

2022-2023

PEPCO CORPORATE



**Pepco**

Professional Electric  
Products Company

**A Sonepar Company**

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**pepconet.com**

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+ Electrical + Utility/High Voltage  
+ Industrial/Automation + Data/Communications  
+ Lighting + Safety/Tools

**"From Substation to Workstation ... *We're Distribution Unleashed!*"**

# Who We Are

*The Pepco organization is led by a strong team of qualified and experienced leaders committed to continuously improving customer satisfaction through service to our clients.*

Pepco, founded in 1968 and headquartered in Eastlake, Ohio, operates in Ohio with seven branch locations. Pepco joined the Sonepar network of companies in 2022.

As a premier electrical solutions distributor and packager, we meet the needs of our customers by providing them with a full line of quality products, support personnel, and expert services.

We offer complete solutions for all of our customers' electrical needs. Our service-oriented professionals and engineers are equipped to create customized solutions designed to meet our clients' individual demands.

We are fully committed to supporting our clients at every level of their business, through any stage of any project. From design and support, to successful implementation, we are committed to your business's success.

With thousands of products from over 200 of the industry's top manufacturers, we are your complete source for electrical solutions.

Consistently ranked as one of the top 60 electrical distributors in the United States by *tED Magazine*, Pepco is uniquely positioned to bring value-added services and cost efficiencies to assist its customers with power distribution, utility/ high voltage, industrial/automation, data communications, lighting, safety/tools, and national power & utility packaging products and solutions.

## **Pepco is part of the Sonepar Group**

Sonepar is an independent family-owned company with global market leadership in B-to-B distribution of electrical products, solutions and related services.

Through a dense network of 80 brands spanning 40 countries, the Group has an ambitious transformation agenda to become the first global B-to-B electrical distributor to provide a fully digitalized and synchronized omnichannel experience to all customers. Drawing on the skill and passion of its 44,000 associates, Sonepar had sales of \$33.1 billion in 2022.\* For more information, visit [sonepar.com](https://sonepar.com).

\*Figure converted to dollars from €31.416B at 1.054 USD/EUR average rate.

## **Pepco at a Glance**

-  Employs 190+ highly experienced, service-oriented professionals and engineers
-  Operates a fleet of delivery trucks
-  230,000 sq. ft. of total warehouse space
-  200+ manufacturers represented
-  Seven locations throughout Ohio

