

State & Lake Instrumentation

Process instrumentation, control panels and field service — Great Lakes industrial corridor

Capability Statement · Rev A

Company data

UEI **K7M4QX2LB9R3**

CAGE code **8J2K4**

SAM.gov **Active · exp.
2027-03-14**

Business size **Small business**

SocioeconomicHUBZone
certified

Established **1987 · Indiana**

NAICS codes

State & Lake Instrumentation distributes, builds and services process instrumentation and control across Illinois, Indiana, Wisconsin and Michigan. Thirty-four authorized manufacturer lines, a UL 508A panel shop and four stocking counters, supplied on one purchase order.

Core competencies

Process instrumentation supply

UL 508A control panel fabrication

Instrument calibration & commissioning

Valve and actuator supply & repair

Water & wastewater plant retrofit

Emergency parts supply

Differentiators



(CONTINUED)

423830	Industrial machinery & equipment wholesalers · primary · 100 empl.
423610	Electrical apparatus & equipment · 200 empl.
334513	Industrial process variable instruments · 750 empl.
811310	Industrial machinery repair & maintenance · \$12.5M

Certifications

Thirty-four authorized lines on one PO: A multi-line instrument package ships as one order and one shipment, against one set of submittals.

Panels built in-house, 14-day standard: UL 508A shop in Hammond, IN: enclosure, layout, wiring and testing under one roof, so a panel change is not a subcontract.

Same-day shipment to 14:00 CT: Four counters across IL, IN, WI and OH; 18 mag flow meters delivered to Milwaukee Water Works within 72 hours of an emergency PO.

Calibration certificates with the shipment: NIST-traceable certificates supplied against the order: zero documentation punch-list items across the three contracts below.

Past performance



(CONTINUED)

HUB

SBA HUBZone · cert.
2024-08

ISO

ISO 9001:2015 · QMS-
114208

UL

UL 508A panel shop ·
E512477

NIST

NIST-traceable
calibration · ISO/IEC
17025 lab

Contract vehicles

GSA MAS GS-07F-2248X
 · SIN 334513

SAP Open market,
 simplified
 acquisition

Sub Kestrel Federal,
 Bower
 Mechanical

Point of contact

State & Lake

Instrumentation

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sales@stateandlake.example

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1820 W Hubbard St, Chicago,
IL 60622

PAST PERFORMANCE

CUSTOMER	CONTRACT	PERIOD	VALUE	OUTCOME
US Army Corps of Engineers — Chicago District	W912P6 - 24-D- 0018 · Prime	Mar 2024 – Feb 2026	\$412, 000	46 tags supplied, calibrated and commission ed on schedule; no change orders.
Indiana Department of Transportati on	IN-DOT- 23-4471 · Prime	Jun 2023 – Nov 2024	\$188, 500	Six UL 508A panels built and tested in-house; zero punch- list items.
City of Milwaukee Water Works	PO 2025 - MWW- 0932 · Prime	Jan 2025 – Sep 2025	\$265, 000	18 mag flow meters replaced; first units on site in 72 hours, closed six weeks early.

Bonding, insurance & terms

Bonding capacity \$2.5M single · \$5.0M aggregate

General liability \$2.0M per occurrence

Workers' compensation Statutory · IN, IL, WI, OH

Government purchase card Accepted · SmartPay



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	Payment terms	Net 30, approved accounts
	Delivery	FOB destination available

Make every differentiator verifiable

A contracting officer spends thirty seconds on this page. Each differentiator should carry a number someone could check — a lead time, a count, a date, a contract — rather than an adjective. The past-performance rows are what those numbers point to.

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