

**\*\* FOR IMMEDIATE RELEASE \*\***



**THURSDAY, DEC 1, 2016  
HOUSTON WIRE AND CABLE (HWC) APPOINTS LACHUT ELECTRICAL SALES  
AS A REP FIRM COVERING NEW YORK STATE**

**Houston Wire & Cable (NASDAQ: HWCC): has appointed Lachut Electrical Sales. as a sales representative firm covering the Empire State.**

Lachut Electrical Sales ([www.lachutelectricalsales.com](http://www.lachutelectricalsales.com)) is headquartered in North Syracuse, New York with additional offices in Buffalo, Rochester, and Albany. With over 35 years of experience in the electrical manufacturing and distribution channels, Lachut Electrical Sales has the strength and prowess to enthusiastically represent the extensive breadth and depth of HWC's product offerings. HWC ([www.houwire.com](http://www.houwire.com)) chose Lachut Electrical Sales for what their expert team brings to the table:

- Deploying a dedicated client-forward focus to augment HWC's growing presence in the USA,
- Creating demand across innovative products in line with HWC's specialty cable offerings,
- Adhering to a strong professional work ethic with involvement in trade associations,

Lachut Electrical Sales maintains a strong technical focus within industrial and commercial markets, which results in an ideal partnership for HWC as product offerings in the wire and cable sector grow more tech-forward in both scope and use.

**About Houston Wire & Cable**

Founded in 1975, HWC is a national leader as a master distributor of electrical wire, cable and related services - including cable management systems, tech-forward cable inventory, mechanical wire & lift / rigging hardware. HWC constantly exceeds distributor needs with a superior logistic footprint, robust product line with breadth and depth of inventory, and a highly experienced staff.

**About Lachut Electrical Sales**

Headquartered in North Syracuse, New York, Lachut Electrical Sales provides a variety of sales and marketing support for both their manufacturing and distributing channel partners while maintaining deep ties with professional trade associations throughout their over 35-year history.

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