

Accountability
Support
Knowledge



Focusing on
One Connection at a Time

 **LPI EAST LLC**
WHOLESALE ELECTRICAL DISTRIBUTION

In 1976 founder Erwin B. Williams began building a 30+ year foundation of skill, desire and commitment under the seasoned tutelage of CLS (Capitol Light & Supply). For 10 years he honed his craft in Hartford, Ct, helping CLS become one of the nations Top 100 Electrical Distributors.

“What Erwin learned at CLS was the value of Customer Support. If the customer had a need, it was his job to take care of it! At its core the message was simply... it is always a pleasure doing BUSINESS with you...that’s what we’re here for.

***The goal was to ensure customers were always pleased and satisfied. It was the foundation of CLS and will always be essential to LPI's growth & development.*”**

He leveraged this foundation in Customer Support to begin his own successful career in Electrical Distribution with Leonard Pickett Inc., in Santa Barbara, CA in 1992. Serving as General Manager until 1998, he helped to define the company’s new image as the areas leader in customer service.

In 1998 Erwin B. Williams purchased Leonard Pickett Inc.. Over the last 11 years he has worked diligently molding **LPI** into the business it is today. As a minority business owner, he takes special care to make sure his business is a shining example to others of how it could and should be done.

Erwin and **LPI** return to their roots in CT, with the desire to become one of the leading suppliers of electrical equipment to the industry. Focused on Small Business and Minority set aside contracts, **LPI** will employ the same strategy it always has; to succeed...let them know “it is always a pleasure doing BUSINESS with you...that’s what we’re here for!”

Please review our capabilities statement and green initiative program. Our line card Summaries are included for review and we are always happy to answer questions and provide detailed pricing.

Thank you in advance for considering LPI for your next project...we cant wait to let you see us work!

Sincerest Regards,

Kevin Bell
President & CEO





Statement of Capability

DUNS/CAGE

Certified Small Business

DUNS: 025336974

CAGE: 6AWG5

Minority Business Enterprise

NAICS CODES

423610 - Electrical Apparatus

423990 - Other Miscellaneous
Durable Goods

CUSTOMERS

**Paul Dinto Electrical
Contractors Inc. -
Middlebury, CT**

**General Dynamics
Electric Boat -
Groton, CT**

**DUCCI Electrical
Contractors Inc. -
Torrington, CT**

Santa Barbara City College

INTRODUCTION

LPI is an electrical distribution company servicing the Industrial, Residential and Commercial marketplace. Our primary customers are Fortune 500 companies, Contractors purchasing a variety of electrical supplies to install at various projects, job sites throughout California and Connecticut. Our stated focus is the growth and development of newly established CT operations and the continued development of new market opportunities in California. The core customer groups which will benefit from our services are:

- Electrical Contractors- small, medium and large General Contractors and Specialists
- Industrial Customers – Oil & Gas Refineries, Automotive Plants, Food Processing Facilities and Manufacturers etc.
- Commercial Customers – Hotels, Shopping Centers, Airports
- Engineering Procurement and Construction Companies – Government Agencies and Municipalities, University Projects etc.

LINE CARD & PRODUCT SUPPORT

LPI is uniquely positioned to partner with several large suppliers at a tier 1 level. As a certified small business and minority business enterprise, these relationships provide us with pricing and product offerings that are competitive with any distributor worldwide. Our supply partners increase product offerings 20% annually. This enables us to offer a complete range of electrical supplies and solutions that keep pace with changing demands, new technologies and market trends. The key functions of each market are:

- Installation equipment
- Conduits & Cable
- Lighting
- Security & Communications
- Climate Control
- Tools
- Power & Automation



WHAT SETS US APART

The **LPI** mission is simply to provide unparalleled customer service and support, with "one on one" personal relationships. Your point of contact remains the same, from the beginning to the end of every transaction. Building relationships is how we set ourselves apart. **LPI** is the ideal choice to satisfy not only SBA and MBE set aside contracts, but any requirement that deserves the best product and support the industry has to offer.

