



# 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:** Kris Steiger, Melissa Berry, Darla Bair, Scott Obert, Don Calcaterra, Chris Gaff, Nick Ball, Nate Michael  
**Inside Sales:** John McGauley, Jamie Radin, Geoff Martin, Caitlin Alexander, Ellen Eason, Zack Oberbeck

## SPRINGFIELD/BLOOMINGTON/CHAMPAIGN/DECATUR/PEORIA, IL ----- 2/24



**ABB INSTALLATION PRODUCTS:** ALL INCLUDING PERU/PRINCETON: **JOHN** 200,000+ products 38+ top brands



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



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



**BRIDGEPORT FITTINGS/REMKE:** S/D: **ZACK** 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 (dba Vivid Air):** ALL: **JAMIE** High velocity, low speed large diameter fans with reversibility for industrial and commercial applications. Terms: Net 30. Freight: 7.5% surcharge.



**MGM TRANSFORMER:** ALL: **ZACK** 600V Dry Type, Medium Voltage-Dry, Medium Voltage-Liquid, Special Applications, Buck Boost, Encapsulated; Freight: \$1000



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



**PICOMA:** D: **ZACK** 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.



**T&B / ABB EPIP:** ALL INCLUDING PERU/PRINCETON: **JOHN** 200,000+ products 38+ top brands

## Outside Sales

### MEET THE TEAM:



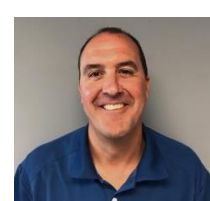
**Kris Steiger**



**Melissa Berry**



**Darla Bair**



**Scott Obert**

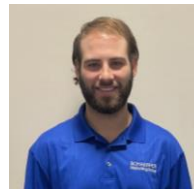
### ELECTRICAL LINES:



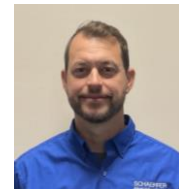
**Chris Gaff**



**Don Calcaterra**



**Nick Ball**



**Nate Michael**



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## Schaeffer Marketing Group Central IL Lighting Line Card

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

Advantage Architectural  
Lighting (AEL)

All Green Lighting

American Light Pole

Alset

Aquarii

Autani

Baselite

Chauvet

CMT

Cree Lighting

Crucial Power

Dalume/Liton

Day O Lite

DX

Eiko

Energy Focus

Global Lighting Perspectives

GM Lighting

Go Fan Yourself (dba Vivid Air)

Iluminarc

Lightsmith

Linmore LED

Liteline

Medical, clean room,  
correctional

LED retrofit

Poles (Dec/Spr only)

Industrial

Theatrical downlights

Wireless controls/sensors

RLM

Theatrical

Fiberglass poles

Indoor/outdoor, BAA

Inverters

Linear and rounds

Linear and rounds

LED extrusions

Lamps and fixtures

LED lamps

Architectural outdoor

LED Tape

Big fans HVLS & UV-C

RGB

Church

High bays, area, BAA

Recessed/Track/Surface

Liton

Lumecon

Lumenfocus

Merit (Permex)

Mobern

Moduled/Liton

MP Lighting

Nicor

North Star Lighting

POLELED

RazrLites

Rebelle

Sensorworx

Shat-R-Shield

Solais

Solera

Stone

Swivelpole

Times Square

Tivoli

Traditional Concrete

VividLED

Westinghouse

Zaneen

Recessed/Track/Surface

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

Occupancy sensors

Lamps & fixtures – high abuse

Track, downlights, outdoor

Arch indoor outdoor

Decorative indoor

Fixture lowering

Track, downlights

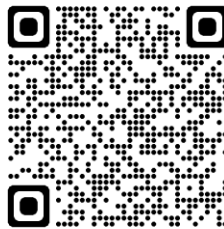
LED Accent

Concrete poles

LED fixtures

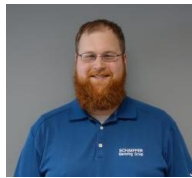
Lamps & resi fixtures

Decorative



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

### Inside Sales



**John McGauley Jamie Radin**

**Sales & Quotes**

**Sales & Quotes**

**Geoff Martin**

**Ltg Quotes &  
Applications**

**Ellen Eason**

**Ltg Quotes &  
Applications**

**Caitlin Alexander**

**Wire Quotations**

**Zack Oberbeck**

**Sales & Quotes**