

National Presence

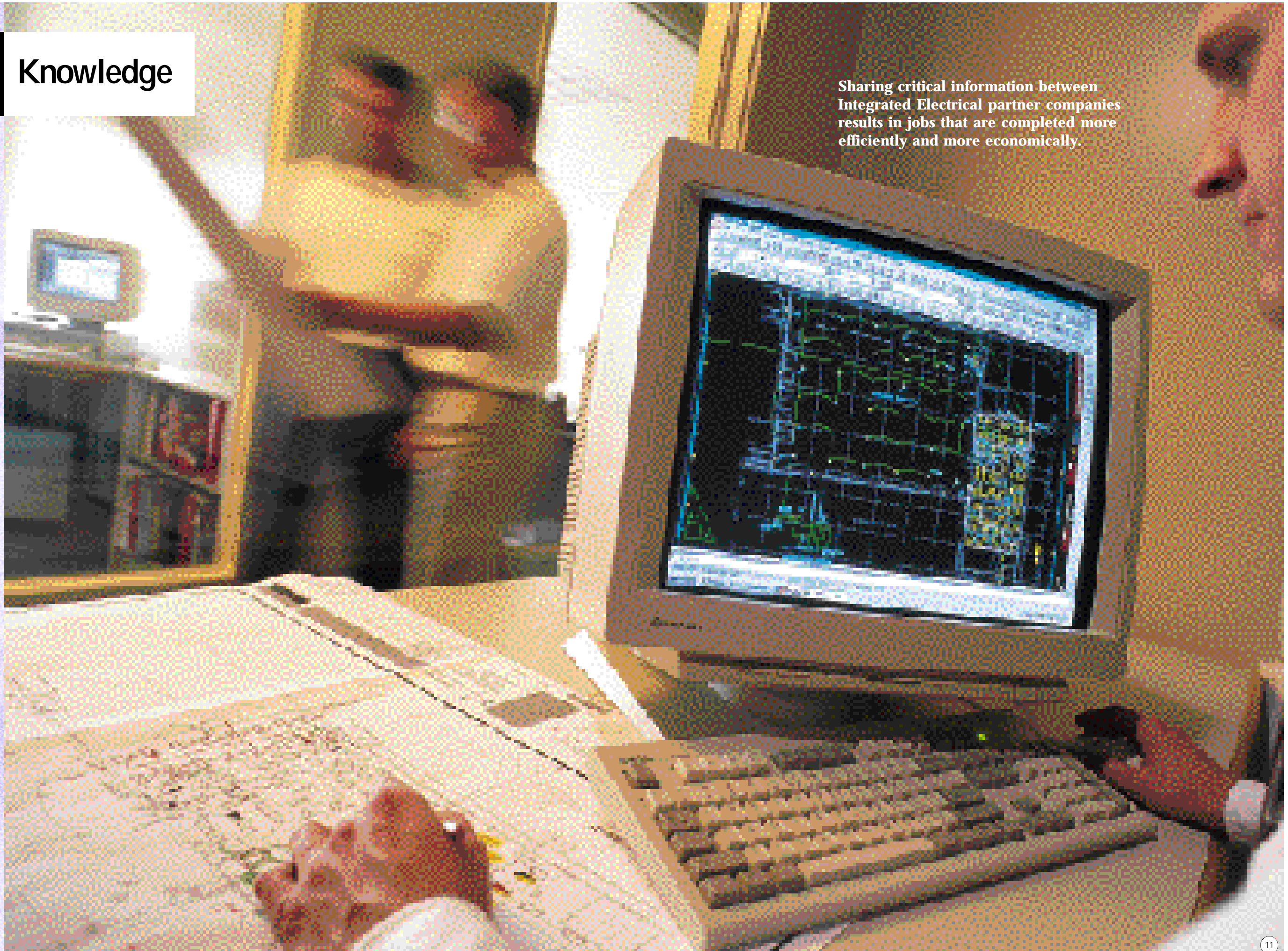
The power of partnership is especially evident in the company's national footprint. With over \$1 billion in revenues and with 79 of the country's premiere electrical contracting firms, Integrated Electrical Services has the geographic diversity and breadth of core competencies to uniquely serve customers with multiple facilities nationwide. The ease of working with a single supplier and the assurance of consistent quality in every location is why prominent companies like Wal-Mart, American Airlines, Dow Chemical, Intel, Federal Express, Motorola, Dell Computer, Lucent Technologies, Amazon.com, Home Depot, Lowe's and Texaco have chosen to work with Integrated Electrical Services. As significant as these relationships are, the company believes they are only the beginning of a national account business that has the potential to continue to increase in the coming years. That's one more example of the power of partnership.

