



# services and solutions

FOR EVERY CUSTOMER



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## Viking Electric has a tradition of leadership in the electrical distribution industry.

Viking Electric is a market leader serving the Upper Midwest electrical industry, distributing quality products from over 400 manufacturers. We are a dedicated team of associates serving the needs of our customers by providing exceptional service and innovative solutions.

Viking Electric was founded in 1964 in St. Paul, Minnesota and is proud to be a part of Sonepar, a global leader in electrical material distribution. In our work, we think globally and act locally.

***Our Mission*** is to use our knowledge, skills and passion to craft and deliver exceptional services and logistical solutions for our customers.

# ABOUT VIKING ELECTRIC

## A Dedicated Team

The Viking Electric team is dedicated to your team – sales associates, credit analysts, warehouse associates and delivery drivers on a mission to partner with you for your success.

## Will Call Counters

For your convenience Viking Electric has Will Call counters at all locations. You will find job site essentials and tools plus access to a full warehouse of inventory. Knowledgeable sales associates are available to answer your questions and pick/pack your orders. Get in and out and back to your job quickly.

## Emergency After Hours Service

Viking Electric has emergency after hour service available.  
**Call 833-Viking-9 (833-845-4649)**







## DELIVERY

Our fleet of trucks covers 3.8 million miles each year, delivering to jobsites and transferring product between our locations.

## Delivery

Whether it's full lifts of conduit, large wire reels, pallets of raceway or just the everyday essentials, Viking Electric delivers when you need it.

- Deliveries are available both morning and afternoon via dock, Moffett and boom trucks.
- Viking Electric's delivery options with completely integrated real-time tracking system ensure that you have the products and components you need, when you want them. We'll deliver by pre-specified zone, building or floor so you get material exactly where you need it.

All of our delivery drivers are Viking Electric associates. They "go the extra mile" to make sure merchandise is delivered on time and in good condition. (Our fleet of trucks covers 3.8 million miles each year delivering to jobsites and transferring product between locations.)

When you need full lifts of conduit or large wire reels delivered to your site, rely on Viking Electric's Boom Truck. Material can be placed where you need it! Eliminate the need for extra equipment or manual unloading at the job site.

In the seven county Minneapolis/Saint Paul area, Viking Electric has a truck-mounted Moffett forklift available for deliveries. The Moffett forklift enables us to unload material quickly and then deliver anywhere on a job site - even when conditions are challenging.







## STAGING/STORAGE/LOGISTICS

Viking Electric is here to help cut your project costs and meet your production schedule.

# STAGING/STORAGE/LOGISTICS

## Staging & Storage

Viking Electric recognizes the importance of reducing product damage and theft, ensuring that your project components are safe and secure. With this in mind, we offer secure product storage, repackaging and repalletizing, product sorting and materials staging services. In addition, we can provide technical support and real-time detailed reporting for deliveries and material usage. These services allow your electricians to be more productive by spending less time moving material around on the job site.



## Materials Handling & Organization

Viking Electric can open boxes, dispose of and/or recycle waste, and collapse skids which saves time and money, and improves productivity in the field. Reduced waste decreases disposal time while supporting LEED and Lean Enterprise methods. We also offer custom weighing and repalletizing to meet job site restrictions. Job site material can be separated and labeled by work area prior to delivery; you receive your products according to your specific order of installation or installation schedule.

## Inspection, Freight Claims & Returns

Viking Electric's supplier relationships contribute to successful and swift completion of freight claims, which we complete on your behalf. Many common jobsite restrictions can be avoided when we accept your material at our facility. This allows us to receive the material, regardless of weight and size, from all transport vehicles; semi-trailer, box truck, flatbed, lift gate, etc. Upon receipt, all material is verified for accuracy and condition. Any product damage is documented immediately and reported to the respective manufacturer so replacements can be ordered.









# STAGING/STORAGE/LOGISTICS

## Kitting

Our in-house kitting service centers can assemble numerous single components into a single part number or “kit” that allows you to coordinate the delivery of your project inventory and meet your production schedule. These customer-specific, pre-packaged kits provide for ease of organization and installation.

