



12/15/2011

(3STY) 3 STYLE

\$3500.00 FPPD & NET30

(ACCI)-ACCORD INDUSTRIES (IA)

CALL NRG SALES FOR FRT ALLOWANCE NET 30

(ACTS)-ACTIVE SAFETY (IA)

FFP WHEN SHIPPING UPS
PLUS FREIGHT-ALL OTHER CARRIERS

(AFFI) -AFFINEON LIGHTING

PLUS FREIGHT

(ALKO)-ALKCO *

1%10, NET 30
FREIGHT PP ON \$3000

(ALTM)-ALTMAN LIGHTING

PLUS FREIGHT , NET 30, MIN \$50

(ALUM)-ALUMILITE

FRT PP ON \$4500. NET 30

(AMER) AMERON (IA)

PLUS FRT., NET 30
\$150 MIN OR ACTUAL UPS, IF AVAILABLE

(ALSC) ALLSCAPE *

FPPD \$3500.00,ANCHOR BOLTS & BACK BOXES AHEAD
PLUS FREIGHT. \$100 MIN. NET 30

(ANP)-ANP LIGHTING

FRT PP ON \$3000, 2% 10, NET 30

(ARC) - ARC LIGHTING SYSTEMS INC

PLUS FREIGHT

(AXIS) AXIS LIGHTING

FPP ON ORDER OF 100 BALLAST OR MORE
PLUS FRT ALL OTHER ORDERS, NET 30

(BALD)-BALDINGER ARCH. LTG. (IA)

8% OF TTL ORDER INCLDS FRT,PKG AND HANDLING

(BKL)-B-K LIGHTING, INC.

FRT PP \$3000, SHIP UPS, IF GO BY
TRUCK PAY DIF. NET 30 MIN ON PARTS \$25

(BLIL) BL LIGHTING (IA)

FRT PP \$2000 NET 30
10% SURCHARGE ON RUSH ORDERS

(BZL)-BRONZELITE*

\$2500.00 INITIAL TO OPEN ACCOUNT. FRT PP ON \$2500.
MINIMUM \$300 UNDER \$300 ADD \$25 SERV CHARGE
NO MINIMUM ON PARTS

(CAPR)-CAPRI - *

FRT PP \$3000 ON STOCK \$50 MIN. 1% 10 NET 25

(CHLO)-CHLORIDE SYSTEMS - *

NET 30, FRT PP ON \$1400, \$50 MIN, NO MIN ON PARTS
ON OPEN ACCTS ONLY.UPS & INVERTERS: PLUS FRT.

(CKLS)-COLOR KINETICS LIGHTING SYSTEMS*

FPPD \$10,000 , \$100 MIN, NET 30

(CLTS)-CREATIVE LIGHT SOURCE (IA)

UNLESS OTHER ARRANG HAVE BEEN
AUTHORIZED IN WRITING, ALL ORDERS
REQUIRE A DEPOSIT W/PURCHASE
ORDER AND BALANCE DUE 30 DAYS
AFTER DELIVERY. PLUS FREIGHT

(CMTP)-CMT POLES*

FPPD \$4001 , UNDER THAT 15% OF QUOTED WITH A
\$200 FREIGHT MINIMUM. \$200 MIN ORDER. NET 30

(CONT)-CONTRAST

FRT PP ON \$2000, \$40.00 DROP SHIP FEE. IF ORDER
UNDER \$200 ADD \$25 SERV CHARGE
NET 30. DO NOT WAIVE MIN BILLING

(CRRP)-CRUCIAL POWER PRODUCTS

PER QUOTE, NET 30

(CRST) - CRESTRON ELECTRONICS

PLUS FREIGHT

(CSL) CREATIVE SYSTEMS LIGHTING (IA)

FPP \$1500 MIN \$100 NET30

(DAYB)-DAY-BRITE - *

1%10, NET 25, \$50 MIN, FRT PP ON \$3000

(DDP) - ENGINEERED LED SOLUTIONS-EMERGE

PLUS FREIGHT

(DGLA) DESIGN GALLERIES (IA)

50% DEPOSIT, PLUS FREIGHT

(DOUG)-DOUGLAS LIGHTING CONTROLS (N)

FPP \$5000 MIN \$100 NET 30

(DPL)-DESIGN PLAN LIGHT. INC. (IA)

NET 30, FRT PP \$7500,
CALL AHEAD NOTIFICATION \$35.00
MIN PARTS \$50, MIN FIXTURES \$100
CUSTOME FIX 50% DOWN 50% SHIP

(DURA)-DURAY LIGHTING (IA)

FPP \$2500 MIN \$100 1% 10 NET PROX 30
SERVICE FEE \$20 FOR ORDERS UNDER \$100 MIN

(DYNA)-DYNAMIC LIGHTING (IA)

FOB FACTORY, FRT PP & ADDED TO ALL ORDERS
CUSTOMER MAY DEDUCT THE FRT ON INVOICES OF
\$3000 OR MORE IN PRODUCTS IF PAYMENT IS REC'D
BY DUE DATE NET 30, NO MIN. NO CREDIT CARDS

