



# SALES AND MARKETING FOR THE ELECTRICAL INDUSTRY



## AUSTIN ENCLOSURES

Website: [www.austinencllosures.com](http://www.austinencllosures.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



## EDWARDS SIGNALING / UTC FIRE & SAFETY

Website: [www.edwards-signals.com](http://www.edwards-signals.com)  
Audible and Visual Signals, Addressable Fire Alarm Systems, Annunciators, Clocks and Timers, P.A. and Intercom Systems



## 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



## LUTRON ELECTRONICS

Website: [www.lutron.com](http://www.lutron.com)  
Architectural and Energy Saving Lighting Controls, Switching, BCC Sensors, Photo Controls and Window Treatments



## MAXIS TOOLS

a division of Southwire

Website: [www.maxis-tools.com](http://www.maxis-tools.com)  
Innovative Tools for the Electrical Industry. Unique & Time Saving Products for Wire Pulling & Hole Making



## 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



## SHARP ELECTRONICS

Website: [www.sharpledlighting.com](http://www.sharpledlighting.com)  
Commercial & Residential LED Replacement Lamp Solutions. Off Grid, Solar LED Luminaires



## SOUTHWIRE\*

Website: [www.southwire.com](http://www.southwire.com)  
Romex, Copper and Alum. Building Wire, Power Cable, MC, Cord, Liquid Tight and Flex, Cord Sets, Security & Sound, Data & Comm. Control Cable, Industrial Cable



## 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, T8 & T5 Lamps

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



\*Except Connecticut

# 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: \$200  
Prepaid: \$1,000

## CARLON - DIVISION OF T & B

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

## EDWARDS

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

## FP OUTDOOR LIGHTING CONTROLS

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

## LUTRON ELECTRONICS

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

## MAXIS TOOLS

Payment Terms: 2% 10th Net 30  
Minimum Order: None  
Prepaid: \$3,000

## 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

## SHARP ELECTRONICS

Payment Terms: 2% 30 Net 45  
Minimum Order: \$500  
Prepaid: \$500

## 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  
Cord Sets: 2000 lbs  
Maxis Tools: \$3,000

## TCP

Payment Terms: Net 30  
Minimum Order: None  
Prepaid: \$750.00

## UNIVERSAL LIGHTING TECHNOLOGIES

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