3M is one of a growing number of large national firms that relies on Integrated Electrical for multiple services in multiple locations.

Shared Knowledge

Integrated Electrical Services is not a loose confederation of companies but a nationwide network of operating units linked by a common purpose within an established infrastructure. Within this infrastructure passes the collective knowledge of thousands of employees gained over decades on projects of every type. This sharing of information does more than just shorten the learning curve for Integrated Electrical companies faced with new tasks. It effectively makes them experts on the best practices to observe and implement on these tasks. The result is that Integrated Electrical Services companies are able to complete each job in the most efficient, most economical way possible, ensuring we are price competitive while still achieving strong earnings growth. That puts real power in partnership.

Sharing critical information between Integrated Electrical partner companies results in jobs that are completed more efficiently and more economically.



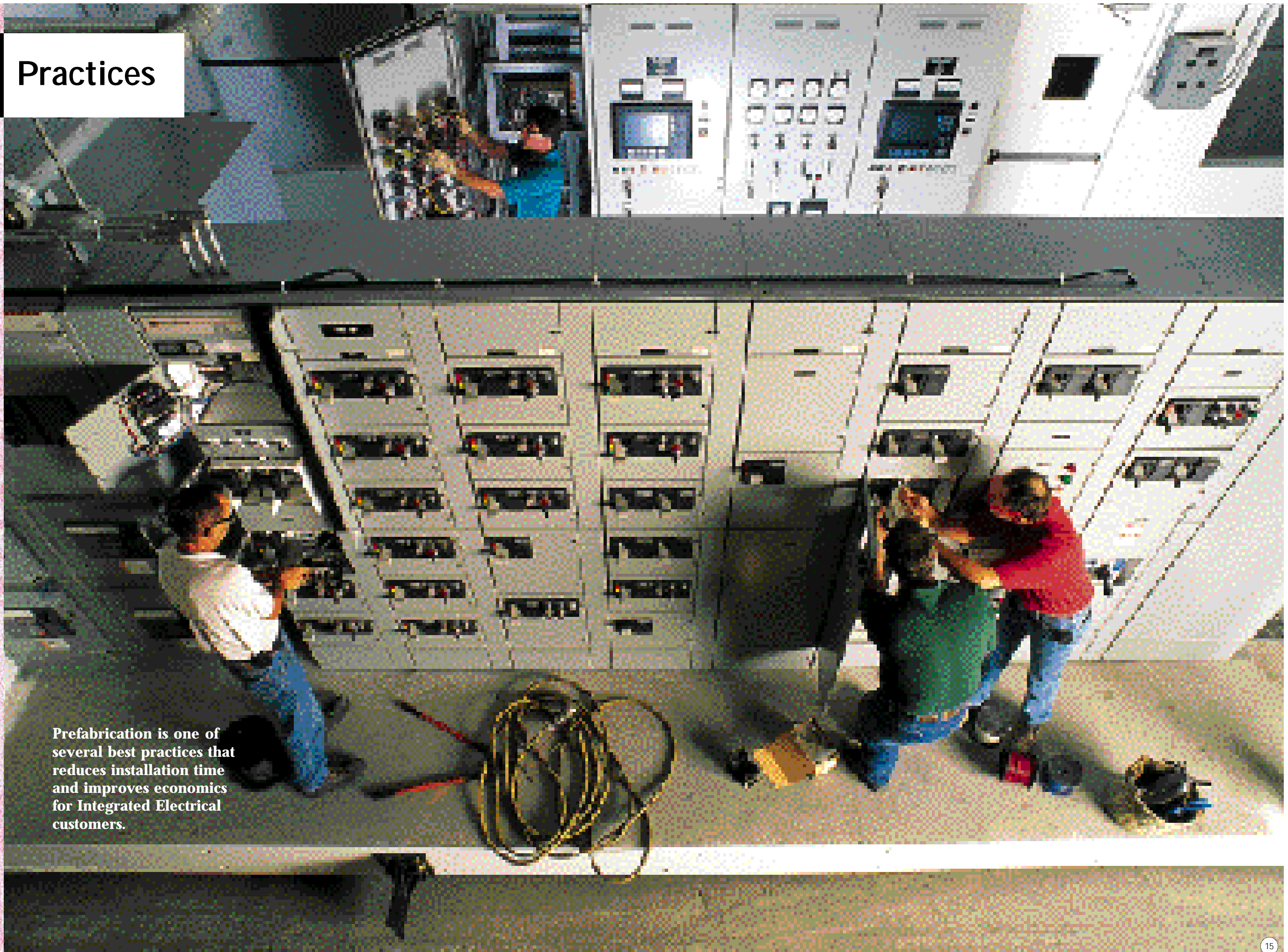
Integrated Electrical Services lays fiber optic cable that will comprise part of an advanced Internet Protocol international communications network.

