



## Capabilities Statement

### About CARLO:

Carlo Lachmansingh Sales, Inc. (CLSI or CARLO) was established in 1990 as a supplier of electrical products with an emphasis on commercial lighting. We own an 8,750 square foot warehouse/office facility located in Minneapolis.

CLSI is proud of its record as a small minority-owned business, furnishing products directly from over 100 local and national electrical manufacturers.

CLSI has years of experience in electrical wholesaling with expertise in all phases of lighting and related products. We offer personalized service and timely responses to all of our customers' concerns.

### Company Principal:

Carl Lachmansingh, President and CEO, has over 40 years of electrical experience and background. He prepared for starting his own business by gaining extensive product knowledge while working 13 years for two large Twin Cities suppliers and also a major regional lighting rep agency. Carl is a past President of the NAMC-UM and past Treasurer of NAMC National.

### Key Employees:

President: Carl Lachmansingh  
Vice President: Travis Lachmansingh

### Major Clients:

WAPA/DOE  
MNDOT  
MN Department of Administration  
Metropolitan Airports Commission  
Cities of Minneapolis/ St. Paul  
PAR Western Line Contractors  
Egan Electrical  
PEC Solutions

### Past Performance:

- IDIQ with WAPA to supply Fiber Optic Cable: **\$1-5 Million** (2013-Present)
- MNDOT contract to supply LED lights: **\$1 Million+** (2014-Present)
- City of St Paul contract to supply Light Poles: **\$300-600k** (2009-Present)
- MNDOT contract to supply Control Cabinets: **\$2 Million+** (2008-Present)

### Company Information:

- Unique Entity ID #: YUQM5C2GNG3
- DUNS #: 782782510
- CAGE Code: OX383
- Corporation: MN 1991
- EIN: 41-1711473
- MN ID: 001638972
- Bonding: \$1M Job/ \$2M Agg.
- NAMC Supplier of the Year: 2006 & 2011
- MNDOT DBE of the Year: 2007
- Small Disadvantaged Business
- Accepts all Major Credit Cards

### Contact Information:

#### **Carlo Lachmansingh Sales, Inc.**

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### NAICS Codes:

423610	Electrical Apparatus and Equipment, Wiring Supplies, and Related Equipment Merchant Wholesalers
335121	Residential Electric Lighting Fixture Manufacturing
335122	Commercial, Industrial and Institutional Electric Lighting Fixture Manufacturing
335129	Other Lighting Equipment Manufacturing
335313	Switchgear and Switchboard Apparatus Manufacturing
335921	Fiber Optic Cable Manufacturing
335929	Other Communication and Energy Wire Manufacturing
335931	Current-Carrying Wiring Device Manufacturing
335932	Noncurrent-Carrying Wiring Device Manufacturing
335999	All Other Miscellaneous Electrical Equipment and Component Manufacturing

### PSC Codes:

5975	Electrical Hardware and Supplies	5935	Connectors, Electrical
6145	Wire and Cable, Electrical	6110	Electrical Control Equipment
5999	Misc. Electrical Components		
6260	Electrical Lighting Fixtures		
6115	Generators, Electrical		

