



Distribution Services

Helping customers power and network facilities
with speed, intelligence and efficiency.



Graybar provides solutions to help you meet your strategic goals.

Whether you are responsible for your firm's purchasing, inventory or facility management, you will appreciate the quality products and services Graybar offers. All of our employees are dedicated to helping you reduce your cost of doing business.

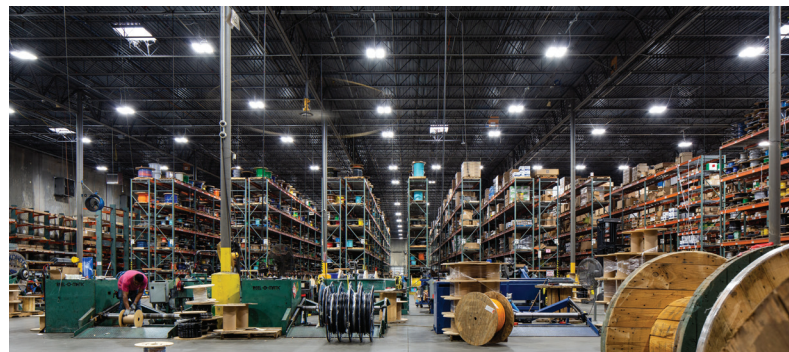


Supply Chain Management Solutions

Today's high costs of procurement demand that companies change to a more efficient process that reduces total costs and creates value. Graybar can assist in mapping your existing processes, then analyze the work functions and recommend changes and improvements to those processes. Graybar has assisted many Fortune 500 companies with supply chain management and logistics solutions, resulting in strategies that help drive profitability.

Dependable, Local Service

When Graybar is your supplier, the products, services and people you need are as close as our nearest branch. We tailor our inventory to meet local requirements, and with hundreds of company trucks, our branches provide complete, accurate and timely deliveries, as well as jobsite returns and pick-ups. Our electronic delivery tracking system allows us to respond quickly to your delivery requests and share immediate, electronic proof of delivery as needed.



Product Sourcing

Graybar's experienced sales and customer service representatives are skilled in sourcing electrical, communications, networking, security and automation products, saving you time and money. With distribution facilities across North America, we can quickly query our inventories to locate hard-to-find items and large quantities and ship them to arrive when and where you need them. And, direct access to our top suppliers' databases allows us to search their inventories to provide you with the best product availability.

Market-Specialized Sales and Service

Customized service and personal integrity are the foundations upon which Graybar builds the trusting, long-term relationships required in today's business environment. In fact, Selling Power magazine recognizes our sales force as tops in our industry, based on independent customer surveys. The employees you meet at Graybar are dedicated to providing exceptional customer service and can help you solve problems. Depend on them when you need to get things done.

Quick, Convenient Counter Service

When you need products immediately, stop by one of our many Graybar counter locations. Our experienced counter service representatives will help you select products, and a Graybar account or major credit card makes purchases fast and easy.

Menu of Services

GraybaR.
works to your advantage

GraybaR.
works to your advantage

Emergency Service

At Graybar, there's no such thing as "after hours" when customers have an emergency. Just call 1-800-GRAYBAR after normal business hours to reach the appropriate branch emergency contact.

Product Quality You Can Trust

Graybar distributes products from manufacturers you can trust for quality and value. Their products are backed by the highest standards. You can depend upon it.

Quotation and Credit Services

With hundreds of thousands of quality products from thousands of brands, our quotation services are unparalleled. Local service offers you open account credit and complete quotations on project proposals.

Quality Service

Graybar's Quality Management System is certified against the requirements of the latest version of the ISO 9000 standard, assuring you consistent service from coast to coast. We have trained hundreds of frontline employees on customer service skills and our online learning program enables all our employees to stay abreast of the latest in product and service technology. It's all part of our commitment to continuous improvement.

Project Order Management

Graybar makes complex projects more manageable. Our teams work with you from the order entry stage through submittals, confirmations, deliveries and invoicing. Our attention to detail can help your projects run faster, smoother and more profitably.

National Agreements

Graybar's national agreements allow multi-location customers to acquire electrical, telecommunications and networking products. We provide all facilities and jobsites with uniform product quality and consistent pricing, as well as detailed usage and quality performance reports. Our branches can provide customized services to satisfy differing local needs.

Graybar SmartStock®

Graybar SmartStock is an inventory management system designed to manage all of your materials. It is accurate, reliable and can free up your time to do what matters most: grow your business. Graybar SmartStock contains multiple options, each designed to streamline processes, deploy best-in-class technology and ensure the right materials are at the right place at the right time. By taking time and cost from your procurement practices, we can help bolster your profitability and reduce downtime, shrinkage and labor costs.

