

Contractor Profile



SOUTHERN ELECTRIC
COMMERCIAL - INDUSTRIAL
DESIGN BUILD



Southern Electric and Controls, LLC
44 Volunteer Blvd
Jackson, TN 38305
Ph (731) 660-5980 Fax (731) 660-9158

www.southernelectric.net



Why Southern Electric? **Safety is Priority #1.**

Southern Electric and Controls, LLC is a Tennessee based, Multi-State licensed electrical contracting company. Our specialty is in the commercial and industrial electrical and design-build construction field. We are also a UL508A approved control panel fabrication shop. Southern Electric has offered clients construction & maintenance programs that ultimately reduce cost and demands, while maintaining stringent quality measures.

Southern Electric is a family-owned and operated company with an excellent record of success. Since 1988 dba Mid-States Electric and Later as Southern Electric, we have consistently demonstrated a level of integrity and stability that has led to many continuing relationships with clients

Southern Electric is a merit shop contractor that has been in business for 14 years. Southern currently employs approximately 50 employees with access to a workforce of over 300 employees. Southern Electric's Portfolio of work consists of several projects averaging \$2,000,000 and above as well as smaller projects. Most of our projects are built on aggressive construction schedules, which we are accustomed to. We know the importance of the schedules and how to coordinate our efforts to maximize the benefit of our efforts. We would like to emphasize that even though schedules are important, we at Southern Electric recognize safety as a major concern in any undertaking.

Our completed projects include the electrical portion of the building construction including: installation of industrial machining equipment, conveyor systems, process systems, medium and high voltage switchgear, distribution centers (including dot com facilities), hospitals, and extrusion plants. The Portfolio section should help you see that Southern Electric and its Management Team are well respected in this industry.

We can provide service to the Jackson area as well as the entire state of Tennessee with a CE-Unlimited electrical contracting license. We also currently hold a contractor's license in the states of Mississippi, Alabama, Arkansas, South Carolina, North Carolina, Kentucky, Texas, Arizona, West Virginia, Virginia, Oklahoma, Georgia, Florida, Colorado, Louisiana, and Utah and more. See our Locations Services map for the states we service. Southern Electric and Controls is recognized as a WBE minority owned entity.



Uniform Certification Agency

- The Uniform Certification Agency (UCA) is the certifying arm of the Mid-South Minority Business Council Continuum (The MMBC Continuum). The UCA's mission is to certify minority, women, local, small and disadvantaged business enterprises.
- UCA certifies on behalf of government agencies, public, and private companies.



Southern Electric and Controls, LLC
44 Volunteer Blvd
Jackson, TN 38305
Ph (731) 660-5980 Fax (731) 660-9158

www.southernelectric.net

OUR CORPORATE VALUES :↘

Safety

- Southern Electric is committed to its role as a leader for change, working to advance safety practices at project job sites and the safety culture within the electrical construction industry as a whole. We are committed to the continued development of our own internal safety organization as well as the advancement of safety management, education and training programs throughout the company.

Integrity

- Customers, contractors, vendors, and suppliers will be able to count on Southern Electric's management and personnel to deal honestly and adhere to the strictest moral and ethical codes of business conduct.

Quality

- Customers and clients will be able to count on Southern Electric's technical execution and workmanship to be among the highest in the industry.

Dependability

- Customers, contractors, vendors, and suppliers will be able to count on Southern Electric's management and personnel to be reliable and trustworthy at every exchange.

Customer Service

- Southern Electric is committed to total customer satisfaction. We pledge to meet or exceed customer expectations on every project.

Community

- Southern Electric's commitment to the communities where we work and live will not waiver. We will continue to give back where needs are the greatest and where our convictions dictate, both corporately and personally.

