



# 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](http://www.lakemichigansales.com)  
[sales@lakemichigansales.com](mailto:sales@lakemichigansales.com)

## Product Lines Wisconsin



### CLASSIC WIRE & CABLE

[www.classicwire.com](http://www.classicwire.com)  
Aluminum Wire & Cable Products



### Penn Aluminum

[www.pennconduit.com](http://www.pennconduit.com)  
Made in USA aluminum EMT, rigid aluminum conduit, couplings, and elbows



### EIKO - [www.eiko.com](http://www.eiko.com)

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



### RADIX

[www.radix-wire.com](http://www.radix-wire.com)  
High temperature wire and cable, including DuraLife FPL UL 2-hour rated fire alarm cable



### ELCO LIGHTING

[www.elcolighting.com](http://www.elcolighting.com)  
LED product line that entails recessed, track, undercabinet, outdoor, and emergency lighting



### RDA LIGHTING

[www.rdalighting.com](http://www.rdalighting.com)  
Commercial, industrial, and residential lighting solutions



Endot Industries, Inc.

### ENDOT

[www.endot.com](http://www.endot.com)  
HDPE/nylon innerduct for electric and telecom



### SHAT-R-SHIELD

[www.shatrshield.com](http://www.shatrshield.com)  
Specialized lighting products for food, cosmetic, pharmaceutical and their related industries



### Enerlites - [enerlites.com](http://enerlites.com)

Leading manufacturer of innovative sensors, USB charging receptacles, lighting controls, and wiring devices



### STELPRO

[www.stelpro.com](http://www.stelpro.com)  
Electric heating, heating cables, ventilation, and electronic controls



### GIBSON STAINLESS

[www.gibsonstainless.com](http://www.gibsonstainless.com)  
Stainless Steel fittings & Conduit



### TE CONNECTIVITY -

[www.te.com/energy](http://www.te.com/energy)  
Low & Medium Voltage Raychem cable accessories.



### HAYDON

[www.haydoncorp.com](http://www.haydoncorp.com)  
Strut, fittings, and rooftop support systems



### Wire Point

[wirepointsupply.com](http://wirepointsupply.com)  
High-quality electrical solutions, from wires, cables, connectors, and more.

# Product Lines Wisconsin Continued



**Inverter Systems, Inc.**  
[www.invertersystemsinc.com](http://www.invertersystemsinc.com)  
 ISI provides a full line of UL 924 Listed inverters or central power systems, exit signs and battery back-up emergency lights.



**MAGNITUDE LIGHTING**  
[www.magnitudeinc.com](http://www.magnitudeinc.com)  
 Advanced LED drivers and transformers



**UNITY MANUFACTURING**  
[www.unitymfg.com](http://www.unitymfg.com)  
 Specializes in Type 1, 3R, 4, 4X and 12 electrical enclosures



**VOLTEC**  
[www.voltec-industries.com](http://www.voltec-industries.com)  
 Specialty cords. Temporary power and lighting



**ZLED LIGHTING**  
[www.zled-lighting.com](http://www.zled-lighting.com) Innovative and progressive LED lighting manufacturer with magnetic LED retrofit strips

