

Carlton[®]
LAMSON & SESSIONS

Innovative Solutions For Wire and Cable Management

Experienced. Innovative.

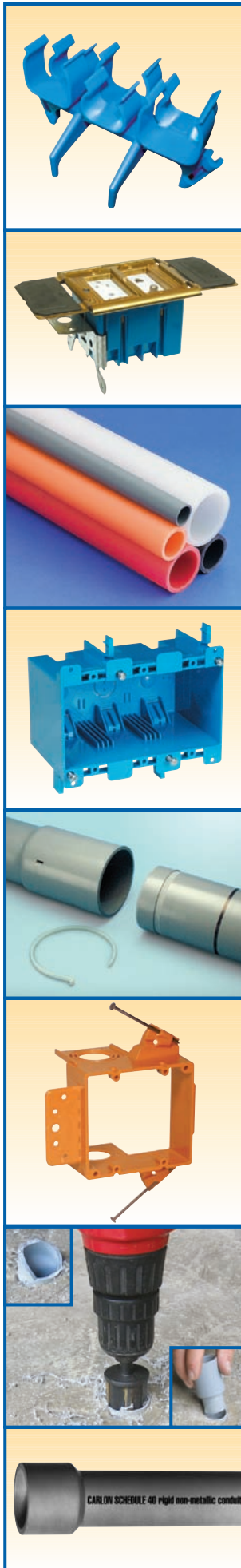
For more than 50 years Carlon has designed, engineered, and manufactured non-metallic products for wire and cable management. Since then we have introduced ground-breaking nonmetallic products for the Electrical, Telecommunications, and Utility markets by working closely with many leading industry organizations including NEMA, NECA, NFPA, EIA/TIA, NJATC, NUCA, BICSI and PPI.

Today Carlon is an industry-leading manufacturer of nonmetallic wire and cable management products for premise and outside plant applications. We serve electrical contractors and distributors, original equipment manufacturers, electric power utilities, cable television, telephone and telecommunications companies, and we take pride in providing our customers with innovative solutions for wire and cable management.

Innovative Products and Solutions

EXCLUSIVE products designed with the support and knowledge of our end user partners in an effort to save you time and money by making wire and cable management easier.

- Adjust-A-Box® Adjustable Floor and Wall Boxes
- ENT Vertical and 90 Degree Stub Down Transition Adapters
- ENT Mud Box Assemblies with mounting feet and cement cap
- ENT Mud Box Assembly Mounting Bracket
- ENT to EMT Transition Adapter
- ENT Reducers
- ENT Tubing Bridge
- Male ENT to Schedule 40 & 80 PVC Conduit Transition Adapters
- Outlet and Switch Boxes with Eccentric Knockouts
- Structured Cable Management System – The only Total System Solution on the market
- Low Voltage Add-On Bracket
- Expansion Joints with molded in mid-point indicator
- 2 Inch Expansion Joint with an 8 Inch travel distance
- PVC Conduit Repair System
- Toneable High Density Polyethylene Conduit
- Listed High Density Polyethylene Conduit and Fittings System
- Multi-Gard® Multi-Cell Sweeps
- Bore-Gard® Trenchless Raceway locking spline design, locking groove position, and material tensile strength performance
- Split Duct Repair Kits with tongue and groove design
- Zip-Box® Blue™ Switch and Outlet Boxes



Committed to Excellence.

Superior Customer Service



Commitment to customer satisfaction is a key strategic driver

- Expert nationwide sales representatives
- Key Account Managers

- Dedicated Pricing/Quote Department
- Technical services department to assist with application code issues
- Field Service Specialists
- Strategic manufacturing/distribution footprint



Production and Quality

Committed to continuous process improvements, and providing consistent product quality

- Total Quality Pursuit (TQP) Initiative – part of corporate culture
- Dedicated quality manager at each plant
- In-house UL Testing Laboratory
- Annual investments to improve efficiencies and reduce costs
- RIF to insure shipping accuracy

Manufacturing Facilities and Distribution Centers



Support For Our Business Partners



Product training to develop knowledge and skills that will help you serve your customers more effectively

- On-line training available at Carlon University www.carlon.com
- Scheduled training sessions/Lunch-and-Learns conducted by your local Carlon Representative
- Training presentations available on CD ROM
- Scheduled plant and job site tours

New website with improved navigation, content, and aesthetics



Marketing sales tools designed to provide you with the information you need to conduct successful customer meetings

- Product literature and catalogs
- Videos
- Price sheets
- Technical data sheets and specifications
- Competitive cross references
- Product sample kits

Merchandising program designed to increase sales and profits

- Floor displays
- Wall displays
- Counter displays and mats
- Floor mats
- Counter stools
- Banners



The Carlon Central Distributor Partner Program is designed to help you increase sales and profit and enhance opportunities for long-term mutual growth

- Price and quote advantages
- Attractive freight and payment terms
- Annual inventory adjustments
- Exclusive promotions
- Advanced notification on new products
- Advanced price change notification

Carlton®

eConnect

YOUR ON-LINE CONNECTION

E-COMMERCE

Carlton® eConnect is a leading on-line order tracking website designed exclusively for Carlton distributor partners. E-Connect provides easy, secured access to "real-time" information from our SAP Business Enterprise System. It's available 24 hours a day, and is designed to improve the efficiency of order information flow.

- Quick list of recent orders
- Search for orders
- Search for Quotes and Contracts
- Price and availability
- Change sales area
- Change password
- Electronic pricing files

EDI Technologies to help you maximize your efficiency, eliminate paper and reduce costs.

- **Receive**
 - 214 - Shipment status
 - 820 - Remittance advice
 - 850 - Purchase orders
 - 864 - Text messages
- **Send**
 - 855 - PO acknowledgements
 - 856 - Ship notice
 - 810 - Invoices
 - 850 - Purchase orders

