



MICHAEL SHEAFFER

In the late 50s, a man motivated by the American dream pioneered a business with a unique sales appeal. J.P. Sheaffer enacted a campaign targeting the industrial after-market with easy access to wire, connectors and fasteners. HI-LINE began as a one-man operation with products delivered out of a station wagon and headquartered in a garage.

Today, the business is managed by his son, Mike Sheaffer, in what is now a multimillion dollar distributor of electrical and mechanical specialty products. The corporate headquarters and main distribution facility are based in Dallas, Texas.

Mike's early exposure to the business began at age nine as his father employed him after school and on weekends. After college and a professional martial arts career, Mike worked his way up in the company and managed most facets of HI-LINE's business. In 1987, he became president and has since then doubled the company's revenue and expanded sales territories by 50%. With over 90 sales and distribution centers across North America, HI-LINE services 12,000 customers in 32 different industrial markets.



Mike received his BBA degree from Texas Tech University. He is an aspiring husband and father of three. His leisure activities include golf, tennis, and travel. Mike is the founder of America's Crisis Pregnancy Helpline; a nonprofit organization.

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