## Product Line Terms

<u>Product Line</u>	<u>Freight Terms</u>	<u>Payment Terms</u>	<u>Minimum Billing</u>
<b>Classic Wire and Cable</b>	Prepaid & Allowed - 2,000lbs (May vary by product)	Net 30	\$100
<b>EIKO</b>	Prepaid & Allowed - \$1,000 Lamps Only, \$1,500 Fixtures & Lamps	Net 30	\$250 or \$25 SOC
<b>Elco Lighting</b>	Prepaid & Allowed - \$1,600 (IL & WI)	Net 10 <sup>th</sup> Prox	\$100 or \$25 charge
<b>Endot Industries</b>	HDPE added to cost of duct; Plenum/Riser Prepaid \$8,000	Net 30	\$600
<b>Enerlites</b>	Prepaid & Allowed - \$1,500	2% 10 - Net 30	\$150
<b>Gibson Stainless</b>	Prepaid & Allowed - \$3,500 of Conduit (Fittings only \$500)	2% 10 - Net 30	\$50
<b>Haydon Corporation</b>	Prepaid & Allowed - \$7,500 for channel & fittings (\$1,250 for fittings only)	1% 10 - Net 30	\$100
<b>Inverter Systems</b>	Prepaid & Allowed - \$2,500	Net 30	n/a
<b>Magnitude Lighting</b>	Prepaid & Allowed - \$1,200 (\$100 fee for drop shipped orders)	Net 30	\$600 or \$50 charge
<b>Penn Aluminum</b>	Prepaid & Allowed - Conduit & EMT 3,500 lbs. ; Fittings \$500	Net 30	\$250
<b>Radix</b>	Prepaid & Added to invoice unless otherwise stated	Net 30	\$500
<b>RDA Lighting</b>	Prepaid & Allowed - All Orders	Net 30	n/a
<b>Shat-r-Shield</b>	Prepaid & Allowed - \$3,000 Lamps, (Ironclad Mega High Bay) \$5,000 net	Net 30	\$150 or \$25 charge
<b>Stelpro</b>	Prepaid & Allowed - \$1,500	2% 10 - Net 30	n/a
<b>TE Connectivity</b>	Prepaid & Allowed - \$1,000	Net 30	\$1,000 or \$40 charge
<b>Unity Manufacturing</b>	Consult LMS	2% 10 - Net 30	\$100
<b>Voltec</b>	Prepaid & Allowed - \$1,750	Net 30	\$300
<b>Wire Point</b>	Prepaid & Allowed - \$20,000 or \$5,000 if only Aluminum	Net 30	Consult LMS
<b>ZLED Lighting</b>	Prepaid & Allowed - \$1,500.00 for Corns and retrofit kits, and \$2,500.00 for Fixtures	Net 30	n/a

## Contact Information

<b>Richard S. Kuebler</b>	President	<a href="mailto:rkuebler@lakemichigansales.com">rkuebler@lakemichigansales.com</a>	cell: 847-313-9949
<b>Frankie Kuebler</b>	Vice President	<a href="mailto:fkuebler@lakemichigansales.com">fkuebler@lakemichigansales.com</a>	cell: 847-903-1369
<b>Timothy Maul</b>	Consultant	<a href="mailto:tmaul@lakemichigansales.com">tmaul@lakemichigansales.com</a>	office: 847-378-8045
<b>David Selsky</b>	Director of Operations	<a href="mailto:dselsky@lakemichigansales.com">dselsky@lakemichigansales.com</a>	office: 847-378-8045
<b>Gerri Poole</b>	Office Manager	<a href="mailto:gpoole@lakemichigansales.com">gpoole@lakemichigansales.com</a>	office: 847-378-8045
<b>Anthony Kuebler</b>	Inside Sales Representative	<a href="mailto:akuebler@lakemichigansales.com">akuebler@lakemichigansales.com</a>	office: 847-378-8045
<b>Elizabeth Viken</b>	Inside Sales Representative	<a href="mailto:eviken@lakemichigansales.com">eviken@lakemichigansales.com</a>	office: 847-378-8045
<b>Alex Nelson</b>	Inside Sales Representative	<a href="mailto:anelson@lakemichigansales.com">anelson@lakemichigansales.com</a>	office: 847-378-8045
<b>Darek Szyszko</b>	Outside Sales Representative	<a href="mailto:dszyszko@lakemichigansales.com">dszyszko@lakemichigansales.com</a>	cell: 630-965-1890
<b>Robert Fife</b>	Outside Sales Representative	<a href="mailto:rfife@lakemichigansales.com">rfife@lakemichigansales.com</a>	cell: 630-863-3879