



## SALES AND MARKETING FOR THE ELECTRICAL INDUSTRY

### SALES

A synergistic balance of high-quality product lines

### TRAINING

A superior customer-oriented sales and support team with a wealth of product and market knowledge

### MARKETING

Unique marketing capabilities to enhance your promotional and merchandising activities

### SERVICE

A distribution facility providing quick and accurate shipments to our customers

### EXPERIENCE

A long-standing tradition of innovative market planning and dedicated industry service

44 Sixth Road  
Woburn, MA 01801  
TEL: 781-935-8500  
FAX: 781-933-7763  
EMAIL: mpucillo@yusen.com



\*Except Connecticut

#### AUSTIN ENCLOSURES

Website: [www.austinenlosures.com](http://www.austinenlosures.com)  
NEMA and JIC Enclosures, Wireway, Stainless Steel and Custom Enclosures

#### BERGEN INDUSTRIES

Website: [www.bergeninc.com](http://www.bergeninc.com)  
Electrical Safety Products, Temp Lighting, Tube Guards, Globes, Sockets and Spheres, Jack Chain

#### CARLON – DIVISION OF T & B

Website: [www.carlon.com](http://www.carlon.com)  
Wire and Cable Management, Non-Metallic Boxes, ENT, Fittings, Enclosures and Liquid Tight

#### FP OUTDOOR LIGHTING CONTROLS

Website: [www.fpolc.com](http://www.fpolc.com)  
Photoelectric Controls, Street Light Relays, Electromechanical and Electronic Time Switches, Wireless Outdoor Lighting Control Systems.

#### GE SECURITY/EDWARDS SIGNALING

Website: [www.edwards-signals.com](http://www.edwards-signals.com)  
Audio and Visual Signals, Fire Alarm Systems, Security Cameras and Recorders

#### HUBBELL BUILDING AUTOMATION

Website: [www.hubbell-automation.com](http://www.hubbell-automation.com)  
Occupancy Sensors, Daylighting Controls, High Bay Controls

#### LUTRON ELECTRONICS

Website: [www.lutron.com](http://www.lutron.com)  
Architectural Lighting Controls, Switching and Motorized Window Treatments

#### PANASONIC HOME AND ENVIRONMENT

Website: [www.panasonic.com/building](http://www.panasonic.com/building)  
High Performance Ventilating Systems and Residential IP Cameras

#### PRIME CONDUIT, INC.\*

Website: [www.primeconduit.com](http://www.primeconduit.com)  
PVC Conduit, Split-Duct, PV Mold, Multi-Gard, Bore-Gard

#### SOUTHWIRE\*

Website: [www.southwire.com](http://www.southwire.com)  
Romex, Copper and Alum. Building Wire, Power Cable, MC, Cord, Liquid Tight and Flex

#### STEREN ELECTRONICS

Website: [www.steren.com](http://www.steren.com)  
Telephone, Video and Data Connectivity Solutions. Cable, CAT 5, CAT 6, Coax and Patchcords. Power Conditioning Test Equipment – Fiber Optic Jumper Cables and Accessories

#### TCP

Website: [www.tcpi.com](http://www.tcpi.com)  
Energy Efficient Compact Fluorescent, Linear, HID and LED Lamps and Fixtures

#### UNIVERSAL LIGHTING TECHNOLOGIES

Website: [www.unvlt.com](http://www.unvlt.com)  
Electronic, Magnetic, HID, CFL and Sign Ballasts

# FREIGHT AND PAYMENT TERMS

## AUSTIN ENCLOSURES

Payment Terms: 2% 30 days  
Minimum Order: \$50  
Prepaid: \$1,000

## BERGEN INDUSTRIES

Payment Terms: Net 30  
Minimum Order: \$100  
Prepaid: \$1,000

## CARLON - DIVISION OF T & B

Payment Terms: 2% 10th Net 25th  
Minimum Order: \$150  
Prepaid: Fittings: \$2,500

## FP OUTDOOR LIGHTING CONTROLS

Payment Terms: Net 30  
Minimum Order: \$0  
Prepaid: \$0

## GE SECURITY/EDWARDS

Payment Terms: 2% 10th Minimum  
Order: \$100  
Prepaid: \$750

## HUBBELL BUILDING AUTOMATION

Payment Terms: Net 30  
Minimum Order: \$25  
Prepaid: \$3,000

## LUTRON ELECTRONICS

Payment Terms: 1% 10th Net 30  
Minimum Order: \$100  
Prepaid: \$500

## PANASONIC

Payment Terms: 1% 30 Net 60  
Minimum Order: None  
Prepaid: \$1,500

## PRIME CONDUIT, INC.

Payment Terms: 2% 10th Net 25th  
Prepaid: \$5,000

## SOUTHWIRE

Payment Terms: 2% 10th Net 30  
Minimum Order: \$1,000  
Prepaid: Cu Bldg Wire: 5,000 lb  
Alum BW: 2,000 lb  
MC Cable: 3,000 lb  
LT & Flex: 500 lb  
Power Cable: 5,000 lb  
Alum Utility: 5,000 lb  
Cord: 2,000 lb

## STEREN ELECTRONICS

Payment Terms: Net 30  
Minimum Order: \$100  
Prepaid: Cable: \$3,000  
Accessories: \$500  
Cable – PPD w/\$500  
Accessory order

## TCP

Payment Terms: Net 30  
Minimum Order: \$200 less than \$10 service fee  
Prepaid: \$1500

## UNIVERSAL LIGHTING TECHNOLOGIES

Payment Terms: 2%, 30 days; Net 45 days  
Minimum Order: \$100  
Prepaid: \$500

To review our lighting lines please visit us at [www.vanguardlighting.com](http://www.vanguardlighting.com)