

HINKLEY

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FOR IMMEDIATE RELEASE

HINKLEY LIGHTING RECOGNIZES OUTSTANDING SALES REPRESENTATIVES AT NATIONAL SALES MEETING

Avon Lake, Ohio (March 25, 2019) – Hinkley Lighting recognized eight lighting agencies at its national sales meeting held prior to the January Lightovation event in Dallas, Texas.

Winners were awarded based on sales performance, innovative idea contributions and overall customer service. A new category for “Hospitality Representative of the Year” was added this year, as the hospitality market has been a growing segment for Hinkley.

“Strategic investments in our hospitality and landscape channels have positioned us for long-term growth opportunities,” says Karyn Hayes, showroom sales manager, North America. “Our sales representatives are a key component to executing these growth strategies, and we will continue to recognize and reward them for their success.”

The following agencies were recognized:

Representatives of the Year

Melissa Leib & Mark Fosbury, Leib & Associates, Inc.

Eastern Region Representative of the Year

Barry Troy & Marc Troy, Metrolight Sales Corp.

Western Region Representative of the Year

Adam Barri, 303 Lighting

Making it Happen

Doug Gould & Ron Elder, California Lighting Concepts

David Stark Rookie of the Year

Kelley Taylor, Walker & Willis, Inc.

Landscape Representative of the Year

Vince Hall, Vince Hall & Associates

Associate Representative of the Year

William Ferry, Stander & Associates, Inc.

Hospitality Representative of the Year

Jeff Stander, Stander & Associates, Inc.

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In addition to announcing its representatives of the year at the national sales meeting, Hinkley also demonstrated its new website to the rep force. The site delivers a better user experience and elevates the “shop local” experience. Hinkley also hosted speaker Dave Murray from the DiJulius Group for a session on the changing customer experience revolution.

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Photo Caption from left to right: Rick Wiedemer, Jess Wiedemer, Melissa Leib, Mark Fosbury, Eric Wiedemer and Karyn Hayes.

About Hinkley Lighting

Since 1922, Hinkley Lighting, headquartered in Avon Lake, Ohio, has been a leading designer and distributor of high-quality decorative lighting fixtures. Hinkley Lighting is driven by a passion to create a wide variety of lighting that blends design and function for interior and exterior applications. Visit hinkleylighting.com for the latest news and updates about Hinkley Lighting and its brands.

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