Kitting can reduce lead times, inventory investments and transaction costs. Receive your products packaged together for efficient and orderly assembly or installation by machine, by section, or by sub-assembly. At certain locations, Viking Electric also can perform a variety of light duty services including control panel assembly, enclosure modifications, circuit breaker modifications, din rail cutting, fixture whip assembly, and more.

## Fixture Carts

Reduced labor time for receiving, transporting and installing fixtures and components is just one of the benefits of project lighting carts. Viking Electric’s light fixture carts provide a convenient way to receive and transport multiple light fixtures on the job site. These carts can be delivered and placed on the job site according to floor, wing or room.

In addition, we can remove and recycle product packaging before it reaches the job site, which can help increase your productivity and reduce waste. Viking Electric light fixture carts can carry most types of lighting fixtures and components including troffers, recessed cans and trims, emergency exit fixtures, surface mount linear fixtures, under-cabinet fixtures, and many more.

## Secure Job Boxes

Viking Electric also offers lockable job boxes for added security of your materials, and their inventory is customizable according to the unique needs of your business. For added convenience, use our eFill inventory management solution to keep your boxes stocked with material. Both options can help you obtain points for LEED certifications by offering a significant reduction in packaging waste in the field.





## PROJECT SUPPORT

Viking Electric product specialists are here to assist you and help keep your projects running smoothly.



# PROJECT SUPPORT

## Product Specialists

Viking Electric's Product Specialists are here to assist you and help keep your projects running smoothly, efficiently and on time. Your project is our priority.

### Lighting (p. 12)

Fully knowledgeable on the latest lighting concepts and products, our lighting specialists' expertise includes indoor and outdoor lighting applications for residential, commercial and industrial projects.



### Switchgear (p. 14)

Receive assistance, from conceptual one-line diagrams through complex project management, from our switch gear specialists.



### Data Com (p. 15)

Our data com specialists apply BICSI, RCDD and CEDIA principles to develop the design and specifications for your technology solution.



### Automation (p. 15)

Viking Electric's automation engineers are highly trained in modern application engineering. Our team will assist you from conception through commissioning.



### Tools & Safety (p. 19)

Our tool specialists will make sure you have the right tool for the job. They can provide your company with labor saving solutions to help you manage a safer, more efficient and competitive business.



### Digital Solutions (p. 23)

These helpful resources can provide guidance for, and assistance with, all of Viking Electric's eBusiness Digital Solutions.



## Lighting Solutions

Viking Electric offers you the complete lighting solution for your project. Whether you are looking at replacing a few lamps in your facility or designing the indoor and outdoor lighting for a new building, Viking Electric will be there to make sure you get the best value for your lighting dollar.

### Support Team

When you place your lighting order with Viking Electric, we assign a dedicated Lighting Project Manager to support you during all phases of your lighting project. Our lighting experts will help you select the correct lighting solution to satisfy your energy and safety concerns, manage submittals and approvals from start to finish, and highlight project requirements and key concerns prior to the release of orders. In addition, we will proactively resolve issues that impact productivity, monitor the project's expected delivery date and billing, and communicate relevant information in a timely fashion.

### Planning and Coordination

Our team is committed to working with you to meet the demands of your project from beginning to end. We're here to understand your needs and expectations, and help develop a project timetable.

### Design

Fully knowledgeable on the latest lighting concepts and products, our lighting specialists' expertise includes indoor, outdoor, and sports lighting applications. Projects include residential, commercial, industrial and hazardous locations. We will help you create a lighting solution and support the design with industry leading software and design tools such as AGI and AutoCAD. In addition, we can provide light level documentation as well as energy consumption estimates for your documentation.

### Audits

Viking Electric will work with you and your utility representative to offer the most efficient solution for your requirements. We strive to offer an energy efficient lighting upgrade supported by the highest utility rebate available.

### Retrofit Solutions

Viking Electric partners with quality manufacturers providing products that meet your performance specifications with warranty support. Working with our experienced lighting team ensures that the products selected will perform to your expectations now and in the future.

