

# The Difference is Attitude





**Professional. Responsive. Dedicated.**

## **The Difference is Attitude**

To consistently deliver projects on-time with quality workmanship, a professional attitude makes all the difference. At Interstate Electrical Services, having a responsive attitude is fundamental to the way we do business. It's reflected in our people's response to client needs, large or small; in our dedication to completing projects right the first time, and in our long-standing commitment to putting the client first.

The right attitude. Inspired by the belief that our client's success is our success. Resulting in long-term partnerships with our clients.



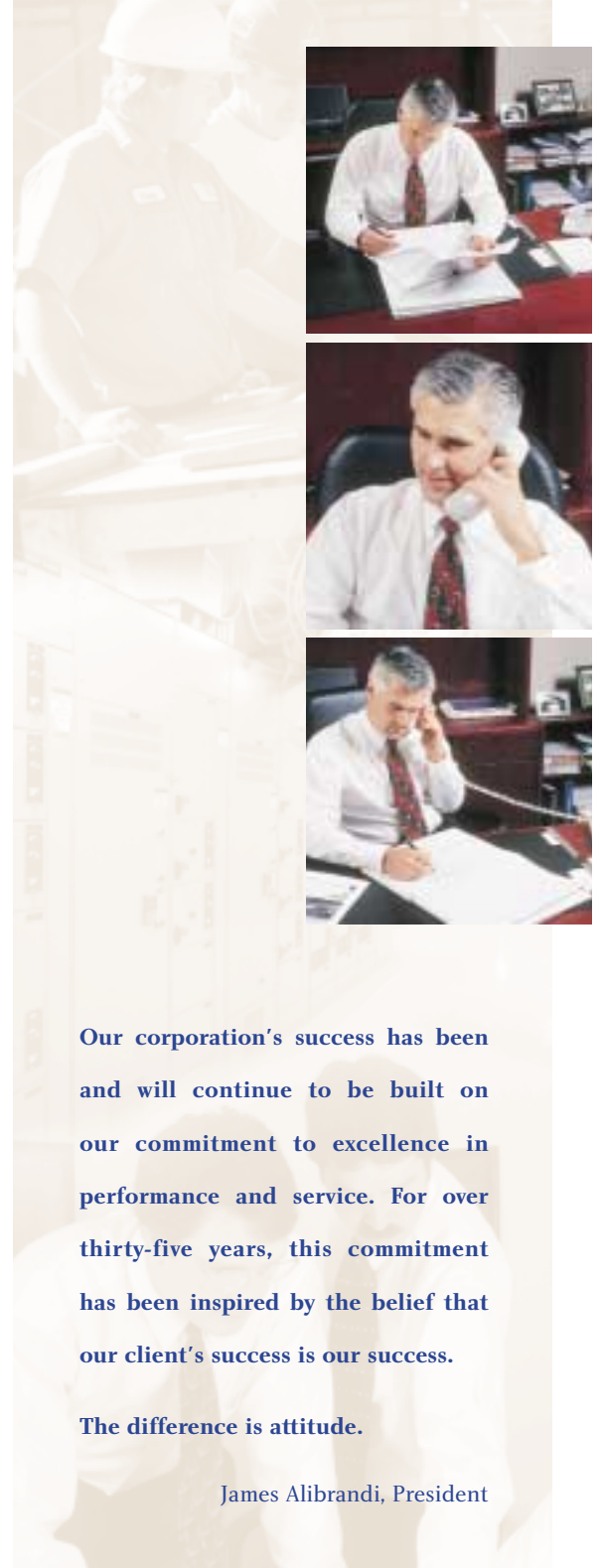
# Success Built on Excellence

Our commitment to excellence in performance and service for over thirty-five years has successfully built Interstate Electrical Services into New England's leading Merit Shop electrical and specialty services contractor for construction, services, network systems and controls.

At Interstate, our vision is clear: continuous focus on the fundamentals to achieve excellence in every facet of our operation. From start to finish, our professional project teams partner with you using their skills and training to:

- listen carefully to your needs and effectively fulfill them,
- be flexible and responsive to your changes,
- apply a solution-driven attitude to complex problems, and
- utilize the latest technologies and techniques.

Our well-trained, experienced project teams take pride in delivering quality work on-time, on-budget, and often exceeding client expectations. This consistent professional performance, coupled with our company's integrity, responsiveness and reliability, has been rewarded with our client's highest recommendation: repeat business.



**Our corporation's success has been and will continue to be built on our commitment to excellence in performance and service. For over thirty-five years, this commitment has been inspired by the belief that our client's success is our success.**

**The difference is attitude.**

James Alibrandi, President





## The People Advantage

At Interstate, our people are our most powerful advantage. Talented, well-trained professionals whose experience, expertise and motivation deliver results. Our project teams:

- respond to your needs, cost and schedule parameters from initial design through completion,
- do the project right the first time to generate on-time efficiencies and cost-savings, and
- are flexible, making changes quickly and correctly.



Our experience enables us to mesh the right skills and resources required for each project by:

- understanding your required results and working towards that goal,
- foreseeing and solving problems before they become a cost or schedule issue,
- working well under pressure to set budgets and meet tight deadlines, and
- assuring safety procedures are strictly enforced.





## Ready to Serve You Locally

Interstate Electrical Services delivers results to a wide range of high technology, bio-technology, commercial, institutional, health care, and industrial clients, large and small, from three full-service offices covering New England:

- **Interstate/Massachusetts**
- **Interstate/Northern New England**
- **Interstate/Southern New England**

Each of these permanent, regional locations support our long-term commitment to the local communities we serve and are structured to respond to your specific project requirements:

- Construction: design/build and pre-engineered installations of electrical and building systems
- Services: system installations, facility management, 24/7 emergency service
- Network Systems: LAN, WAN, fiber optic, telephone systems
- Controls: direct digital, HVAC, industrial process systems

Our local commitment is backed by the full resources of Interstate's dedicated and expert staff in estimating, engineering, management, purchasing and accounting to assure you of the most responsive, accurate and professional service.







# Judge Our Results

At Interstate, we're proud of a record that reflects:

- > relationships built on trust and respect: over 90% of our clients have rewarded our performance with repeat business,
- > a safety record continually scoring above industry standards,
- > award-winning projects recognized by the regional chapters of the Associated Builders and Contractors for Excellence in Construction, and
- > industry leadership in client and employee loyalty.

Interstate Electrical Services. Professional, responsive and dedicated to delivering excellence in performance and service. **The difference is attitude.**





**Building on Excellence for over 35 years**

**Material Handling**



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