



# LAKE MICHIGAN SALES

Relationships Matter • People Make the Difference

Manufacturer's Representative

Greenwood Office  
800 Kings Mill Road  
Greenwood, IN 46142  
o: (888)308-7574 f: 847-307-8975  
[www.lakemichigansales.com](http://www.lakemichigansales.com)  
[sales@lakemichigansales.com](mailto:sales@lakemichigansales.com)

## Product Lines Indiana



### Arieltech

[arieltech.ca](http://arieltech.ca)

Filters, fans, heaters, thermoelectric cooling units, thermostats, & humidistats



### Magnitude Lighting

[www.magnitudeinc.com](http://www.magnitudeinc.com)

Advanced LED drivers and transformers.



### 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 cable00.



### Electric Avenue

[www.goelectriccave.com](http://www.goelectriccave.com)

Convenient, affordable and easy-to-use smart EV charging solutions for residential and commercial use.



### RDA LIGHTING

[www.rdalighting.com](http://www.rdalighting.com)

Commercial, industrial and residential lighting solutions



### Enerlites - 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 (HVAC), and electronic controls.



### EXM - [www.exmweb.com](http://www.exmweb.com)

Electrical/NEMA enclosures and modular cabinets



### 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



### Polycab USA

[polycab.com](http://polycab.com)

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



### Inverter Systems, Inc.

[www.invertersystemsinc.com](http://www.invertersystemsinc.com)

Full line of UL 924 Listed inverters or central power systems, exit signs and battery back-up emergency lights.



### Xtralight

[www.xtralight.com](http://www.xtralight.com)

Design, build, and deliver ultra-efficient lighting solutions that are in the best interest of our customers.

# Product Lines Indiana Continued



**CHASE CORPORATION**  
**chasecorp.com**  
 Muletape, Muleglide, Trace-sa



**GOODLITE**  
**www.gllite.com**  
 Cutting-edge bulbs, fixtures,  
 and luminaires



**évoralignt**  
**www.evoralignt.com**  
 Quality-focused premium  
 linear lighting manufacturer.



**Wagonway**  
**www.wagonway.com**  
 Extensive residential and  
 commercial lighting product lines,  
 including solar fixtures.

## Product Line Terms Indiana

<u>Product Line</u>	<u>Freight Terms</u>	<u>Payment Terms</u>	<u>Minimum Billing</u>
Alphalite	Prepaid & Allowed - \$2,000	Net 30	n/a
Aerieltech	Prepaid & Allowed - \$2,500	2% 10 – Net 30	n/a
Chase Corporation	Prepaid & Allowed - \$5,000 for Muletape / Detectable Muletape only	Net 30	\$350
EiKO	Prepaid & Allowed - \$1,000 Lamps Only, \$1,500 Fixtures & Lamps	Net 30	\$250 or \$25 SOC
Electric Avenue	Prepaid & Allowed – Contact LMS	Net 30	Contact LMS
Enerlites	Prepaid & Allowed - \$1,500	2% 10 - Net 30	\$150
évoralignt	Prepaid & Allowed – Contact LMS	Net 30	Contact LMS
EXM	Prepaid & Allowed – Contact LMS	Net 30	\$175
Goodlite	Prepaid & Allowed – Contact LMS	Net 30	Contact LMS
Haydon	Prepaid & Allowed - H-Strut: \$5,000 H-Blocks: \$2,500 Fittings only: \$1,250	1% 10 - Net 30	\$250
Inverter Systems	Prepaid & Allowed - \$2,500	Net 30	n/a
Magnitude Lighting	Prepaid & Allowed - \$1,200	Net 30	\$600 or \$50 charge
Radix	Prepaid & Added to invoice unless otherwise stated	Net 30	\$500
RDA Lighting	Prepaid & Allowed - All Orders (excluding poles and pole accessories)	Net 30	n/a
Stelpro	Prepaid & Allowed - \$1,500	2% 10 - Net 30	n/a
TE Connectivity	Prepaid & Allowed - \$1,000	Net 30	\$1,000 or \$40 charge
Wagonway	Prepaid & Allowed – Contact LMS	Net 30	Contact LMS
Polycab USA	Prepaid & Allowed - \$20,000 or \$5,000 if only Aluminum	Net 30	Contact LMS
Xtralight	Prepaid & Allowed - \$5,000	Net 30	n/a

## Contact Info

<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>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>Robert Fife</b>	Outside Sales Representative	<a href="mailto:rfife@lakemichigansales.com">rfife@lakemichigansales.com</a>	cell: 630-863-3879
<b>Jerry Andrus</b>	Outside Sales Representative	<a href="mailto:jandrus@lakemichigansales.com">jandrus@lakemichigansales.com</a>	cell: 517-499-6585