

SUMMER 2016

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# the WOMACK

*"What Customer Service Is About!"*

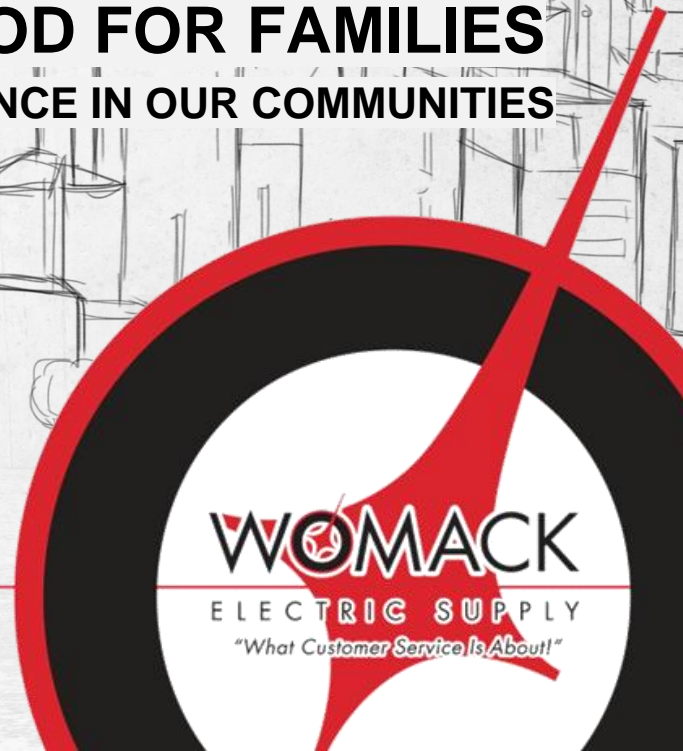
**way**<sup>®</sup>

## **PROJECT MANAGEMENT**

**MAKING YOUR JOB A SUCCESS  
FROM BID TO COMPLETION**

## **FOOD FOR FAMILIES**

**MAKING A DIFFERENCE IN OUR COMMUNITIES**



# JOBSITE SUCCESS

## Womack Service Enhancements Help Ensure Success

Today's new construction and modernization projects can be complicated – with multiple phases to manage, deadlines to meet, and details to oversee. Often, projects extend past planned timeframes and budgets because of the difficulties in maintaining control of the many variables.

Your livelihood depends on ensuring that your jobs and jobsites are run in a successful manner. As your partner, Womack Electric Supply takes project management seriously, which is why Womack has created a suite of services and solutions designed specifically to enhance your jobsite success. We understand that a well managed project reduces stress, mitigates or eliminates problems and mistakes, saves time and money, improves teamwork, creates a better work environment, shortens project length, and ideally leads to a better outcome for all parties involved.

### How Womack's Project Management & Related Service Enhancements Benefit You

Womack's project management team and services utilize a focused team approach to manage all project orders from before the project starts to beyond. When a project is managed properly

with good communication, work will flow seamlessly and with little delay. In addition, our many service enhancements, perfect for utilization on projects, are designed to create profit levers for your company. Here are just a few ways Womack Electric Supply can help ensure success on your next project, and jobsite.

### Service Enhancements = More Profit For You

- ⊙ Project Management Services
- ⊙ Material Storage & Staging Services
- ⊙ Pre-Fabrication & Custom Solutions
- ⊙ WES Connect – Online Ordering Portal & App
- ⊙ Job/Remote Site Inventory
- ⊙ Smart Cart – Mobile Inventory Stations
- ⊙ Tool Sales & Service Center Services
- ⊙ E- Billing & Easy Import Accounting Solutions
- ⊙ NetPricer & Supplier Xchange Estimating
- ⊙ Product & Services Solutions Specialists
- ⊙ Customer Service Guarantees Program

**Keep reading in this issue to learn more, or contact us today to get started on the road to success!**



# Beat the Heat!



Prepare now for sizzling hot summer days!

Don't miss out on these cool fan offers!