Employees

- Southern Electric recognizes that its greatest asset is its people. We pledge to treat each employee with honesty, and integrity, with all. We will offer competitive compensation packages and provide the best tools, equipment and training across each segment of the trade. We will maintain a corporate culture where new ideas and innovative thinking are welcome and rewarded

Leadership & Innovation

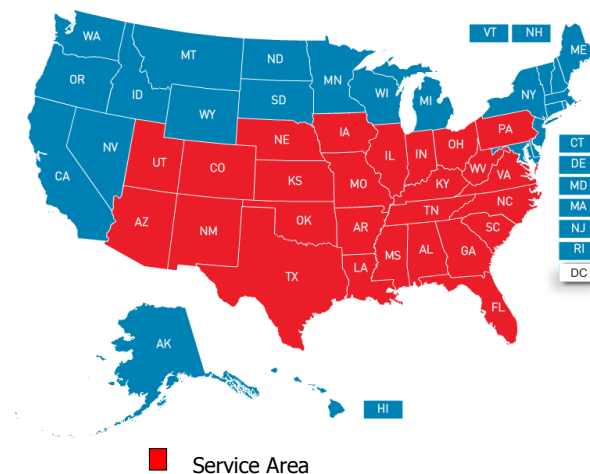
- Southern Electric is committed to its role as an industry leader and innovator. Customers can rely on us to remain a step ahead of the curve regarding industry safety advancements and workforce training, to apply the latest proven technologies on their projects, and to be on the ground floor of industry standards for new and emerging markets.

Versatility & Adaptability

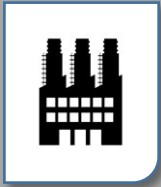
- As a full service electrical contractor, Southern Electric will continue expanding its expertise and resources across all disciplines of electrical construction. We will make inroads into new and emerging markets and not shy away from that which is unique and challenging. We guarantee responsiveness and adaptability to change.

OUR MISSION :↘

To become one of the nation's top-ranking electrical contractors. Southern Electric is committed to leading the industry in safety, workforce training and customer satisfaction. We will meet and exceed customer expectations through our full-line of electrical design, build and maintenance services, state-of-the-art technology and superior financial strength, completing projects on time and on budget. We will continue to Implement and incorporate new technologies as they develop in our industry and to pursue new and emerging markets that are driven by technology. We pledge to maintain our TEAM first business philosophies and pursue unique and challenging projects to help build a culture that fosters innovative thinking and strategic action.



INDUSTRIES WE SERVE:



MANUFACTURING



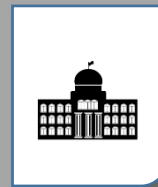
FOOD PROCESS



DISTRIBUTION



AUTOMOTIVE



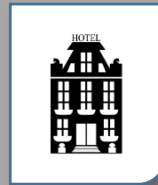
EDUCATION



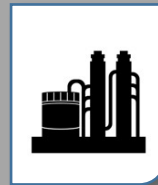
HEALTHCARE



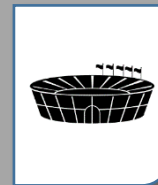
CO-GENERATION



COMMERCIAL



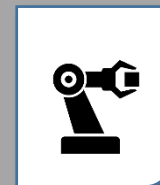
INDUSTRIAL



SPORTS LIGHTING



CORPORATE
OFFICES



AUTOMATION

CLIENT SATISFACTION :

Superior Field Leadership & Project Management

Southern Electric, it's senior management, and field supervision teams are comprised predominately of trades people with advanced education, training and experience in electrical and instrumentation capital construction & maintenance.

The Southern Electric model of service excellence began in 1988, when David Hatcher ventured out on his own and purchased Mid-States Electric, INC. In 2000 David sold his company to Integrated Electrical Services (IES) This journey has since involved the creation of a family organization with the purpose of delivering the highest quality and safest performance in the electrical contracting arena. Charlotte Hatcher joined by her son Kevin in 2004 formed Southern Electric and have together, along with their team developed a national reputation in the merit shop and industrial construction trade as a group who could execute the most complex of projects within very tight and pressing timelines.

Upon the founding of Southern Electric, our field performance, proven expertise, and dependability in the commercial-industrial sector are the components which have transformed Southern Electric into the high performing organization which it has evolved and developed into.

Today, Southern Electric's management resources are fully integrated. Southern Electric Project Teams have versatile-training across all of our national markets served giving our organization flexibility to resource and specialize in project challenges.