### Control

Realizing that energy efficient, quality lighting leads to savings, Viking Electric offers expertise in occupancy and daylight harvesting control to complete the equation. Our product recommendations are supported by application experience and documentation, which assures you maximum savings.

### Programming and Commissioning

Viking Electric carries a variety of white and color-changing LED fixtures. Our lighting experts can help turn your project into reality by assisting you with product selection, application, programming and start-up. We continue to support your installation after the sale to ensure you are satisfied with your purchase.







## Switchgear

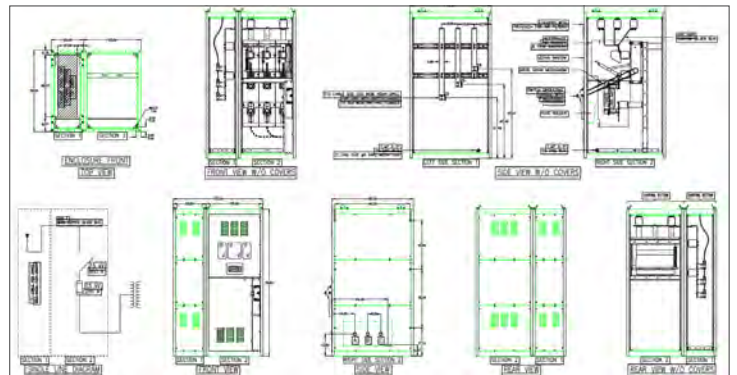
At Viking Electric, we understand that every job presents its own challenges and there is no typical cookie-cutter solution to your switchgear projects. Now more than ever, you need reliable and safe performance from your electrical distribution systems. Our combination of switchgear product and service solutions can help you control your operational costs, increase system safety and reliability, and improve your competitiveness and your bottom line.

### A Dedicated Partner

When you place your switchgear order with Viking Electric, a dedicated Switchgear Project Manager is assigned to support your switchgear project. Your Project Manager will help you develop a project timetable, define your needs and expectations, monitor the project's expected delivery date and billing, and help resolve issues that might impact job site productivity. This ensures that your gear is delivered on-time and meets your expectations.

### Life Cycle Support

Whether it's new building services, existing service upgrades or managing ongoing jobs - Viking Electric can provide the knowledge, resources and processes to meet your project needs. That commitment doesn't stop once your project's gear is installed and operational. Viking Electric brings the necessary insight and experience to respond to your needs over the entire life cycle of your electrical and mechanical systems.