**\$249.99**

**CACU30P** 30" Commercial Circulator, 1/4 HP, 3-speed, 120V, 1 PH Motor, Pedestal Mount

**\$299.99**

**CACU30PO** 30" Commercial Oscillating Circulator, 1/3 HP, 3 Speed, 120V, 1 PH Motor, Pedestal Mount

**WOMACK**  
ELECTRIC SUPPLY

# PROJECT MANAGEMENT

## Making Your Job A Success From Bid To Completion

*“Teamwork is the ability to work together toward a common vision. The ability to direct individual accomplishment toward organizational objectives. It is the fuel that allows common people to attain uncommon results.”* ... Andrew Carnegie

Project management is the discipline of initiating, planning, organizing, executing, controlling, and closing the work of a team to achieve a specific goal. Managing large projects is a time-consuming task. However, it may also be the most important part of any complex job. At Womack Electric Supply, we understand that the key to profitability often comes down to how efficiently you can manage the vast number of moving parts your undertaking involves. In fact, our Project Management services were developed to dramatically simplify the challenges related to big, complicated jobs.

### Coordinate the Flow of Products and Information

When you partner with Womack Electric Supply on your large jobs, our experienced staff utilizes a unique, real-time online project management application fully

integrated with Womack Electric’s computer system to more efficiently orchestrate the flow of products and information regarding your purchase orders. Our systems make it easy to reconcile shipments against purchase orders and invoices, view damage claims, verify specific items on specific shipments and even track shipments en-route. As a result, uncertainty is minimized and man hours are reduced, increasing the productivity of your project and making sure it stays profitable and gets completed on time.

### The Benefits of Teamwork

Contractors who partner with Womack Electric Supply on Project Management enjoy the following important advantages:

- Reduced labor costs: Because there are fewer questions, managing large jobs takes less time.
- Reduced costs attributed to delays: When more milestones are met on time, jobs stay more profitable.
- Improved customer satisfaction: Customer satisfaction improves as more elements of the project go as planned.



**Simplify and streamline your projects from beginning to end.**

**Let Womack Electric Supply put Project Management services to work for you.**

# WOMACK

## PROJECT SALES TEAMS

**Triad Area:** (Greensboro, High Point, Reidsville and Burlington, NC)

Tommy Harden  
Central Quotations  
Phone: 336-854.7111  
Fax: 336-854-1352  
Email: [tharden@womackelectric.com](mailto:tharden@womackelectric.com)

**Triangle Area:** (Wake Forest, Cary, Clayton, Roxboro, and Oxford, NC)

Buzz Hartwick  
Central Quotations  
Phone: 1-866-377-6307  
Fax: 919-488-0244  
Email: [bhartwick@womackelectric.com](mailto:bhartwick@womackelectric.com)

**Virginia Area:** (Danville, Martinsville, Rocky Mount, South Boston and Harrisonburg, VA)

Frank Nowlin – Quotations  
Zack Parker – Project Manager  
Phone: 1-888-243-4910  
Fax: 1-866-303-2719  
Email: [va.sales@womackelectric.com](mailto:va.sales@womackelectric.com)

**Eastern NC Area:** (Greenville, Wilson and Goldsboro, NC)

Andrew Loy  
Central Quotations  
Phone: 252-758.5047  
Fax: 252-758-8280  
Email: [aloy@womackelectric.com](mailto:aloy@womackelectric.com)

**Contact us today!**



# JOBSITE INVENTORY SOLUTIONS

## Helping You Stay Busy – Without All The Busy Work



Jobs grind to a stop, and profits dwindle without the right part at the right time. Instead of making a parts run or waiting for a delivery, apply for Womack Electric Supply's Stock Optimization Solutions programs. Critical, commonly used parts will always be where you need them – without all the headache & hassle.

Smart Cart – Mobile Inventory Stations

Remote Site – Inventory Solutions

Consignment Inventory Solutions

WES Connect – Online Ordering Portal

Pre-Fabrication & Custom Solutions

Staging Services & Solutions

Materials Storage Services

Job Management Services



**Contact Us Today!**

**WOMACK**  
ELECTRIC SUPPLY

# LET THE HUNT BEGIN ...



## KLEIN TOOLS®



For Professionals... Since 1857™

## Rack Em Up



Each time you purchase \$50 in Klein Tools, enter the drawing for a YETI Colster.

Each time you purchase \$75 in Klein Tools, enter the drawing for a Bushnell Laser Rangefinder.

Each time you purchase \$125 in Klein Tools, enter the drawing for a Bushnell Game Camera

Each time you purchase \$200 in Klein Tools, enter the drawing to win a YETI Cooler.

[www.womackelectric.com](http://www.womackelectric.com)



# Christmas In July – Food Drive

Every day people go to bed hungry right here in our town.

