

Schaedler
yesco

**Construction
Services Designed
to Simplify your
Project**

Products and Solutions for the Electrical Industry

Who We Are



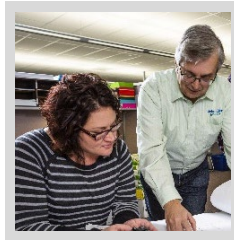
Our History

- Since 1924
- 4th Generation
- 29 locations
- Largest PA Independent



The Foundation

- Core Values
 - Integrity
 - Profitability
 - Accountability
 - Teamwork
- The SYD Way
- Our Culture



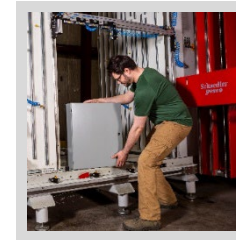
Real Life Experience

- Diversity of ideas and experience
- Collaborative environment
- Ongoing Training and improvement
- Experience is valued



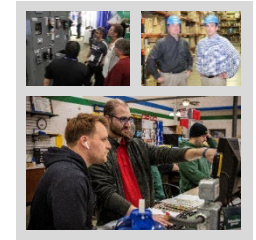
Work Hard. Go Home Happy.

- Work-Life Balance
- Open Door
- Profit Sharing & Benefits
- Best Place to Work in PA



Real Life Solutions

- Tech Specialists in Key Categories
- Customized Programs
- Solutions to YOUR challenges



Experience the Difference

- No Red Tape
- Empowered team members
- Can-do Attitude

Site Inventory Management Solutions (SIMS)

- Available since 2001
- A time and labor-saving material management service
- Custom-designed to your unique needs

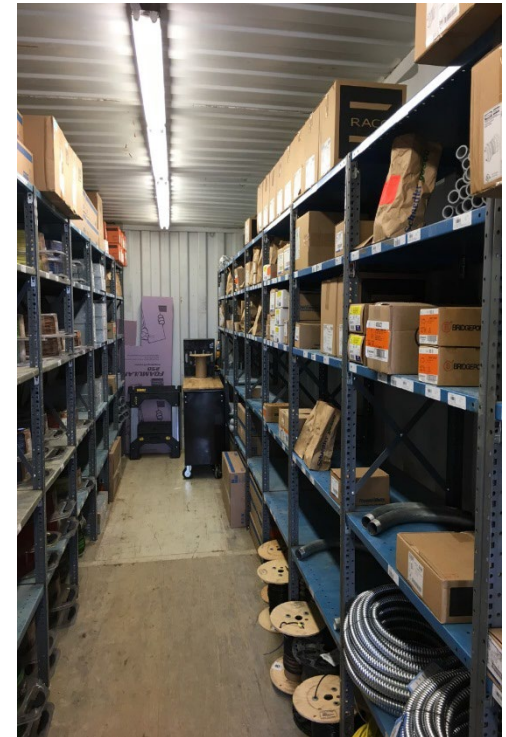


First SIMS Project – Cabela's, Hamburg, Pa., 2001

Experience & Knowledge

- 20+ Years Experience and Process Development
- Over 975 Projects Completed
- Over 170 Customer Partners

- Jim Aughenbaugh – Business Development, 37 years
- Steve Eyler – Admin Manager, 28 years
- Randy Tenney – IMS Sales Specialist
- SIMS Coordinators (4) – 36 total years
- Scott Kadel – Field Operations Manager, 7 years
- Field Specialists (8) – 47 total years
- Contractor First Team* (8) – 137 SYD Years, 197 total
- * 2 Dedicated CFIS members for your project



Labor Concerns (Construction)?

- Projected growth demand for Electricians between 2020 – 2030 is 9.1%.
- Projected growth demand for all other occupations between 2020 – 2030 is 7.7%.
- Electrical Construction could be the hardest hit because it already employs the highest number of electricians.
- Expected growth rate of electrical construction over the same time period is 9.9%

(U.S. Bureau of Labor Statistics)



Labor Cost Concerns (Construction)?

