

KCES Customer Newsletter

Kansas City Electrical Supply Co.

News from KCES

COPPER PRICING — Copper pricing is the big news story of the month. Copper has risen from \$3.16 at the first of the year, to \$3.54 at middle of this month. It now stands at \$3.84 with no end to its 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 over \$4.00/pound. We urge you to buy early and use caution in bidding jobs that are to far in the future. Aluminum wire is also on the rise (up 6-10%).

CHILI COOKOFF — Thursday March 6th, 2008

Come help us celebrate our 1st Annual Chili Feed & Cook Off!

Bring your best pot of chili by either of our locations anytime in the morning and we'll let it simmer. We will begin serving at 11:00 a.m. and go until 1:00 p.m.

Come check out our specials for the day along with new products from Thomas and Betts. There will be three places awarded by our "celebrity" judges from Thomas and Betts.

No entry is required to stop by and enjoy the festivities and a bowl of chili. For more information checkout our homepage.

Thomas & Betts



March 2008



NEW PRODUCT SPOTLIGHT

New Item!

KCES is now stocking the new Kindorf Trap-Nut Strut Fastener. This labor saving device allows you to place the nut exactly where it is needed without having to thread the nut from then end of the rod.



Take up to 43% less time to complete your installation! Without losing your load rating.

For more information visit our website:

www.kcelectricalsupply.com or drop by to see samples at our sales counters.

Item Number: T&B -H122-1/4EG 1/4" rod
T&B -H122-3/8EG 3/8" rod

FAX/EMAIL INVOICE & STATEMENT DELIVERY:

Did you know we can automatically fax or email your Invoices and Monthly Statements to you? You will receive them days earlier (allowing you to get invoices included on your draw sooner) and you will help keep our mailing costs down, saving you money in passed on overhead expenses. To sign up visit us on the web at www.kcelectricalsupply.com

or call our
Credit Department at:
(913) 563-7005

Kansas City
816 924-7000



Lenexa
913 563-7000

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

KCES Customer Survey Results Are In!

In order to learn how we performed in 2007 and where we could make improvements for 2008. We created an eleven question survey that was emailed to over 100 of our accounts in mid-January. Survey questions covered outside, inside and counter sales, quotations, inventory, delivery, business practices and ability to contact KCES.

The responses were scaled from Poor (1) to Excellent (5) or N/A (not applicable) if the question didn't pertain to the respondent's experience with KCES. Responses were returned via a private fax number and were kept confidential unless the respondent wanted KCES to speak with them to address specifics.

With an approximate 20% response, our overall rating currently stands at 4.133 out of 5. Given the range of questions we're able to target particular areas for improvement. Our first focus will be on deliveries.

We strongly encourage additional feedback from our business partners. If you have not received a survey and would like to complete one please contact Dan McCauley (913.563.7037). or go to www.kcelectricalsupply.com to download a copy of the survey.

The 2008 ELECTRICAL and DATA PRODUCTS EXPO. — KCES is pleased to co-sponsor the 2008 *Electric League's* Electrical & Data Product Expo. It will be held March 25-26, 2008 at the Overland Park Convention Center. For more info visit our website @ www.kcelectricalsupply.com.

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

REMITTANCE ADDRESS

The address for payments is:
Kansas City Electrical Supply Co.
10900 Mid America Ave,
Lenexa, KS 66219

**TO MAKE A PAYMENT BY CREDIT
CARD CALL OUR
CREDIT DEPARTMENT AT:
(913) 563-7005**

UPCOMING FACTORY PRICE INCREASES

Alcan	Aluminum Wire	12%
Caddy	Fasteners	3/1
CRC Paints	Paints Etc	3/3
Bline	Strut & Fasteners	3/17
Minerallac	Hangers	3/17