# PROJECT SUPPORT

## DataCom

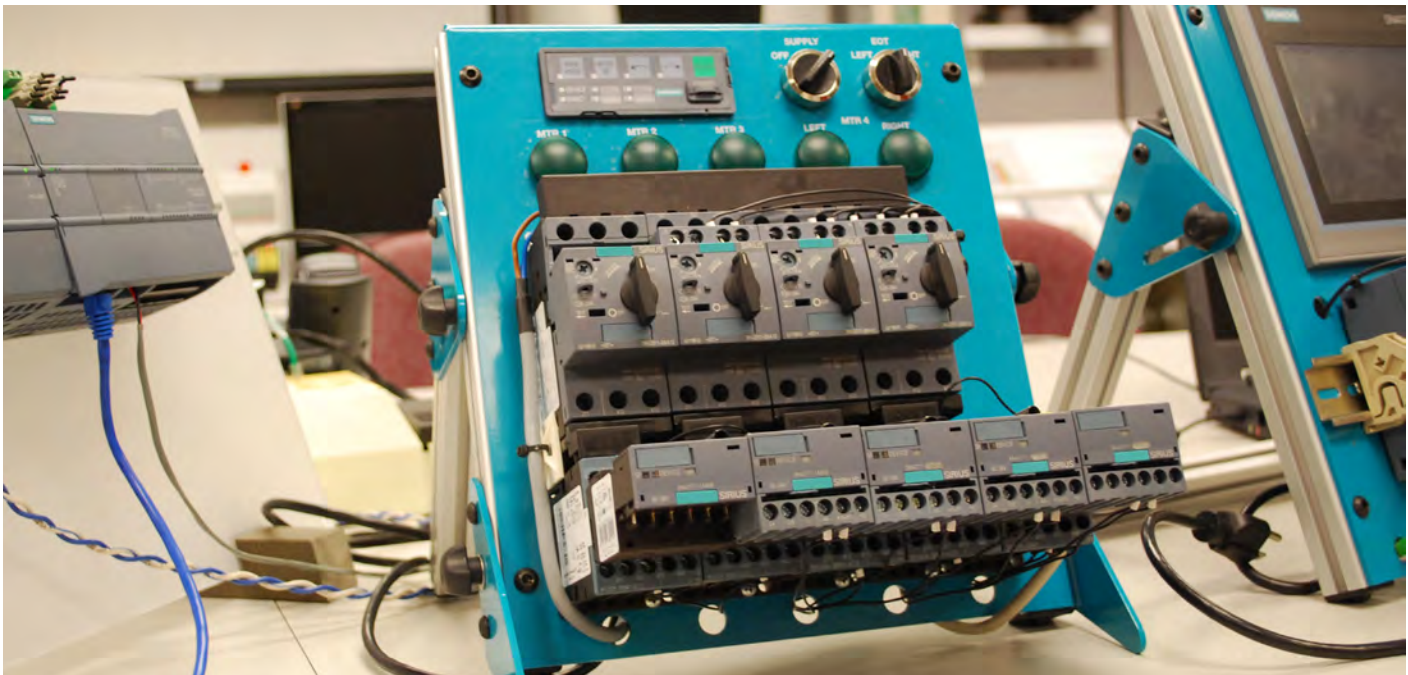
Viking Electric can help navigate your company through the ever-changing landscape of technology. Our dedicated datacom team is best-in-class when it comes to providing solutions for many technology applications including low voltage systems for residential and light commercial projects; home and lighting automation; residential systems control; HVAC, CCTV, appliances, intelligent lighting and safety; security systems and video surveillance for home and office; audio & video systems for home and small businesses; and copper, fiber and wireless connectivity solutions.



## Automation & Drives

When you contact the Viking Electric automation team, we will provide the support and products necessary to run your plant or build your equipment. Our Automation Specialists are highly trained in modern application engineering, and can help you identify, troubleshoot and repair automation, instrumentation, and controls systems.

In addition, we routinely develop process/system improvements, and identify opportunities for preventive and predictive maintenance for new and existing automation or controls systems. Our team of experts will assist you from conception through commissioning and deliver solutions that will make your company, your plant, and your production floor more productive.





## MODIFICATION SUPPORT

Customer-specific solutions for efficient and orderly assembly and installation.