Labor will likely be your biggest expense (as a percentage of revenue) for every job—usually accounting for at least 25-50% of total project costs. Since labor accounts for such a large portion of job costs, your biggest opportunity to improve profitability is found in **labor efficiency**.



Labor Cost Concerns (Construction)?

More than 711,000 people currently work in the electrical industry, or they should be working. Instead, they often spend a lot of time standing around waiting for materials, equipment, colleagues, and even customers to show up so they can do their jobs. Exactly how much time? **Sometimes more than half of an electrician's workday is unproductive, according to contractors and consultants who have analyzed the problem of lost labor hours.**

EC&M - 2023



Labor Concerns (Industrial)?

- The manufacturing skills gap in the U.S. could result in 2.1 million unfilled jobs by 2030. The cost of those missing jobs could potentially total \$1 trillion in 2030 alone.
- **A long-term challenge:** 77% of manufacturers say they will have ongoing difficulties in attracting and retaining workers in 2021 and beyond.

(The Manufacturing Institute)



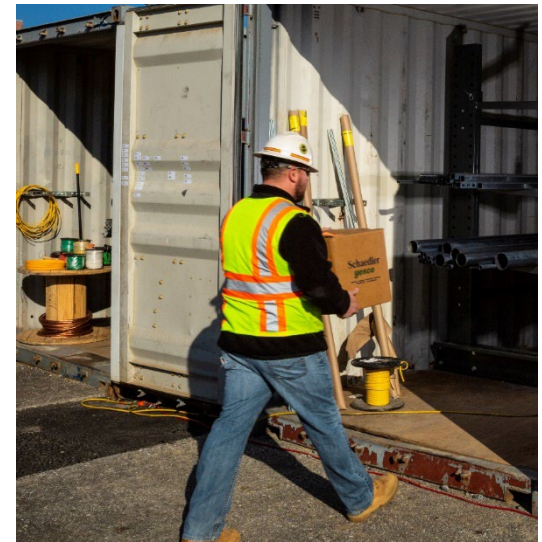
Full Service



Field Reps help maintain inventory in the trailer



Product is delivered directly to the jobsite trailer



Field Reps help receive material

Why it works

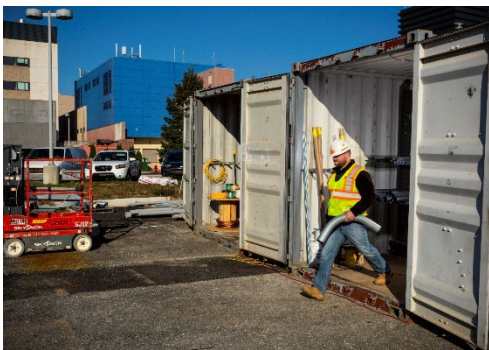
Feature	Benefit
Save time & labor	Save 5% - 12%+
Increase jobsite productivity	Eliminate receiving activities
Plan BOM with project specs	Protect pricing Reduce supply chain issues Reduce expected costs
Project phasing	Reduce excess material and avoid damage
Material management	Regular reports help you manage material use & open orders
Dedicated project team	Knows your project preferences
Reduce paperwork	Fewer POs and invoices
Actionable data	Make better decisions with real project data
Customize solutions	Your project, your specs

