



# LAKE MICHIGAN SALES

Relationships Matter • People Make the Difference

Manufacturer's Representative

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## 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**  
[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.



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



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



**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>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

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