# MODIFICATION SUPPORT

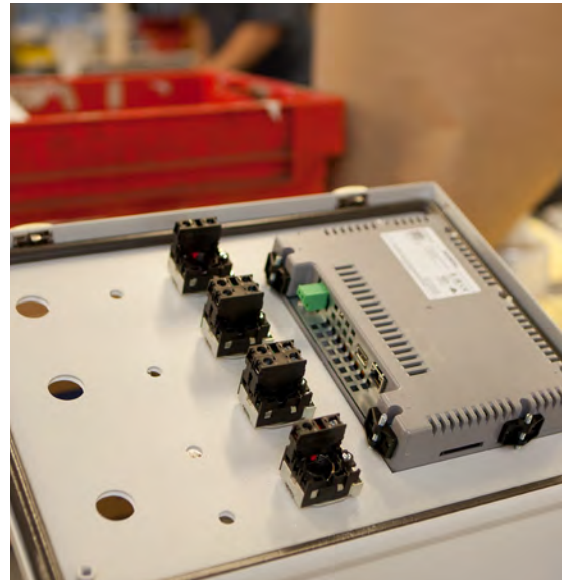
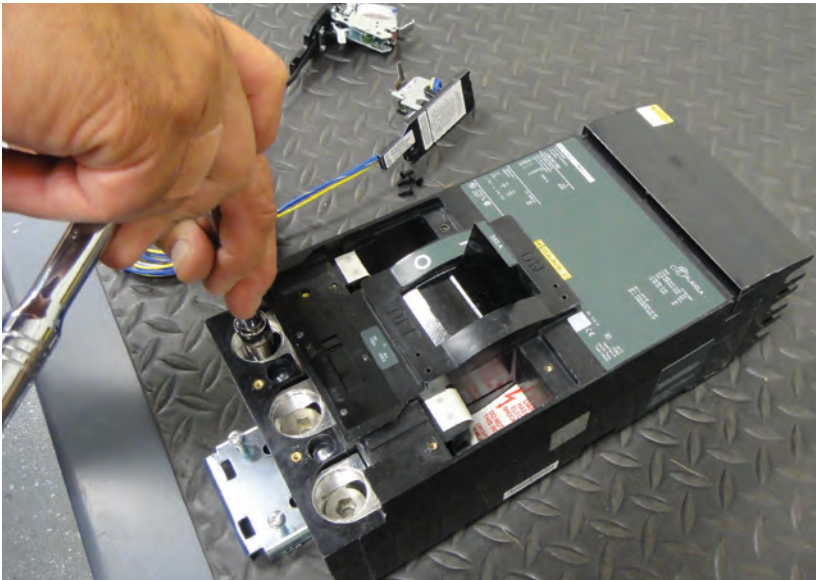
## Solutions Center

We employ full-time, onsite associates dedicated to modifications and available for general light duty assembly services. You will receive your finished assemblies just in time, allowing you to focus on your core competencies and satisfy your customers.

Whether you need assistance with installations, engraving, or panel modifications, our Solutions Center is here to help. *Contact your sales representative for more information.*

### Custom modifications available to you include:

- Circuit Breaker Modifications
- Control Panel Assembly
- Din Rail and Wire Duct Cutting
- Enclosure Modifications
- Engraving and Custom Labeling
- Fixture Whip Assembly
- Kitting
- Panelboard Modifications and Assembly
- Printing Services
- Product Modifications
- Terminal Block Assemblies
- Wiring and Wire Harnesses
- Wire Cutting, Stripping, Terminating and Labeling





## TOOLS & SAFETY

Trust that Viking Electric can help with all your tool repairs, glove testing and arc flash safety.



# TOOLS AND SAFETY

## Tools & Safety

The best way to get every job done right is to start with the right tools and focus on safety. Viking Electric has everything from hand and power tools to hydraulic benders and everything in between including Personal Protective Equipment (PPE). In addition, we have the resources to help you get your work done efficiently and safely!

### Tool & Safety Specialists

Our Tool & Safety Specialists are here to answer your questions, help you find the tools that you need, and keep you up to date on the latest time and money-saving products. They can provide your company with labor saving solutions to help you manage a more efficient and competitive business.

### Expert Tool Repair

Viking Electric can handle your tool repair needs for all major brands of power tools. We can also help with repairs and calibration for various brands of meters. Simply drop off your tool or meter at your local Viking Electric Will Call location, and let us handle the rest. We'll let you know when your tool is ready to be picked up or we can arrange for delivery to your shop or jobsite.

- Next day pick up
- Delivery to your shop or jobsite
- Quick turn-around time
- Warranty repair

### Glove Testing

Glove testing should be performed every six months. Drop your gloves off at any Viking Electric Will Call location and let us handle the testing process for you.

### Arc Flash Safety

Viking Electric carries the latest in arc flash safety equipment including complete arc flash safety suit kits. These kits include full arc flash safety coverage with a TCG hood, bibs, and coat. Arc flash safety gloves are purchased separately and available at Viking Electric.





## WIRE HANDLING & CABLE SOLUTIONS

Viking Electric prepares wire to your specifications, cut to your required length, and packaged how you need it.