AKRON

COLUMBUS

EASTLAKE

ELYRIA

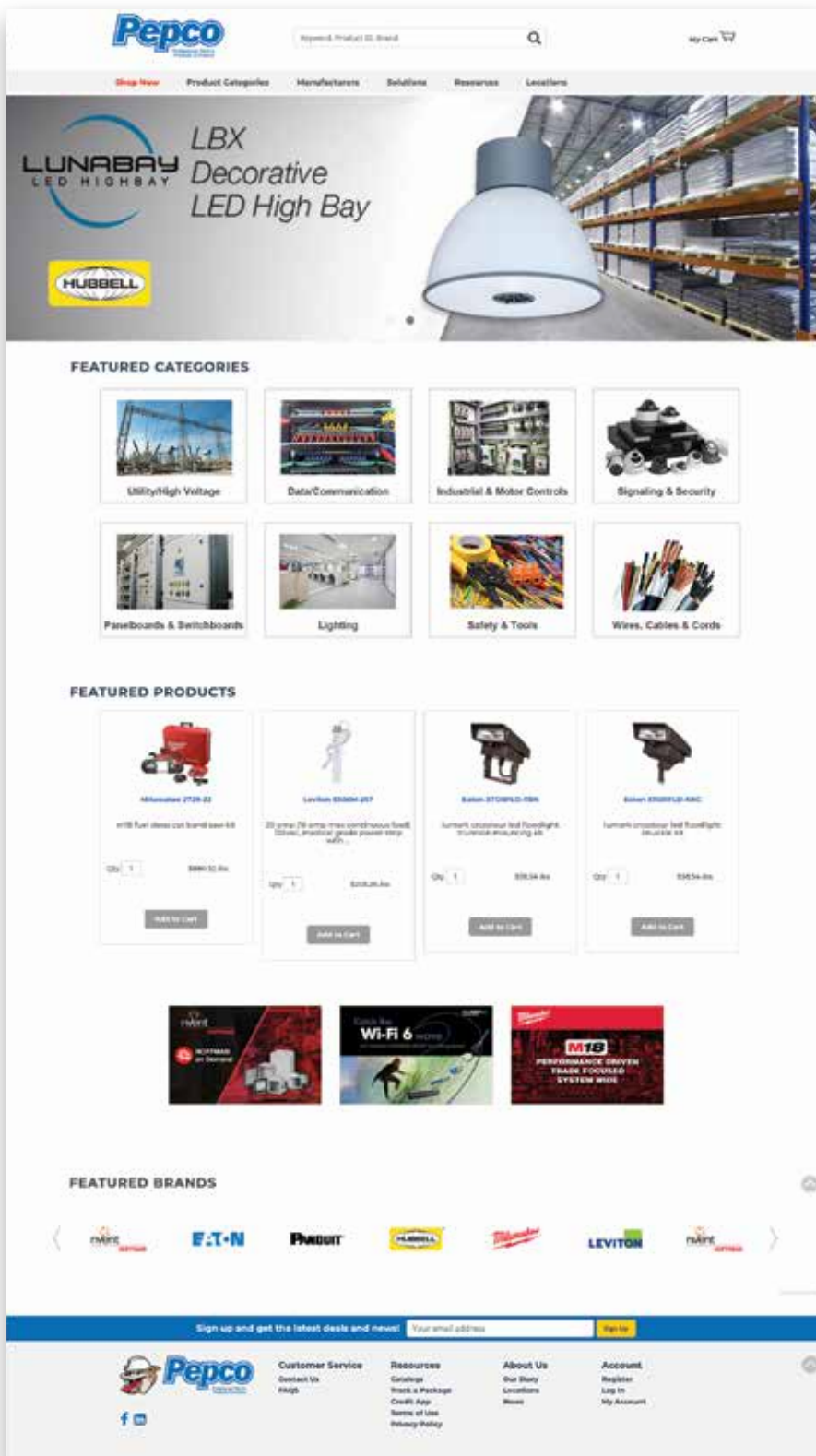
TOLEDO

WARREN

WARRENSVILLE  
HEIGHTS



# E-Commerce Website



*Our e-commerce website offers our customers convenient 24/7 service to meet their product needs.*

## Benefits of E-Commerce:

- Ease of ordering online and a quick check out process
- Enhanced product search capabilities. Search by part number, description, manufacturer or product category
- Inventory is real time data. All Pepco locations offer current viewable inventory
- Manage your orders by creating a "quick order" pad and/or "re-order pad." Our online system will save this information for the next time you log in to save time
- Review your account online. See open orders, order history, account information and monthly statement
- Access to data sheets, product features and descriptions, videos and much more



Already a current Pepco customer?  
You can register at  
**[shop.pepconet.com/request-login](https://shop.pepconet.com/request-login)**  
to receive access to our online  
e-commerce website.





# Products and Solutions

*Pepco is **Comprehensive Electrical Distribution** helping you implement cost-effective solutions for any type of electrical requirement. We have the products and solutions for your Construction (Residential, Commercial & Industrial), Utility, Government & Institutional, and Industrial projects.*

## + Electrical Supplies

Pepco offers a broad selection of products and services that will allow you to fulfill all of your electrical supply needs. A complete inventory of your daily commodity items, including wire and cable, conduit and fittings, in addition to electrical distribution and components, lighting, datacom, safety and tools are complimented by general supplies. Our professional, service-oriented sales team will enhance the customer experience and elevate the relationship to a trusted, knowledgeable partnership.

## + Safety/Tools

Pepco provides a complete line of tools and safety equipment, including hand tools, testers, PPE, and much more. Our staff is highly experienced and trained in current OSHA standards and can present your organization with the latest products and technologies available in the market. We also offer on-site training, product demonstrations, and safety equipment testing services.

## + Lighting

Pepco is a leader in providing lighting solutions for all of your residential, commercial, industrial and utility projects. Pepco's lighting team can be an integral part of the process by evaluating, recommending, and executing lighting requirements to meet the demands of today's sustainable initiatives. Our knowledgeable and highly trained staff, LC and Controls Certified, can provide a complete analysis and audit of your current facility. Once completed, we will provide a detailed report that highlights the upfront costs, energy savings, potential rebates available and payback calculations.

## + Data/Communications

Pepco offers a broad selection of leading manufacturer's Data/Communications products including a full line of premise infrastructure supplies. Our team of skilled professionals will provide complete product solutions, per your request. This includes all of your voice, data, audio, video, and surveillance and life safety products for commercial, industrial, institutional, or utility applications.





## ←..... + National Power & Utility Packaging

Pepco is a national job packager for power and utility projects. Our cross-functional business platform brings value-added services and cost reductions to the power and utility projects for our customers. Our packaging capabilities allow us to unite our traditional expertise in power distribution with centralized products packaging, management and logistical support.

