A.A. MacPHERSON Co., Inc.

A Division of The Yusen MacPherson Group

Utility Products

ANCHORS

Grip-Tite® UTILITY

Steven Stinson sstinson@yumacgroup.com

Anchors and Anchor Rods

CONSTRUCTION HARDWARE, INSULATORS & SWITCHES

ALUMA-FORM®

Steven Stinson sstinson@yumacgroup.com

Transformer and Equipment Cluster Mounts, Insulators, Crossarms, Fiberglass Products, Hardware and more

NGK-LOCKE, INC.

Steven Stinson sstinson@yumacgroup.com

Polymer and Porcelain Insulators for Transmission Line and Substation

CRITICAL POWER SOLUTIONS

EAGLE EYE POWER SOLUTIONS

Steven Stinson sstinson@yumacgroup.com

Battery Monitoring, Stationary Chargers, Load Banks, Portable Battery Testers, and more

MARKING SYSTEMS

Electromark®

Steven Stinson sstinson@yumacgroup.com

Utility Markers, Tags, Nails/Date Nails, Labels & Tags, Signs and Marking

SWITCHGEAR & RECLOSERS

NOJA POWER®

Steven Stinson sstinson@yumacgroup.com

Switchgear Products, Reclosure Controllers

TERMINATIONS & GROUNDING

GREAVES

Steven Stinson sstinson@yumacgroup.com

Grounding and electrical connectors, Mechanical, Compression and Pre-Insulated Splices/Connectors, SNAP! and more

HARGER is now part of TE connectivity

Ashley Nelson anelson@yumacgroup.com

Grounding Exothermic and Lighting Protection

SOUTHERN GROUNDING

A PRODUCT OF SOUTH ATLANTIC, LLC

Scott Melavin smelavin@yumacgroup.com

Galvanized and Copper Bonded Ground Rods, Connectors and Accessories

TRANSFORMERS & CONTROLS

MR

Steven Stinson sstinson@yumacgroup.com

Voltage Regulator Controls, Transformer Automation, Protection Equipment & Service

weg TRANSFORMERS

Steven Stinson sstinson@yumacgroup.com

3 Phase Distribution, Small, Medium & Large Power up to 700MVA

WIRE AND CABLE

CONEX CABLE, L.L.C.

AS Wire/GS Wire

Scott Melavin smelavin@yumacgroup.com

Aluminum Clad and Steel Guy Wire

NEHRING ELECTRICAL WORKS COMPANY

Scott Melavin smelavin@yumacgroup.com

Copper and Aluminum Utility Cables Bare/OH/URD

WIRE AND CABLE MANAGEMENT

CHAMPION FIBERGLASS®

Steven Stinson sstinson@yumacgroup.com

Fiberglass Conduit, Fittings & Accessories

mphusky CABLE BUS

Steven Stinson sstinson@yumacgroup.com

Cable Tray Systems, Ladder Cable Trays, Fiberglass and Wire Mesh Cable Tray and Cable Bus

Local Stock

Contact Yusen MacPherson Group to learn more about B.A.B.A. compliant products.

1010 West Chestnut Street | Brockton, MA 02301 | | P: 781-828-9400 | info@yumacgroup.com | www.yumacgroup.com

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Utility Products

FREIGHT AND PAYMENT TERMS

ALUMA-FORM
Minimum Order: $1,000
Terms: Net 30 Days
Prepaid: $7,500

CONEX CABLE, L.L.C.
Minimum Order: $500
Terms: Net 30 Days
Freight Allowed: 5000lbs

CHAMPION FIBERGLASS
Terms: Net 30 Days
Prepaid: $35,000 Conduit, $10,000 Elbows and Fittings, $5,000 Strut and Spacers

EAGLE EYE POWER SOLUTIONS
Terms: Net 30 Days
Prepaid: Varies

ELECTROMARK
Minimum Order: Varies
Terms: Net 30 Days
Prepaid: Varies

GREAVES
Payment Terms: 2% 10, Net 30
Minimum Order: $200 with $35 small order fee for any orders under $200
Prepaid: $750

GRIP-TITE UTILITY
Minimum Order: None
Terms: Prepay before shipment or net 30 after credit approval
Prepaid: $5,000

HARGER
Payment Terms: Net 30
Minimum Order: $250
Prepaid: $2,000 for Category A items. $3,000 for Category B items. Plus Freight for Category C items. 2,500 lbs. for Category D items.