Emerging Business & New Focus

EMERGING BUSINESS AND NEW FOCUS

LPI has been a regional Wholesale Electric Supplier since 2010, servicing customers in the New England market. In 2008 we began developing the administrative infrastructure to change our business focus toward fulfilling set aside Disadvantaged Business Contract opportunities at a Federal, State, Municipal and Commercial level throughout the US.

LPI is currently a federally certified Small, Disadvantaged, Minority owned and controlled business. We are currently members of the Greater New England Minority Business Development Council. We are certified and registered with the State of Connecticut, Massachusetts, New Hampshire, Maine and are in the process of attaining additional State certifications in all New England States, New York, New Jersey, Texas, California and Washington D.C.

We have assembled a team of talented professionals to pursue the excellent opportunities that exist for these set aside opportunities. **LPI** is interested in building long standing and productive relationships with General Contractors, Engineering Firms and Commercial Diversity Liaisons that recognize our passion for the business and commitment to success.

Our project capabilities include:

- Professional Product Sourcing
- Direct Product Delivery Service
- Quick Pricing and Quotation
- Portable Site Services (**Free quote** for jobsite warehousing for your ordered products)
- Project Management & Consulting Services
- Energy Audit and LEED Compliance programs
- Web Based Customer Service Portal

Thank you in advance for considering LPI, Solving problems begins with asking questions. If you have a need just ASK...and we are excited to provide the

**Accountability
Support &
Knowledge**

Your business deserves!

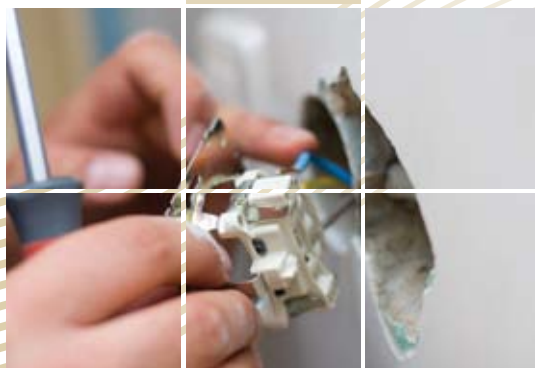


Warehousing

LPI OFFERS ITS UNIQUE JOB-SITE WAREHOUSING PROGRAM!

Ask us how this program can help you with **Material Management**. Having options increases opportunities to be efficient. Can't move your crew from outside work to inside work because the material isn't on-site? Completed **phase 1** of a project early and wish you had material on-site for **phase 2**? These circumstances occur everyday and Job-Site Warehousing gives you the flexibility to capitalize on the opportunity!





Boxes & Enclosures

Barber
Carlson
Commercial Sheet Metal
Lee Products
O-Z/Gedney
Perfect Line
Quazite Composolite
Raco
Spring City Electric
Weigmann

Connectors and Lugs

3M
Blackburn
Buchanan
Burndy
Cadweld
GB Electrical
Greaves
Ideal
IlSCO
Metallics
Plymouth Tape
Polywater
Tyton

Fasteners

Appleton
Bridgeport Fittings
Madison Equipment
Myers
Neer
O-Z/Gedney
Raco
Red Dot
Steel City
Thomas & Betts

Fittings

Appleton
Bridgeport Fittings
Madison Equipment
Myers
Neer
O-Z/Gedney
Raco
Red Dot
Steel City
Thomas & Betts

Phase Converters

Phase Master
Ronk Electrical Industries
Raceway & Cabletray
B-Line Systems
Kindorf
Superstrut

