Standard Electric Stays On Course With Job Control

Howard Lomen,
Manager of Quality and Information Systems
Standard Electric

In the executive suite and on the distribution center floor, total quality management has become a beacon guiding corporate activities from coast to coast. To Howard Lomen, Manager of Quality and Information Systems at Standard Electric, job control is an indispensable element in their quality system. Using the sophisticated Array Job Control module, they are able to satisfy the project management needs and expectations of major customers.

Lomen possesses intimate knowledge of process issues affecting the electrical supply industry. Hired six years ago to implement the ISO-9002 structure at the Wilmington, Massachusetts-based company, he used Array to help Standard become one of the first electrical distributors in the nation to earn ISO certification.

Navigating Deep Waters

With annual revenues in excess of of $100 million and locations in New England and California, Standard Electric Supply Co. is a prominent player in the electrical distribution marketplace. The bicoastal supplier uses all of the core functions in the Array system to manage its business operations. "We use most of the modules, day in and day out, and have from the very beginning when we came on board in 1993," says Lomen.

But Lomen believes the job control feature delivers one of the greatest benefits to his company. "The module allows us a unique ability to manage large, complex, multimillion dollar projects. Standard is a major supplier to Boston's third harbor tunnel and underground interstate system, the largest and most difficult highway project ever undertaken in an American city. "Without the Job Control module we would not be able to effectively support projects like these."

Finding a Safe Harbor

Array's advanced computerized quotation function helps electrical suppliers improve their productivity by precisely quoting complex jobs to contractors faster and more easily. When a large electrical job is awarded to a winning bidder and the supplier is notified, the Array Job Control System manages the project. However, Lomen recognizes that job control is an elusive concept. "It's a tool that's frequently and easily misunderstood," he says.

When bidding on projects, Lomen cautions that there is a big difference between price and cost. "It isn't necessarily about the cheapest price. It's about the lowest cost of doing business," he says. "If we can assist the electrical contractor in managing projects through the use of the job control tool, the overall cost of those projects drops. They have fewer errors. And they have less need to expedite, follow-up, and check on things because we do those tasks in-house for them using the job control system." Most importantly, according to Lomen, "What Job Control does is cause all concerned to do things right the first time."

Array is a total information technology solution for the wholesale distribution industry from Trade Service Systems. With over 30 years of distribution and IT experience, Trade Service Systems helps you take your business from the Warehouse to the Web. Trade Service Systems' solutions allow you to professionally manage every aspect of your business by tracking and managing costs, putting in place a strategic pricing plan, taking control of your inventory and calculating the value of your customers. Turn your business data into valuable information and make informed, strategic management decisions that resulting in a better bottom line. In addition to the best software solution for distributors, TSS offers an ongoing partnership to help distributors grow, compete and succeed. Contact TSS to discuss a solution that's right for your business.

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