

LAKE MICHIGAN SALES

Relationships Matter • People Make the Difference

Manufacturer's Representative

1900 Estes Avenue
Elk Grove Village, Illinois 60007
o: (888)308-7574 f: 847-307-8975
www.lakemichigansales.com
sales@lakemichigansales.com

Product Lines Illinois



CLASSIC WIRE & CABLE
www.classicwire.com
Aluminum Wire & Cable Products



HAWKE
www.hubbell.com/hawke/en
Globally certified cable glands, enclosures, connectors and connection solutions



CHALFANT
www.chalfant-obo.com
Cable tray products, ladder tray systems, GR magic self containing wire mesh tray



KILLARK
www.hubbell-killark.com
Global provider of harsh and hazardous location products



EIKO - www.eiko.com
Intelligent fixtures and wireless controls, value-engineered LED fixtures and lamps, as well as traditional lighting



MIDWEST ELECTRIC PRODUCTS**
www.midwestelectric.com
Service equipment, RV park equipment, transformers, safety switches, disconnects and more



ENDOT - www.endot.com
HDPE/nylon innerduct for electric and telecom



MORRIS PRODUCTS INC**
www.morrisproducts.com
Quality Electrical & lighting products



Enerlites - enerlites.com
Leading manufacturer of innovative sensors, USB charging receptacles, lighting controls, and wiring devices



RADIX - www.radix-wire.com
High temperature wire and cable, including DuraLife FPL UL 2-hour rated fire alarm cable



GENESIS CABLE**
resideo.com/us/en/pro/genesis/
High-performance, low-voltage cable for any application



STELPRO - www.stelpro.com**
Electric heating, heating cables, ventilation (HVAC), and electronic controls



GIBSON STAINLESS
www.gibsonstainless.com
Stainless steel fittings & conduit



TE CONNECTIVITY -
www.te.com/energy
Low & Medium Voltage Raychem cable accessories.



HAYDON
www.haydoncorp.com
Strut, fittings, and rooftop support systems



VOLTEC
www.voltec-industries.com
Specialty cords. temporary power and lighting

** LMS carries local stock of the highlighted product lines

Product Lines Illinois Continued



Penn Aluminum

www.pennconduit.com

Made in USA aluminum EMT, rigid aluminum conduit, couplings, and elbows



UNITY MANUFACTURING

www.unitymfg.com

Specializes in Type 1, 3R, 4, 4X and 12 electrical enclosures, and custom product solutions



RIGPOWER

www.hubbell.com/rigpower/en

Leading manufacturer of single pole and bolted high-amperage connectors



WirePoint
Supplied by POLY-CAB

Wire Point

wirepointsupply.com

High-quality electrical solutions, from wires, cables, connectors, and more.

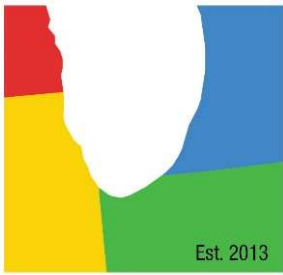
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Product Line Terms

<u>Product Line</u>	<u>Freight Terms</u>	<u>Payment Terms</u>	<u>Minimum Billing</u>
Classic Wire and Cable	Prepaid & Allowed - 2,000lbs (May vary by product)	Net 30	\$100
Chalfant	Prepaid & Allowed - \$7,500	Net 30	\$100
EiKO	Prepaid & Allowed - \$1,000 Lamps Only, \$1,500 Fixtures & Lamps	Net 30	\$250 or \$25 SOC
Endot Industries	HDPE added to cost of duct; Plenum/Riser Prepaid \$8,000	Net 30	\$600
Enerlites	Prepaid & Allowed - \$1,500	2% 10 - Net 30	\$150
Genesis Cable	Prepaid & Allowed - \$2,500	2% 30 - Net 60	\$200
Gibson Stainless	Prepaid & Allowed - \$3,500 of Conduit (Fittings only \$500)	2% 10 - Net 30	\$50
Haydon Corporation	Prepaid & Allowed - \$7,500 for channel & fittings (\$1,250 for fittings only)	1% 10 - Net 30	\$100
Killark	Prepaid & Allowed - \$2,000	Net 30	\$250
Midwest Electric	Prepaid & Allowed - \$750 or \$50 charge (Unless shipping collect) (net)	2% 10 - Net 25	n/a
Morris Products Inc	Prepaid & Allowed - All orders (excluding 8' product and select Diversitech)	Net 30	\$100 & \$25 fee if under \$250
Penn Aluminum	Prepaid & Allowed - Conduit & EMT 3,500 lbs. ; Fittings \$500	Net 30	\$250
Radix	Prepaid & Added to invoice unless otherwise stated	Net 30	\$500
Stelpro	Prepaid & Allowed - \$1,500	2% 10 - Net 30	n/a
TE Connectivity	Prepaid & Allowed - \$1,000	Net 30	\$1,000 or \$40 charge
Unity Manufacturing	Consult LMS	2% 10 - Net 30	\$100
Voltec	Prepaid & Allowed - \$1,750	Net 30	\$300
Wire Point	Prepaid & Allowed - \$20,000 or \$5,000 if only Aluminum	Net 30	Consult LMS