## ←..... + Power Distribution

Pepco specializes in switchgear, medium and high voltage projects, with the knowledge and capabilities to deliver timely, complete and accurate solutions. Our Project Managers coordinate timely deliveries and material staging with our Logistical Support Groups to ensure on-budget distribution projects. Our Team can also form a pre-construction budget analysis to better understand your needs and the appropriate resources for your project.

## ←..... + Utility/High Voltage

Pepco's expert utility and high voltage team of sales professionals combine products from all of our divisions to meet the requirements and specifications of any transmission, substation, or distribution project, while furnishing customers with in-house electrical engineers capable of assisting with procurement and design. Customers have access to an Emergency Hotline 24 hours a day/7 days a week/365 days a year should they need materials or services during non-business hours.

## ←..... + Industrial/Automation

Pepco's highly skilled engineering staff and global manufacturing representation deliver superior problem-solving ideas and support for all of your industrial/automation requirements. Pepco can partner to successfully implement new automation strategies and deliver emerging technologies across all of today's challenging industrial lot platforms. Pepco complements these services with a broad selection of inventory available for next day deliveries. Pepco has over 230,000 square feet of warehouse space and over 33,000 SKU's in stock for next day servicing of your OEM and MRO product requirements.



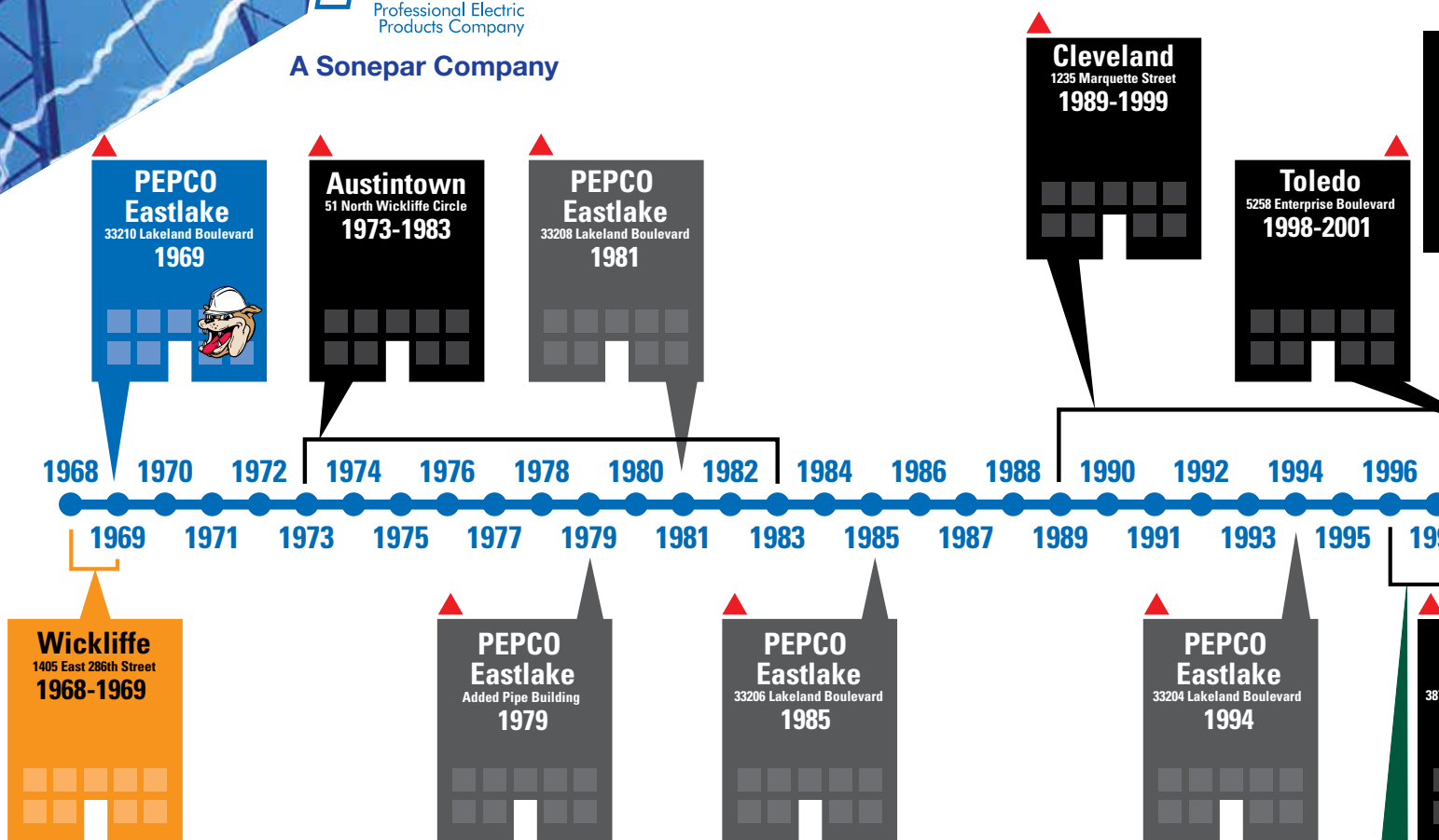




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Products Company

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# Supporting Electrical Customers Since 1968



**Pride** is the satisfaction in having done something well.

**Excellence** is the result of dreaming more than others think is practical and expecting more than others believe is possible.

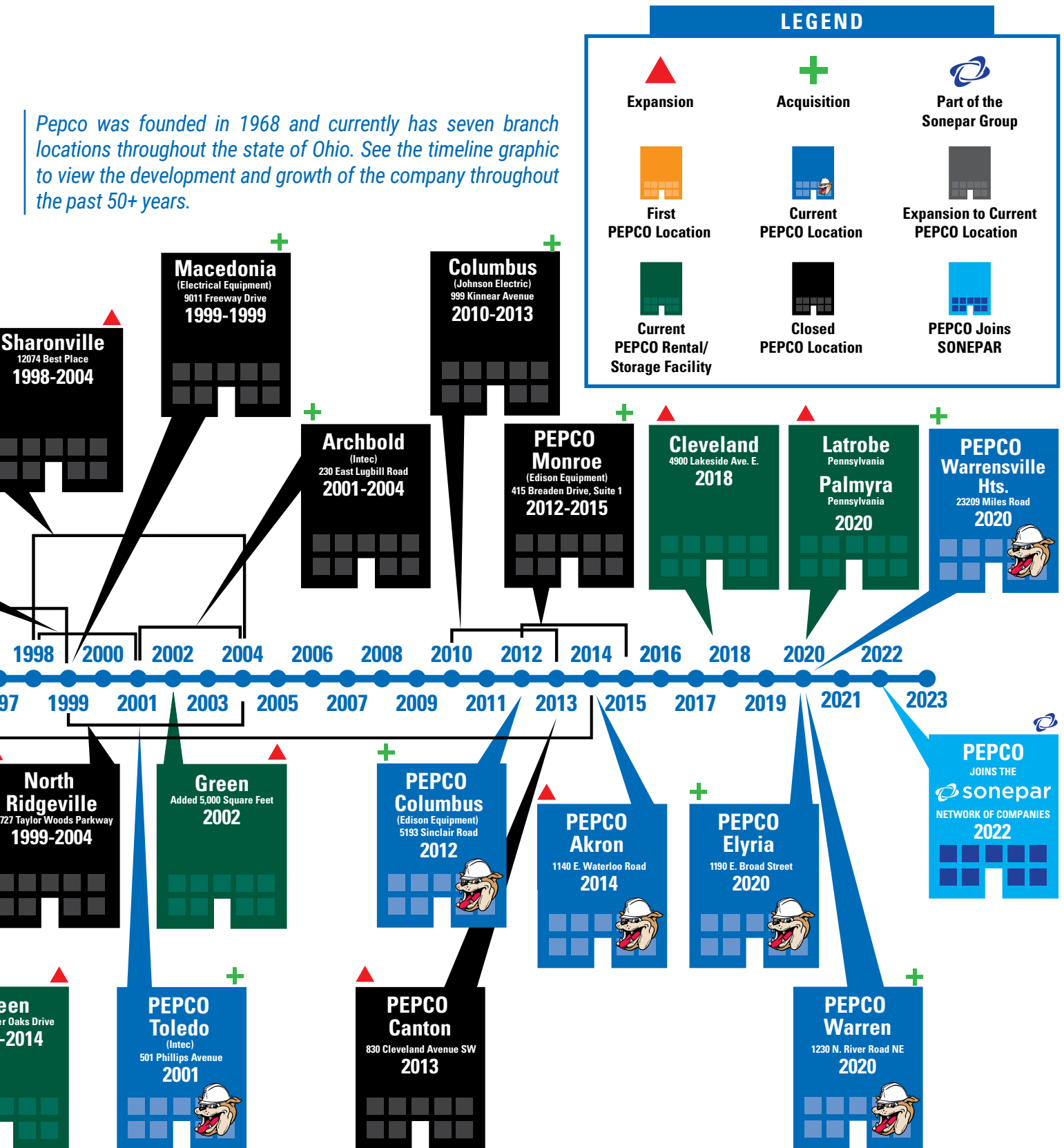
**Perseverance** is continuing down the path in the face of adversity.