Testing Instruments

Amprobe
ETCON
Greenlee Tool
UEI



Batteries & Flashlights

Dual-Lite

Rayovac

Strain Relief Devices

Greenlee Tool

Kellems

O-Z/Gedney

Woodhead

Paint Chemical

Krylon

Polycel

Thomas & Betts

Tools

Amprobe

Bauer Ladder

ETCON

GB Electrical

Greenlee Tool

Ideal

Klein Tools

Lenox

Rayovac

Stanley



Electric Heat

Berko
Electromode
Sentinel Electric Heat

Fans

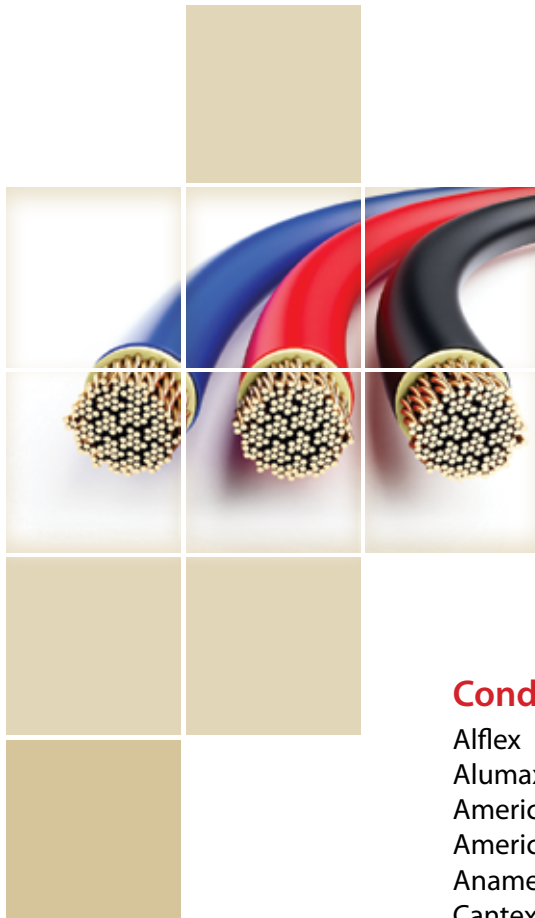
Envirofan
Fasco

Insulating Equipment

Plymouth Tape

Thermostats

Fasco
Honeywell



Conduit

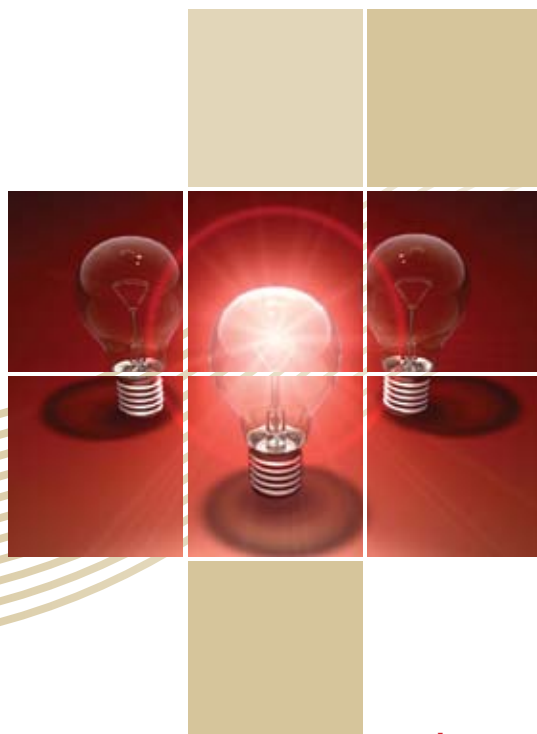
Alflex
Alumax
American Flexible Conduit
American Metal Moulding
Anamet
Cantex
Carlon
Conduit Pipe Products
Easco
Electri-Flex
Perma-Cote
Picoma
Republic Steel
Shamrock Conduit Fittings
Triangle Wire & Cable
Vaw
Wheatland Tube

Wire & Cable

Alcan
Alflex
American Flexible Conduit
American Insulated Wire
American Metal Moulding
Carol Cable
Cerro Wire & Cable
EIS Wire & Cable
Essex Wire & Cable
General Cable
Manhattan Cable
Multi Cable
Pirelli Cable
Rockbestos
Rome Cable
Royal Wire & Cable
Southwire
Spectrum Wire
Steelflex
Triangle Wire & Cable
Woods