The latest technology will play an increasingly important role in business in the next century and Integrated Electrical Services is positioned for leadership in this key area. The company continues to acquire sophisticated information technology expertise in the design, engineering, installation and maintenance of voice/data communications systems. Integrated Electrical companies are recognized for their abilities in this environment and have been chosen for both demanding and high profile jobs. These include the security system at Mount Rushmore, fiber optic cabling at George Washington University and the U.S. Naval Academy, data communications installation for the Johns Hopkins Comprehensive Cancer Center and Research Facility, and stadiums for the Baltimore Ravens, the Cincinnati Bengals, the San Diego Padres and the Pittsburgh Pirates. Experience is essential in this complex industry, making the Integrated Electrical Services concept of shared knowledge even more important and proving once again the power of partnership.

Best Practices

Integrated Electrical Services has remained very competitive in pricing while increasing the company's earnings by continually embracing Best Practices, which is essentially discovering and implementing more economical, more efficient ways to do business. An example of this is the company's focus on prefabrication. Prefabrication is the assembly of both large and small-scale electrical components in a controlled environment before they are moved to the jobsite for installation. Prefabricated components are installed more rapidly and require less manpower, improving the quality and completion time on many jobs. Since prefabrication takes place in a setting designed for assembly, quality is improved, leading to better product performance and the repeat business that frequently accompanies it. By sharing the concept and the benefits of prefabrication across its national network of companies, Integrated Electrical Services proves there is power in partnership.

Prefabrication is one of several best practices that reduces installation time and improves economics for Integrated Electrical customers.





