

KCES Customer Newsletter

Kansas City Electrical Supply Co.

News from KCES

COPPER PRICING — Copper pricing again is a big news story this 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 \$3.87 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%).

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.



April 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

SIEMENS

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

Standard Features

- UL 2200 Listed
- Air cooled
- Four-cycle industrial engines provide durable, reliable, long life
- Operate on either natural gas or propane
- Composite mounting pad to eliminate need to pour concrete pad
- Automatic high temperature, low oil pressure, over speed, over crank shut down & Low battery voltage indicator
- Standard safety fuse
- Compatible with "S" Type automatic transfer switches
- Provided with Type "R" controller

We are keeping in stock their post 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.

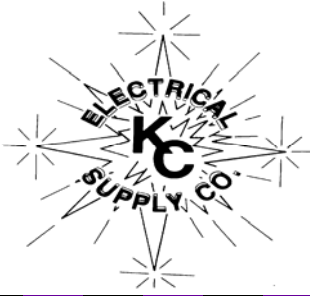
Ask your salesman for more details.

Now in Stock!



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!

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 April into a special drawing. One lucky winner will receive a \$25 gift card to Applebee's.

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

We are on the Web!

www.kcelectricalsupply.com

EMPLOYEE ANNIVERSARIES

Gary Williams	General Mgr	Apr 1st	15 years
Jenny Howard	Lighting Quotes	Apr 3rd	12 years
Mike Tritle	Sales	Apr 12th	9 years
Russell McKeehan	Warehouse	Apr 16th	4 years
Jamie Ulmer	Credit Dept	Apr 28th	2 years
Jacque	Gear	Apr 26th	4 years

Congratulations on your years of service!

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

Cooper Ltg	General Lighting	3/31	5-10%
Juno Ltg	Recessed & Trac	4/15	5-10%
Madison	Steel Fittings	4/21	7-10%
Bridgeport	DC Fittings	4/14	12%
Ferraz/Shawmut	Gould Fuses	5/1	tba
Green Lee	Tools	4/1	