

FROMM HELPS STAR DUST ELECTRIC ACHIEVE FASTER TURNAROUND TIMES FOR THEIR CUSTOMERS



“Working with Fromm has been great, and we look forward to working together for many more years.”

-Durwin Troyer
President
Star Dust Electric

Star Dust Electric is an electrical contractor serving residential, commercial, and industrial customers in Lebanon, Lancaster, Harrisburg, and Reading since 2000. They offer a wide range of electrical services, and being based in Central Pennsylvania has allowed them to develop a niche working in the agricultural and livestock community.

PROBLEM

In recent years, low-cost feed and a strong U.S. pork export market have provided Star Dust with a lot of electrical work on hog barns. While working on electrical services for the new construction of a series of barns, the company ran into an issue with its electrical supplier: the shipping times weren't fast enough. Star Dust needed pipe and wire, switchgear, and transfer switches to be delivered reliably and early in the workday.

SOLUTION

Star Dust's ownership contacted Fromm and explained they were interested in an electrical parts distributor that could provide faster turnaround times and quotes. A Fromm account manager visited Star Dust onsite and explained that, due to our daily local shipments, we could guarantee products delivered no later than 8 a.m. the next day.

RESULT

By working with a Fromm sales representative, Star Dust was able to get the parts and material it needed more quickly, ensuring a faster turnaround time for its customer. This resulted in the successful and on-time completion of the series of hog barns. Star Dust Electric's performance on the project was so well received that they were presented with additional hog barn construction project opportunities. Partnering with Fromm has not only allowed Star Dust to achieve a higher level of customer service but has also led to higher revenues.



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