

# 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 Illinois



### CLASSIC WIRE & CABLE

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

Aluminum Wire & Cable Products



### HAYDON

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

Strut, fittings, and rooftop support systems



### CHALFANT

[www.chalfant-obo.com](http://www.chalfant-obo.com)

Cable tray products, ladder tray systems, GR magic self containing wire mesh tray



### KILLARK

[www.hubbell-killark.com](http://www.hubbell-killark.com)

Global provider of harsh and hazardous location products



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

Service equipment, RV park equipment, transformers, safety switches, disconnects and more



### ENDOT - [www.endot.com](http://www.endot.com)

HDPE/nylon innerduct for electric and telecom



### MORRIS PRODUCTS INC\*\*

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

Quality Electrical & lighting products



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

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



### 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



### GENESIS CABLE

[resideo.com/us/en/pro/genesis/](http://resideo.com/us/en/pro/genesis/)

High-performance, low-voltage cable for any application



### STELPRO - [www.stelpro.com](http://www.stelpro.com)\*\*

Electric heating, heating cables, ventilation (HVAC), 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.



### HAWKE

[www.hubbell.com/hawke/en](http://www.hubbell.com/hawke/en)

Globally certified cable glands, enclosures, connectors and connection solutions



### VOLTEC

[www.voltec-industries.com](http://www.voltec-industries.com)

Specialty cords. temporary power and lighting

\*\* LMS carries local stock of the highlighted product lines

## Product Lines Illinois Continued



**CHASE CORPORATION**  
[chasecorp.com](http://chasecorp.com)  
 Muletape, Muleglide, Trace-safe.



**RIGPOWER**  
[www.hubbell.com/rigpower/en](http://www.hubbell.com/rigpower/en)  
 Leading manufacturer of single pole and bolted high-amperage connectors



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



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

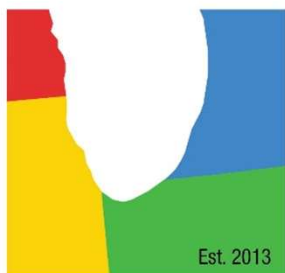
**\*\* LMS carries local stock of the highlighted product lines**

## 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
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
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 - H-Strut: \$5,000 H-Blocks: \$2,500 Fittings only: \$1,250	1% 10 - Net 30	\$250
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

## 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>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



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## Lighting Line Card Illinois



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

Quality electrical & lighting Products



**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



**ÉVORALIGHT**

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

Quality-focused premium linear lighting manufacturer.



**WAGONWAY**

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

Extensive residential and commercial lighting product lines, including solar fixtures.



**FX LIGHTING**

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

Customized lighting solutions for the most demanding environments.



**WAVE LIGHTING**

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

Provider of residential and commercial lamp posts and outdoor lighting products



**GOODLITE**

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

Cutting-edge bulbs, fixtures, and luminaires



**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.



**KILLARK**

[www.hubbell-killark.com](http://www.hubbell-killark.com)

Global provider of harsh and hazardous location products

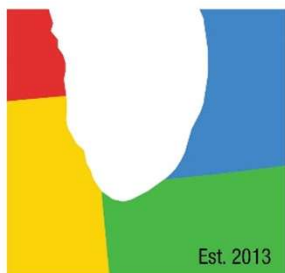


**ZLED LIGHTING**

[www.zled-lighting.com](http://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>
<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>évoralignt</b>	Prepaid & Allowed - Contact LMS	Net 30	Contact LMS
<b>FX Lighting</b>	Prepaid & Allowed - \$5,000	Net 30	n/a
<b>Goodlite</b>	Prepaid & Allowed - Contact LMS	Net 30	Contact LMS
<b>Killark</b>	Prepaid & Allowed - \$2,000	Net 30	\$250
<b>Morris Products</b>	Prepaid & Allowed – All orders (excluding 8' product and select Diversitech)	Net 30	\$100 & \$25 fee if under \$250
<b>RDA Lighting</b>	Prepaid & Allowed - All Orders (excluding poles and pole accessories)	Net 30	n/a
<b>Wagonway</b>	Prepaid & Allowed - Contact LMS	Net 30	Contact LMS
<b>Wave Lighting</b>	Prepaid & Allowed - \$2,000	1%10 - Net 30	n/a
<b>Xtralight</b>	Prepaid & Allowed - \$5,000	Net 30	n/a
<b>ZLED Lighting</b>	Prepaid & Allowed - \$1,500.00 for Corns and retrofit kits, and \$2,500.00 for Fixtures	Net 30	n/a

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