Wiring Devices

American Flexible Conduit
McGill
Meltric
Mulberry
Pass & Seymour
Walker
Wiremold
Woodhead



Explosion Proof Lighting

Appleton
Hazlux
O-Z/Gedney
Red Dot
Siemens

Guth Lighting
Hadco Lighting
Holophane
Indy Lighting
Juno Lighting
Keystone
Kichler
KLP Lighting
Linear Lighting
Lithonia
Lumatech
Lutron
McGraw
Mercury Lighting
Metalux Lighting
Moldcast
Neo-Ray Lighting
North Star
Nutone
Prescolite
Progress Lighting
Progressive Technology
Seagull Lighting
Sim-Kar Lighting
SPI Lighting
Spring City Electric
Staff Lighting
Starfire
Stonco Lighting
Visa Lighting
WAC Lighting
Wide Lite

Lamps

CEW Lighting
Guth Lighting
Osram-Sylvania
Philips

Lighting Fixtures

ABOLITE
Adjusta-Post
Alkco Lighting
ALP Lighting
American Electric
Bega Lighting
Boyd Lighting
Capri Lighting
Columbia Lighting
Crescent Lighting
Day Brite Lighting
Fostoria
GE Lighting Systems

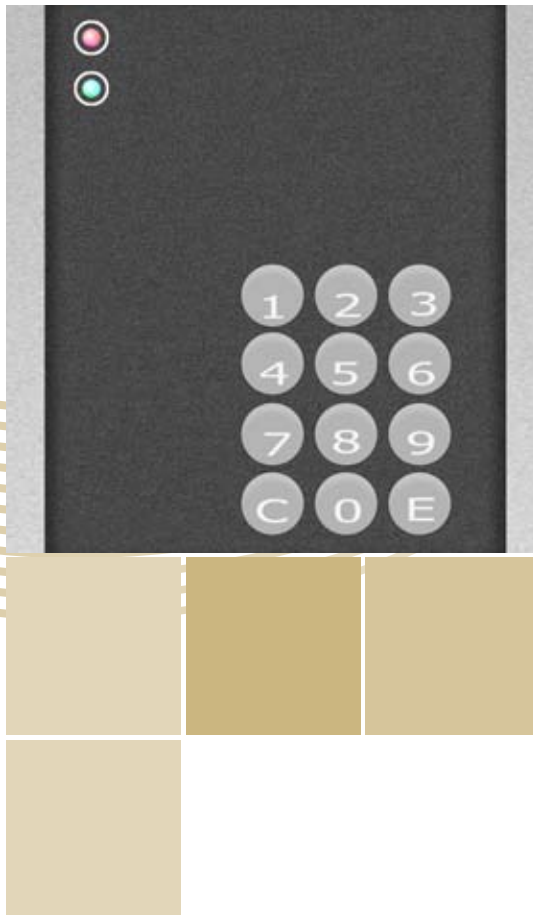
Ballasts

Advance Ballast
Bodine
Universal

Emergency Lighting

Bodine
Chloride Systems
Dual-Lite
Emergi-Lite
Lightalarms
Lithonia
McPhilben
Sure-Lite

Security & Communications



Advanced Controls

Furnas
ITE Siemens

Alarm & Signaling Devices

ABB National
Auth
BRK
Edwards
Firex
Tork



Distribution Equipment

ABB National
American Circuit Breaker
Anchor
Cutler Hammer
EEI
E-MON
G & W Electric
Gentron
Milbank
Murray
National Switchboard
S & C
Siemens
Van Tran
Zenith Controls

Fuses

Bussmann
Ferraz Shawmut
Littelfuse

Metering

Anchor
E-MON
Milbank
Murray
Siemens

Motor Control

Advance Controls
Cutler Hammer
Furnas
Klockner-Moeller
Siemens

Switches Miniatures

GB Electrical
Selectra Switch
Transformers
Acme
Cutler Hammer
FPE
Hammond
Hevi-Duty
Jefferson
Siemens

