

RETAIL CONSTRUCTION EDITION

JULY - 2023
ISSN 2835-916X

RETAIL ALL Business **Review**

Retailbusinessreview.com



Nick Sestito,
Partner

**SELF-PERFORMING RETAIL
ELECTRICAL SPECIALISTS**

T & J ELECTRICAL ASSOCIATES

\$15



RETAIL Business

RETAIL
CONSTRUCTION

EDITION

ISSN 2835-9267
retailbusinessreview.com



TOP
RETAIL
CONSTRUCTION
SERVICES
PROVIDER
2023

Awarded by
RETAIL
Business Review



T & J Electrical Associates



TOP 10
RETAIL
CONSTRUCTION
SERVICES
PROVIDERS
2023

*The annual listing of 10 companies that are at the forefront of providing
Retail Construction services and impacting the marketplace*

T & J ELECTRICAL ASSOCIATES

SELF-PERFORMING RETAIL ELECTRICAL SPECIALISTS

By Kristina Smith

Retail remodeling and build-out work is a specialized discipline that requires an equally specialized electrical contractor to optimally fulfill project requirements. Retailers seek to avoid the complexities that arise from working with multiple vendors and need an electrical contractor that possesses the licenses, materials, equipment, and bandwidth for regional projects.

Unifying these services into one offering, T & J Electrical Associates is the partner-of-choice for commercial and retail construction electrical contracting services across a large part of the Eastern Seaboard. From the simplest lighting maintenance tasks to new construction, entire store remodels, and rollout projects clients rely on the company for its comprehensive range of solutions. It handles all services in-house, from labor to equipment and materials, ensuring faster and more efficient communication, quicker turnaround times, and cost savings for clients, eliminating the need to sub out any services.



Luis Urriola,
Fleet & Logistics Manager

Ken Trendell,
Lead Billing Specialist

Nick Sestito,
Partner

Stephen Piska,
Regional Service Manager

Andrew Wrobel,
Regional Service Manager



“We self-perform all the work within the nine-state territory we cover, and our technicians are available 24/7 to answer calls and can be on-site within a few hours,” says Nick Sestito, partner at T & J Electrical Associates.

A STRATEGIC PARTNER IN RETAIL EXPANSION

A family-owned and operated business that has experienced remarkable growth over the years, T & J Electrical Associates started with only a handful of employees. Today, it leverages the expertise of a team of nearly 100 electricians to provide a service that exceeds expectations.

Fostering lasting collaborations with clients for over four decades, T & J Electrical Associates has a track record of a diverse range of projects for which it was subcontracted by national retail brands. Showcasing its expertise in retail construction over the long term has enabled it to build strong relationships with a reliable client base.

Leveraging the trust of its client base and consolidating from multiple vendors to one self-performing vendor enables T & J to successfully eliminate middlemen and devise a comprehensive service offering. This strategic approach streamlines communication channels and establishes it as the sole point of contact for its clients.

Operating on a ‘build it and maintain it’ model, it offers in-field capabilities that include the construction of new retail spaces and renovation of existing ones while hosting an exceptional infrastructure that can provide reliable and comprehensive maintenance services.

Apart from its core services, T & J specializes in emergency generator support with round-the-

clock assistance. During extended power outages, it promptly connects a temporary generator to ensure an uninterrupted power supply during prolonged utility outages.

“

Everybody here has the same goal, is very like-minded, and works together to bring about the best we can offer

These manifold capabilities are underpinned by its extensive fleet of service vehicles, comprising vans, trucks, lifts, and boom lifts, to efficiently handle a wide variety of electrical construction projects for clients.

Showcasing T & J’s efficiency in serving retail construction needs across an extended region is its partnership with one of the world’s largest restaurant chains. Initially operating within a limited local territory, when the time came to expand their reach, the restaurant chain sought its expertise for their electrical construction and maintenance requirements.

Establishing close communication with the leadership team, T & J gained valuable insights into the unique aspects of their business, priorities, and specific needs. This deep understanding allowed it to effectively and promptly address work orders and tasks, taking a considerable burden off the client’s shoulders.



While T & J initially worked with about 50 of the client’s stores, the partnership has since expanded into eight states across the Eastern Seaboard, involving hundreds of locations. Moving forward, T & J remains committed to the collaboration and growth plan with the client, aiming to eventually cover the entire Northeastern region, and beyond.

“

We self-perform all of our work within the nine-state territory that we cover, and our technicians are available 24/7 to answer calls and can be on-site within a few hours

A LEGACY OF LASTING COLLABORATIONS

Onboarding clients is an extensive and inclusive procedure. To ensure a clear understanding of client priorities and devise effective strategies, T & J collaborates with leadership teams. Through detailed discussions, specific assignment details are meticulously mapped out and documented in a Master Service Agreement. This strategy promotes transparency, clarity, and mutual agreement, setting the foundation for a successful partnership.

Demonstrating a commitment to delivering maximum efficiency, it takes complete ownership of all contracts and diligently optimizes workflow. To expedite operations, it

maintains a stock of commonly used materials, particularly those with extended lead times or limited availability. This proactive approach guarantees that all essential resources are readily accessible throughout a project, facilitating seamless operations and accelerating progress.

To ensure continuous improvement and exceed customer expectations, T & J communicates regularly with clients through KPI calls to facilitate active engagement in project assessment and meet established metrics. Client feedback is promptly relayed to the relevant team, enabling continuous performance enhancement.

“Everybody here has the same goal, is very like-minded, and works together to bring about the best we can offer,” says Sestito.

EMPOWERING SUCCESS THROUGH A SKILLED WORKFORCE

T & J Electrical Associates takes pride in its consistently satisfied client base, a testament to the invaluable industry expertise of its workforce. This expertise is strengthened through its partnership with the International Brotherhood of Electrical Workers (IBEW) labor union. Collaborating with the IBEW provides access to skilled and knowledgeable electricians who have undergone training and education through standardized programs in various fields of knowledge.

Nurturing employees through guidance, T & J ensures each individual’s skills meet the company’s quality standards and practices. Recognizing the importance of ongoing professional development, it actively encourages employees to participate in continuing education programs. This commitment to learning enables its workforce to stay current with industry advancements and deliver excellent services to clients.

The senior management team forms strategic partnerships with prominent organizations in the retail service and facility management sectors. These collaborations keep them informed about the latest industry trends, allowing the company to remain at the forefront of relevant subjects. Through this approach of proactively adapting and evolving its in-house systems, it effectively meets dynamic client needs and maintains a competitive edge in the market.

In its pursuit of growth, T & J Electrical Associates is determined to explore new markets and expand its horizons. It plans to branch out into additional territories and expand service offerings into untapped areas.

Unparalleled self-performing excellence, driven by a skilled workforce focused on delivering the foremost in retail construction positions T & J Electrical Associates is an essential partner for companies in need of an expert electrical contractor. **RB**