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FOR IMMEDIATE RELEASE

LS Cable & System USA Busway Partners With Empire Electric Sales to Continue Westward Expansion

September 16, 2025 – Peachtree Corners, GA – LS Cable & System USA is proud to announce its partnership with Empire Electric Sales as its sales representative for LS Busway in Northern California. The appointment strengthens LS Busway’s growing presence on the West Coast and reflects demand for quality energy systems in a region of explosive data center growth due to AI and cloud computing.

Empire Electric Sales, founded 1986, will focus on Busway’s UL 857 and UL 891 certified Data-way product. Built for data centers, Data-way (UL) is a compact, modular power distribution system that installs quickly using standardized tap-off points. The design supports clean capacity growth while maintaining reliable power delivery.

With Empire Electric Sales serving Northern California, customers gain consistent access to LS Busway solutions and support across the region.

“Empire Electric Sales brings the depth and project follow-through we look for in a long-term partner,” said Harry Han, Head of LS Busway. “Their relationships across the design and construction community positions us to better serve Northern California customers.”

“Our market is moving quickly,” said Gary Scarratt, Principal at Empire Electric Sales. “We are excited to bring LS Busway’s portfolio to engineers, contractors and owners from early schematic through commissioning, with Data-way’s UL 857 and UL 891 performance as a centerpiece.” The agency will work closely with LS Busway Regional Sales Manager Shane Williams.

Empire Electric Sales’ appointment continues LS Busway’s westward expansion, building on representative partnerships that broaden coverage and strengthen local support. These agreements



increase specification activity, improve coordination with distributor teams, and grow the installed base for the UL 857 and UL 891 certified Data-way Busway and the broader LS Busway portfolio. This addition in Northern California extends that progress and gives customers a consistent experience from early design through installation.

LS Busway solutions support mission-critical and large-scale building programs where time to power, configurability and serviceability drive results from day one.

About Empire Electric Sales

Empire Electric Sales is an independent manufacturers' representative serving the Northern California electrical market. The team partners with distributors, contractors, engineers and owners from early design through commissioning. Empire Electric Sales pursues end-user relationships, operates as an extension of distributor sales forces and focuses on building brand preference and long-term loyalty throughout the marketplace.

About LS Busway

Busway was first commercialized in the 20th century as a solution for large-scale projects and electrical systems applications requiring minimal energy loss. Busway remains the proven choice for projects that prioritize convenience, maintenance, safety, and easy distribution of loads.

LS Busway, a division of LS Cable & System USA, offers Ex-way (UL) Sandwich Type, Data-way (UL) Track Type, NSPB and CR-way MV systems in full compliance with US industry standards. Our bus plugs are compatible with Class R, J, and L fuses, as well as MCCB breaker types ranging from 100A to 1200A, providing the flexibility to meet a wide range of protection requirements.



LS Cable & System, headquartered in Anyang, South Korea, was established in May 1962 and is a worldwide leader in the design and manufacture of energy products like busway for a wide array of applications. LS Group, which became independent of LG in 2003, now has 50 production and sales subsidiaries in over 20 countries. In April 2017, LS Group acquired the Energy division from Superior Essex to create a subsidiary under the LS Cable & System umbrella and called it LS Cable & System USA. The Busway product line was added to the company's portfolio two years later, and continues to be one of the fastest-growing markets in the US.

Today, LS Cable & System USA is a leading supplier of busway and manufacturer of LV and MV cable, committed to serving the commercial, industrial, renewable and utility markets. Learn more at www.lscsusa.com/busway.

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