

## Low Cost Construction and Control Installation Parts

**Pam: Hi Don, nice to meet with you today. Please, tell me about your new business.**

**Don:** We are a company providing installation materials for building control contractors, electrical, and mechanical contractors, mainly marketing over the internet. Our products can be found at [www.nsscontrolparts.com](http://www.nsscontrolparts.com).

Most companies buy from electrical supply houses at the full price they charge. Electrical supply houses buy many of these parts from distributors, who buy from the factory. We buy direct from the factory no matter where they are in the world and bring the product direct to our national distribution center. This allows control contractor and electrical contractors to buy at substantial savings since a layer has been eliminated from the supply chain. This will add profit margin and help contractors be more competitive on our product line. Our product line includes emt and rigid conduit and associated fittings. We also sell enclosures, transformers, relays, wire duct, and slotted metal framing channel. We have a custom designed small enclosure, which is versatile for relays, transducers, and other remotely mounted devices. We are constantly adding new items to make the contractors installation easier and at a lower cost than previous suppliers.

**Pam: Please describe your product offering. Who would be interested in the items that you can provide?**

**Don:** We will have a large inventory on hand of all of our controls installation products for immediate pick up or shipping to you at any location you desire. Not only will you get value in buying our items, but also they will be where you want them, when you need them. We realize that not all things can be planned for in installing electrical and control materials in large complex buildings, thus we stand ready to help. We come from a controls installation, electrical, and mechanical contracting background, and we understand the issues that arise on the job site.

**Pam: Can you be a little more specific on the inventory you will carry?**

**Don:** In the pipe and conduit categories, we always have EMT (electrical metallic tubing) in the most popular sizes our industry uses. In addition, we have rigid conduit in popular sizes as well. We have unbeatable prices in all of the associated fittings in both setscrew and compression fittings. In addition we have finally found a low cost factory for high quality flex conduit as well. Since we have to have all this pipe end up some place, we offer handy boxes and four square boxes at unheard of prices. If you have boxes, you have to have something that covers them, so we carry the appropriate covers, mud rings and plates for all of them. In our industry, the methods of hanging these changes with every job, so we carry the most needed beam clamps, and metal framing channel needed. In our business we have controls that feed these wires that go through these pipes, and these have to be enclosed. Thus we sell the most popular enclosure size, which is our own factory direct design. As control contractors, we fought to find the right enclosure for remotely mounted devices. They were always too small, and too expensive. We designed with our factory the properly sized remote device enclosure at a great

value. Now you can use as many of those as needed without ruining your job budget. In addition we have found the premier factory that produces transformers and relays. We are the only factory direct supplier of transformers and relays direct to the building industry.

**Pam: Is any type of technical support available to your customers?**

**Don:** With a multitude of years experience working in the building controls, electrical and mechanical contracting industries, we are happy to provide technical support over the phone at no charge to our customers, Furthermore, we have the resources of several experienced engineers who continually advise us on our product offerings and testing. Speaking of testing, we select factories that we have personally viewed quality control processes to insure the product you receive is what you expect.

**Pam: What type of shipping is available to your customers – and what type of payments do you accept?**

**Don:** We UPS ground when size of the product permits. However, if you need a part fast we can ship any way that fits your needs. If you product must ship via truck freight, we will ship with one of the freight carriers we have negotiated great pricing contracts with, or if you prefer we will ship via your carrier on your account. If you are located in Southwest Florida, you can pick up any time at our distribution center, or we can arrange same day delivery. Credit Card Payment methods are Visa and MasterCard. We will discuss billing options for any regular buyer of our products.

**Pam: Are you interested in suggestion of other products to carry?**

**Don:** We certainly are. This is one way serve our industry better. If you have parts you use regularly and want us to be your direct source for them, call me at 239-229-1503 or email me at: donp@nationalsystemsupply.com

**Pam: Again, where can I find your website?**

**Don:** Our website address is: [www.nationalsystemsupply.com](http://www.nationalsystemsupply.com)