

KENDALL ELECTRIC INCORPORATED

GOVERNMENT CAPABILITIES STATEMENT



CORE COMPETENCIES

- Recognized leader as a regional full line electrical distributor specializing in process automation and communications products serving the industrial, construction, government and commercial markets.
- Experienced solution provider to Government, Industry, and Contractor clients; tailoring products and services to support your mission

COMPANY OVERVIEW

- Incorporated in 1973 with one location in Battle Creek, MI Kendall Electric has evolved into a large regional distributor with 45 locations serving Michigan, Indiana, Tennessee, Alabama and Georgia.
- Kendall Electric became 100% employee owned in 1999 and has over 600 owner associates dedicated to servicing our customers while currently ranked as the 24th largest electrical distributor in Electrical Wholesaling top 200 world class ranking.
- Knowledge is the keystone to Kendall Electric's success. One of our core beliefs is having well trained personnel capable of supporting the products that we represent to provide application assistance and training for our customers.

KEY DIFFERENTIATORS AND EXPERTISE

- Owner-Member of supplyFORCE™
 - » Authorized representative of GSA Schedule 51V, Contract GS-21F-0017W
 - » Qualifying Small Business fulfillment center through supplyFORCE™
- Our People; knowledgeable account managers supported by inside and outside application engineers and communication specialists providing superior customer product support.
- Internal training program, including the utilization of the National Learning Center, provides our personnel with continuous skill level improvement opportunities.
- Structured cost reduction opportunity discovery program and web based cost reduction documentation.
- Energy Optimization Specialist and Repair Service Provider.
- KPI monitoring and tracking provides assurance of high customer service levels and fill rates.
- In house and on-site customer training programs.
- 45 Locations provide local service to our customers.
- Green Initiative Supporter: An Energy Star® Partner.
- Same day and next day delivery capabilities from our \$40+ million inventory
- E-Commerce solutions including EDI, XML transactions and Web Order Entry with punch out capabilities, for additional information <http://www.kendallelectric.com>
- Depth and Breadth of Products. See our line card below which reads like a Who's Who of the electrical industry or visit <http://www.kendallelectric.com> at the location level to view the products available at the Kendall location nearest to you.

PAST PERFORMANCE

- More than 35 years of service in the electrical industry.
- Servicing the NNSA Y12 site in Oak Ridge, TN as the primary electrical supplier for over 20 years.
- Participate in over 100 national contracts serving some of the largest companies in the United States.

CODES AND CERTIFICATIONS

- DUNS: 06-5849168 (supplyFORCE: 12-568-1473)
- EIN: 382023622 (supplyFORCE: 23-3017555)
- CAGE code: 1ZBQ3 (supplyFORCE: 4C157)
- NAICS codes: 221121, 221122, 423610, 423690, 423840, 541330, 541513 & 561210
- SIC Codes: 5063, 5065, 5075, 8711 & 8744
- GSA Schedule GS-21F-0117W

CONTACT INFORMATION

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- Government Business Line Card
 - » Indiana – Michigan
 - » Alabama – Georgia – Tennessee

