



FIELDS ELECTRICAL SUPPLY COMPANY (MBE)

Business Success Backed by Military Discipline

“Nobody in this city is going to out-work me.” That’s what Victor Fields, a former U.S. Army Artillery Officer says it takes to be a successful business owner. He spent eight years in the army. He fired cannons in combat, “accurately,” he notes.

Fields worked in several leadership roles while serving in the military. A ranking officer in his military unit helped develop his drive to succeed. “One of my commanding officers told me, ‘There is not a door you can’t walk in. Be very respectful and you can walk in any door.’”

Recalling that sound advice and military discipline, Fields opened his own business in May 2019, Fields Electrical Supply Company. “After the military, I immediately started wholesaling and contracting and loved it. I supplied electricians with the raw materials they needed to complete their projects,” said Fields.

Fields worked on industrial and commercial projects in Missouri and Illinois. “Anything dealing with power distribution, I did it. It’s like supplying the electrical system in your home but on a grand scale with bigger equipment.”

Fields wants his company to become a household name. “I’m a new business and I’m hungry. I want a piece of the pie to earn this business,” he said. “I want to be running trucks for deliveries from the time we open until the time we close.”

Fields says he has what it takes to operate an electrical supply company but admits he didn’t have a lot of guidance when it

came to applying for the certification to do business as a minority contractor. He relied on his army discipline to get him through the process. “I went to every workshop available during the entire certification process,” said Fields.

The certification workshops are offered by St. Louis Lambert International Airport Business Diversity Development (BDD). Fields received his certification as a Minority Business Enterprise.

“It’s been a game changer for me. The certifications have helped get my foot in the door in places that I couldn’t go before. Prime contractors are seeking me out versus me seeking them out,” said Fields.

Fields credits the BDD directory of minority business owners with helping him make connections with prime contractors. Fields is also a Service-Disabled Veteran-Owned Small Business, seeking federal contract work.

Fields, a Detroit native, is happy to call St. Louis home. He believes he is in the right city at the right time to grow a minority/veteran-owned business. He’s hoping to partner with firms on the National Geospatial-Intelligence Agency’s western headquarters billion-dollar project in North St. Louis. “This would be awesome for me. That’s what it’s going to take to keep my business going for the next five years,” he said.

Fields’s business is supported by his father and his wife. He has four children, all under age 12. “I’m building a legacy. I want something to pass on to my kids when they get out of college and they can work for the family business,” he said.