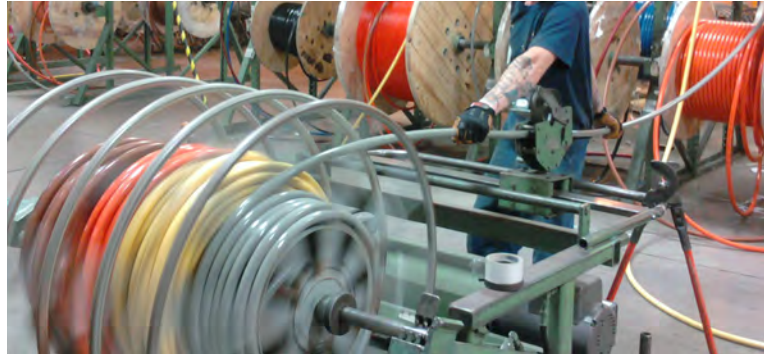


# WIRE HANDLING & CABLE SOLUTIONS

## Wire & Cable Solutions

You have specific wire and cable needs for every project and with full master reels in our warehouses Viking Electric has the capacity to be flexible. With a full range of colors in both copper and aluminum, direct burial, flex, cord, metallic and non-metallic liquidtight, and more, we have it all.

- Custom wire/cable cutting
- Custom packaging
- Spooling
- Hand coiling
- Paralleling
- Wire reels
- Cable pulling grip assembly
- Wire whip pre-assembly



## Paracombo Wire Reels

Viking Electric paracombo reels bring safety, labor savings and productivity to a new level. Combine a wire reel and stand into a single unit part number (VIK PARACOMBO) with the added convenience of a free-spinning ground compartment.

- Two inch diameter solid steel shaft
- Cam roller bearings allow for easy reel payout
- Shaft safety locks with locking pin
- Maximum reel weight of 5,000 lbs.
- Four independently spinning wheels
- Easily moved with a pallet jack or fork lift
- Holds 4 colors of wire, plus ground wire
- Safe, solid base eliminates tipping hazard





## DIGITAL SOLUTIONS

Viking Electric's suite of eSolutions is here to improve your productivity and your bottom line.



# DIGITAL SOLUTIONS

## **eSolutions**

Viking Electric's eSolutions are built to improve your productivity and your bottom line. Leverage these tools to transform your business – we'll be there every step of the way.

### **eBusiness Specialists**

Our Specialists are here to provide guidance and assistance for all your digital solutions questions. Viking Electric eBusiness Specialists have the expertise and knowledge to support you.

### **VikingOnline**

VikingOnline is our one-stop, convenient, online source for information and order placement. Search and order supplies – all in real time. Get pricing on product any time, check invoice history order statuses and manage multiple BOMs with the new Multi-Cart Function. VikingOnline allows Viking Electric to work for you 24 hours a day/7 days a week.

### **Mobile App**

The Viking Electric mobile application makes your job easier. Check prices and availability, search items, place orders, create lists of products that you order most, view specifications and invoices, and much more. With access to more than 30,000 inventory items in the palm of your hand.

### **eFill**

eFill is Viking Electric's user-friendly, flexible and affordable answer to your inventory management challenges. eFill works for any size bin management/keep-fill program and allows you to transmit directly to Viking Electric's order system with easy-to-use scanning technology. Combine eFill with our lockable job carts to more efficiently manage job site supplies.

### **eLink**

eLink is a method of collecting order entry and/or quotation data from your estimating, purchasing or Material Resource Planning (MRP) system and importing it directly into a quote or order with Viking Electric.

### **eTrack**

eTrack is a reporting tool to help Project Managers keep track of product quantities used on projects. Give us your stock product bill of materials, and we'll report back to you on a scheduled basis how much product you've purchased.

### **eQuote**

eQuote makes accessing, managing and processing your vital cost quotes simple and easy. Your information is stored online, so you have 24/7 access to your quotes via the Viking Electric website or mobile app.

### **EDI & Punchout**

If you use EDI, Punchout or another eProcurement platform, Viking Electric can help. We integrate with most major trading partners.

# CONTACT US

You've seen the services and solutions  
we offer, now let us help!

**[vikingelectric.com](http://vikingelectric.com)**

**Emergency After-Hours: 833-845-4649**

