



**(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 (IA)**

1%10, NET 30  
FREIGHT PP ON \$2500

**(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

**(AMLX)-AMERLUX LIGHTING (IA)**

NET 10, FRT PP \$3000 \$500 MIN ON EXTRUDED

**(ANP)-ANP LIGHTING**

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

**(ARC) - ARC LIGHTING SYSTEMS INC**

PLUS FREIGHT

**(ARDE)- ARDEE LIGHTING (N)**

FPP \$5000 NET 30

**(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/THOMAS - \***

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

**(CHLO)-CHLORIDE SYSTEMS - \***

NET 30, FRT PP ON \$1400, IF ORDER IS  
UNDER \$50 ADD \$10 HANDLING CHARGE  
NO MIN. ON PARTS ON OPEN ACCTS ONLY  
UPS & INVERTERS: PLUS FRT.

**(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

**(CONT)-CONTRAST**

FRT PP ON \$2000, 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/THOMAS - \***

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

**(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

**(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 PPD ON \$1800 NET 30

**(EVBL) - EVERBRITE LIGHTING**

PLUS FREIGHT

**(EVEN) EVENLITE INC.**

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

**(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\* (IA)**

FPPD \$5000 , \$75 MIN ORDER

**(HCL) - HEALTHCARE LIGHTING (N)**

FPP \$5000 NET 30

**(ILUM)-ILLUMIVISION (IA)**

PLUS FREIGHT

**(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

**(KURT) - KURTZON (N)**

FPP \$10,000 NET 30

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

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

**(LAM)- LAM\* (IA)**

FREIGHT PREPAID ON \$3000, NET 30

**(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

**(LEDP) - LED POWER**

PLUS FREIGHT

**(LINE)-LINEAR LIGHTING CORP. (IA)**

PLUS FRT, NET 30

**(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 \$5000.00

**(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, ANCHOR BOLTS IN ADV PLUS FRT, FRT PP ON \$1500

**(MAX)-MAXLITE**

\$1500.00 FPPD, NET 30, SMALL ORDER FEE \$200

**(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 PARTS \$150.00.

**(MOD)-MODULAR INTERNAT'L INC. (IA)**

NET 30, PLUS FREIGHT

**(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

**(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

**(SPJ) - SPJ LIGHTING INC**

FPP \$3500, NO MIN, NET 30

50% DEP ALL CUSTOM ORDERS & ORDERS OVER 10K

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

**(SPTH)-SOLAR PATH**

PLUS FREIGHT

**(STRD)-STRAND LIGHTING, INC\* (N)**

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

**(TERZ)-TERZANI**

PLUS FREIGHT

**(TRAN)-TRANSLITE/SONOMA\* (IA)**

NET 30, UPS FRT, UNLESS OTHERWISE  
SPEC. FOB FACTORY, PLUS FRT 6% FLAT  
RATE ON ALL ORDERS EXCEPT AIR FREIGHT, MIN \$100

**(TUBE)-TUBE LIGHTING**

PLUS FREIGHT, NET 30

**(TXFL)-TEXAS FLUORESCENTS**

FPP \$2000 MIN \$100

**(USSM)-USS MANUFACTURING INC.\***

PLUS FREIGHT

**(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

**(WIDE)-WIDELITE - \***

FRT PP \$3500, UNDER 500 ADD \$50.00 HANDLING CHRG  
NET 30, ANCHOR BOLTS IN ADVANCE PLUS FREIGHT  
NO MIN. ON PARTS

**(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 AND MCPHILBEN  
OUTDOOR CAN BE PURCHASED  
ON SAME PO TO MAKE FREIGHT.