



# SALES REP TERRITORIES

NORTHEAST U.S.		
Territory	New Star Lighting Agent	Regional Sales Manager
CT	Reflex Lighting Group	Zac Evans
DC	Commercial Lighting Sales	Mary Minoff
DE	Illuminations Inc.	Mary Minoff
MA - Boston	Reflex Lighting Group	Zac Evans
MA - Springfield	Reflex Lighting Group	Zac Evans
MD - Baltimore	Commercial Lighting Sales	Mary Minoff
ME	Swaney Lighting	Zac Evans
NH	Swaney Lighting	Zac Evans
NJ - Northern	Illuminations Inc.	Mary Minoff
NJ - Southern	Illuminations Inc.	Mary Minoff
NY - NY City / L.I.	Illuminations Inc.	Mary Minoff
NY - Upstate	Point Source Group	Mary Minoff
OH - Cincinnati	Leesman Lighting	John Persky
OH - Cleveland	Myriad Energy Solutions	John Persky
OH - Columbus	Myriad Energy Solutions	John Persky
OH - Toledo	Ohio Lighting Systems	John Persky
PA - Philadelphia	Illuminations Inc.	Mary Minoff
PA - Pittsburgh	LaFace & McGovern	Mary Minoff
RI	Reflex Lighting Group	Zac Evans
VT	Swaney Lighting	Zac Evans
WV	LaFace & McGovern	Mary Minoff

CENTRAL U.S.		
Territory	New Star Lighting Agent	Regional Sales Manager
AR	Long Sales Agency	Zac Evans
IA - Des Moines	CSLA	Zac Evans
IL - Central	The Lighting Digest	Zac Evans
IL - Chicago	Archibald & Meek	Zac Evans
IN - Indianapolis	ESL-Spectrum	David Pinion
KS	Premier Lighting & Controls	Zac Evans
MI - Detroit	Michigan Lighting Systems	John Persky
MI - Grand Rapids	Michigan Lighting Systems	John Persky
MN	Mlazgar Associates	Zac Evans
MO - Kansas City	Premier Lighting & Controls	Zac Evans
MO - St. Louis	St. Louis Lighting Group	John Persky
ND	Mlazgar Associates	Zac Evans
NE - Eastern	CSLA	Zac Evans
OK - Oklahoma City	Premier Lighting Sales	Zac Evans
OK - Tulsa	Premier Lighting Sales	Zac Evans
SD	Mlazgar Associates	Zac Evans
TX - Austin	ERT Lighting	David Pinion
TX - Dallas	Architectural Lighting Alliance	David Pinion
TX - El Paso	RKL Sales Corporation	David Pinion
TX - Houston	Lighting Associates	Zac Evans
TX - San Antonio	ERT Lighting	David Pinion
WI	Spectrum Lighting & Controls	David Pinion

SOUTHEAST U.S.		
Territory	New Star Lighting Agent	Regional Sales Manager
AL - Birmingham	Lighting Solutions	Mary Minoff
AL - Mobile	Lighting Solutions	Mary Minoff
FL - Ft. Myers	Florida Lighting Associates	Mary Minoff
FL - Jacksonville	Arch. Sales & Illumination	Mary Minoff
FL - Miami	Lighting Dynamics	Mary Minoff
FL - Orlando	Florida Lighting Associates	Mary Minoff
FL - Panhandle	Lighting Solutions	Mary Minoff
FL - Tampa	Florida Lighting Associates	Mary Minoff
GA - Atlanta	Lighting Associates, Inc.	Mary Minoff
GA - Savannah	Lighting Associates, Inc.	Mary Minoff
KY - Louisville	Engineered Lighting Sales	Mary Minoff
LA - Baton Rouge	WKA Lighting	John Persky
LA - New Orleans	WKA Lighting	John Persky
LA - Shreveport	Architectural Lighting Alliance	David Pinion
MS - Jackson	Hossley Lighting & Power Solutions	Mary Minoff
NC - Charlotte	T.E.A.M. Lighting	Mary Minoff
NC - Greensboro	T.E.A.M. Lighting	Mary Minoff
NC - Raleigh	T.E.A.M. Lighting	Mary Minoff
SC	Carolina Arch. Lighting & Design	Mary Minoff
TN - Chattanooga	Factory Sales Agency	David Pinion
TN - Knoxville	Factory Sales Agency	David Pinion
TN - Nashville	Factory Sales Agency	David Pinion
VA - Norfolk	Resource Lighting & Controls	Zac Evans
VA - Richmond	Lighting Virginia	Zac Evans
VA - Roanoke	Lighting Virginia	Zac Evans

WESTERN U.S.		
Territory	New Star Lighting Agent	Regional Sales Manager
AK	Arctic Sales Agency	John Persky
AZ	Arizona Lighting Sales	David Pinion
CA - Bay Area	CAL Lighting	David Pinion
CA - Fresno	CAL Lighting	David Pinion
CA - Los Angeles	PLP SoCal	David Pinion
CA - Sacramento	CAL Lighting	David Pinion
CA - San Diego	The Lighting Element	Zac Evans
CA - Ventura	PLP SoCal	David Pinion
CO	The Lighting Agency	David Pinion
HI	PELSA	John Persky
ID - Boise	Idaho Lighting Solutions	David Pinion
MT	Prime West Electrical Group	David Pinion
NM	RKL Sales Corporation	David Pinion
NV - Las Vegas	Design Concepts, Inc.	Zac Evans
NV - Reno	CAL Lighting	David Pinion
OR	The Lighting Project	David Pinion
OR	HL Stearns	David Pinion
UT	Stevens Sales	David Pinion
WA - Seattle	The Lighting Group	Zac Evans
WA - Spokane	J.C. Wright Lighting Sales	David Pinion
WY	The Lighting Agency	David Pinion

CANADA		
Territory	New Star Lighting Agent	Regional Sales Manager
AB - Calgary	Optics Lighting Agency	David Pinion
AB - Edmonton	Optics Lighting Agency	David Pinion
BC - Vancouver	SLS Group Industries	Zac Evans
MB - Winnipeg	R.D. Sales	John Persky
NL - St. John's	Focus Electrical Sales	John Persky
NS - Halifax	Focus Electrical Sales	John Persky
ON - Ottawa	BDA Lighting Group	John Persky
ON - Southeast Ontario	GS Lighting Group	John Persky
ON - Toronto	Omnilumen Technical Products	John Persky
QC - Montreal	EDP Lighting & Controls	John Persky
QC - Quebec City	AMP Agent Manufacturer	John Persky
SK - Saskatoon	Electra Sales	John Persky

INTERNATIONAL		
Territory	New Star Lighting Agent	Regional Sales Manager
Puerto Rico	Edwin Figueroa & Associates	Mary Minoff
United Arab Emirates	Light Factor	John Persky
Mexico	Lumica Lighting	John Peña
Panama	Panamerican Lighting Solutions	John Peña