

# HINKLEY

FOR IMMEDIATE RELEASE

## **Hinkley Recognizes Outstanding Sales Representatives at National Sales Meeting**

**Avon Lake, Ohio (January 16, 2020)** – Hinkley, a leading designer and distributor of decorative lighting and ceiling fans, recognized ten 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 award category for “Customer Care Excellence” was added this year to recognize the importance of delivering an excellent customer experience at all company touch points for its customers.

“Hinkley’s investment in the ceiling fan category has positioned us for further growth, and our 2020 market launch of fans was very well received,” said 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**

Steve Baker & Alan Huffman, North & South Lighting

### **Eastern Region Representative of the Year**

Gary Railaneau, Lighting Sales of Memphis

### **Western Region Representative of the Year**

Eric Ficke, EMF Sales

### **Making it Happen**

Gary & Jana Schenk, The S Group

### **Landscape Representative of the Year**

Barry & Marc Troy, Metrolight Sales

### **David Stark Rookie of the Year**

Thomas Spicher, The CRL Agency

### **Associate Representative of the Year**

Nathan Elder & Aaron Moscowicz, California Lighting Concepts

Kirk Martin, Walker & Willis

### **Hospitality Representative of the Year**

Chas Lassoff, The CRL Agency

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## **Customer Care Excellence Award**

Eric Ficke, EMF Sales

In addition to announcing its representatives of the year at the national sales meeting, Hinkley hosted comedian/magician and motivational speaker, Mark Robinson, with an amusing message on change and innovation.

## **About Hinkley**

Since 1922, Hinkley has been a leading designer and distributor of high-quality decorative lighting fixtures and has recently expanded its product offering to include ceiling fans. Headquartered in Avon Lake, Ohio Hinkley is driven by a passion to create a wide variety of lighting and ceiling fans that blend design and function for interior and exterior applications that resonate with true home enthusiasts. Visit [Hinkley.com](http://Hinkley.com) for the latest news and updates about Hinkley.

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