

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



CHASE CORPORATION
chasecorp.com
 Muletape, Muleglide, Trace-safe.



RIGPOWER
www.hubbell.com/rigpower/en
 Leading manufacturer of single pole and bolted high-amperage connectors



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

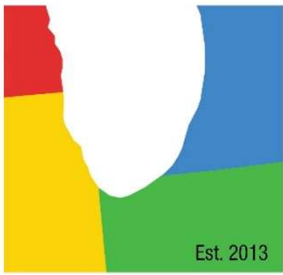
**** LMS carries local stock of the highlighted product lines**

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

| | | | |
|---------------------------|------------------------------|------------------------------------------------------------------------------------|----------------------|
| 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



ÉVORALIGHT
www.evoralignt.com
Quality-focused premium linear lighting manufacturer.



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



FX LIGHTING
www.fxlsolutions.com
Customized lighting solutions for the most demanding environments.



WAVE LIGHTING
www.wavelighting.com
Provider of residential and commercial lamp posts and outdoor lighting products



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

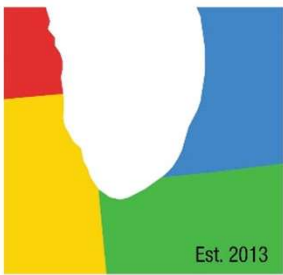


Xtralight www.xtralight.com
Design, build, and deliver ultra-efficient lighting solutions that are in the best interest of our customers.



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 |
| évorolight | Prepaid & Allowed - Contact LMS | Net 30 | Contact LMS |
| 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 (excluding poles and pole accessories) | Net 30 | n/a |
| Wagonway | Prepaid & Allowed - Contact LMS | Net 30 | Contact LMS |
| Wave Lighting | Prepaid & Allowed - \$2,000 | 1%10 - Net 30 | n/a |
| Xtralight | Prepaid & Allowed - \$5,000 | 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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