Innovative Electrical Solutions

Southern Electric has developed and integrated a project delivery system for the purpose of streamlining work flow and seamless delivery of projects and maintenance to its clients'

Corporate & Craft Resources

- Regional Presence throughout the country with multi-state licensing.
- Database of over 250 skilled craft personnel and supervision in multiple electrical, instrumentation, & controls disciplines.

Diversified Growth through Various Industries

Southern Electric has grown by reputation and through repeat opportunities by providing high performance electrical solutions to its clients, both in the Private industrial Sector as well as many Fortune 500 Clients.



Southern Electric and Controls, LLC
44 Volunteer Blvd
Jackson, TN 38305
Ph (731) 660-5980 Fax (731) 660-9158

www.southernelectric.net

LABOR RESOURCES :↘

Clients often inquire as to Southern Electric's ability to attract and maintain such a skilled Electrical workforce while working in so many regions throughout the country. Southern Electric has developed a plan and Strategy which employs the highest of pre-qualifying skill set standards in the Electrical Industry. Southern Electric maintains a robust and strong core of Field Management, Supervision, and Journeymen Craft Labor Nationally.

Our recruitment efforts for staffing up larger scale projects or maintenance initiatives begin at the local level. All of our projects begin with addressing labor resource requirements in detail. Our resources may originate through our direct hire, seasonal hire, membership affiliations, or via select few pre-qualified technical craft labor network providers with whom we maintain close relations and stringent prequalification processes.

Much of Southern Electric's success has come from the "Southern Electric Employee Referral Program", where an employee on a Southern Electric project tells others about their experience working for Southern Electric. The Southern Electric database was created by means of employing over 400 craft labor nationally since 1988. We know that exceptional safety training, tools, material, equipment and the supervision to get the job done right. There is nothing a MERIT SHOP Southern Electric craftsman likes better than a chance to do a great job. Today, we at Southern Electric maintain numerous examples of how this works around the country for us.





Safety Information

safety... our most important matter

At Southern Electric, Safety is our primary concern. That's why we have a companywide goal of Zero injuries and accidents on every job we perform. Through constant reiteration of our safety procedures, immediate response to all unsafe acts, and positive reinforcement of safe behavior, we have been highly successful in reduction of higher-risk activities. Our Safety Record works for you with a reduction in our E.M.R. and lowered insurance costs, a savings which we pass on to the customer, as well as personal comfort of finishing each day accident free.

Southern Electric recognizes that safety is the most important aspect of our business. We owe it to both our customers and our employees to maintain the highest of standards when it comes to safe working conditions and methods.

Our Safety Committee is comprised of top-level management from all divisions, who work closely with Southern Electric Safety director and consultants to review and update current policies and procedures, to guarantee the highest possible level of safety performance.

As our company has grown, we have stepped up our efforts to ensure safety on each and every project, including a Safety Orientation for new personnel, and companywide Awareness and Incentive programs to promote a safe working environment ; and finally yearly safety orientation of ALL field and management personnel.

"If a job cannot be performed in a safe manner, then we will not perform it until a safe alternative is derived."

Kevin Hatcher, Partner
Southern Electric.

Quality Assurance Program

At Southern Electric, Quality is a Standard. We are committed to the efficient delivery of Quality Project & Maintenance Services to each and every client we touch, each & every time. Our stringent Quality Assurance Practices ensures that our clients will receive consistent quality & delivery each and every time. Our Quality Assurance System (QAS) gathers all pertinent details to the project scope, captures the project scope installation requirements, sets standard installation procedures, provides for a consistent quality work product, and accounts for full traceability to installation work performed by Southern Electric's Resources.