Towable Trailers



Available in 16ft, 20ft and 22ft, rated at 7k# or 10k#

Sea-Cans



Available in 20ft and 40ft, with or without shelving

Conduit Storage Containers



Outdoor Conduit Storage Units

Productivity Assets



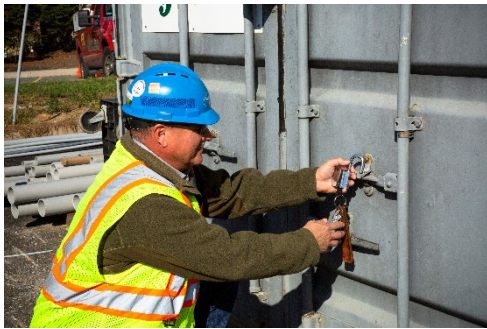
Custom Solutions



South Carolina

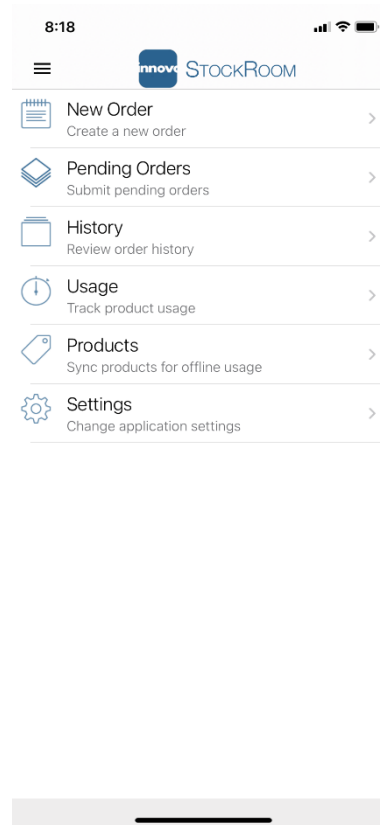


Security Options



On Site Security Units – In evaluation process

Technology



Reporting

ProdID	Cat#	Desc	Loc	Min	Adj Min	Req Rel	Orig Qty	Open Qty	Ship Qty	Over Qty	S	On Hand 1	Packaging	Turns	Outs
3909431	ALLIM LH-11P	KEYLESS LAMPHOLDER 660W/250V		24			84	84	0	0	S	135	1/48/	0	0
3909432	ALLIM LH-12P	LAMPHOLDER 660W/250V 2 TERMIMALS		8			21	21	0	0	S	70	1/48/	0	0
22774	ARL EMT75	3/4" EMT INSULATING BUSHING	075	6			18	18	0	0	S	6158	1/100/1000	0	0
3834923	ARL FA101	1 GANG OUTLET BOX ADJUSTABLE FOR		8			21	21	0	0	S	155	1/25/	0	0
4039859	ARL FBR423	FAN/FIXTURE BOX ADJUSTABLE 16" TO		16			72	72	0	0	S	276	1/10/	0	0
2784632	ARL FBS405	FAN/FIXTURE BOX PAN 6.0CUIN STEEL		16			50	50	0	0	S	71	1/25/	0	0
22895	BRIG 102-S	3/4" CONDUIT LOCKNUT STEEL	075	8			21	21	0	0	S	6873	1/100/1000	0	0
3757039	BRK 9120B	120VAC IONIZATION SENSOR SMOKE		20			51	51	0	0	S	278	1/12/288	0	0
3761362	BRK SC9120B	120VAC IONIZATION SMOKE/CARBON		24			63	63	0	0	S	378	1/12/	0	0
3761195	BROAN 678	FAN/LIGHT 50CFM 100WATT 2.5 SONES		16			42	42	0	0	S	42	1/1/	0	0
27165	CRLN 12007-100	3/4" BLUE ENT NONMETALLIC FLEXIBLE	075	100			147	147	0	0	S	4100	100/100/	0	0
27256	CRLN A243E	3/4" ENT THREADED TERMINAL ADAPTER	075	8			21	21	0	0	S	770	1/100/	0	0
283265	CRLN B121ADJ	1 GANG BOX PVC W/SIDE BRACKET		16			84	84	0	0	S	279	1/24/	0	0
27289	CRLN B232ACP	2 GANG BOX PVC W/NAILS 3.0" DEEP 32		72			354	354	0	0	S	475	1/50/	0	0

Number of items managed	460
Number of hours for site visits by SIMS Specialist	40
Number of deliveries to jobsite	103
Total Purchases	\$ 64,912.59
Total Credits	\$ 2,345.16
Net Purchases Total	\$ 62,567.43
Value Original BOM (S4843113)	\$ 23,637.85
Original BOM invoiced (Includes exceeds & credits)	\$ 22,226.75
Adds invoiced	\$ 40,340.70
Number of items credited	79
Number of items that were Adds	340
Number of items that Exceeded original BOM	60
Wire Cuts	45
Number of jobboxes / pipetrees	3 / 1
Length of project (number of months)	9

