

Site-Kitting Saves You Time, Money, and Pounding Headaches

February, 2010

By Rob Menees, Primus



It's 2:47 p.m. on a Tuesday afternoon and you have called back to your warehouse guy three times in the past 25 minutes, asking him, "Did the ice bridge show up?" But that is only after you went through the exact same exercise at 10:36 a.m. asking about the status of the whereabouts of angle adapters and buss bars from a different vendor. Scenario sound familiar? Has this happened to you? Odds are it has.

THE FACTS

It's tempting to get an ice bridge from one supplier, because it is \$25 cheaper than getting from another guy. It also looked promising because that box of angle adapters saved you \$0.50 per box from one vendor and the buss bars... you got them from the same place, "just because."

Project management can often be difficult enough on its own without having to add complications of material supply into the mix. That's where Primus comes in. We're experts at what we do, you are experts at what you do.

Can we promise you we will always be less expensive than the next guy on every item? No, we cannot; I'd venture to guess no one can legitimately make that claim – but you will find Primus to be very competitive. And price... ah... price... the price of the materials up front is just a small part of the picture.

THE BENEFITS

Site kitting is where Primus excels, and begins to make your life easier. Having competitive prices across the board, you will find that after it is all said and done, higher on some and lower on others (from other competitors) it will average out, and you will have the benefit of one tidy package, from one place, all ready to be picked up by a crew and taken to a job site.

It goes beyond just site kitting. In simplistic terms, it is what you are visualizing. All materials required for one site, placed in boxes, stacked on a pallet, steel bundled, all shipped together. We will kit, bundle, label and ship complete product kits directly to your site; one pallet, one delivery, one less headache.

You will find Primus sales people to be consistent with the expression, "A sales person should have two ears and one mouth." We listen to what you say, and what you want. Special labeling requests, pack specific parts in a certain way, labels on all boxes or just the skid, whatever you want, is what we will do.

We can process multiple site orders for you and we can bundle a few sites together on one pallet (keeping the materials separated or course), or we can have each order to its own pallet. It can be as complex as you want it to be, or as simple, it is your choice. We are here to help.



4180 E Sand Ridge Rd. | Morris, IL 60450
800.435.1636 tel | 800.767.7605 fax
sales@primuselectronics.com
www.primuselectronics.com

Let Primus site kit your projects for you while you enjoy savings by not having to UPS, FEDEX and freight materials in from multiple vendors, where the unit price savings you initially saved quickly evaporate in the shipping costs.

And trust me... your warehouse worker will thank you for not bird-dogging him six times throughout the day asking where is this and where is that! Your crews will thank you for being able to roll in, pick up a pallet of materials and a bundle of steel and to the job site they can go.

Be sure to ask your Primus representative next time you are speaking to him or her about special needs you might have, or packaging ideas that can make your life easier and your jobs more streamlined.

Remember...two ears, one mouth - we're here to listen to what you want and to ask questions to make sure it is done right.

