



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

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*Except Connecticut

AUSTIN ENCLOSURES

Website: www.austinenlosures.com
NEMA and JIC Enclosures, Wireway, Stainless Steel and Custom Enclosures

BERGEN INDUSTRIES

Website: 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
Wire and Cable Management, Non-Metallic Boxes, ENT, Fittings, Enclosures and Liquid Tight

FP OUTDOOR LIGHTING CONTROLS

Website: www.fpolc.com
Photoelectric Controls, Street Light Relays, Electromechanical and Electronic Time Switches, Wireless Outdoor Lighting Control Systems.

FRE COMPOSITES

Website: www.frecomposites.com
Fiberglass Conduit and Fittings

GE SECURITY/EDWARDS SIGNALING

Website: www.edwards-signals.com
Audio and Visual Signals, Fire Alarm Systems, Security Cameras and Recorders

HUBBELL BUILDING AUTOMATION

Website: www.hubbell-automation.com
Occupancy Sensors, Daylighting Controls, High Bay Controls

LUTRON ELECTRONICS

Website: www.lutron.com
Architectural Lighting Controls, Switching and Motorized Window Treatments

PANASONIC HOME AND ENVIRONMENT

Website: www.panasonic.com/building
High Performance Ventilating Systems and Residential IP Cameras

PRIME CONDUIT, INC.*

Website: www.primeconduit.com
PVC Conduit, Split-Duct, PV Mold, Multi-Gard, Bore-Gard

SOUTHWIRE*

Website: www.southwire.com
Romex, Copper and Alum. Building Wire, Power Cable, MC, Cord, Liquid Tight and Flex

STEREN ELECTRONICS

Website: 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
Energy Efficient Compact Fluorescent, Linear, HID and LED Lamps and Fixtures

UNIVERSAL LIGHTING TECHNOLOGIES

Website: 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

FRE COMPOSITES

Payment Terms: Net 30
Minimum Order: \$500
Prepaid: Truckload

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