Number of items managed	308
Number of hours for site visits by SIMS specialist	60
Number of deliveries to jobsite	119
Total Purchases	\$ 456,590.30
Total Credits = 3.9%	\$ 18,004.47
Net Purchases Total	\$ 438,585.83
Value Original BOM Quote (205 items)	\$ 387,315.19
Original BOM invoiced (Includes exceeds & credits)	\$ 410,910.64
Adds invoiced	\$ 27,686.99
Number of items remaining on original BOM	15
Number of items that Exceeded original BOM	33
Number of items credited	40
Number of items that were Adds	102
Wire Cuts (SYD)	24
Number of jobtrailers	4
Length of project (number of months)	10

Original Order		Exceeds					
Adds		Items Remaining on Open Orders or Credited					
Cat#	Desc	Orig Order Qty	U	Invoiced Ship Qty	Adds/ Exceeds/ Credits Qty	Total Purchases Invoice	
3M 3939	2" X 60YD HEAVY DUTY DUCT TAPE	0	RL	1	1	\$ 11.74	
ALLI PS1100-1-1/2-AS-EG	1-1/2" IMC/RIGID CONDUIT CLAMP	100	EA	100	0	\$ 100.02	
ALLI PS1100-3/4-SS	3/4" IMC/RIGID CONDUIT CLAMP	0	EA	2	2	\$ 6.14	
ALLI PS1100-4-AS-EG	4" EMT/IMC/RIGID CONDUIT CLAMP	0	EA	4	4	\$ 6.69	
ALLI PS1300-1-1/4-AS-EG	1-1/4" UNIVERSAL CONDUIT CLAMP	100	EA	36	-64	\$ 28.15	
ALLI PS1300-1-AS-EG	1" UNIVERSAL CONDUIT CLAMP	100	EA	24	-76	\$ 15.81	
ALLI PS1300-2-AS-EG	2" UNIVERSAL CONDUIT CLAMP	0	EA	4	4	\$ 3.94	
ALLI PS1300-3/4-AS-EG	3/4" UNIVERSAL CONDUIT CLAMP	100	EA	14	-86	\$ 8.07	
ALLI PS500EH-10-PG	1-5/8" X 13/16" X 10' 14GA STRUT	150	FT	50	-100	\$ 50.85	
ALLI PS500EH-10-SS/304	1-5/8" X 13/16" X 10' 14GA STRUT	0	FT	10	10	\$ 62.00	
ALLI PS619-3/8-EG	3/8" SQUARE WASHER ELECTRO	0	EA	100	100	\$ 43.31	
ALLI PSTG-1/4-EG	TOP GRIP NUT 1/4" X 20 THREAD	100	EA	0	-100	\$ -	
ALLI PSTG-3/8-EG	TOP GRIP NUT 3/8" X 16 THREAD	100	EA	0	-100	\$ -	
ARL 38AST	3/8" BX/MC CONNECTOR SNAPON 1/2"	100	EA	0	-100	\$ -	
ARL 4010AST	3/8" BX/MC/MCI-A CONNECTOR SNAPON	0	EA	50	50	\$ 46.09	

Staging & Storage Services

- Simple Storage
 - We store the skids as they come in from manufacturers and ship them to your jobsite when you are ready for them.
- Staging & Storage
 - We order your project in and store by fixture type, allowing you to release only the quantities and types you want throughout multiple stages of the project.
- Custom Storage
 - Our standard Staging & Storage service with added features specific to your job.



