

**Business Name:** Electrical Controls & Maintenance, Inc.

**Business Address:** 8162 Elm Drive, Mechanicsville, VA 23111

**Your name:** Bill Waters

**Office Telephone #:** 741-2280

**Fax #:** 673-6275

**Cellphone #:** 252-4086

**Email address:** bwaters@ec-m.com

**Business Web Site:** www.ec-m.com

**Business Classification:** Class A Electrical Contractor with Security Division

**A brief summary of your business and its products and services.** Industrial, Commercial Electrical design, installation and service. The security division designs, installs and services security cameras, access control, intercoms, and alarms systems with alarm monitoring.

**Ideal customer profile?** Corporate Real Estate, Retail, Industrial, Schools to include higher education, Health Care Facilities, Military, Federal and Government facilities.

**What makes a good prospect for your business?** Customer seeking a design build electrical contractor or security systems integrator. Customer seeking a long-term relationship and not exclusively low bid. Example-EC&M is in the fifth year of state contract with VCU.

**Some information on your background.** Degree in Secondary Education, 30 years sales experience in security system sales and industrial equipment.

**Other:** Commitment to honesty, integrity, fairness and cooperation or "Managing by Values".