

CASE STUDY · ELECTRICAL CONTRACTOR · CUSTOMER MANAGED INVENTORY

More Profitable Projects. Five or Six POs a Week Down to One. Two Hours a Day Back.

COMPANY	INDUSTRY	INVENTORY MANAGED	SUPPLIED BY
M&L Electrical	Electrical Contracting	Job trailers & service trucks	Graybar (consignment)

"In the past, I spent at least two hours a day personally counting materials for the next day's jobs. With eTurns it only takes me five minutes every two weeks — and it gives me usage, quantity on hand, min/max levels and much more."

— JASON BARRON, FIELD OPERATIONS MANAGER, M&L ELECTRICAL

M&L Electrical manages point-of-use material on job trailers and service trucks with Graybar SmartStock Select, powered by eTurns TrackStock — replacing hand counts and guesswork with scan-based usage tracking, min/max replenishment, and vendor-owned consignment inventory they only pay for when it is consumed.

THE PROBLEM BEING SOLVED

For an electrical contractor, material on a trailer is cash sitting still. When nobody knows exactly what is out there, the safe move is always to buy more — and that is what M&L was doing.

Inventory was hand-counted and material needs were estimated by eye, so every job started with an overbuy. Barron personally spent two hours a day counting for the next day's work, five or six purchase orders went out every week, and the overstock left at the end of a job stayed on M&L's books.

The team tried another supplier's inventory app first; it did not hold up in the field. They moved that business to Graybar for its expertise delivering VMI with eTurns TrackStock.

WHAT THEY NEEDED

- Real visibility into what is on every trailer
- Usage data accurate enough to trust
- Fewer POs and less order paperwork
- Consignment reporting both they and their vendors could trust
- More profitable projects by minimizing overstock

HOW SMARTSTOCK SELECT WORKS AT M&L

Scan-Based Usage Tracking

- Crews scan one QR code as material leaves the trailer — no clipboards, no paper
- Counting time cut from two hours a day to five minutes every two weeks
- Usage is captured by job, so spend can be costed to the project

Min/Max Replenishment & Alerts

- Min/max levels set per item; email alerts fire the moment stock hits minimum
- Suggested orders are built automatically from real usage — the team reviews and taps to send
- Orders adjust for forecasted job needs instead of last week's guess

One Weekly PO, Sent Through the App

- Five or six POs a week collapsed into one — an 83% reduction
- Integrated ordering to Graybar; emailed orders to any other supplier
- Less PO administration for M&L and a cleaner demand signal for Graybar

Consignment Inventory Vendors Trust

- Consigned material sits on the trailer; M&L pays only for what is consumed
- Accurate consumption reporting both sides rely on to settle the job
- Unused stock goes back to Graybar at job close instead of onto M&L's books

99%

less time spent managing inventory — 2 hrs/day to 5 min every two weeks

83%

fewer purchase orders — from 5-6 per week down to one

\$800-\$1,000

saved every week across material, carrying cost and PO admin

OPERATIONAL BENEFITS

For the Field Operations Team

- Counting is a five-minute task every two weeks instead of a two-hour daily ritual
- Current on-hand quantity is visible before the crew rolls, so trucks leave loaded correctly
- One QR scan records a pull — nothing to write down and nothing to reconcile later
- Barron's two hours a day go back into running jobs instead of counting boxes

For Purchasing & the Bottom Line

- One PO a week, generated from usage and sent from the app
- Buying matches actual consumption, ending the habitual overbuy on every job
- Consignment moves carrying cost off M&L and onto Graybar until material is used
- Usage by job feeds cost accounting, so material spend lands on the right project

For the Graybar Relationship

- Consumption reporting both parties trust makes consignment workable
- Clean, predictable replenishment demand instead of scattered rush orders
- Graybar became the supplier of record for this business on the strength of VMI delivery

MORE PROFITABLE PROJECTS

"eTurns makes our electrical projects more profitable because we can easily track consigned inventory, auto-replenish, get job costing, and give unused inventory back to the vendor at the end of the job. It keeps any leftover inventory off our books."

EFFICIENCY DRIVES PROFIT

"The efficiency of having processes with eTurns greatly increases profitability."

KEY TAKEAWAYS

- Inventory management time cut 99% — two hours a day to five minutes every two weeks
- Purchase orders down 83%, from five or six a week to one sent from the app
- \$800-\$1,000 saved weekly on material, carrying cost and PO administration
- Profitability up because unused material goes back to Graybar
- Trustworthy consumption reporting made consignment possible
- M&L moved this business to Graybar for its VMI expertise with eTurns TrackStock

WHY M&L RECOMMENDS IT

"I don't see how you could track consignment inventory with any degree of accuracy and ease without eTurns. We really value getting consignment inventory from our vendors, and I don't see how that could be possible without it."

"We eventually moved that part of our business to Graybar just because of their expertise in delivering VMI with the eTurns TrackStock app, which we knew we liked."

— JASON BARRON, FIELD OPERATIONS MANAGER, M&L ELECTRICAL

Get the same results on your trailers and trucks.

Talk to your Graybar rep about SmartStock Select — consigned or customer-owned, billed on replenish or on consumption.

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