



Current Connections: March 2026

March calls us to own the outcome. With goals clearly defined, this month is about execution, accountability, and delivering on our commitments. Progress doesn't happen by chance — it happens through focus and follow-through. We're ready to meet the moment and keep pushing our standards higher.



From Opportunity to Execution

Charles Richmond

Vice President of Preconstruction/Business Development

32 years in the Preconstruction, Estimating, and BD



Business development, preconstruction, and estimating are critical pillars of success in industrial, heavy commercial, and commercial electrical construction. Business development drives opportunity by identifying target markets, building long-term client relationships, and positioning a company strategically within competitive sectors. In industrial and heavy commercial environments—such as manufacturing facilities, data centers, and large-scale infrastructure—projects are complex, capital-intensive, and relationship-driven. Strong business development ensures early engagement with owners, engineers, and general contractors, allowing electrical contractors to influence project scope, delivery methods, and technical solutions before bidding even begins.

Preconstruction serves as the bridge between opportunity and execution. During this phase, teams analyze drawings, specifications, constructability, logistics, safety requirements, and scheduling constraints. In industrial and heavy commercial electrical projects, early coordination of power distribution systems, medium-voltage infrastructure, switchgear, controls, and backup power is essential to prevent costly redesigns and field conflicts. Effective preconstruction reduces risk, improves collaboration with other trades, and enhances value engineering efforts. It also provides clarity on procurement strategies, long-lead equipment, labor planning, and compliance requirements, all of which directly impact profitability and performance.

Estimating, closely tied to preconstruction, determines whether a project is financially viable and competitive. Accurate estimating in commercial electrical work requires deep knowledge of labor productivity, material pricing volatility, equipment lead times, and market conditions. Underestimating can erode margins and strain resources, while overestimating can result in lost opportunities. A disciplined estimating process—supported by historical cost data, detailed takeoffs, and risk analysis—allows contractors to submit competitive bids while protecting profitability. Together, business development, preconstruction, and estimating form a strategic foundation that drives sustainable growth, operational excellence, and long-term success in the industrial and commercial electrical construction sectors.



PROJECT PROFILE: SIEMENS Project Manager: Mike Fogarty

H&W Electrical Corp is currently executing the 75,000-square-foot design-build upfit for Siemens' Project Bluebird facility, consisting of a 70,000-square-foot manufacturing expansion and a 5,000-square-foot office buildout. All work is being performed within an active production environment, requiring detailed coordination and phased implementation to ensure modifications occur without disrupting existing production lines.

The scope includes the installation of 1,200 feet of cable tray and 4,000 feet of tray cable to support expanded manufacturing operations, along with the implementation of a new fire alarm system to enhance life safety throughout the facility. Lighting improvements feature the installation of 100 high-bay fixtures in the new manufacturing area, delivering efficient, high-performance illumination tailored to industrial production demands.

Significant power infrastructure upgrades are also underway, including the installation of a 480/277V, 3,000-amp switchboard, four 480/277V distribution panels, and five 208/120V power panels. Once complete, this robust electrical system will provide Siemens with reliable, scalable power distribution to support both current operations and future growth. Project Bluebird demonstrates H&W Electrical Corp's strength in managing complex industrial design-build projects while maintaining seamless operations in live manufacturing environments.

[Learn more](#)



Alan Holcombe
Chairman
(864) 233-7227
alan@hwelectrical.com



Thomas Brew
President & COO
(864) 631-8017
thomasbrew@hwelectrical.com



Charlie Richmond
VP of Preconstruction/Business Development
(864) 303-1444
charlie@hwelectrical.com



Spencer Strickland
VP of Procurement
(864) 238-1013
spencer@hwelectrical.com

Ready to power your next project? Reach out to H&W Electrical – where innovation meets reliability.

People First. Safety Always.



Sent to: alden@hwelectrical.com

[Unsubscribe](#)

H&W Electrical Corporation, 316 Park Commerce Rd, Greenville, South Carolina 29611, United States