Contact Information

Richard S. Kuebler	President	rkuebler@lakemichigansales.com	cell: 847-313-9949
Frankie Kuebler	Vice President	fkuebler@lakemichigansales.com	cell: 847-903-1369
David Selsky	Director of Operations	dselsky@lakemichigansales.com	office: 847-378-8045
Gerri Poole	Office Manager	gpoole@lakemichigansales.com	office: 847-378-8045
Anthony Kuebler	Inside Sales Representative	akuebler@lakemichigansales.com	office: 847-378-8045
Elizabeth Viken	Inside Sales Representative	eviken@lakemichigansales.com	office: 847-378-8045
Alex Nelson	Inside Sales Representative	anelson@lakemichigansales.com	office: 847-378-8045
Robert Fife	Outside Sales Representative	rfife@lakemichigansales.com	cell: 630-863-3879



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Lighting Line Card Illinois



EIKO - www.eiko.com

Intelligent fixtures and wireless controls, value-engineered LED fixtures and lamps, as well as traditional lighting



MORRIS PRODUCTS INC**

www.morrisproducts.com
Quality electrical & lighting Products



ELCO LIGHTING

www.elcolighting.com

LED product line that entails recessed, track, undercabinet, outdoor, and emergency lighting



RDA LIGHTING**

www.rdalighting.com
Commercial, industrial, and residential lighting solutions



FX LIGHTING

www.fxlsolutions.com

Customized lighting solutions for the most demanding environments.



SHAT-R-SHIELD

www.shatrshield.com

specialized lighting products for food, cosmetic, pharmaceutical and their related industries



KILLARK

www.hubbell-killark.com

Global provider of harsh and hazardous location products



WAVE LIGHTING

www.wavelighting.com

Provider of residential and commercial lamp posts and outdoor lighting products

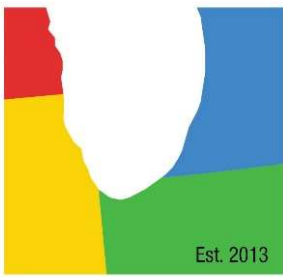


ZLED LIGHTING

www.zled-lighting.com

Innovative and progressive LED lighting manufacturer with magnetic LED retrofit strips

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Lighting Product Line Terms

<u>Product Line</u>	<u>Freight Terms</u>	<u>Payment Terms</u>	<u>Minimum Billing</u>
EIKO	Prepaid & Allowed - \$1,000 Lamps Only, \$1,500 Fixtures & Lamps	Net 30	\$250 or \$25 SOC
ELCO Lighting	Prepaid & Allowed - \$1,600 (IL & WI)	Net 10 th Prox	\$100 or \$25 charge
FX Lighting	Prepaid & Allowed - \$5,000	Net 30	n/a
Killark	Prepaid & Allowed - \$2,000	Net 30	\$250
Morris Products	Prepaid & Allowed – All orders (excluding 8' product and select Diversitech)	Net 30	\$100 & \$25 fee if under \$250
RDA Lighting	Prepaid & Allowed – All Orders	Net 30	n/a
Shat-r-Shield	Prepaid & Allowed - \$3,000 Lamps, (Ironclad Mega High Bay) \$5,000 net	Net 30	\$150 or \$25 charge
Wave Lighting	Prepaid & Allowed - \$2,000	1%10 - Net 30	n/a
ZLED Lighting	Prepaid & Allowed - \$1,500.00 for Corns and retrofit kits, and \$2,500.00 for Fixtures	Net 30	n/a

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Darek Szyszko	Outside Sales Representative	dszyszko@lakemichigansales.com	cell: 630-965-1890
Robert Fife	Outside Sales Representative	rfife@lakemichigansales.com	cell: 630-863-3879