Cost-Reduction Programs

Graybar focuses on inventory, transactions, administration and acquisition to reduce overall cost. From bar coding to standardization, Graybar has a proven track record of implementing effective cost-reduction programs.



Jobsite Services

From pre-planning to stock replenishment to on-site trailers, our jobsite services are designed to optimize cost, time and efficiency and reduce overages, returns and waste. We can also help you reduce loss and theft with our job boxes and carts, which we can manage for you. Let us help you make sure you have the materials you need, when you need them.

Doing Business with Diverse and Small Business Enterprises

We believe there is strength in diversity and actively work to develop business opportunities with small, diversity-owned and disadvantaged enterprises. Our commitment to the support of these qualified diverse businesses started over a decade ago, when we were first in the industry to establish a formal initiative promoting supplier diversity. This program expands our ability to meet your needs with value-added products and services from qualified businesses.

Dependable Wire and Cable Services

Call Graybar today for all your wire and cable needs. Pricing, availability, same- or next-day delivery, custom cutting and paralleling, twisting, lashing and wire and cable management are just a few of the services Graybar offers to meet your requirements.

Graybar is your cable source for coax, data, security and alarm, all kinds of fiber, electronic, power and control, switchboard and hook-up, welding, mining, non-metallic, direct burial, armored, medium voltage, airport lighting and distribution, portable cord, building wire, thermocouple cable, tray cable/instrumentation and VFD cable.



Graybar's employees are dedicated to helping you reduce your cost of doing business.



Technical Assistance

Graybar employees continually improve their skills to assist you with product selection and application. Graybar offers customer training to keep your maintenance technicians and installers up-to-date with new products and methods. Hands-on application seminars and trade shows enable our branches to bring technical assistance to you.

Technology Consultative Services

Our specialized teams of network system specialists, BICSI designated RCDDs, security specialists, EPEC-trained gear specialists and lighting specialists are available to assist you with the development and deployment of intelligent building systems.

Energy-Saving Programs

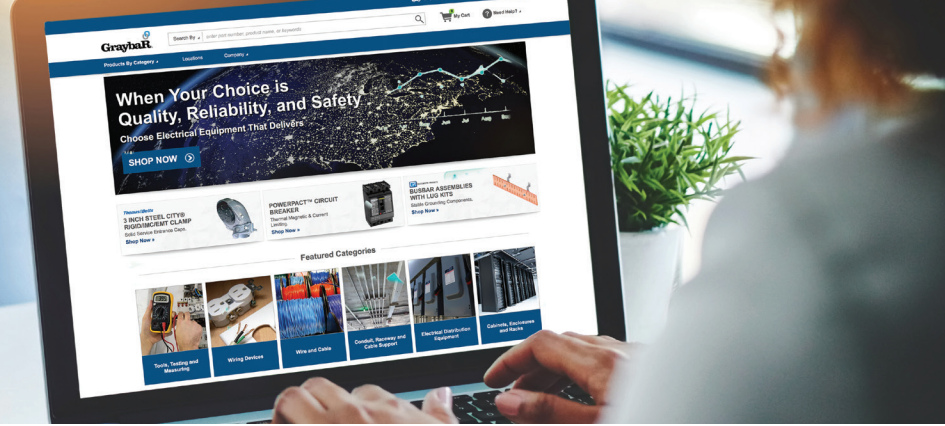
Our specialists in lighting and commercial building automation systems can help you find ways to save money by conserving energy use. Often, lighting retrofits can cut energy bills enough to pay for themselves over a relatively short period of time. Installing commercial building automation systems allows facility engineers and managers to better regulate the energy used by building systems, such as lighting and HVAC, and reduce costs dramatically.

Equipment Leasing and Financing

Graybar Financial Services® provides simplified leasing and financing for electrical, telecommunications and networking products, as well as entire projects including material, installation and soft costs such as maintenance agreements and software. Call 800-241-7408 (7 a.m. – 6 p.m. CT) or visit our website at graybar.com/gfs for a low monthly payment quote today.

Electronic Business

Solutions



Management Reports

Graybar's computer capabilities enable us to track our performance for accuracy, on-time delivery, fill-rate, returned goods, special contract compliance and more. We can provide standard reports showing your purchases grouped by part number, manufacturer or product categories at your individual locations. National summary reports are also available, and Graybar can develop customized reports as required.

Graybar.com

Put the power of Graybar.com to work and simplify your procurement of electrical, communications, networking, security and automation products. Graybar.com is available to you 24/7 and is mobile optimized so you can access it in your office, at home, on the road or at the jobsite, from any device.