OUR QUALITY ASSURANCE PROGRAM INCLUDES:

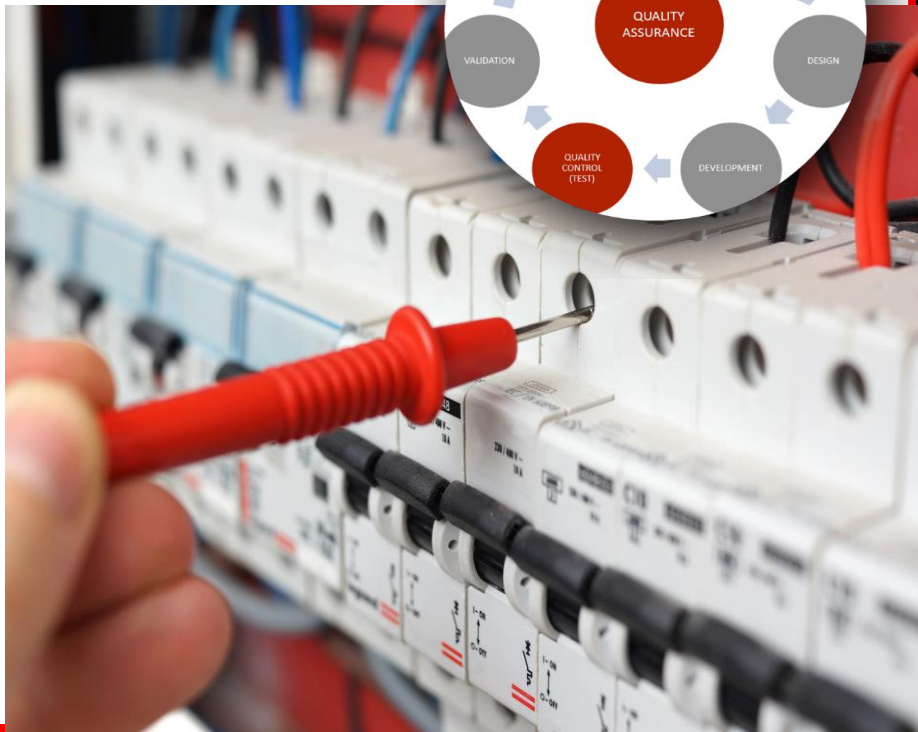
- Quality Assurance Policy & Developed Procedure.
- Project Specific Quality Assurance Programs.
- Drawing & Schematic Review QA.
- Maintain to Specification QA.
- Value Engineering QA Services.
- Coordination of Installation with other Trades QA (Prevent Routing Conflict).
- Raceway Installation QA. (Cable Tray, Conduit, Wireway, Etc.)
- Wiring Termination Documentation and Work Packages. Full traceability of wiring terminations for power, control, & instrumentation.
- Electrical & Instrumentation QA – Quality Installation to NEC, Municipal, and State Standards.

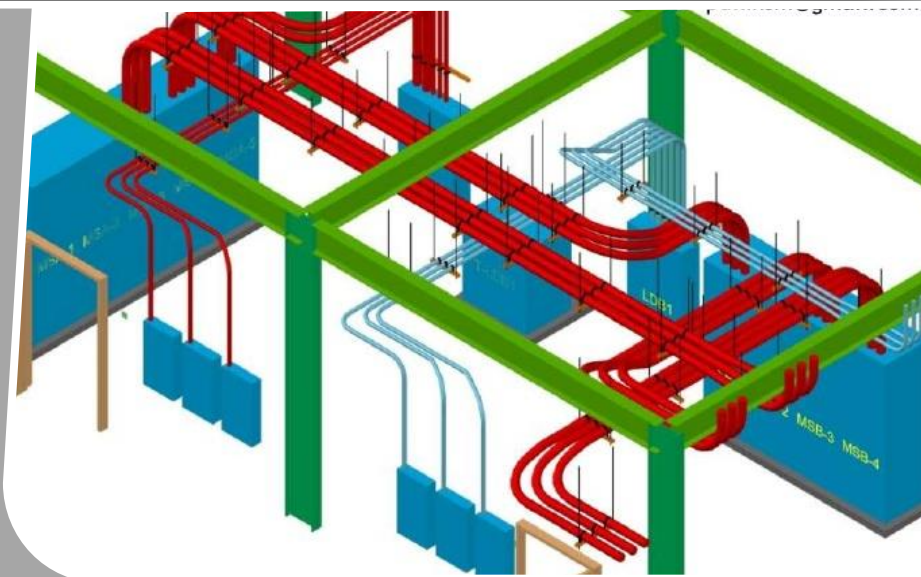
QUALITY POLICY

“Southern Electric strives to deliver the highest performing electrical construction & maintenance project delivery with the highest regard in safety and quality to its clients within schedule and for the best possible value.”

