

## Prysmian and Encore Wire Announce New U.S. Industrial and Construction Sales Agencies

**Highland Heights, Ky., August 1, 2024** – [Prysmian](#), a world leader in the energy transition and digital transformation, alongside [Encore Wire](#) are pleased to announce our new combination of best-in-class sales representation for the U.S. industrial and construction market with the following agencies:

- **AJB Sales:** Minnesota, West Wisconsin, North Dakota, South Dakota, Montana
- **Apex Electrical Sales, Inc.:** Arizona
- **Arthur A. Boyle, Inc.:** Indiana
- **Callas Kingsley Electrical Sales:** N. Illinois, E. Wisconsin, N.W. Indiana, N. Michigan
- **Cascade Western:** Oregon, Alaska, Washington, Northern Idaho
- **Convergence Partners, Inc.:** Kansas and Western Missouri
- **ESP (Electrical Specified Products):** Colorado, Southwest Nevada (Vegas) and Eastern Wyoming
- **Enhanced Electrical Sales:** South Texas, Houston Metropolitan & Valley
- **Gallagher Sales Associates, Inc.:** New Hampshire, Maine, Vermont, Connecticut, Massachusetts, Rhode Island
- **Gen-Mark:** Western Pennsylvania and West Virginia
- **Gorin-Cockrell-Decker FL (GCD):** Florida
- **Gorin-Cockrell-Decker (GCD):** Alabama, Georgia, Florida Panhandle
- **Gumersell Cashdan, Inc.:** New York (Long Island, Westchester, Rockland, Putnam & Orange Counties), Northern New Jersey
- **Healy-Mattos:** Northern California, Northwestern Nevada
- **Interwest Electric Sales:** Utah, Eastern Nevada, Southern Idaho and Western Wyoming
- **Joe Bertsch Electrical Sales Company:** Iowa and Nebraska
- **L.P. Chick Company, Inc.:** Kentucky
- **McCreary Sales:** Texas (excluding S. Texas and Houston Metropolitan & Valley), Oklahoma, New Mexico
- **McDonough & Associates:** Michigan
- **Meridian Electrical Sales:** Maryland, DC, Northern Virginia
- **Nelson & Associates:** Southern California, Hawaii
- **Power Corp. – Arkansas:** Arkansas, Louisiana, Western Tennessee, and Mississippi
- **Power Corp. – Tennessee:** Middle and Eastern Tennessee
- **Riffle & Associates:** Ohio
- **Schaeffer Marketing Group, Inc.:** Southern Illinois, Eastern Missouri (STL Metro)
- **Synergy Electrical Sales, Inc.:** Eastern Pennsylvania, Southern New Jersey, Delaware
- **Vincent-Angel, Inc.:** Virginia (excluding NOVA), North Carolina, South Carolina

- **Wire Core Sales:** Upstate New York

Prysmian and Encore believe these agencies bring strength and expertise, ensuring both companies continue to deliver top-quality products and services to customers.

For additional questions, please contact Prysmian's Industrial and Construction Team at +1 (800) 243-8020 or locate your representative at <https://www.encorewire.com/where-to-buy/index.html>.

**Prysmian North America**

Based in Highland Heights, Ky., Prysmian North America is a benchmark player in the energy transition and digital transformation. Prysmian's strategy is perfectly aligned with the main market drivers by developing resilient, high-performing, sustainable, and innovative cable systems for the transmission, power grid, electricity and digital solutions segments. Prysmian's North American operations include 29 manufacturing sites, eight distribution centers, six R&D centers and more than 6,000 associates with net sales of \$6 billion. Additional information is available at [na.prysmian.com](http://na.prysmian.com).

Globally, Prysmian is the largest cable solutions provider in the world, with 30,000 employees, 108 production plants and 26 R&D centers in over 50 countries. In 2023, global sales exceeded €15 billion.

**Media Relations**

Lauren Kane  
External Communications Manager  
[lauren.kane@prysmian.com](mailto:lauren.kane@prysmian.com)