



## Current Connections: April 2026

April pushes us to build momentum. With the groundwork behind us, this month is about consistency, refinement, and turning effort into measurable results. Progress compounds when we stay disciplined — showing up, improving daily, and following through on what we started. We're focused, aligned, and ready to keep raising the bar.



### Why Estimating Determines Job Success

Sandy Medlin

Chief Estimator



Many believe that the work starts when you walk onto a jobsite. But the truth is, every electrical job is already won or lost before you even break ground—and that all comes down to the job estimate. The estimator is the one back in the office, going through drawings, specs, and bid packages, figuring out exactly what it's going to take to build the job and how much it will cost.

Bidding a job is more than having a complete estimate—you have also got to be competitive. The estimator has to walk that fine line between coming in low enough to win the work but not so low that the job loses money. That means keeping up with material prices, knowing what labor hours are needed, and working with suppliers for the current pricing. One missed item or a bad assumption can cost thousands for the company.

It's not just counting lights or measuring conduit and wire. An estimator will mentally put the job in before the work actually gets done in the field. Gone are the days of using paper drawings, scaled rulers, and highlighters. Today, we are more technology involved—we use takeoff software, digital plans, and even some AI tools are used in their place. But at the end of the day, it still comes down to experience and knowing the construction trade. He is thinking about how long it takes to install gear, how many men it will take to man the job, what kind of equipment is needed, and what conflicts might pop up once the job gets rolling. Even filling in some of the missing information on the drawings. If something looks off on the drawings during the bidding process, he tries to catch it—because once the crew is on site, it's a lot harder (and more expensive) to fix. Once the job is awarded, his estimate doesn't just disappear. The scope of work, the job cost, the manpower, the schedule—it all traces back to that original estimate. If the estimate is solid, the job has a chance at running smoothly and making money. If it's off, the crew feels it every step of the way.

We are all part of the team here at H&W, and I am proud to be part of this group and cannot wait to see what the future holds for us.

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## PROJECT PROFILE: ENGINEERED PRODUCTS FACILITY

### Project Manager: Mike Fogarty

We are proud to be part of the construction of a new state-of-the-art manufacturing facility for Engineered Products in Easley, South Carolina. This expansive 340,000-square-foot building will serve as a major hub for the company's operations, supporting their production of innovative material handling and storage solutions for warehouses. Our team is responsible for installing a complete electrical system to support all production requirements within the facility. This includes power distribution for critical equipment such as welding stations, overhead cranes, and roll form machinery—ensuring the infrastructure is in place for efficient and reliable manufacturing operations. The project is progressing on schedule, with permanent power expected to be energized in May. Completion of the building shell is anticipated by mid-summer, after which we will transition into supporting the installation and commissioning of process equipment. We're excited to contribute to a project that will strengthen local industry and provide long-term value to the Easley community.

[Learn more](#)



### **Alan Holcombe**

Chairman

(864) 233-7227

[alan@hwelectrical.com](mailto:alan@hwelectrical.com)

### **Thomas Brew**

President & COO

(864) 631-8017

[thomasbrew@hwelectrical.com](mailto:thomasbrew@hwelectrical.com)



## Charlie Richmond

VP of Preconstruction/Business Development

(864) 303-1444

[charlie@hwelectrical.com](mailto:charlie@hwelectrical.com)



## Spencer Strickland

VP of Procurement

(864) 238-1013

[spencer@hwelectrical.com](mailto:spencer@hwelectrical.com)



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Sent to: [alden@hwelectrical.com](mailto:alden@hwelectrical.com)

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