



# SCHAEFFER Marketing Group, Inc.

ELECTRICAL MANUFACTURERS' REPRESENTATIVE  
11041 LIN VALLE DR. ST. LOUIS, MO 63123  
PHONE: (314) 894-1100 [www.smgrep.com](http://www.smgrep.com) [salesdesk@smgprep.com](mailto:salesdesk@smgprep.com)



**Outside Sales:** Mike Schaeffer, Kris Steiger, Melissa Berry, Darla Bair, Scott Obert, Bruce Eason, Don Calcaterra, Chris Gaff, Nick Ball  
**Inside Sales:** John McGauley, Jamie Radin, Geoff Martin, Caitlin Alexander, Ellen Eason, Deon Lewis

## SPRINGFIELD/BLOOMINGTON/CHAMPAIGN/DECATUR/PEORIA, IL ----- 7/22

**ABB INSTALLATION PRODUCTS:** **ALL INCLUDING PERU/PRINCETON:** **JOHN** 200,000+ products with 38+ premium brand names



**AIRMASTER FAN:** **S/D/C:** **JAMIE** Industrial & commercial washdown, haz location, fans & ventilation  
Terms: Net 30; \$100 Min.; Freight: \$3000 Net.



**AMP:** **ALL:** **DEON** CT cabinets, power distribution equipment, switchboards, temporary generator power & custom designs. Terms: Net 30; No minimum - Freight \$2000.



**BRIDGEPORT FITTINGS:** **S/D:** **DEON** Zinc, steel and NM conduit & MC fittings, innovative new products  
Terms: 2% 10th, Net 30; \$100 Min.; Freight: \$2000.



**CARLON MO/IL (ABB brand):** **ALL:** **JOHN** PVC Fittings, Carflex, ENT, outlet boxes, enclosures, wire trough, Plenum-Gard, Riser-Gard, weatherproof and floor boxes and covers — ABB terms apply.



**ENCLOSURE SOLUTIONS:** **ALL:** **JOHN** Standard and custom non-metallic electrical enclosures, wiring trough.  
Terms: Net 30; \$50 min; Plus frt.



**ENCORE WIRE:** **ALL:** **CAITLIN** Complete line of copper and aluminum building wire including THHN/THWN-2, XHHW-2, USE-2 in all colors and sizes, bare copper, aluminum, MC cable, tray cable, NM-B, UF-B, MTW, and flexible conduit. \$2500 min; Freight: 5000 lbs.



**GO FAN YOURSELF:** **ALL:** **JAMIE** High velocity, low speed large diameter fans with reversibility for industrial and commercial applications. Terms: Net 30. Freight: 7.5% surcharge.



**JEFFERSON:** **S:** **DEON** Dry type 600V, K-Factory, DIT, buck boost, industrial control transformers  
Terms: \$100 Min., Freight: \$2000.



**NEHRING ELECTRIC WORKS:** **S/D:** **JOHN** Bare copper, alum. Overhead, URD, ACSR, Airport & Aluma-Clad cable. Terms: Net 30; \$200 Min.



**PICOMA:** **D:** **JOHN** GRS, EMT, aluminum & EMT elbows, nipples, and couplings; running thread.  
Terms: 2% 10th, Net 31; Min.: \$100; Frt: \$1750.



**PRIME CONDUIT:** **ALL:** **JOHN** PVC Conduit, PV Mold, Split Duct – Freight: Prepaid if \$35,000+, elbows/misc prepaid \$2500. Bore-Gard, Multi-Gard – Plus Freight.



**RYMCO:** **ALL:** **JOHN** Galvanized RMC, EMT (plus Real Color EMT), IMC, and stainless steel – all UL listed  
Terms: 2% 15<sup>th</sup>, Net 30. Frt: 8000 lbs.

## ■ Outside Sales ■



**Kris Steiger**



**Mike Schaeffer**



**Melissa Berry**



**Darla Bair**



**Chris Gaff**



**Bruce Eason**



**Don Calcaterra**



**Scott Obert**



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## Schaeffer Marketing Group Central IL Lighting Line Card

*Jamie – customer service; Geoff & Ellen – applications & quotes*

### Advantage Architectural

Lighting (AEL)

All Green Lighting

American Light Pole

Alset

Aquarii

Atlantic

Baselite

BL Lighting

Chauvet

CMT

Coloronix/Liton

Contrast

Crucial Power

Dalume/Liton

Day O Lite

DX

Edison

Eiko

Encelium (Osram)

Energy Focus

Global Lighting Perspectives

GM Lighting

Go Fan Yourself

Iluminarc

Lightsmith

Liteline

Medical, clean room,

Correctional

LED retrofit

Poles (Dec/Spr only)

Industrial

Theatrical downlights

Downlighting

RLM

Accent linear

Theatrical

Fiberglass poles

RGB

Downlighting

Inverters

Linear and rounds

Linear and rounds

LED extrusions

Linear and downlights

Lamps and fixtures

Controls

LED lamps

Architectural outdoor

LED Tape

Big fans & UV-C

RGB

Church

Recessed/Track/Surface

Liton

Lumafilm (Heilux)

Lumecon

Lumenfocus

Merit (Permex)

Mobern

Moduled/Liton

MP Lighting

Nicor

North Star Lighting

POLELED

RazrLites

Rebelle

Rosco

Sensorworx

Solera

Stone

Swivelpole

Times Square

Tivoli

Traditional Concrete

VividLED

Wayne Tyler

Westinghouse

Zaneen

Recessed/Track/Surface

LED panels

Outdoor retrofit, poles

Hibay & commercial

Tritium exits

Troffers and wraps

Small aperture

Recessed/Track/Surface

LED fixtures

Arch outdoor

Flag Lighting

Retro kits

Arch. indoor/outdoor

Special effects

Occupancy sensors

Arch indoor outdoor

Decorative indoor

Fixture lowering

Track, downlights

LED Accent

Concrete poles

LED fixtures

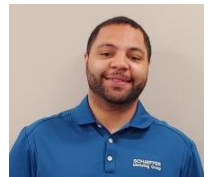
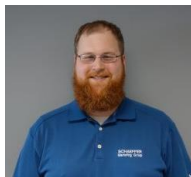
Concrete bollards

Lamps & resi fixtures

Decorative

Visit <https://www.smgrep.com/lighting-products/> for more info.

### ■ Inside Sales ■



**Jamie Radin**

**John McGauley**

**Geoff Martin**

**Ellen Eason**

**Caitlin Alexander**

**Deon Lewis**

**Sales & Quotes**

**Sales & Quotes**

**Ltg Quotes &  
Applications**

**Ltg Quotes &  
Applications**

**Wire Quotations**

**Sales & Quotes**