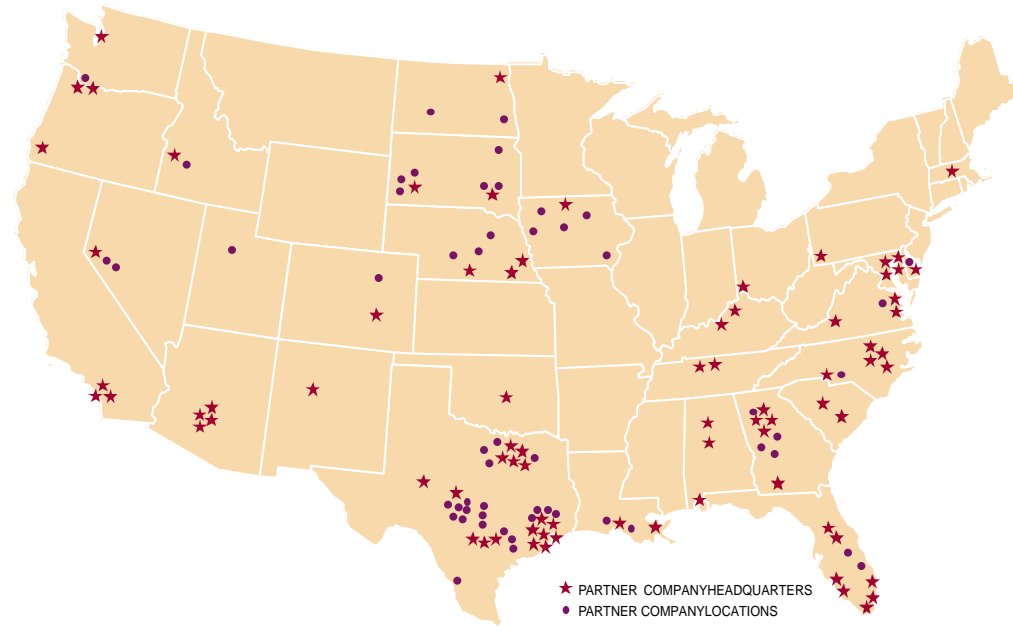
Economies of Scale

The purchasing power of Integrated Electrical Services assures our customers that material will be readily available at a very competitive price.

The power of partnership is evident in the economies of scale in purchasing enjoyed by Integrated Electrical Services. Since we purchase for a nationwide network of operating units, we not only can negotiate the best price for materials, we have the financial strength to enter into strategic alliances with major manufacturers. This gives us access to state-of-the-art goods and services immediately after they are developed and gives our customers assurance of supply in the face of increasing demand. This not only makes Integrated Electrical Services very price competitive, it improves the company's ability to deliver unsurpassed quality and the most reliable service, providing yet another reason why there is power in partnership.

Region I

- Ace Electric, Inc.
Valdosta, Georgia
- Aladdin Ward Electric & Air, Inc.
Sarasota, Florida
- Amber Electric, Inc.
Orlando, Florida
- Collier Electric Company, Inc.
Naples, Florida
- Daniel Electrical Contractors, Inc.
Miami, Florida
- East Coast Acquisition Corporation
Miami, Florida
- Florida Industrial Electric, Inc.
Longwood, Florida
- Spoor Electric, Inc.
West Palm Beach, Florida



Region II

- Goss Electric Company, Inc.
Decatur, Alabama
- Haymaker Electric, Ltd.
Birmingham, Alabama
- Holland Electrical Systems, Inc.
Atlanta, Georgia
- Mark Henderson, Incorporated
Decatur, Georgia
- Putzel Electrical Contractors, Inc.
Macon, Georgia
- Spectrol, Inc.
Atlanta, Georgia

- T&H Electrical Corporation
Wilson, North Carolina
- Tech Datacom Systems, Inc.
Raleigh, North Carolina
- Tech Electric Co., Inc.
Raleigh, North Carolina
- Valentine Electrical, Inc.
Ashland, Virginia

- JW Gray Electric Company, Inc.
Stafford, Texas
- Linemen, Inc.
Ontario, California
- Neal Electric of Austin
Austin, Texas
- NJM Enterprises
Phoenix, Arizona
- Pollock-Summit Electric, LP
Houston, Texas
- Raines Electric Co., Inc.
Garland, Texas
- RKT Electric, Inc.
Gilbert, Arizona
- Rockwell Electric, Inc.
Escondido, California
- Wright Electrical
Daphne, Alabama

- Key Electrical Supply, Inc.
Houston, Texas
- Tesla Power and Automation, LP
Houston, Texas

Region VII

- Axis Communications, LP
Dallas, Texas
- Mills Electrical Contractors, Inc.
Dallas, Texas
- Regional Electrical Systems
Eules, Texas