At Southern Electric our goal is to provide customers with high-quality electrical, construction and maintenance services. Southern Electric accomplishes this goal by listening to customer's needs and translating those needs into continuously improved products and services.

Southern Electric's executive leadership is responsible for assuring the quality policy is understood, implemented, and maintained at all levels. This is accomplished through individual and group training of all employees. The above stated quality policy describes the intent of Southern Electric's overall intentions and directions with regard to quality.





Design

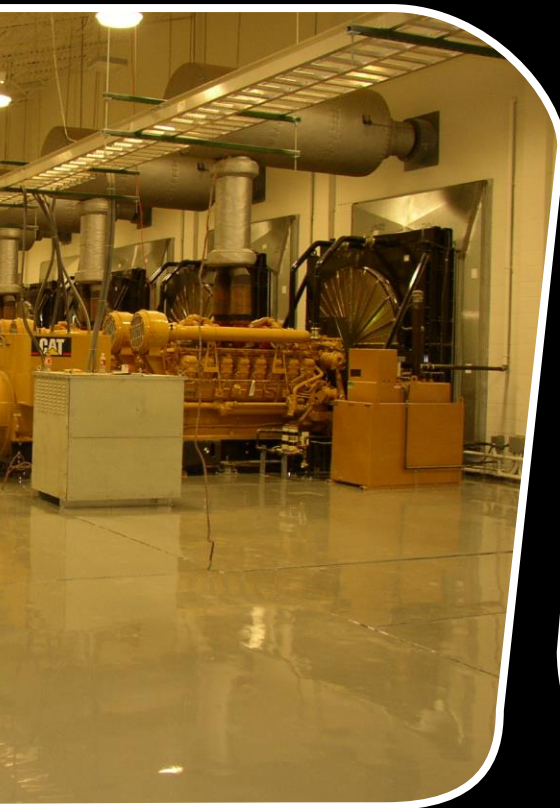
Southern Electric prides itself on the reputation that it has built while providing electrical design, electrical installation and electrical maintenance for a wide range of facilities. Our 100% commitment to customer satisfaction ensures that our customers have a competitive advantage on all of their electrical projects. We specialize in providing value added services to our customers that focuses on the needs of our customers ensuring that our products and services to improve value without sacrificing quality, reliability or service.

Our Design Team works with the clients business needs through conceptual design while utilizing state of the art construction disciplines to examine the entire scope of the project. Southern Electric prides itself on incorporating all project issues to provide the greatest potential of success for our customers including cost improvement, life cycle expenditures, capital cost expenditures, project management, scheduling, procurement, installation, process training, service and maintenance.

OUR CAPABILITIES INCLUDE : ➔

- 3D CAD Drawings
- Pre-Project Planning
- Value Added Services
- Utility Service Coordination
- Electrical Audits
- Quality & Safety
- Installation & Maintenance
- Project Management
- Medium & Low Voltage
- Procurement





Power

AT SOUTHERN ELECTRIC, OUR HIGHLY EXPERIENCED TEAM MEMBERS ARE DEDICATED TO THE CREATION OF INNOVATIVE SOLUTIONS BASED ON YOUR SPECIFIC REQUIREMENTS AND ARE PREPARED TO DESIGN, CONSTRUCT AND TROUBLESHOOT EVEN THE MOST COMPLEX INSTALLATIONS. SINCE OUR REPUTATION IS BASED ON CUSTOMER SATISFACTION, WE ARE COMMITTED TO YOUR PROJECT FROM CONCEPTION THROUGH IMPLEMENTATION AND SUPPORT.

