

KCES Customer Newsletter

Kansas City Electrical Supply Co.

News from KCES

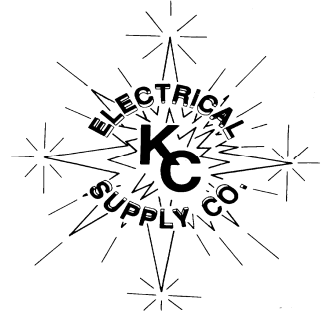
LIGHTING RETROFITS— Looking for additional business? Who isn't? One place to look is among the environmental trends that are on the rise. With "Going Green" gaining in popularity, there's low hanging fruit that contractors can take advantage of.

The lighting retrofit business is growing every month due to a large amount of inefficient lamps and fixtures in place today. Here's a fact: over 63% of the 4' fluorescent lamps sold in the U.S. in 2007 were T12s. Combine these with the existing high bay metal halide and high pressure sodium fixtures in warehouses and you've got a tremendous opportunity for lighting retrofit projects. It becomes an even greater opportunity if your customer can leverage the subsidies available to KCP&L customers and the potential tax credits from the Energy Policy Act ("EPAAct") for these projects.

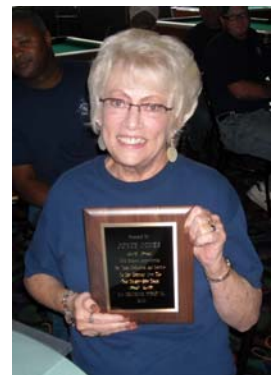
Let KCES help you with your projects by customizing a lighting retrofit presentation for you to show your customers. We'll also assist you by outlining lighting system options and return on investment models for your customer and administering available KCP&L and EPAAct programs for the project.

Let KCES Create Your "Turn-Key" Lighting Retrofit Solution. Please contact Dan McCauley at 913.563.7037 for more information.

SERVICE AWARD — At the 2009 annual company meeting our President Joyce Jones was presented with a plaque for 25 years of service at Kansas City Electrical Supply!!



October 2009



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.

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

NEW PRODUCT SPOTLIGHT

NEW AT KCES: *Magnepull wall "fishing" system*

Features

- <> Powerful Magnetic "bullet" Wall Leader
- <> Non-marking Magnetic Roller Retriever Unit
- <> Carry Case
- <> Easily fish wires thru insulated walls with either wood or metal studs...
- <> Locates metal studs in walls
- <> Training Video included.



The Powerful magnets join in the wall allowing you to quickly draw the leader and the attached cable right to the opening in the wall.

For more information or to watch demonstrational videos, visit www.magnepull.com

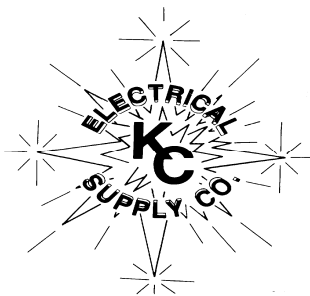


Kansas City
816 924-7000



Lenexa
913 563-7000

Serving Kansas City Since 1927.



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 Lenexa, KS 66219
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 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**

EMPLOYEE ANNIVERSARIES

Jennifer Jones	AP Clerk	Sept 30th	7 yrs
Eileen Whisenant	Billing	Oct 4th	10 yrs
Debby Vertz	Receptionist	Oct 13th	3 yrs
Larry Platt	Warehouse	Oct 20th	3 yrs
Joyce Jones	President	Oct 29th	25 yrs

Congratulations & Thank You For Your Years of Service!

Meet the Team Member

Adam Lewis

Sales



Adam Lewis recently joined the KCES team from Flagstaff Arizona. Adam worked for an electrical supply company there for 3-1/2 years.

He will be working to develop new accounts and to give some extra personal attention to some of our smaller existing accounts currently without a full-time sales representative.

Adam is married and has three sons ages 2,3 &6 years old. He enjoys golfing and coaching sports.

Adam is working out of our Lenexa location and can be reached at 913 563-7000.

UPCOMING FACTORY PRICE INCREASES

Thomas & Betts	Most lines	10/5	5%
Seagull Ltg	Lighting	10/5	Varies
Wiegmann	Enclosures/ Gutter	11/1	5%

This newsletter is sent out monthly with Statements and is also available from our website at:

www.kcelectricalsupply.com/news.html.

You can also sign up online to receive them automatically each month via email .

Did you know...

KCES is now listed in the Top 200 Electrical Distributors in the United States? Our strength and advancement is due to our vendors, team-members and great customers, like you!