

 FROMM

SERVICES







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FROMM

HISTORY

Founded in 1923 by Louis D. Fromm with four employees, Fromm's first headquarters was a converted row home in downtown Reading, PA with a garage serving as a warehouse. In 1961, the company moved into a four-story building to accommodate its rapid growth. In 1974, a 40,000 sq. ft. facility was constructed at 2101 Centre Ave. in Reading, PA, which became Fromm's present-day headquarters.

Since its founding, Fromm has become one of the leading electrical supply companies in the Mid-Atlantic Market, with strong continued growth potential. Now in its third generation of family ownership, the company maintains its commitment to employ the industry's most exceptional work force.

SERVICES

- Arc Flash Studies
- Asset Performance Management
- Control Panel Assembly
- Design-Build
- Energy Efficiency Consultation
- Industrial Automation Audit
- Inventory Management
- Job-Site Boxes & Material Handling Carts
- Lighting Design
- Lockout/Tagout (Loto)
- Material Kitting
- Network Evaluation & Design
- Product Repair & Remanufacturing
- Project Staging
- Thermal Audit
- Additional Customer Services
 - Training
 - Costars Participation
 - Emergency Services/
After Hours Availability

PRODUCTS

Fromm sells a complete line of electrical supplies, motors, drives and factory automation equipment from leading manufacturers like:

- Allen-Bradley/Rockwell Automation
- Eaton
- Hoffman Enclosures
- Hubbell Wiring Devices
- Signify (formerly Philips Lighting)
- ABB
- GE Appliances

CUSTOMERS

Fromm services a broad range of customers in the following market segments:

- Industrial
- Commercial Construction
- Residential Construction
- Government and Municipalities
- Export

LOCATIONS

Fromm operates 8 locations in Pennsylvania: Allentown, Bloomsburg, Honesdale, Lebanon, Pottstown, Reading, Schuylkill Haven, and Souderton. Fromm also has 2 Design Centers located within their Allentown branch and in Harrisburg.

NOT JUST A PRODUCT SUPPLIER, YOUR TRUSTED BUSINESS PARTNER

Fromm is your trusted partner for providing in-depth industry knowledge to achieve higher productivity and efficiencies, make smarter business decisions, and increase revenue on your bottom line. We offer insight and consultation in the industrial manufacturing space, as well as the commercial and residential construction markets. The following provides a brief overview of our consultative services.

ARC FLASH STUDIES

Fromm's arc flash protection solutions keep your employees more secure and reduce the risk of shutdowns and damage to your assets. Our team of experts is available to come to your facility to meet with you, review your needs, and develop a plan that includes assessing your facility to identify and label hazards. We also offer education workshops for your workforce on how and why arc flashes occur. Fromm will provide insight into hazard exposure and equipment-setting recommendations and mitigation solutions, providing you with a roadmap to be OSHA and NFPA 70E compliant.

ASSET PERFORMANCE MANAGEMENT

Our industrial services team can help you identify where your production lines are underperforming. We start by conducting an analysis of your plants physical assets and then work with you to implement proactive asset maintenance strategies designed to monitor your production and notify you of potential failures. Once the strategies are in place, our team will observe your factory automation and compare data that is fed back from the IIoT. Additionally, our team equips you to leverage smart equipment data that's fed through your Industrial Internet of Things (IIoT), enabling you to make smarter operational business decisions.

CONTROL PANEL ASSEMBLY

Industrial and OEM manufacturers often increase their inventory and labor costs by attempting to manage the inspection and assembly of control stations and marshalling panels in-house. Fromm's light assembly service can help your company get back to focusing on your core competencies. You maximize your efficiencies while our team inspects and assembles your control panels, NEMA and IEC components. We will organize all necessary products and then drill, tap, mount and install hardware and ship the completed assembly to your facility. We also offer design assistance and will build custom to your facility's specifications. We've completed assemblies and builds for a wide range of industries and applications. We'll get the job done quickly and accurately so all your team needs to do is the mounting and installation.



DESIGN-BUILD

Commercial and residential contractors utilize our design and application service to increase construction project efficiency while lowering costs and minimizing risk. Our team provides a single source of accountability throughout the design phase of your project. We take the burden off of you by coordinating, building budgets, estimating return on investment and providing the information you need to achieve the end result you're looking for on your project. Services may include site visits, review and completion of submittals and supporting documentation, and project drawings. Our team approach allows for greater flexibility in design, value-engineering considerations, and higher overall value.