- Main Switchgear Installations
- Bus Duct & Riser Feeders
- Power & Control Wiring for Processing and Manufacturing Equipment
- Power for Commercial and Industrial Projects
- Computer Room Installations
- Emergency Services

SYSTEM DISTRIBUTION (SD) : ↘

- New Construction and Terminations
- Up to 35,000-volt Primary and Secondary Extensions
- Cable Section Replacement for Faulty Circuits
- Reconstruction & Emergency Restoration
- Uninterruptible Power Systems
- Generator System Installation
- Preventive Power Maintenance Programs
- Equipment Relocations, Additions, & Alterations

MISCELLANEOUS MAINTENANCE : ↘

- Equipment Relocation
- Raising & Lowering of Equipment
- Cable Relocations





LIGHTING CAPABILITIES & SERVICES) :↘

- Industrial and Warehouse Interior Lighting Solutions
- Hi-Bay LED Warehouse Lighting. (New & Retrofit Solutions)
- Hi-Bay Fluorescent Lighting. (New & Retrofit Solutions)
- High Intensity Discharge Lighting (H.I.D.) New & Retrofit Solutions
- Food & Beverage Industry Rated Lighting (GMP Compliant)
- Oil & Gas Listed Lighting (XP, Oil, & Dust Tight)
- Lighting Audits with Payback Analysis (ROI)

COMMERCIAL / OFFICE ENVIRONMENT LIGHTING :↘

- Interior Architectural Lighting, Incandescent, Fluorescent and New LED Lighting Solutions.
- Direct / Indirect Lighting.
- Atmosphere Lighting.
- Classroom Lighting.
- Dimming & Lighting Control Systems
- Retail Store Lighting.
- Low Voltage Lighting Solutions.
- Decorative Lighting.

EXTERIOR LIGHTING :↘

Parking Lot / Pole Lighting. Maintenance, Repair, Installation, & Retrofit.

Municipal Street Lighting.

Parking Garage Lighting.

HID, Metal Halide, High Pressure Sodium, Mercury Vapor, & LED Lighting.

Maintenance, Retrofit, Installation, & Repair.

Underground Cable Repair or Replacement.

Sports Lighting (Baseball, Softball, Football, Soccer, etc....)

Lighting

For a cost-effective and innovative lighting solution, our design and installation services include a variety of customized choices, with a wide range of Consultants and Designers.

Southern Electric. has strived to be the lowest cost provider of quality lighting installations to our customers.

Southern Electric is well positioned to offer customers complete turnkey services from design to installation as well as emergency maintenance and repair.



Project Management

THE PROJECT MANAGER IS THE CENTRAL CONTACT FOR ALL PROJECT NEEDS AND EXPERIENCED AT MANAGING COMPLEX DEVELOPMENT PROJECTS. SOUTHERN ELECTRIC PROVIDES A HIGHLY QUALIFIED AND DEDICATED PROJECT MANAGER TO EACH CLIENT. IN ADDITION TO HELPING CLIENT'S SCOPE ON PROJECT NEEDS THE PROJECT MANAGER IS RESPONSIBLE FOR:

- Schedule Development
- Project Team Selection
- Budget Maintenance
- Build Communication Strategies
- Tracking Project Progress
- Status Reporting

Project Management discipline, expertise, and successful execution leads to project success for Southern Electric. Our demand for having the best trained Project Managers and contractor management services in the business equates to well-run project and maintenance sites for our clients.

Our goal is to have a seat at your "planning table"—adding valuable and insight to the entire construction process at this critical time.

With our partnering process, and project or maintenance experts in the Electrical, Instrumentation, & Controls Arenas, we at Southern Electric welcome the chance to offer our expertise with project planning, design arrangements, layout, pre-engineering, control Architecture, cost estimating, and project management services.

PROJECT MANAGEMENT & CONTROLS

Project & Maintenance Scheduling

Project or Maintenance Scheduling is not a one-time act, but rather is a living and breathing work process by which we live by. The schedule document which is utilized is one of our greatest and most valuable streamlining, planning, communication, and measurement tools.

Southern Electric uses the most up-to-date scheduling software packages and dedicated expertise to schedule projects. Project managers can complete multi-week look-ahead schedules and weekly progress updates for our clients.

