

American Connectors Surpasses Competition in MC Cable Quality, Price and Delivery

Company Profile

Name: Service Wire Co.

Address: 310 Davis Rd., Culloden, West Virginia 25510

Telephone: (800) 231-9473

Web site: www.servicewire.com

Function: Manufacturer and supplier of high quality electrical wire and cable

Founded: 1968

Locations: 4

Employees: 170

Sales Account Manager: Tom Fitzgerald

Metal Clad Cable Connectors: American Connectors Per Fit® line

Manufacturing and supplying high quality electrical wire and cable to distributors for more than thirty years, Service Wire has always made customers a top priority. Service Wire succeeds where other suppliers fail in consistently getting products to customers on time. Quality and dependability are the company's trademarks.

Providing Customers the Best Option in MC Cable Connectors

In order to maintain the level of service that customers have come to expect, Service Wire takes great care in selecting its own vendors. That's why a decision was recently made to find a new supplier of metal clad (MC) cable connectors. Service Wire had started carrying connectors as a convenience to keep customers from having to look for the products elsewhere. However, when connector prices rose and delivery timeframes lengthened, it became increasingly difficult for Service Wire to provide customers with the connectors they needed in a timely and cost-efficient manner.

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– Tom Fitzgerald, Sales Account Manager, Service Wire Co.

Per Fit Line Meets Requirements, Exceeds Expectations

Service Wire discovered American Connectors through a local company that represents the Per Fit line of MC connectors. At 30% less than what Service Wire had been paying previously, the Per Fit products were quite attractive. When Service Wire Sales Account Manager, Tom Fitzgerald, saw the connector's simple design, the deal was done. “Other connectors must be slipped on, then tightened with a screw into the armor,” Fitzgerald explains. “With American Connectors, there aren't a lot of pieces to worry about. Once you screw it on, there's no way the wire is going to twist enough for it to fall off.”

The Per Fit line comes in a variety of sizes to fit all wire types at Service Wire. “Any kind of corrugated armor cable should fit,” notes Fitzgerald. And he is pleased to report that products are delivered in two to three days, regardless of how many are ordered. Overnight shipping is available for rush orders. When merchandise costs reach \$1000, American Connectors pays for freight. Not only are distributors receiving their connectors on time, but according to Fitzgerald, “We’ve been able to pass our savings on to customers.”

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– Tom Fitzgerald, Sales Account Manager, Service Wire Co.

Customers are satisfied and so is Service Wire. “American Connectors takes care of us,” says Fitzgerald. “They’re doing a great job.”