



**EXCEL
ELECTRIC**



Doing It Right the First Time

continued next page...

EXCEL ELECTRIC

Continued from page A7

Three years ago, a talented and energetic entrepreneur made a decision to use his construction experience to start a company from the ground up. With a background in electrical contracting, from working in the field to co-owning a firm in New Jersey, this young self-starter began Excel Electric in 2009 with a passion to take his knowledge and experience of electrical contracting to the Richmond contracting community. Fueled by an absolute commitment to personal business ethics and integrity while pursuing new knowledge and expertise in all endeavors,

Excel Electric is a premier service company that is dedicated to excellence and positive relationship building which improves the well-being of employees, customers and business associates while improving the community.

Leaving New Jersey in 2006, Aaron Schkeeper decided that Richmond would be a better place to raise his family. Originally slated to start an electrical division for a local HVAC contractor, Aaron instead decided that by owning his own company he could bring his vision of an electrical contractor to reality, one that prides itself on family atmosphere where everyone pulls their own weight. Providing customers with the finest quality services, products, and workmanship at com-



Energy Capital

petitive prices was always part of Excel Electric's mission statement, but for Aaron and his company, it has always been equally important to be a family-owned compa-

ny that treats every employee as a family member. From its inception, Excel Electric has been dedicated to the production of quality work. Work which is value

engineered for the client at the least expenditure and is win-win for both their customers and the company. Some of the services provided by Excel Electric include:

- Design Build services.

- New construction.
- Industrial.
- Tenant fit-ups.
- New services.
- Fire Alarm.
- Automated building controls.

Continued on page A9

ck bosworth
construction, llc

We are proud to partner with Excel Electric.

14021 Netherfield Dr.
Midlothian, VA 23113

Phone: 804.836.2828 • Fax: 888.248.2250
www.ckbosworth.com



Energy Capital

EXCEL ELECTRIC

Continued from page A8

- Generator installations.
- Sub-metering.
- Parking lot lighting.

With all the services provided by Excel Electric, it is no surprise that customer service is a top priority. For owner and President Aaron Schkeeper, this is integral to their success. He explains, "For us at Excel Electric, it is important that our customers feel we are partners rather than a one time job solution. What we are going to do on every job is look out for the needs of our clients first and foremost, and they appreciate that. We go to each job for the benefit of the cus-

tomers, not for the paycheck. The end result is that we are building relationships, and that is more important to us than chasing money."

Of course it is all about what the client actually experiences that matters, and regardless of what the intentions are, if the end result is not their total satisfaction then words and effort become meaningless. For the team at Excel Electric, actions speak louder than words and then words reinforce their dedication to excellence. A few examples of client satisfaction bring testimony to how much Aaron and his team put their promise of client needs into action.

"I would like to express what a pleasure it has

Continued on page A10



NGA



Stony Point Shopping Center



Stony Point Shopping Center

We are proud to support Excel Electric



FarmBureauAdvantage.com
888.236.7716

EXCEL ELECTRIC

Continued from page A9

been to work with Excel Electric over the last couple of years. Aaron Schkeeper has a work ethic that impresses me and his knowledge of electrical issues and their solutions is extensive. Whenever Excel has worked on a project for my company there are no surprises or situations that I know of that they cannot handle. I look forward to working with him and his team because of the professionalism and competence they bring to a project."

Timothy Eells,
President of Energy Innovators LLC

"Excel Electric is a dependable partner for all of our work in the Virginia area. Their knowledge, insight, and experience allow us to stay on schedule in the fast paced and competitive retail construction environment. From the bidding phase through turnover, we can rely on Excel Electric to be fair, honest, and professional on every project. We look forward to a long relationship with Excel Electric."

Will Golden, Pine Street Carpenters, Inc.

"We have used Excel Electric on several projects ranging in size from only a few thousand dollars to over \$100,000. Aaron and his crews have always done an excellent job for us with high quality workmanship and on schedule. I would not hesitate to recommend Excel Electric for electrical projects in our facilities."

Charlie K. Group Engineer

"Excel Electric can boast many examples of projects that showcase their abilities, but the following are representative of recent jobs that Excel Electric has performed to the complete satisfaction of their clients."

Energy Capital Partners, Short Hills, NJ
The Walsh Company



Weight Watchers

This project was a 20,000 sq ft high-end TI in a premier class A office building. Project included Lutron dimming controls, electric blinds, and the short duration project with long lead material was especially challenging. Excel Electric's knowledge of

other trades and their efficient building techniques were required in order to complete this project in a timely manner.

Weight Watchers, 10 stores in VA.
Pine Street Carpenters.

These projects are part of the national remodel plan Weight

Watchers began in 2011. The last project is expected to be completed in April 2012. Excel Electric has teamed up with Pine Street Carpenters to complete these quick turn-around, fast paced projects. Typical project start to finish is 3 weeks.

ProCon, Arlington, VA
CK Bosworth Construction.

This was another high-end fast-paced project with long lead items. The project included data cabling, fire alarm and audio visual design/installation as well as new lighting and power.

Continued on page A11



ProCon

EXCEL ELECTRIC

Continued from page A10

Stony Point Shopping Center, Richmond, VA EDC

Complete facade renovation of Stony Point Shopping Center. This 1900 linear foot project included demo of existing lighting, all new lighting and signage for tenant spaces. Project was completed ahead of schedule.

Certainly a major reason that Excel Electric is so successful is the employees themselves. Excellent high-trained electricians that adhere to

the company philosophy of “doing it right the first time” allow them to handle almost any project. “We instill in our employees the importance of customer service. All of our technicians understand why they do not leave a project until the customer is satisfied.” states Aaron. Another major component to the company philosophy is adhering to timelines. “It is not uncommon for Excel Electric to get a job done even before a customer expects,” says Aaron. “This is something we strive for on every job and something all of our clients really appreciate.”

When looking at the

future of Excel Electric, it is not hard to imagine a long and fruitful success story based on a solid foundation of customer service and a company philosophy that permeates the entire staff, from ownership on down. Aaron sums it up best, “We want to grow the firm in a family atmosphere by continuing to let the customer know that we will always give 110%.” Based on his company’s track record of success and their dedication to customer needs, there is every reason to believe the name Excel Electric will always be a preferred electrician of choice to the contracting community for a very long time.



Serving: Richmond, Virginia and Surrounding Areas Like Mechanicsville, Glen Allen, Chesterfield and More



**Thank you to all who
have helped us
achieve our success!**

804-503-8777

**www.electricianrichmondva.com
excel.electric@hotmail.com**