(ELP)-ENGINEERED LIGHTING PROD. (IA)

NET 30, \$100 MIN., FRT PP \$5000
PARTS UNDER \$100 ADD \$25

(ELTX) ELECTRIX ILLUMINATION (IA)

FRT PP ON \$4000

(IA) - IOWA ONLY / (N) - NEBRAKSA ONLY

(EMCO)-EMCO - *

FRT PP ON \$3000, 1%15, \$200 MIN /\$50 MIN ON PARTS
\$125 MIN FRT CHARGE ON POLE ORDERS W/LESS
THAN QTY OF 5 REGARDLESS IF \$3000

(ESTI) ESTILUZ (IA)

FRT PP ON \$2500 NET 30

(EVLB) - EVERBRITE LIGHTING

PLUS FREIGHT

(EVEN) EVENLITE INC.

FRT PP ON \$1200, MIN \$50., NET 30

(ELST) EVERLST LIGHTING (FULL SPECTRUM LTG)

PLUS FREIGHT

(FSC)-FOUNTAIN SUPPLY COMPANY (IA)

NEW CUST. COD, 1ST TIME APPR.
FRT PP \$3000. NO MIN.

(GAMA) GAMMALUX SYSTEMS

FRT PP ON \$5000, 1% 10, Net 30
MIN PART \$75 MIN ORDER \$1500
ORDERS UNDER \$1500 ADD 30%

(GARD)-GARDCO - *

FRT PP \$3000, 1% 15 NET 30, \$250 MIN ORDER
\$125 MIN FRT CHARGE ON POLES LESS THAN 5
REGARDLESS IF MEETS \$3000 FRT PPD

(GUTH)-GUTH*

FPPD \$5000 , \$75 MIN ORDER

(HANO)-HANOVER LANTERN*

FPPD \$3500 ON LIGHTING, \$3500 ON MAILBOXES & SIGNS
1% 10 NET 30. MINIMUM \$150.00

(IOTA)-IOTA ENGINEERING

FPP \$1200 - BATTERY PACKS, PLUS FREIGHT - INVERTERS

(JEFF) - JEFFERSON LIGHTING & BRASS

PLUS FREIGHT

(KIRL)-KIRLIN (IA)

NET 30 FREIGHT PRE-PAID ON \$7000.00, \$4000.00 MIN.
HOLD ORDER. \$250 MINIMUM BILLING \$50 MIN PARTS.
MOTORIZED MEDICAL PLUS FREIGHT

(KWI)-KW INDUSTRIES, INC. (IA)

NET 30, \$35 MIN, ANCHOR BOLTS IN
ADV. PLUS FRT, PLUS FRT ON POLES

(LAM)- LAM*

FREIGHT PREPAID ON \$5000, \$100 MIN. NET 30

(LAMR)- LAMAR*

FPPD \$3000.00

(LBL)-LBL LIGHTING (IA)

NET 30, NO MINIMUM, FREIGHT PP ON \$2000.00
\$9.00 HANDLING FEE ON ALL ORDERS, PARTS-NO MIN

(LDPI) - LDPI (IA)

FPP \$3000 MIN ORDER \$200

CONTINUED ON BACK



TERM SHEET

(LEDA)-LEDALITE*(NE)
FPPD \$10,000, 1% 15 NET 30 \$200 MIN.

(LEDP) - LED POWER
PLUS FREIGHT

(LMNR) - LUMINAIRE LIGHTING
FPP \$2500, NET 30, MIN \$75.00, NO MIN. PARTS

(LPM)-LIGHTING PLASTICS OF MINN. (IA)
PLUS FRT, MIN \$25.00

(LSI)-LIGHTING SERVICES INC. (IA)
1% 10, NET 30, \$350 MIN, FRT PP \$20,000.00

(LTLV)-LIGHT LOUVER
PLUS FREIGHT

(LWILD)- LIGHTWILD
PLUS FREIGHT

(LUME)-LUMEC - *
FRT PP \$5000. 1% 10, NET 30, \$300 MIN, \$100 MIN PARTS

(LUMS)-LUMINIS
FRT PP \$5000. , NET 30, MIN ORDER \$500

(LVIN) LOUVERS INTL., INC (IA)
PLUS FRT, NET 30 (\$10.00 PACKING CHGE EVERY ORDER)

(LWAY)-LIGHTWAY INDUSTRIES (IA)
FRT PP ON \$3500, NET 30

(LYTE)-LYTE POLES
NET 30, ANCH BOLTS IN ADV PLUS FRT, FRT PP ON \$1500

(MCPH)-MCPHILBEN*
FRT PP \$3000, 1% 10 NET 30, \$50 MIN

(META) METALUMEN
NET 30 . FRT PPD ON \$5000.00
CANCELLATION CHARGES PRIOR TO DRAWINGS 25%
100% CANCELLATION CHARGE AFTER APPROVAL
DRAWINGS. MIN ORDER \$500.00.

