

INDUSTRIAL LINE CARD



[www.new.abb.com/low-voltage](http://www.new.abb.com/low-voltage)



flexible metallic conduit and cable management products and solutions.



High performance metallic and non-metallic conduit, fittings and accessories for harsh and hazardous locations.



cable protection solutions and services



Modular metal framing systems



Liquid tight, rigid, cord, flexible conduit and JMC applications



Aluminum, steel and stainless steel cable tray systems and application software



Non-Metallic wiring duct and accessories



High performance Cable Ties, application tools and accessories



PVC non-metallic boxes, fittings, polycarbonate and vapor barrier, phenolic non-metallic boxes and low voltage structured cable management systems



Weatherproof boxes, covers lighting products and aluminum conduit boxes



Floor Boxes, access floor modules, poke-through systems, metallic boxes, covers, pre-fab components and assemblies



Compression and mechanical connectors and application tools for Copper and Aluminum Conductors up to 1000KCMIL and solderless connectors for shielded and coax cables



Underground and Substation connectors



Corrosion resistant conduit, fittings, installation tools and accessories



Factory standard Pin and Sleeve Plugs, connectors, receptacles and interlock switches for heavy-duty industrial and commercial applications



High performance crimp terminals, splices, disconnects, and application tools



[www.austinenlosures.com](http://www.austinenlosures.com)  
Nema Enclosures, wireway, customs



[www.electrification.us.abb.com/products/ex-solutions-hazardous-lighting](http://www.electrification.us.abb.com/products/ex-solutions-hazardous-lighting)  
Hazardous Area Lighting, Emergency, Linear



[www.maxlite.com/industrial](http://www.maxlite.com/industrial)  
Indoor/Outdoor, Lamps, Controls, Harsh and Hazardous



[www.southwire.com](http://www.southwire.com)  
Power and Control, Med Voltage, Armored, Industrial Flexible, Cord, VFD, Mining, Transit

INDUSTRIAL

Industrial Cables, Medium Voltage, Transit Cables, Instrumentation, Industrial Flexible, Mining Cables, Industrial Data Cables, Flexible Cord.

CORD (FORMERLY COLEMAN/CCI)

[www.southwire.com/categories/c-wire-cable](http://www.southwire.com/categories/c-wire-cable)  
Cord, Tray Cable, Power Cable, Alarm/Fire/Security, Coax/Voice data, Irrigation, Thermostat/Mini-Splits, Welding, Extension/Surge/Adapters/High temp, Temporary Power & Lighting



[www.southwire.com/categories/c-tools](http://www.southwire.com/categories/c-tools)

- \* Hole Making
- \* Cable Pulling
- \* Conduit Bending
- \* Sumner Material Handling



[www.c-port.net](http://www.c-port.net)



[www.curri.com](http://www.curri.com)  
The all-in-one logistics platform helping distributors move material fast, reliably and professionally.



[www.edwards-signals.com](http://www.edwards-signals.com)  
Audible and Visual Signals



[www.highlineproducts.com](http://www.highlineproducts.com)

Fiberglass products, Polymer/Concrete, Primary Sectionalizing Cabinets, Pole Top Extensions, Plastic (HDPE) & Access boxes.



INFRARED CAMERAS INC

[www.infraredcameras.com](http://www.infraredcameras.com)  
Industrial Infrared Thermography Solutions



[www.picoma.com](http://www.picoma.com)  
Galvanized Steel and Aluminum Elbows, Couplings, Nipples, Speedcouple Elbows and Running Thread Pipe



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



[www.transientprotectiondesign.com](http://www.transientprotectiondesign.com)



[www.warmup.com](http://www.warmup.com)  
Indoor / Outdoor Electric Underfloor Heating, Freeze Protection/Heat Trace Cable and Snow Melt Solutions



[www.westerntube.com](http://www.westerntube.com)  
Steel EMT, Rigid Metal Conduit, Intermediate Metal Conduit, Rigid Aluminum Conduit, Conduit Kits

## FREIGHT AND PAYMENT TERMS

### ABB/THOMAS & BETTS\*\*/\*\*

No minimum order. Orders less than \$500 are subject to a \$50 fee. 1% 10 Net 25th  
Standard freight is \$2,500\*

\* \*Ocal, Tray, and Strut are \$6,500

### AUSTIN ENCLOSURES

Payment Terms: 2% 30 days  
Minimum Order: \$100  
Prepaid: \$1,750  
*Inventory Stocked in Woburn*

### EDWARDS\*\*/\*\*

Payment Terms: 2% 10th  
Minimum Order: \$100  
Prepaid: \$500

### PRIME CONDUIT, INC.

Payment Terms: 2% Net 30  
Prepaid: \$10,000  
*Inventory Stocked in Woburn*

### SOUTHWIRE\*\*/\*\*

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

\* Only in Connecticut

\*\* Affiliated with AD



\*\*\* Affiliated with  
IMARK Group



*Terms and conditions subject to change without notice.*

## INDUSTRIAL SALES TEAM

### Matt Greenwood Industrial Sales Manager

Direct: (603) 913-7387  
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Matt brings 25 years of experience in the Electrical Industry

### Mark Nessing Outside Industrial Sales

MA, RI and CT  
Direct: (508) 243-0807  
Email: mnessing@yusen.com

Mark brings 32 years of experience with Thomas & Betts/ABB in Industrial Outside Sales to the Yusen sales team.

### John Normand Outside Industrial Sales

ME, NH and VT  
Direct: (603) 860-1192  
Email: jnormand@yusen.com

John spent 23 years with Panduit before joining the Yusen Industrial Outside Sales Team.