ENERGY EFFICIENCY CONSULTATION

Our energy efficiency team can help your company begin to lower your energy consumption and operational costs by conducting an energy efficiency audit. We conduct an on-site survey of your facility to understand your power requirements and evaluate your current lighting systems and drive configurations. We then use those findings to provide a detailed summary of recommendations, including energy efficiency projects with estimated payback, as well as the rebates that are available through your regional utility company. Consider letting Fromm help you manage your energy costs while decreasing your green footprint.



INDUSTRIAL AUTOMATION AUDIT

When your automated production lines are experiencing inefficiencies, Fromm's industrial automation audit (IAA) will provide you with short-term solutions to your current processes while also forecasting and laying the groundwork for future process designs. During an IAA, our specialists monitor your lines, document how frequently disruptions occur, and determine the impact they are having on your overall operation. Our findings are presented in a formal report, along with recommendations on next steps and suggestions on how Fromm can help support your lines with spare parts inventory and the removal of parts that create additional overhead. Our approach uses predictive analytics to build strategies that eliminate unplanned downtime, maximize efficiency, and minimize your costs.

For Rockwell Automation customers, our IAA services include Installed Base Evaluations in which we'll conduct an inventory of every panel and storeroom in your facility and help you develop a strategy to prepare for your future automation needs based on which parts are active, mature, or discontinued.

INVENTORY MANAGEMENT

Minimize your facility's downtime by making sure you have the right electrical parts at the right time—without excess inventory. Fromm's inventory management services can help you optimize your inventory while saving time and money.

VENDOR MANAGED INVENTORY

Fromm's EPIC (Electrical Parts Inventory Control) on-site inventory management services include visits from our specialists to assess and document your storeroom inventory. They'll use this data as a jumping-off point to work with you on consolidating manufacturers, reducing SKUs, and organizing your storeroom. This service might include barcoding your inventory, helping you reduce manual labor and improve inventory accuracy. Our EPIC Exclusive services additionally include a dedicated service specialist for on-call product delivery, stockout prevention, and consignment agreements.

MOBILE STOREROOM & JOBSITE INVENTORY

We can also apply our EPIC services to jobsites where limited storeroom capacity necessitates trailers. We'll place our storeroom trailers conveniently on the jobsite to give your electricians quick access without having to take trips off-site.

ROCKWELL AUTOMATION PARTS MANAGEMENT AGREEMENT (PMA)

Decrease inventory costs while ensuring critical spares are always on hand with our parts management agreement for Rockwell Automation customers. Our team will help you identify spares best suited for a PMA, then work with you to keep Rockwell Automation-owned inventory at your facility to reduce downtime.

JOB-SITE BOXES & MATERIAL HANDLING CARTS

Increase jobsite efficiency and decrease storage costs by using Fromm's job-site boxes and material handling carts. These tools reduce the amount of time your electricians spend moving and handling material by having everything you need for a job in one convenient location, unpackaged and ready for installation. All carts are pre-stocked based on your project needs, and can be delivered, picked-up, and replenished. We offer five mobile storage cart designs for various types of electrical products, as well as a mobile power skid.



JOBSITE MATERIAL KITTING

Fromm's jobsite material kitting service can help you reduce labor costs by cutting the time electricians spend performing non-installation tasks, like gathering, organizing, and unpackaging rough-in and finishing materials. Our pre-packaged, pre-delivered rough-in and finishing kits come preassembled according to your spec, so your team has exactly what it needs to focus on installation. The kits can be assembled by room, floor, or building and will be released to your jobsite according to your project schedule. The assembled kits can come boxed and delivered on skids, or be used in association with our jobsite carts depending on your project needs.



LIGHTING DESIGN

From concept to installation, Fromm's team of expert lighting specialists will work with you on every stage of your project to guarantee your commercial, industrial, or residential lighting design and controls contribute to increasing worker productivity, maintaining area safety, increasing aesthetic value, and keeping your facility energy efficient while staying within budget. Our experienced team is available to provide guidance and expertise on both functional and style aspects of lighting design, regardless of where you are in your planning process.

From fixture selection to design and layout, including providing design plans and drawings on paper, our team can help you decrease installation and operational costs while helping you implement the latest in lighting technology. Our energy efficiency experts will work with you to ensure your lighting meets the desired lumens or wattage while keeping energy and operational costs low. Local and federal rebates and incentives are available to help offset the cost of installing energy-efficient lighting and our experts will work to identify potential utility rebates to help you start saving.