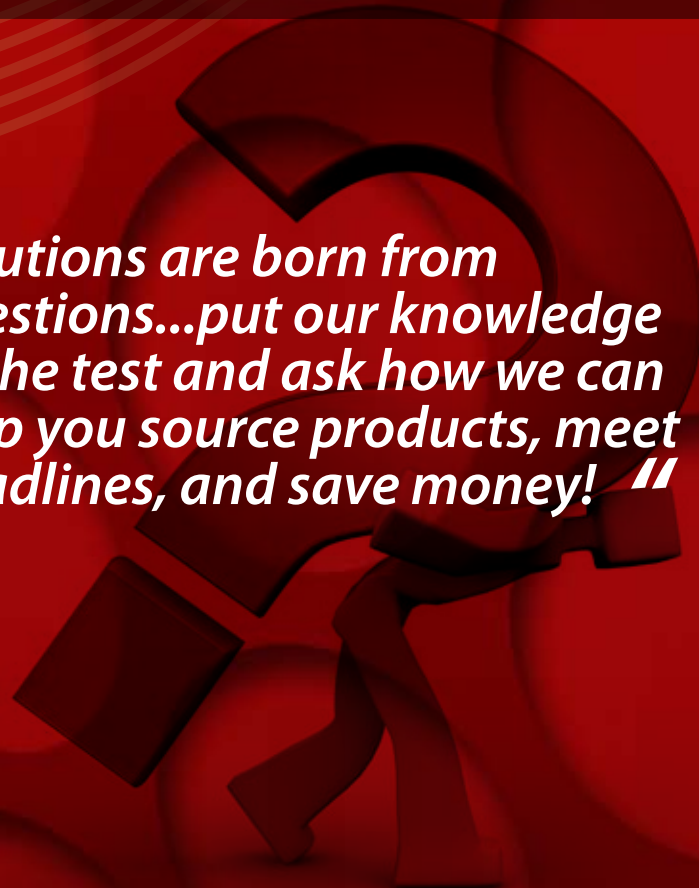


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Accountability Support Knowledge

“Solutions are born from questions...put our knowledge to the test and ask how we can help you source products, meet deadlines, and save money!”





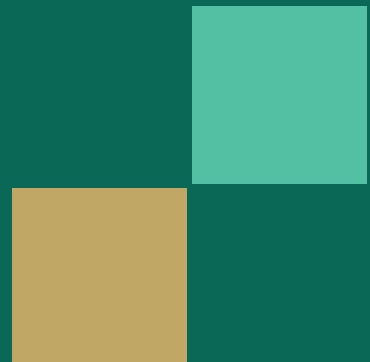
Green Initiative

Renewable Energy Product Statement

The Center for Resource Solutions (CRS) found that the percentage of renewable energy products sold to commercial customers in the voluntary market has risen continuously over the past six years and currently accounts for 77% of total voluntary market sales. The renewable energy market itself has increased over 500% since 2003, and has resulted in a market demand that outpaces state and federally mandated portfolio requirements from large agencies. **LPI** believes that the growth of renewable energy sales has been driven by commercial purchasers who are either proactively supporting the technology or reacting to increased demand from their customers for more environmentally conscious products and business operations. As concern for the environment grows among Americans renewable energy is increasingly playing a role in product purchasing decisions. This data is not lost in **LPI's** business model and product positioning within the Commercial marketplace. It is our goal to educate our customers and communities we service with the tremendous social and economic value in supporting renewable energy products in our homes and businesses alike. The growth of the voluntary renewable energy market and the increasing demand of commercial purchasers ties in directly with the core of **LPI's** long term growth plan and philosophy...

Accountability, Support, and Knowledge are the key ingredients to creating the environmentally conscious planet we all deserve.

Let an **LPI** representative prepare a Custom Energy Audit of your commercial or residential project and see first hand the economic and environmental benefits. By offering a specific range of products and solutions, **LPI** helps you better understand the ROI of your project and maintain LEED (Leader in Environmental and Energy Design) green build certification.





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