures	6/9	10-25%
American Fittings	Seal-tite Fittings	5/1	5%
Thomas & Betts	Steel Boxes	4/21	12%
Acme	Transformers	5/1	8%
Ferraz / Shawmut	Gould Fuses	5/1	tba
ILSCO	Lugs & Wire Termination items	5/1	tba
Eagle	Cooper Wiring devices	5/1	5-10%
Milbank	Meter cans & Enclosures	6/2	5%
Simkar	Lighting	5/5	5-10%