LOCKOUT/TAGOUT (LOTO)

Our team of experts is prepared to help you implement machine safety systems correctly and efficiently, keeping your employees safe and your facility compliant with OSHA 1910.147. Our experts will visit your facility to assess your machines and current LOTO procedures, then put together a written procedure outlining how to safely lockout each machine for maintenance. Our team will also install placards and procedure programming and help you train your workforce on how to use them. Unlike other companies, Fromm does not use proprietary LOTO software, meaning we give you full control over how you prefer to implement future LOTO procedures based on our recommendations. Our team is also available to perform annual LOTO audits to ensure your safety program stays up to date.





NETWORK EVALUATION & DESIGN

The ability for a today's manufacturers to link their enterprise and plant floor networks plays a significant role in their ability to compete and make informed decisions. Additionally, today's business leaders need to be concerned about cyber criminals that are crippling operations with ransomware attacks. Network security is critical, especially on plant floor connected machines that are commonly overlooked.

Fromm's network evaluation and design services offer a comprehensive assessment of your existing enterprise and plant floor network infrastructure and security. Fromm will deliver a report with high-level recommendations on network design to help you make better-informed decisions on how you can create a more robust and secure network. Our experts are also available to help you to create a documented network design and implementation plan to position your network for future upgrades while developing a strong foundation for the connected enterprise.

PRODUCT REPAIR & REMANUFACTURING

Fromm offers a comprehensive repair service for electrical, electronic, mechanical, servo, and robotic parts through Rockwell Automation for over 200,000 items from over 7,000 manufacturers. Product and equipment not manufactured by Rockwell is also welcome. In addition to facilitating repairs, our team will help you understand what was repaired and why, providing information designed to reduce your repairs over time, reducing risk and saving you money. We work to return your equipment to you as quickly as possible, so you can get your operation back up and running.

PROJECT STAGING

Our project staging service enables you to place a complete job order at the start of your project, and then schedule material releases from Fromm's warehouse according to your project schedule. This keeps your project on track while allowing you to focus on other critical tasks. Our team will coordinate with you to ensure your material shipments are delivered promptly, exactly when you need them. Upon delivery, Fromm will unload your materials at a convenient spot on your jobsite so that you don't have to waste time and resources transporting products as the job progresses.



THERMAL AUDIT

Save money and reduce downtime brought on by overheated enclosures. Enclosures trap heat generated by internal components, and this built-up heat can result part failure. Enclosures are particularly susceptible to overheating during the warmer months of the year. Fromm's Thermal Audit services can help you identify enclosures that are prone to overheating and provide you with recommendations on how to eliminate problems that result in production downtime or increased inventory costs. A specialist from Fromm will inspect every electrical enclosure in your facility or any enclosure that you specifically request analysis on. Every audit includes thermal scans of your enclosures and a personalized report of the audit's findings, along with recommendations designed to keep your specific application within optimal temperatures.

ADDITIONAL CUSTOMER SERVICES

TRAINING

The industrial automation industry never slows down or stops evolving. Fromm can help keep your workforce current on the latest technology and applications. Whether you're interested in one-on-one onsite training, a product demonstration, or a classroom tutorial, our industrial team is available to support and facilitate your team's continuing education. Fromm can also perform a training needs analysis to identify the specific types of industrial automation training your team requires and customize a performance-based training program that offers professional and continuing education credits.

COSTARS PARTICIPATION

Fromm is proud to be a participating supplier in the Pennsylvania Department of General Services (DGS) bid/contract program. COSTARS is the Commonwealth of Pennsylvania's cooperating purchasing program. The COSTARS approach to cooperative purchasing uses the purchasing power of local entities, to obtain more competitive pricing and choice than individual purchasers might be able to obtain on their own. Our participation is currently focused on bid/contract "COSTARS-8" (Maintenance, Repair, Operation Equipment & Supplies).

EMERGENCY SERVICES/AFTER HOURS AVAILABILITY

Our After-Hours Emergency Services are available to customers for those times when it's absolutely crucial to get the part(s) you need outside of our established operating hours. Call 800-360-3331 and press "4" to speak with an operator who will process your information and decide if it is necessary to speak with a Fromm associate (\$50 fee) and/or have us open a branch for you (\$100 additional fee).

PROUD MEMBER OF AD AND NAED.



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