

**OUR MISSION**

To achieve excellence in customer satisfaction through continuous growth and constant improvement.

Since our founding in 1938, Womack Electric Supply has grown to become one of the top electrical distributors in the nation. Headquartered in Danville, Virginia, Womack has 18 locations (including a Central Distribution Center) located throughout North Carolina and Virginia.

Over the past 75 years, there have been two constants in the electrical supply industry – change, and our commitment to adapt to change to better serve our customers. At Womack Electric Supply, we understand that our own success is a direct result of the success of those we serve. This is The Womack Way. Our customer centric philosophy serves to focus our efforts on consistent conformance to customer expectations for quality products and professional service. We articulate this philosophy every day in the capabilities and pride of workmanship of every Womack Electric employee serving you. After all, The Womack Way isn't about Womack Electric Supply at all. It's about you and your success, and that will never change.

[WWW.WOMACKELECTRIC.COM](http://WWW.WOMACKELECTRIC.COM)



*"What Customer Service Is About!"*



**INSTITUTIONAL**



## Understanding your needs



### PROJECT MANAGEMENT

Count on Womack Electric Supply to be your construction project solutions provider. From quotation to completion, our experienced staff utilizes a unique online project management application to more efficiently orchestrate the flow of products and information for your job. This helps to ensure the productivity of your project, making sure it stays profitable and gets completed on time.

Simplify and streamline big jobs from beginning to end. Let us put our Project Management services to work for you.

Womack Electric Supply understands the needs of each market we serve, from commercial and industrial to energy, institutional and beyond.

Womack Electric provides high quality products and services that best suit the needs of each customer within every segment of the electrical industry marketplace.

We have experience where it counts. Our leading position in each of these markets is tried and true, and is evidenced by a sampling of

completed projects within various market verticals (See listing on right).

Realizing that understanding your needs is only part of the equation, we endeavor, with each and every opportunity to provide superior product and service solutions to our customers to complete their project profitably.

Think of your relationship with us as the Womack Advantage – a partnership that allows you to focus on business while we take care of everything else.

## focus on solutions for Institutional projects

### EXPERIENCED PROFESSIONAL STAFF & DEPENDABLE QUALITY PRODUCTS

Remaining relevant as a solutions provider in the electrical distribution industry demands adaptation.

Our teams of experienced sales specialist are committed to providing your project with needed infrastructure that is cost effective, dependable and sustainable. On staff specialist include: outside & project sales, LEED accredited energy analyst, tool specialist and others.

Product solutions for the institutional market include:

- Power Distribution
- Prefabrication Solutions
- Energy Efficient Lighting Design & Controls
- Device & Networking Systems
- Wire Solutions & Management
- Power Back Up Systems
- Tooling & Equipment
- Facility Maintenance

We understand that adaptability and attention to detail are required to ensure on-time results and profitability, while maintaining quality and safety standards. Count on us to be with you each step of the way.

### MULTIPLE MARKETPLACE STRATEGIES PROVIDE A TOTAL END TO END SOLUTION.

#### VALUE ADDED SERVICES

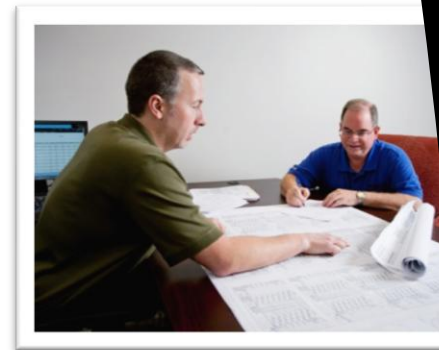
Womack Electric Supply is your source for service enhancements. Our customers enjoy project management teams, training, sales & tech support, logistics solutions, kitting, staging, web order entry, after-hours sales support and more.

#### CUSTOMER SERVICE GUARANTEES

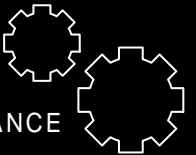
We know that mistakes cost you valuable time and money. As a result, we offer each of our customers The Womack Customer Service Guarantees. These quality assurance guarantees include a Fill Rate Guarantee, Error Free Billing Guarantee, and Error Free Shipping Guarantee. We put our money where our mouth is and our name on the line. If we err in these guarantees - we pay you.

#### WWW.WOMACKELECTRIC.COM

Visit us online for more details about our products, services and guarantees.



### SAMPLE PROJECTS - AT A GLANCE



Scope: Gear, Lighting, Backup Power, Wire, & Misc.

#### DATA CENTERS / COMMUNICATIONS

Microsoft	Boydton, VA
Coresite	VA – MA
IBM	RTP, NC
Lowe's	Win. Salem, NC
West	Papillion, NE

#### EDUCATION

Guildford Tech	Greensboro, NC
Liberty University	Lynchburg, VA
Radford University	Radford, VA
Virginia Tech	Blacksburg, VA

#### HOSPITALITY

Hyatt House	Raleigh, NC
Renaissance	Raleigh, NC

#### MEDICAL / LAB

Duke Medical Ctr.	Durham, NC
Lab Corp	Burlington, NC
Moses Cone	Greensboro, NC
Nash Heart	Rocky Mt, NC
Salix Pharma	RTP, NC
VA Clinic	Greenville, NC

#### MILITARY

Anglico Ops	Lejeune, NC
BEQ's	Lejeune, NC
BEQ's	Lejeune, NC
BEQ's	Lejeune, NC
MV22 Parking	Lejeune, NC
Shaw AFB	Shaw AFB, SC

#### MULTI-FAMILY

Rosslyn Commons	Arlington, VA
West Village	Durham, NC

#### UTILITY – ELECTRIC / WATER

Davidson WWTP	Lexington, NC
Harnett WTP	Coats, NC
Havelock WTP	Havelock, NC
Johnston Co WTP	Smithfield, NC
Westside WTP	Greenville, NC

