



SCHAEFFER Marketing Group, Inc.

ELECTRICAL MANUFACTURERS' REPRESENTATIVE
11041 LIN VALLE DR. ST. LOUIS, MO 63123
(314) 894-1100 www.smgreg.com salesdesk@smgreg.com

7/22



Outside Sales: Mike Schaeffer, Kris Steiger, Melissa Berry, Darla Bair, Scott Obert, Bruce Eason, Don Calcaterra, Chris Gaff, Nick Ball
Inside Sales: John McGauley JohnM@smgreg.com, Jamie Radin RadinJ@smgreg.com, Geoff Martin GeoffM@smgreg.com,
Caitlin Alexander CaitlinA@smgreg.com, Ellen Eason EllenE@smgreg.com, Deon Lewis DeonL@smgreg.com



AIRMASTER FAN: JAMIE Industrial & commercial washdown, haz location, fans & ventilation equipment
Terms: Net 30; \$100 Min.; Freight: \$2500 Net.



AMP: DEON CT cabinets, power distribution equipment, switchboards, temporary generator power & custom
Terms: Net 30; No minimum - Freight \$3000.



AUSTIN ELECTRICAL ENCLOSURES: DEON NEMA 1, 3R, 4, 4x, 12 enclosures, wiring trough—Terms: \$100 Min, Frt \$2000



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



CARLON MO/IL AND THOMAS & BETTS IN CENTRAL IL (ABB BRANDS): JOHN PVC Fittings, Carflex, ENT, outlet boxes, enclosures, wire trough, Plenum-Gard, Riser-Gard, weatherproof boxes and covers— ABB terms apply.



CURRENT TECHNOLOGY (ABB POWER SOLUTIONS): JOHN Surge protection & power quality monitoring. Terms: Net 30; Plus freight.



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



ENCORE WIRE: 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.



GALVAN INDUSTRIES: JOHN Copper, galvanized, stainless steel ground rods and connectors
Terms: Net 30; Min: \$125; Frt: \$3500.



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



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



KATHY IRELAND FANS (formerly Emerson, now a division of Luminance Brands) – JAMIE Residential and commercial ceiling fans – Terms: Net 30 – Freight \$1,500.



MORRIS: GEOFF Connectors, fittings, devices, tape, low voltage, LED lighting, Diversitech HVAC motors & controls
Terms: Net 30; No Min.: Frt: \$100



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



OUELLET: DEON Electric resi, commercial and industrial heating systems, heat trace, snow melt, underfloor heat.
Terms: 1% 10th Prox. Net 25th; Min. \$250; Freight: \$1500.



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



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



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



SWIVELPOLE: GEOFF High-safety luminaire support system – poles and brackets – Terms: Net 30; Plus Freight.



UNITED FIBERGLASS: JOHN Above/below ground, bullet resistant fiberglass conduit, fittings and hanger systems
Call for terms.



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Schaeffer Marketing Group Lighting Line Card

ADL (Luminance)	Fixture parts	Lamar LED	Standard, custom – US made
Advanced Airport Lighting	Airport runway	LEDCONN	LED accent
Advantage Architectural Lighting (AEL)	Medical, clean room, correctional – US made	Lehigh	Dimming
Airey-Thompson	Undercabinet	Light Pole Systems	Light pole repair
All Green Lighting	LED retrofit	Lightsmith	Church
Alset	Industrial	Liteline	Recessed/Track/Surface
America Light	Indoor and outdoor	Liton	Recessed/Track/Surface
American Light Pole	Poles	Lumafilm (Heilux)	LED panels
Amico	Health care	Lumca	Architectural outdoor
Aquarii	Theatrical downlights	Lumecon	Outdoor retrofit, poles
Atkore (ACS/Unifab)	Flexwire	Lumenfocus	Hibay & commercial lighting
Atlantic	Downlighting	Luminance	Residential indoor
Autani	Wireless controls and sensors	Luraline	Outdoor
Baselite	RLM	Magnum (Luminance)	Whole house controls
Best Lighting	Indirect sportslighting	Mercury	Troffers
BL Lighting	Accent linear	Merit (Permex)	Tritium exits
Bodine	Emergency products	Mobern	Troffers and wraps
Chauvet	Theatrical	Moduled/Liton	Small aperture
Clear-Vu	Surgical & clean room	Morris	LED outdoor
CMT	Fiberglass poles	MP Lighting	Recessed/Track/Surface
C-Lite	Indoor & outdoor	Net Zero	UV
Cole	Hand rail step light	Nicor	LED fixtures
Coloronix/Liton	RGB	North Star Lighting	Arch outdoor
Concord (Luminance)	Ceiling fans	Organic	LED tape & handrail
Contrast	Downlighting	Orgatech	Arch indoor outdoor
Cree Lighting	Fixtures and lamps	PLC	Controls
Crucial Power	Inverters	Point	Obstruction lights
Dalume/Liton	Linear and rounds	POLELED	Flag Lighting
Day O Lite	Linear and rounds	Prolite	LED fixtures
Douglas Controls (UDLA)	Wired and wireless controls	RazrLites	Retro kits
DX	LED extrusions	Rebelle	Arch. Indoor outdoor
Edison	Linear and downlights	Roberts Step-Lite	Step lights
Eiko	Lamps and fixtures	Rosco	Special effects
ELP	Cove and wall wash	Scott	Architectural indoor
Emergensee	Exits and emergency	Sensorworx	Sensors
Emergi-Lite	Emergency	Solera	Arch. indoor outdoor
Emerson Fans (now Kathy Ireland)	Ceiling fans	Soltech	Solar outdoor
Encelium (Osram)	Controls	Stone	Decorative indoor
Energetic	LED flat panels	Studio One/Scott	Architectural indoor
Energy Focus	LED lamps	Sunset (Luminance)	Decorative residential
Envirolux	Custom LED retrofits	Swivelpole	Fixture lowering
Everbrite	MRI	Tegan	Flexible track
Global Lighting Perspectives	Architectural outdoor	Tilt	Light panels
GM Lighting	LED tape	Times Square	Track, downlights
Go Fan Yourself	Big fans & UV-C	Tivoli	LED Accent
Hazlux	Hazardous location	TLS	Tension LED systems
Hunt Dimming	Dimming	Traditional Concrete	Concrete poles
i2 Systems	Linear extrusions	Universal (UDLA)	LED lamps, fixtures, drivers
Iluminarc	RGB	Visa	Arch indoor healthcare
Incon	Indoor/outdoor (MO only)	VividLED	LED fixtures
Kathy Ireland Home	Ceiling fans	Wayne Tyler	Concrete bollards
Lake Shore Industries	Street signs	Westinghouse	Lamps & resi fixtures
		Zaneen	Decorative