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## ***MaxLite and Lester Sales Company Announce Formation of New Strategic Partnership across Eight Midwestern States***

**PINE BROOK, N.J. – January 2, 2024** – MaxLite, a leading manufacturer of energy-efficient lighting & controls, and Lester Sales Company, a leading sales and marketing manufacturer’s representative across the Midwest, are proud to announce the formation of a new strategic partnership beginning January 1, 2024. In this new partnership, Lester Sales Company will exclusively represent MaxLite’s C&I business across all the 8 states they operate in which include Western Pennsylvania, West Virginia, Ohio, Indiana, Michigan, Kentucky, Southern Illinois and Eastern Missouri.

“The combination of MaxLite’s strong and comprehensive Lighting & Controls and EV portfolio, combined with Lester Sales market expertise, superior sales coverage and strong relationships made this decision to form a strategic partnership an easy one. Our target is to aggressively grow our business, and this partnership sets the foundation for that in a critical geography for us both.” - Jeff Bristol – SVP Sales & Marketing at MaxLite.

The two organizations bring almost 100 years of combined experience to the electrical distribution market, and both MaxLite and Lester Sales are strong supports of NEMRA (National Electrical Manufacturers Representative Association), which adds further strength to the partnership. Spencer Bolgard – President & CEO of MaxLite stated, “MaxLite’s 100,000 sq./ft distribution and value-add manufacturing facility located in Greenwood, Indiana will help to play an instrumental part in servicing customers quickly and efficiently throughout the Lester Sales regions. It’s part of our ease of doing business philosophy and will be a key pillar in our continued growth with Lester Sales.”

"We are thrilled to expand our partnership with MaxLite. This collaboration joins our exceptional team of sales professionals with their high-quality LED products, cutting-edge controls, and history of thought leadership. The business we have shared in our Eastern territory proved mutually beneficial and we anticipate similar results throughout the new markets." - John Scott, CEO of Lester Sales.

The strategic partnership between Lester Sales and MaxLite is one of many that have been formed over the past several years across the United States. Both organizations are excited to support their Midwest customers in a stronger and more focused and meaningful way.

### **About Lester Sales Company**

Lester Sales Company is a prominent, regional manufacturer representative agency in the Midwest. Founded in 1958 by Ernie Lester, the organization has always sought after “being the best” and representing “only the best.” John Scott purchased Lester Sales in 2012 with over twenty years of experience in electrical distribution. Under his leadership, Lester Sales has grown to serve nine states

and represents leading industrial, commercial, and lighting manufacturers. In 2023, an agreement was finalized for Lester Sales Company to become 100% employee-owned, ensuring the long-term sustainability of the organization.

**About MaxLite:**

MaxLite has been committed to providing energy-efficient lighting products since 1993. One of the first movers into LED technology in the industry, MaxLite offers an extensive line of quality, certified indoor and outdoor LED lamps and luminaires. A five-time recipient of the ENERGY STAR Partner of the Year Award for its industry leadership, MaxLite continues to be at the forefront of energy-efficient technologies through the innovative research and development capabilities of its teams and facilities in New Jersey, Indiana, California, and globally. MaxLite is a nationally certified Minority Business Enterprise (MBE) by the National Minority Supplier Diversity Council. For more information, call 800-555-5629, email [info@maxlite.com](mailto:info@maxlite.com), or follow us on **LinkedIn, Facebook, Twitter** and **Instagram**.

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