(MOD)-MODULAR INTERNAT'L INC. (IA)
NET 30, PLUS FREIGHT

(MORL)-MORLITE*
FPPD \$5000 VANDAL , \$15,000 SECURITY
\$100 MIN, NET 30

(MPL) - MP LIGHTING (N)
PLUS FREIGHT,MIN \$100, \$25 FEE UNDER \$100, NET 30

(NAFC)-NAFCO LIGHTING
NET 30, \$25 MIN, FPP \$1000 BK PRICE/ALL QUOTED JOBS
PLUS FRT ON PRESHIPPED A/B

(NCC)-NAT'L CATHODE LIGHTING (IA)
PLUS FREIGHT, NET 30, REPLACEMENTS PREPAID

(NEWS)-NEWSTAR LIGHTING
FRT PP \$6000. NET 30, \$100 MIN, IF UNDER
\$100 ADD \$25 SERVICE CHARGE.
NO SCREWDRIVERS INCLUDED IN PRICES.

(OMEG)-OMEGA - *
1% 10 , NET 25, 50 MIN, SEE DAY-BRITE

(OCL)-THE ORIGINAL CAST LIGHTING
NET 30, \$250 MIN, FPP ON GROUND SHIPMENTS

(PATH)-PATHWAY (NE)
NET 30. \$2000 FPPD. MIN \$100 & \$500 TO OPEN ACCT

(PINN) - PINNACLE LIGHTING (IA)
FPP \$7500, NET 30

(PLP) - PLP COMPOSITES (IA)
PLUS FREIGHT

(PRUD)-PRUDENTIAL LIGHTING
FRT PP \$7500, NET 25. 1%10, NO MIN NET 25
PRESHIPPED MTG HARDWARE PLUS FREIGHT

(PTRE) - PEACHTREE LIGHTING
FPP \$4500, MIN \$150, PARTS \$50, NET 30

(RAMB)-RAMBUSCH LIGHTING (IA)
FRT PP \$6000 OR 24 FIXTURES, NO
MIN, SET-UP & HANDLING CHARGE
OF \$25 PER FIXTURE. THIS WILL BE
WAIVED ON ORDERS OF 10 OR MORE.
NET 30, NO MIN ON PARTS

(REBE) - REBELLE
FPP \$5000 MIN \$500 NET 30

(RENO) RENOMA
FPP \$1500, \$100 MIN, \$10 FEE UNDER \$100 MIN, NET 30

(RETR) RETROPOLE
PLUS FREIGHT, \$100 MIN, NET 30

(RSL)-ROBERTS STEP-LITE SYSTEMS (IA)
1%10, NET 30, FOB FACTORY

(SCIE)-SCIENTIFIC LIGHTING (IA)
FPP \$1500, \$50 MIN, NET 30

(SCBX)-SPRING CITY BOXES (IA)
FRT PP \$1001, NET 30, MIN \$150

(SCTY)-SPRING CITY (IA)
FRT PP \$2000, NET 30, PRESHIP A/B-PLUS FREIGHT
\$200 MIN PLUS \$35 HANDLING CHARGE

(SELF)-SELF POWERED LIGHT (IA)
FRT PP \$1000, NET 30, \$25 MIN

(SGTX)-SIGNAL TECH
PLUS FREIGHT, DEPOSIT REQUIRED ON ALL ORDERS.

(SPJ) - SPJ LIGHTING INC
FPP \$3500, NO MIN, NET 30
50% DEP ALL CUSTOM ORDERS & ORDERS OVER 10K

(SPTH)-SOLAR PATH
PLUS FREIGHT

(STRD)-STRAND LIGHTING, INC*
PLUS FRT, \$100 MIN, NET 30

(TDEC)-THOMAS DECORATIVE LIGHTING - *
FPP \$2,000, NO MIN, NO MIN ON PARTS, NET 25

(TEKA) TEKA ILLUMINATION
PLUS FREIGHT

(TUBE)-TUBE LIGHTING
PLUS FREIGHT, NET 30

(TXFL)-TEXAS FLUORESCENTS
FPP \$2000 MIN \$100

(USSM)-USS MANUFACTURING INC.*
PLUS FREIGHT

(VENT)-VENTURE LAMPS (IA)
FPPD \$500 ON LAMPS & \$1000 ON BALLASTS

(VISA)-VISA LIGHTING CORP. (IA)
FRT PP \$1500. \$100 MIN ORDER
\$50 MIN ON REPL PARTS

(VLT)-VISUAL LIGHTING TECHNOLOGIES (IA)
PLUS FREIGHT

(WATS)-WATTSTOPPER (IA)
STOCKING DIST. - FPP \$1000
NON-STOCKING DIST. -FPP \$2500
NON-STOCKING DIST. - MIN \$50.00
MIN SHIPPING CHARGE ON ALL ORDERS \$9.00

(WEEF)-WE-EF LIGHTING
FPP \$5000, MIN \$50, OPEN ORDER MIN \$1000

(YJB)-YJB LED (IA)
PLUS FREIGHT

***PHILIPS LINES:**
DAYBRITE CAPRI, OMEGA, AND MCPHILBEN
EMERG. CAN BE PURCHASED ON
SAME PO TO MAKE FREIGHT.

GARDCO, EMCO
OUTDOOR CAN BE PURCHASED
ON SAME PO TO MAKE FREIGHT.