**Character** is having the morals and ethics of conducting positive day-to-day business.

**Optimism** is the belief that good can come from all situations.

# HISTORY TIMELINE

Pepeco was founded in 1968 and currently has seven branch locations throughout the state of Ohio. See the timeline graphic to view the development and growth of the company throughout the past 50+ years.



# Our Managed Services Save You Time



## Vendor Managed Inventory (VMI)

Vendor Managed Inventory (VMI) is a program in which Pepco teams up directly with your business to help manage your day-to-day inventory processes. This relationship is customized to fit your organizational needs that may involve managing your entire inventory or just a specific subdivision of supplies and materials based on an individual job or project.

Once you've determined where you need the most assistance, Pepco will engage in managing your material flow from the ordering of materials, delivery, and stocking your racks and shelving on-site. VMI is an effective way to improve your inventory performance. It can help your organization reduce your warehouse operating costs by freeing up your employee's time to take on more critical tasks. It can also help lower your overall inventory investment allowing you to focus on your core business, therefore improving your cash flow.

- Customized program to meet customers' needs
- Set clear and defined objectives and goals
- Define items and set minimum and maximum levels
- Scheduled progress reviews
- Bar code and labeling requirements
- Dedicated VMI Team resources
- Use technology for ease of managing with the Innovo App



## Jobsite Management

With our team of specialists, Pepco can work with your staff to provide comprehensive project material management services. With our unique capabilities and a highly skilled staff, Pepco will work with your team to optimize efficiencies at your project site or business facility.

- We can provide an on-site 20' or 40' storage unit, complete with bin-located racking, overhead lighting and open space for bulk storage
- Collaborative effort to customize project services and maximize efficiencies for customers
- Dedicated Project Manager oversees and manages the course of the project
- Job Boxes, Wire Handling equipment, and Lighting Carts can be provided upon request
- Pre-Installed Pulling Eyes, Paralleling and cut to length services are available for Wire and Cable projects





# and Money



## Product Modification Services

Pepco can provide custom modified enclosures within your project time line requirements via use of a Steinhauer Machine. There is no modification too large as this machine has the capacity to modify an enclosure up to 94" tall and 86" wide.

- Pre-Site Modified Enclosure Services
- Cut, Drill and Tap
- Back Panels and Full Size Enclosures
- CAD Drawing submittals for approval
- Steel, Stainless Steel and Plastic enclosures



## Logistics Management

Pepco can provide special delivery services for the most challenging job sites. Pepco has the tools to package and unload your equipment at the site, per your requirements and also in emergency situations.

- Daily deliveries are offered when needed
- Assortment of material handling jobsite equipment
- Flat-bed delivery vehicle with "self-unloading" equipment for ease of off-loading larger, heavier and bulky equipment.
- Convenient 24 hour emergency line for those off-hour times of need



# Safety Accessories and Tool Truck

## The Pepco Tool Truck

This recent addition to our fleet travels Ohio to service all of Pepco's Utility, Construction and Industrial market channels. The launch of this new service is to bring tools directly to our customers – we aim to fill your need on-site with no down time on your project!

Our experienced staff will showcase new tool and safety product offerings from key vendors and offer hands on tool training per request. Featured items include a variety of hand tools, power tools, safety equipment, utility tools, test and measurement equipment and much more. Linemen, electricians and facility maintenance personnel and more will have the opportunity to shop and purchase items directly from the truck.

## Featured Tool Truck Vendors

**FLUKE®**

**HASTINGS**  
WORLDWIDE SUPPLIER OF  
Hot Line Tools & Equipment

**Huskie TOOLS®**  
A SPARTACO COMPANY

**KLEIN TOOLS®**  
For Professionals... Since 1857™

**Milwaukee®**

**WRIGHT** 





## All Tool Truck Vendors

Bashlin	Hubbell
Buckingham	Huskie
Cementex	Klein Tools
Chance	Madi
Cully	Milwaukee
Estex	Rauckman
Fluke	Speed Systems
Hastings	Streamlight
HD Electric	Wright Tool
Hisco	

**Experience the  
Pepco Tool Truck  
at your next event!**

To schedule a visit with your  
customer or employees,  
please contact:

**800.872.7000**


**[tooltruck@pepconet.com](mailto:tooltruck@pepconet.com)**








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