

# YUSEN sales and marketing for the electrical industry



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NEMA and JIC Enclosures, Wireway, Stainless Steel and Custom Enclosures  
Contact Gary Cassidy [gccassidy@yusen.com](mailto:gccassidy@yusen.com)



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Rooftop Support Solutions for Today's Needs  
Contact [constructiongroup@yusen.com](mailto:constructiongroup@yusen.com)



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[www.ez-crete.com](http://www.ez-crete.com)  
A New England based precast concrete specialist, with a focus on generator pads and EV Charger Bases  
Contact Devon Miville [dmiville@yusen.com](mailto:dmiville@yusen.com)



[www.evocarge.com](http://www.evocarge.com)  
Electric Vehicle Charging Stations Solutions  
Contact Devon Miville [dmiville@yusen.com](mailto:dmiville@yusen.com)



[oldcastleinfrastructure.com/products/energy](http://oldcastleinfrastructure.com/products/energy)  
Fiberglass products, Polymer/Concrete, Primary Sectionalizing Cabinets, Pole Top Extensions, Plastic (HDPE) & Access boxes.  
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Contact Rob Stuper [rstuper@yusen.com](mailto:rstuper@yusen.com)



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Marked & Bundled Cable  
Contact [constructiongroup@yusen.com](mailto:constructiongroup@yusen.com)



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High Performance Ventilation Systems  
Contact Gary Cassidy [gccassidy@yusen.com](mailto:gccassidy@yusen.com)



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Galvanized Steel and Aluminum Elbows, Couplings, Nipples, Speedcouple Elbows and Running Thread Pipe  
Contact [constructiongroup@yusen.com](mailto:constructiongroup@yusen.com)



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



[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  
Contact [constructiongroup@yusen.com](mailto:constructiongroup@yusen.com)

## INDUSTRIAL

[www.southwire.com/industries/factory-power-automation](http://www.southwire.com/industries/factory-power-automation)  
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)  
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Contact [wiregroup@yusen.com](mailto:wiregroup@yusen.com)



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Indoor / Outdoor Electric Underfloor Heating, Freeze Protection/Heat Trace Cable and Snow Melt Solutions  
Contact Rob Stuper [rstuper@yusen.com](mailto:rstuper@yusen.com)



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



A Member of the ABB Group

[www.new.abb.com/low-voltage](http://www.new.abb.com/low-voltage)  
Contact Bill Bolles [bbolles@yusen.com](mailto:bbolles@yusen.com)

Thomas & Betts part of ABB Electrification Installation Products manufacturers a broad portfolio of wire and cable management solutions, connectivity and grounding, and cable protection systems for industry, construction, transportation, and infrastructure. We proudly represent the following brands:



Flexible Conduit Systems

Blackburn®

Shield-Kon®

Color-Keyed®

Superstrut®

Carlton®

Ocal®



redodot®

Kindorf®

Sta-Kon®



Pos-E-Kon®

PMA

T&B Cable Tray

Russellstoll®

Ty-Duct®

Catamount®

T&B Fittings

Steel City®

Ty-Rap®

## 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 \$3,500\*  
\*Ocal, Tray, and Strut are \$8,500

### AUSTIN ENCLOSURES

Payment Terms: 2% 30 days  
Minimum Order: \$150  
Prepaid: \$2,000

### C-PORT

Payment Terms: 30 days  
Minimum Order: \$1,000, orders below the minimum will be charged a \$100.00 small order fee.  
Standard freight is \$2,500

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

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



\*\*\* Affiliated with IMARK Group



\*\*\* Affiliated with AD

### EVOCHARGE

No minimum order. Net 30 with a Credit Application / Prepaid if they don't qualify. Currently no Credit Card option. Freight allowed \$5000

### E-Z CRETE

Freight allowed for orders of 5 or more Generator Pads. Always plus freight on EV Charger Bases

### OLDCASTLE

Highline Prepaid: \$5,000  
Oldcastle Prepaid: \$1,500

### KIDDE/FIREX\*\*/\*\*

Payment Terms: Net 30  
Prepaid: \$1,000

### LUTRON ELECTRONICS

Payment Terms: 1% Net 30  
Minimum Order: \$100, orders below the minimum will be charged a \$10 small order fee.  
Prepaid: \$1,000

### MAXLITE

Payment Terms: \$100 min. with \$25 small order fee until \$200  
Prepaid: \$1,500  
Special Programs available

### PANASONIC\*\*/\*\*

Payment Terms: 1% 30 Net 60  
Minimum Order: \$500 or \$50 for below minimum charge.  
Prepaid: \$1,500

### PICOMA\*\*/\*\*

Payment Terms: 2% Net 15th Prox.  
Minimum Order: \$100  
Prepaid: \$1,750

\* Only in CT/Western MA

### PRIME CONDUIT, INC.

Payment Terms: 2% Net 30  
Prepaid: \$25,000 – Conduit & Duct  
Prepaid: \$2,500 – Fittings  
Stock orders must meet individual prepaid conduit and fittings freight terms. Direct job shipments with combined value of fittings and conduit of \$25,000 will be shipped freight prepaid.

### 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: 2,000 lbs  
LT & Flex: 1,000 lb  
Power Cable: 5,000 lbs  
Alum Utility: 5,000 lbs  
Cord: 2,000 lbs or \$3,500  
Southwire Tools: Freight Allowed for Hand Tools, Tests and

Measures is \$250.  
Freight Allowed for Assembled Products is \$1,800.  
Freight Allowed for Equipment is \$3,500.

### WARMUP

Payment Terms: Net 30  
Minimum Order: None  
Freight Cost for any size PO:  
Ground \$25  
3 Day \$50  
2nd Day \$75  
Next Day \$100

### WESTERN TUBE\*\*/\*\*

Payment Terms: 2% Net 15th Prox.  
Prepaid: Steel only: 10,000 lbs  
Alum only: 2,000 lbs

*Terms and conditions subject to change without notice.*

## INSIDE SALES CONTACTS

### AUSTIN

Gary Cassidy • 781-994-1914  
gcassidy@yusen.com

Dave Michael • 781-994-1827  
dmichael@yusen.com

Rob Stuper • 781.730.8570  
rstuper@yusen.com

### C-PORT

constructiongroup@yusen.com

TC Clark • 781-994-1922  
tclark@yusen.com

Justin Furlong • 781.730.8581  
ext 3062 jfurlong@yusen.com

### EDWARDS

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### EVOCHARGE

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### LUTRON

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High End Residential/Strateres  
quotes@strateres.com

Commercial/Illuminate  
lightingcontrols@illuminate.com  
Kim Kohm • 781-994-1946

### MAXLITE

Orders-west@illuminatene.com  
(CT/Western MA)

Orders-east@illuminatene.com  
(MA/ME/VT/NH)

### MB CABLE COMPANY

constructiongroup@yusen.com

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### PRIME CONDUIT

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### EXPEDITING AND RGAs

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### SOUTHWIRE TOOLS

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### WARMUP

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### RGAs

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### EXPEDITING

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Linda Dowd • 781.935.8500  
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### ORDER ENTRY

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