Lighting Carts



Kitting Services

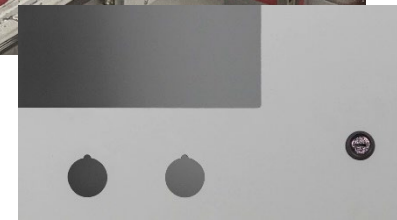
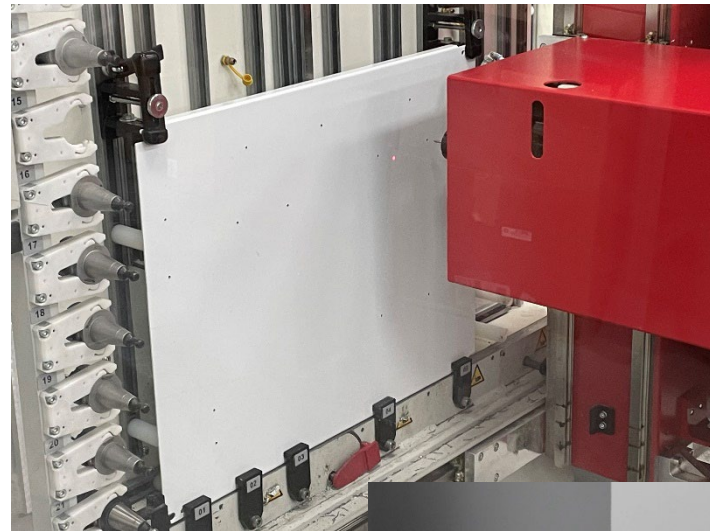
- Package your components for specific areas of your project
 - Floor
 - Room
 - Other
- Each kit is labeled with the location for easy dissemination
- Great time-saver for both commercial and residential projects



Modification Services

COMING
SOON

- Custom enclosures
- Fixture modifications (whips, cords, and cord ends)
- Customer requests



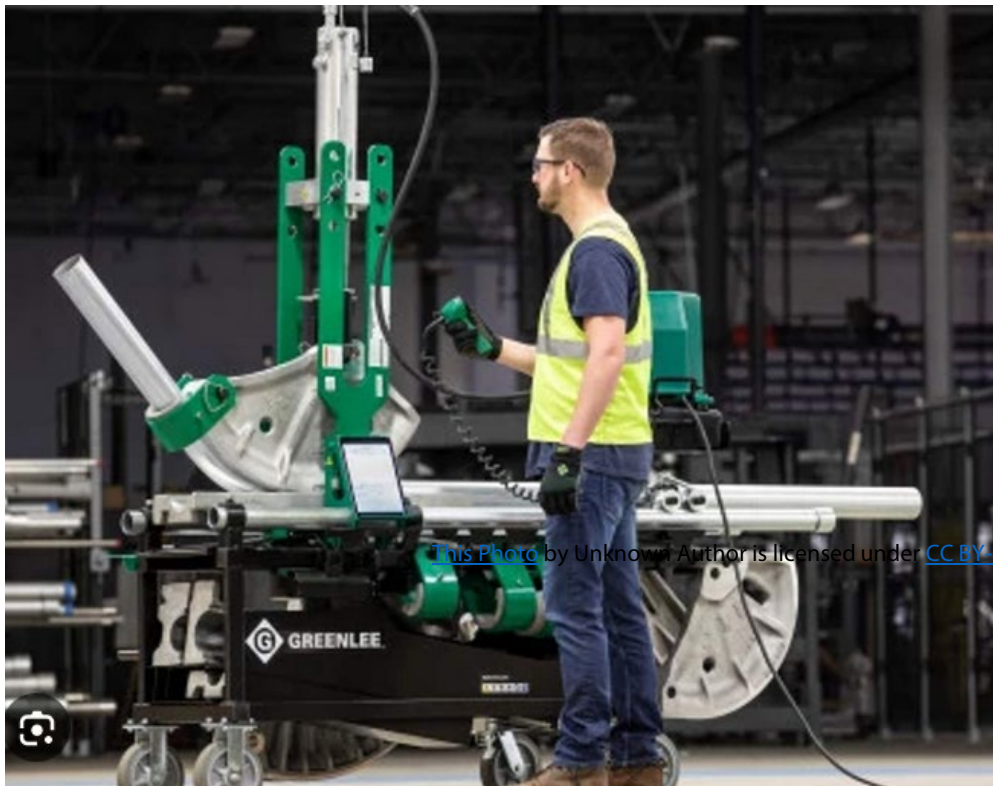
Strut Cutting Services

COMING
SOON



Conduit Bending / Conduit Nipples

COMING
SOON



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What Other Services Can We Help With?

Questions?

Stop by booths
408 & 203

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