*Please donate. Let's fight hunger.*



**Partnering together to support our communities.**

We encourage donations of any non-perishable and canned food items to help us support local food pantries and families.

**July 1**

---UNTIL---

**July 31**

Bring in 5 canned or non-perishable food items and receive a summer hat.\*



\*Limit 1 hat per customer



# What!

# PHILIPS

## A PHILIPS LED lamp for \$1.99 ...

**A cost effective option**  
for everyday lighting applications

The new Philips LED family delivers LED benefits at an extremely affordable price. With lifetimes 10 times longer than incandescents, instant-on light and an inviting lighting effect, these LEDs are a great replacement for the incandescents, halogens, and CFLs you use every day.



**Check your local Womack Electric Supply branch for details.**

## Why take the risk? Buy Authentic Eaton

- ▶ **LESS EXPENSIVE**
- ▶ **MORE RELIABLE**
- ▶ **IN STOCK**
- ▶ **MAINTAIN WARRANTY**



*The Power of Authenticity*

[www.eaton.com/aftermarket](http://www.eaton.com/aftermarket)

# EATON

Powering Business Worldwide

# NEWS BRIEFS



Jorge Puerta

## Womack Way Award

Jorge Puerta, counter salesperson, in Wilson, North Carolina is this quarter's recipient of the Womack Way Employee Award. The award is bestowed upon an employee that best demonstrates what "The Womack Way" is about in that quarter. What does that entail ... it's "What Customer Service is About!" ... attentiveness to our customers and their needs, clear communication skills, willingness to learn (new products, new skills), a positive attitude, time management skills, and being a team player. Each quarter, the employee that is chosen will earn a \$100 gift card and Womack Way trophy. Congratulations Jorge!

## Womack Electric Supply Company Picnic



Here are a few pics from our recently held company picnic at Pullen Park in Raleigh, NC. In addition to the great food and companionship, we enjoyed the pedal boats, carousel, train rides and face painting for the kids and young at heart.



## Turn on Convenience & Productivity with Easy Import Accounting Solutions

Ready for a better way to enter invoice data into your accounting system? You'll love the convenience provided by Womack's Easy Import Accounting Solutions. Easy Import provides you with an easy way to download invoice data directly into select accounting software systems with just a few short steps.

With Easy Import, you have two different options for receiving a down-loadable file. You can choose to receive an email daily that would include two attachments; a PDF file that contains an exact replica of the invoices generated for that day, and a data file that would be in the format to match the accounting system you specify. Alternatively, you can choose to access your billing data via a secure online web site where you can view, print, download and pay your bills.

For questions, or to learn more about Easy Import and other e-billing services, contact the Womack Electric Supply Credit Department at 800-280-1586.



# WOMACK UNIVERSITY

SAVE THE DATE!

September 14<sup>th</sup>, 2016

## Project Management - Tools for Success

Join us for this exciting event featuring job-site success training and information, vendor booths, and more.

Code Class Included: (8 Hrs. Continuing Ed)\*  
Instructor: Terry Cromer, NCAEC Director

Venue Details Will Be Made Available Soon.  
\*8 Hrs. Credit for Whole Day Attendance.

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— THE —  
**WOMACK**  
ADVANTAGE

# WHAT'S INSIDE

- ⊗ Project Management – Making Your Job a Success From Bid to Completion
- ⊗ Jobsite Success – Service Enhancements
- ⊗ Jobsite Inventory Solutions
- ⊗ Food for Families – Food Drive
- ⊗ News Briefs
- ⊗ Womack University – Save the Date
- ⊗ WES Connect Specials

**WOMACK**  
ELECTRIC SUPPLY  
518 Newton St.  
Danville, VA 24543

PRESORTED STD  
US POSTAGE  
**PAID**  
Danville, VA  
Permit No. 521

Address Service Requested



Check Out Our Online WES Connect Specials @  
[www.womackelectric.com](http://www.womackelectric.com)

# WES Connect

Connect to WES Connect and connect to your one-stop online shopping source for all your electrical supply needs.

**View these monthly specials online!**

## July

- CRC 14010 Wasp & Hornet Killer
- ARL GP19B Garden Post – Black
- ARL GP19BR Garden Post – Bronze

## August

- IDE 38-500 Monster Wipes
- KLE 32-500-12 11-in-1 Screwdriver/Nutdriver

## September

- P/S NTL-885TRWCC6 LED Night Light
- PHI 4580091 9.5 A19 LED Lamp

