

HINKLEY

L I G H T I N G

FOR IMMEDIATE RELEASE

HINKLEY LIGHTING RECOGNIZES OUTSTANDING SALES REPRESENTATIVES AT NATIONAL SALES MEETING

Cleveland, Ohio (February 28, 2017) – Hinkley Lighting recognized eight lighting agencies at its National Sales Meeting held during January’s Lightovation event. Winners were awarded based on sales performance, innovative idea contributions and overall customer service.

“Investments such as our state-of-the-art distribution facility and expanding employee roster position us to set increasingly aggressive sales goals each year,” says Tom Dicks, director of sales at Hinkley. “The agencies and sales representatives who help us achieve these goals will always be recognized for their hard work and extraordinary performance.”

In tribute to David Stark, a lighting industry veteran who passed away in July, Hinkley instated the “David Stark Rookie of the Year” award. Stark won Hinkley’s rookie of the year award rather late in his career due to all of the new accounts he brought in for the company, indicating that the award is more about new business than first-year experience. Hinkley also launched the new “Making It Happen” award, which recognizes an agency or individual who went above and beyond day-to-day responsibilities to facilitate a positive impact on business or customer relations.

In addition to announcing its representatives of the year at the National Sales Meeting, Hinkley also hosted a guest speaker at the event. A strategic enablement manager at Google delivered Google’s “Micro-Moments” presentation about intent-driven moments of decision-making that happen during a consumer journey. He related examples from the lighting industry, particularly lighting showrooms, into the presentation.

The following agencies were recognized at Hinkley’s National Sales Meeting:

Representatives of the Year

Barry & Marc Troy, Metrolight Sales

Eastern Region Rep of the Year

David Phillips, Lighting Concepts

Western Region Rep of the Year

Bill Nelson, The Lighting Agency Norwest

Making it Happen

Kristi & Harold Barlow, The Lighting Agency

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David Stark Rookie of the Year

Adam Barri, 303 Lighting

Landscape Representative of the Year

Walker & Willis

Service Awards

Vince Hall, Vince Hall & Associates – 5 years of service

Steve Baker & Alan Huffman, North & South Lighting – 30 years of service

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Photo Caption from left to right: Rick Wiedemer, Barry Troy, Marc Troy, Karyn Hayes, Jess Wiedemer, Eric Wiedemer

About Hinkley Lighting

With its global headquarters in Cleveland, Ohio, Hinkley Lighting has been a leading manufacturer and distributor of high-quality lighting fixtures for over 95 years and is driven by a passion to create lighting that blends design and function while enhancing the lifestyles of their customers. Visit hinkleylighting.com for the latest news and updates about Hinkley Lighting and its brands.

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