Region VIII

- Anderson & Wood Construction Co., Inc.
Meridian, Idaho
- Bachofner Electric, Inc.
Portland, Oregon
- Murray Electrical Contractors, Inc.
Roseburg, Oregon
- New Technology Electrical Contractors, Inc.
Hillsboro, Oregon
- Rodgers Electric Company, Inc.
Everett, Washington

Region IX

- Mid-States Electric Company, Inc.
Jackson, Tennessee
- Pan American Electric, Inc.
Nashville, Tennessee
- Paulin Electric Company, Inc.
Louisville, Kentucky
- Thomas Popp & Company, Inc.
Cincinnati, Ohio
- Thurman & O'Connell
Louisville, Kentucky

Region III

- ARC Electric, Incorporated
Chesapeake, Virginia
- Bartley & DeVary Electric, Inc.
Nassau, Delaware
- Canova Electrical Contracting, Inc.
East McKeesport, Pennsylvania
- Commercial Electrical Contractors, Inc.
Worcester, Massachusetts
- Davis Electrical Constructors, Inc.
Greenville, South Carolina
- DP Cable
Baltimore, Maryland
- Howard Brothers Electric Co., Inc.
Charlotte, North Carolina
- HR Allen
Charleston, South Carolina
- Modern Electric
Baltimore, Maryland
- Newcomb Electric Company, Inc.
Roanoke, Virginia
- PCX Corporation
Clayton, North Carolina
- PrimeNet, Inc.
Baltimore, Maryland
- Primo Electric Company
Baltimore, Maryland

Region IV

- Britt Rice Electric, Inc.
College Station, Texas
- BW Consolidated, Inc.
San Antonio, Texas
- Calhoun Electric Co., Ltd.
San Antonio, Texas
- Carroll Systems, Inc.
Austin, Texas
- Cross State Electric, Inc.
Corona, California
- Cypress Electrical Contractors, Inc.
LaPlace, Louisiana
- Delco Electric, Inc.
Oklahoma City, Oklahoma
- DKD Electric Company, Inc.
Albuquerque, New Mexico
- Electro-Tech, Inc.
Spark, Nevada
- Elite Solutions Technologies, Inc.
San Angelo, Texas
- Ernest P. Breaux Electrical, Inc.
New Iberia, Louisiana
- Federal Communications Group, Inc. (FCG)
Tempe, Arizona
- Galbraith
Abilene, Texas
- Hatfield Reynolds Electric Company
Phoenix, Arizona
- I.C.G. Electric, Inc.
Colorado Springs, Colorado

Region V

- Brink Electric Construction Co.
Rapid City, South Dakota
- Kayton Electric, Inc.
Holredge, Nebraska
- Menninga Electric, Inc.
Pella, Iowa
- Midlands Electrical Contractors, Inc.
Omaha, Nebraska
- Muth Electric
Mitchell, South Dakota
- Ron's Electric, Inc.
Grand Forks, North Dakota
- Wolfe Electric, Inc.
Lincoln, Nebraska

Region VI

- Houston-Stafford Electric, Inc.
Stafford, Texas
- Integrated Communication Services, Inc.
Houston, Texas

Partner Companies

- Ace Electric, Inc.
- Aladdin Ward Electric & Air, Inc.
- Amber Electric, Inc.
- Anderson & Wood Construction Co., Inc.
- ARC Electric, Incorporated
- Axis Communications, LP
- Bachofner Electric, Inc.
- Bartley & DeVary Electric, Inc.
- Brink Electric Construction Co.
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- Houston-Stafford Electric, Inc.
- Howard Brothers Electric Co., Inc.
- HR Allen
- I.C.G. Electric, Inc.
- Integrated Communication Services, Inc.
- JW Gray Electric Company, Inc.

- Kayton Electric, Inc.
- Key Electrical Supply, Inc.
- Linemen, Inc.
- Mark Henderson, Incorporated
- Menninga Electric, Inc.
- Midlands Electrical Contractors, Inc.
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- Mills Electrical Contractors, Inc.
- Modern Electric
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- Wright Electrical



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