Client Communication & Updates

We prefer to not surprise our clients, unless of course, it's a good surprise. We accomplish this with consistent communication and updating of critical data to make a project successful. Weekly progress updates help keep us on track with the rest of the project.

Our intent is to proactively identify open items or issues and offer solutions and answers as these issues arise. Specifically utilizing web based collaboration software we can keep our clients in communication at all times.

Project Controls

Construction project personnel utilize our scorecard system to know weekly how the projects are performing on several key control points. Purchase orders and man-hours are maintained daily to ensure that current information is always available.

Lean Construction Methods

Our project delivery team uses Lean Methods to provide clients with the greatest productivity possible.

This includes offering the most efficient on-site footprint with the use of vendor and supply chain management skills that leverage offsite material staging and Just in time (JIT) material delivery. We maximize value provided to our clients by eliminating non value added activities.



Control Panel Systems

For over 25 years, Southern Electric and our electrical and control panel fabrication division has been capable of meeting our customer's needs in engineering, design and fabrication. Our custom control panels and system assemblies range from small single junction box assemblies to multiple enclosure PLC and DCS systems. Our panel fabrication division has over 10,000 square feet allowing us to provide inventory, fabrication, staging, factory testing and shipping even the largest panel systems.

OUR CAPABILITIES INCLUDE :

- Junction Box Assemblies
- Control Panels
- PLC Systems & DCS Systems
- Single & Multi-Loop Control System Panels
- Custom Fabrication Panels
- Designing, Fabrication, Testing, Installation & Labeling



**508A
INDUSTRIAL
CONTROL PANEL
FABRICATOR**

Southern Electric's network of contract Programmers, Integrators, panel builders and staff has the knowledge, skill, and proficiency to have designed, programmed, and commissioned state of the art process control systems for a large number of major industrial and commercial clients in the food processing, alternative fuel processing, chemical processing and multiple manufacturing processes. Southern Electric ensures that your order is ON-TIME, EVERY TIME!

Southern Electric and Controls, LLC
44 Volunteer Blvd
Jackson, TN 38305
Ph (731) 660-5980 Fax (731) 660-9158

www.southernelectric.net

A Few Satisfied Customers Include:

- Wal-Mart Construction
- H+M Construction Inc.
- Gray Construction
- EMJ Construction Inc.
- Ra-Lin Construction
- TD Farrell Construction
- Messer Construction
- Fisher Construction
- Linkous Construction
- Carhartt
- Brasfield Construction Co.
- Celotex Corp.
- A&K Construction
- Allen Searcy Builders
- SM Wilson Construction
- Hensel Phelps Construction
- Wright Medical Technologies
- Nike
- Gerdau Ameristeel
- Adidas
- Ross Stores
- Tractor Supply Company
- Macy's
- Volkswagen
- Academy Sports
- Occidental Chemical Corp.
- Jacobs Engineering
- Hemlock Semiconductor
- Macy's Logistics
- Union University
- Dick's Sporting Goods
- Academy Sports
- Element Aluminum
- Walgreens
- Hilton
- Lowe's Distribution
- Home Depot Distribution
- Nestle Waters North America
- Sherwin Williams
- USPS Bulk Mail Center
- Tenova Healthcare
- Methodist Hospital
- LeBonheur
- Nissan North America
- Toshiba North America
- QVC
- Yamakawa
- BMW north america
- Norandal
- Williams Sonoma
- Crocker Construction
- Maytag
- First Bank
- Staples
- Fed-Ex
- Kroger/Ruler Stores
- Printpack
- Target
- McLane Foods
- Jackson Madison County General Hospital
- Fingerhut
- Yamakawa
- ThyssenKrupp
- Chattanooga Seating Systems
- UGN
- International Paper
- Belle Heath Elementary School
- ARCO Construction



SOUTHERN ELECTRIC

COMMERCIAL - INDUSTRIAL

DESIGN BUILD

Southern Electric and Controls, LLC
44 Volunteer Blvd
Jackson, TN 38305
Ph (731) 660-5980 Fax (731) 660-9158

www.southernelectric.net