MP HUSKEY
Minimum Order: $150
Terms: Net 30 Days
Prepaid: $7500

MR REINHAUSEN
Minimum Order: $50
Terms: Net 30 Days
Plus Freight (Incoterm EXW)

NEHRING
Minimum Order: $1,000
Aluminum Freight Allowed: 5,000lbs Copper Freight Allowed: 2,000lbs Combined Freight Allowed: 2,000lbs

NGK-LOCKE
Minimum Order: $700
Terms: Net 30 Days
Prepaid Freight: Varies

NOJA POWER
No Minimum Order
Terms: Prepaid before shipment or Net 30 after delivery with credit approval

SOUTHERN GROUNDING
Minimum Order: $100
Accessories only: $450
Terms: 1%, Net 30 Days
Prepaid Rods & Reels: $4,500

WEG TRANSFORMERS
Minimum Order: $250
Net 30 Days
Prepaid: $2,000

NEMRA EERA

A.A. MACPHERSON UTILITY TERRITORY

Tom Gibbons - New England / NY
617-510-2376
tgibbons@yumacgroup.com

Wally Litchfield - NH / VT
603-289-0016
wlitchfield@yumacgroup.com

Chris Illingworth - NY / MA / ME
585-694-7028
cillingworth@yumacgroup.com

Tom Crowley - CT, MA, ME, RI
508-559-7399
tcrowley@yumacgroup.com

Joe Gately - New England / NY
603-494-7895
jgatley@yumacgroup.com

INSIDE SALES CONTACTS

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sstinson@yumacgroup.com

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anelson@yumacgroup.com

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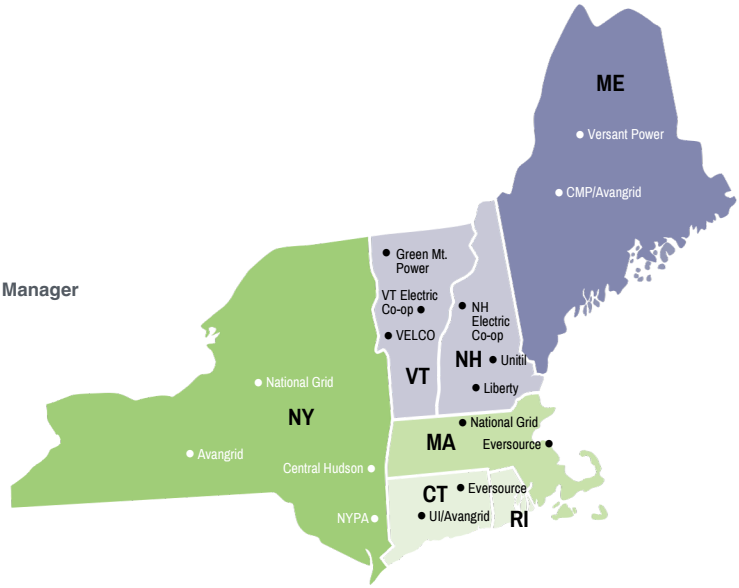
Scott Melavin
781-785-5414
smelavin@yumacgroup.com

Noah Munroe
603-490-2412
nmunroe@yumacgroup.com



A.A. MACPHERSON UTILITY TEAM

Joe Gately
Joe started with A.A. MacPherson in 1985 as a rep covering NH & VT while calling on utility accounts and distributors selling Kaiser Aluminum, Porcelain Products and Burndy.
In 1991, Joe was promoted to become the agency's utility manager and became an owner in 1998. Joe manages the utility business for A.A. MacPherson and has account responsibility for Eversource and Graybar.

Tom Gibbons
Tom began his career in the industry working at Electric Specialty. He then worked for T&B and Ideal Industries, specifying and selling products into all vertical markets. Tom joined A.A. MacPherson in 2013 and became an owner in 2022. He works on product specification across all markets, calling on utilities, engineering firms, contractors, end users and distributors with Anixter being a key account.

Chris Illingworth
Chris began his career in the industry with FLIR. He was promoted to field sales and then regional manager, covering electrical distribution, utilities and end-users across the Northeast. Chris lives in Rochester, NY and joined A.A. MacPherson in 2013. He is the primary account lead for IOU customers National Grid and Avangrid, among others. Chris is also our account manager for agency business with Irby Fulton NY for their supply and cable business.

Tom Crowley
Tom began his career at Liberty Electric in Providence, then advanced through roles at Graybar in Cranston, Minneapolis, Boston, and Lawrence, before returning to Cranston. Over the years he has managed distributors, worked as a manufacturer regional manager, and owned his own rep business. Prior to coming to work for A.A. MacPherson in 2016, Tom was the regional manager for Harger Grounding and Lighting Protection, selling grounding solutions to utilities and electrical contractors throughout the Northeast. Tom works closely with Chris Illingworth to call on National Grid MA and Avangrid ME. Tom is the primary account rep calling on Versant ME and RI Energy, and he manages the Muni businesses in CT, MA and RI. His key distributor accounts are Wesco, Hurley and Power Line.

Wally Litchfield
Wally worked at Graybar Manchester, NH for 21+ years as an account manager for their alliance businesses at NH Electric Coop, Until and Liberty. He retired in May of 2025 and began working at A.A. MacPherson that June. Wally is product spec driven and has managed large blankets of line material and cable. Wally covers NH & VT calling on IOU, Coop, municipal accounts and electrical distributors that support those customers. His key accounts are GMP, NHEC, VEC, Unitil, Liberty, Wesco, Graybar & CED Wilder, VT.