With an online account, you'll have access to account-specific pricing using your company's account terms, as well as the ability to buy on account, check order statuses, look up invoice history and quotes, and more. You'll also get automatic notifications on purchases, shipments and returns.

Searching for products can be done in a variety of ways, and refining your search allows you to quickly find the materials and product information you're looking for. Once you find the item, you can easily add it to your cart, a favorites list or a quotation request.

Our expanded fulfillment options give you the ability to pick up from any Graybar location, and all of your orders can be tracked, including the ability to get a proof of delivery, regardless of how you placed the order with us.

Visit Graybar.com today to register for an account.

Evaluated Receipt Settlement

Receiving and payables functions are among the most costly procurement processes. Graybar can support your efforts in paperless receiving and payables processing by providing the necessary information electronically.

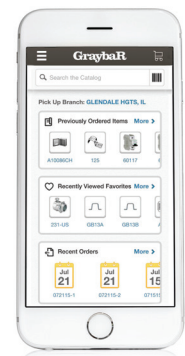
Hot Key

Graybar is linked electronically in real-time with many of our top manufacturers, allowing us to search both their inventories and ours to provide you with superior product sourcing. Come to Graybar and let us help you source those products you have a hard time finding.

Graybar Mobile App

The Graybar Mobile App is your on-the-go solution for placing, tracking and managing product orders. Bar code scanning, material favorites and frequently ordered product lists make restocking easy and efficient. Working late on the jobsite? Place an order and we'll have it ready for pick-up first thing in the morning. With access to FedEx and UPS, you can track orders right from your phone and plan your day based on when products will be delivered. You can also schedule local pick-ups or use Graybar's Just-in-Time delivery service.

Download the app from the Apple App Store or Google Play and visit Graybar.com/app to register.



Graybar PunchOut

Use your procurement system to connect to Graybar.com and access the products you need to add to your requisition list. Product selection can be done using search, favorites lists or by entering them in the Quick Order feature. You can review your price and availability for items and get in-depth product information, if needed. You can access all of the Graybar.com features, or you can restrict access based on your company's preferences.

Syndicated (Hosted) Catalogs

We can also provide an electronic file of catalog items to customers who utilize their own procurement systems but do not have the ability to punch out to Graybar.com. We can syndicate our electronic catalog data for loading into your electronic catalog.

Electronic Estimation

Access pricing for thousands of items directly from your desktop using your estimation software. Graybar works with popular services such as Cert-In Software Systems, Inc., ConEst® Software Systems, Estimation, Jaffe Software Systems, McCormick Systems, Inc., TRA-SER®, Trimble® Accubid®, TurboBid®, Vision InfoSoft and many others to provide pricing and product information for items available at your local branch. These services are electronically connected to your estimating software and will automatically price the common items, leaving only the special items, such as lighting and gear requirements, to be manually priced.

Electronic Data Interchange

With Electronic Data Interchange (EDI) service, Graybar processes your orders electronically, on time and with accurate pricing, shipping and documentation. We also support other EDI documents such as invoices, order acknowledgements, advanced shipping notices and many other documents. We're happy to collaborate with your IT team to make EDI work for you.

Bar Coding

We work with manufacturers, customers and vendors to develop standardized bar coding. Graybar can bar code shipments and documents, enabling you to automate your receiving and accounts payable functions. We can label products to comply with specific industry and customer standards.

Summary Billing

Through the use of our centralized computer system, Graybar has the ability to consolidate all your individual invoices into a single invoice, summarizing all of your billing activity, which saves you time and money.

Put Graybar Quality Service to Work for You

Our quality statement serves to focus our efforts on "consistent conformance to customers' expectations." However, we realize that a true quality statement isn't made on paper. It is expressed every day in the capabilities and pride of workmanship of every Graybar employee serving you.

Graybar is exactly the type of supplier you need to help your company meet the future with confidence and a sharper competitive edge. All the capabilities and services presented in this brochure are designed to reduce your cost of doing business. For solutions tailored to improve your company's bottom line, please call us at 1-800-GRAYBAR.



The Graybar people serving you continually improve their skills to assist you with product selection and application.



Graybar, a Fortune 500 corporation and one of the largest employee-owned companies in North America, is a leader in the distribution of high quality electrical, communications and networking products, and specializes in related supply chain management and logistics services.

Graybar has the power and stability of a big company and the integrity and drive of an employee-owned business. Graybar is certified against the latest ISO 9000 standard.

Discover how Graybar can work to your advantage.

1-800-GRAYBAR | GRAYBAR.COM



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