

Starlines™

Karen Duffy Joins Sales Team

B-K Lighting and Teka Illumination announce the appointment of industry veteran Karen J. Duffy, LC, to the position of Eastern Regional Sales Manager.

Duffy brings more than 20 years of lighting industry sales and management experience to the position, including specific expertise with specification grade outdoor products. She most recently served as Regional Sales Manager for TIR Systems, Ltd., and has held sales and product management positions with Hubbell Lighting, Lithonia Lighting, and Zumtobel Staff Lighting. An NCQLP credentialed professional, Duffy is a Section Past-President of the IESNA's Mid-Hudson Valley Section in New York and currently serves on its Board of Directors.



"As we continue to introduce new and industry-leading products to the specification community, the time was right to add Karen's passion for lighting and proven management abilities to communicate our message," said Ron Naus, Executive Vice President. "We welcome Karen as a key component to achieving our sales objectives and in providing world-class service to our customers," Naus continued.

"There are few manufacturers that meaningfully impact the specification community and B-K Lighting is definitely among them," said Duffy. "I am excited to join such an innovative, independent company and look forward to my role in promoting B-K Lighting and Teka Illumination to its customers and to continue to expand their business," Duffy continued. ★



(Back row, left to right) Kathy Lockhart, B-K Lighting/Teka Illumination; Montie Hamblen, Bodine; Eileen Reo, IO Lighting; Robin Yeager, Pace Illumination; Amy Weinberg, Hubbell
(Front row, left to right) Dina Zager, Zumtobel; Becky Carlson, B-K Lighting/Teka Illumination; Mayra Miller, O'Connor Sales; Susan Putman, O'Connor Sales; Andrea Labell, i-Light Technology.

Ladies of Lighting

The Ladies of Lighting joined together on Thursday, August 3rd at the Del Mar Race track for a day of fraternizing. The O'Connor Sales Agency with several sponsors, such as B-K Lighting and TEKA Illumination, collaborated at the Del Mar Racetrack with all the ladies in the lighting business for a spectacular day of networking, festivities and horse racing. This was the 13th Annual Event the O'Connor team hosted for the ladies in the industry.

This years attendance marked an all-time high of 450 ladies. Kudos to Susan Putman, the brain trust of this fabulous event and Marya Miller for assisting with all the details. ★



Three new product catalogs
NOW AVAILABLE!
Contact Marketing to receive yours today!



Earn additional commissions in our 2fer20 Sales Incentive whenever you combine B-K Lighting and Teka Illumination fixtures on the same project through 12-31-06.

Contact your customer service representative for complete details on this exciting incentive.

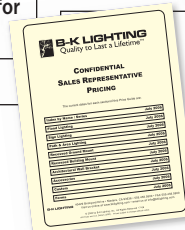
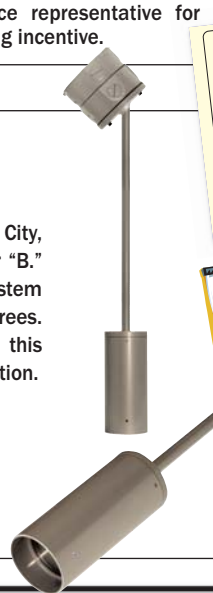
CUSTOM CORNER

Custom Fixture...

"Spot Welders" Ad Agency located at 511 Canal Street, New York City, will illuminate their offices with a custom canopy pendant Rainier "B." The sloped ceiling of the office required a swivel canopy and stem allowing the fixture to hang straight from a slope of up to 45 degrees. One additional feature is the clamping device incorporated into this design which allows the swivel to be locked into place after installation.

Custom#: CUS-1400-51
Project: Spot Welder Advertising Agency
Specifier: Tillotson Design, Susan Tillotson
Sales Rep: Enterprise Lighting Sales, Richard Agries

Please save this in the "Custom" section of your B-K Lighting binder



New Pricing!
The updated
2006 Pricing Guide
is on the way!

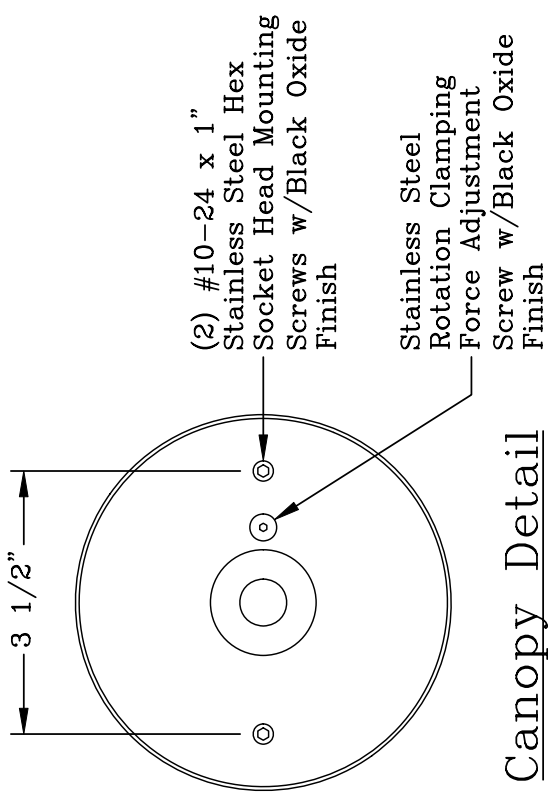
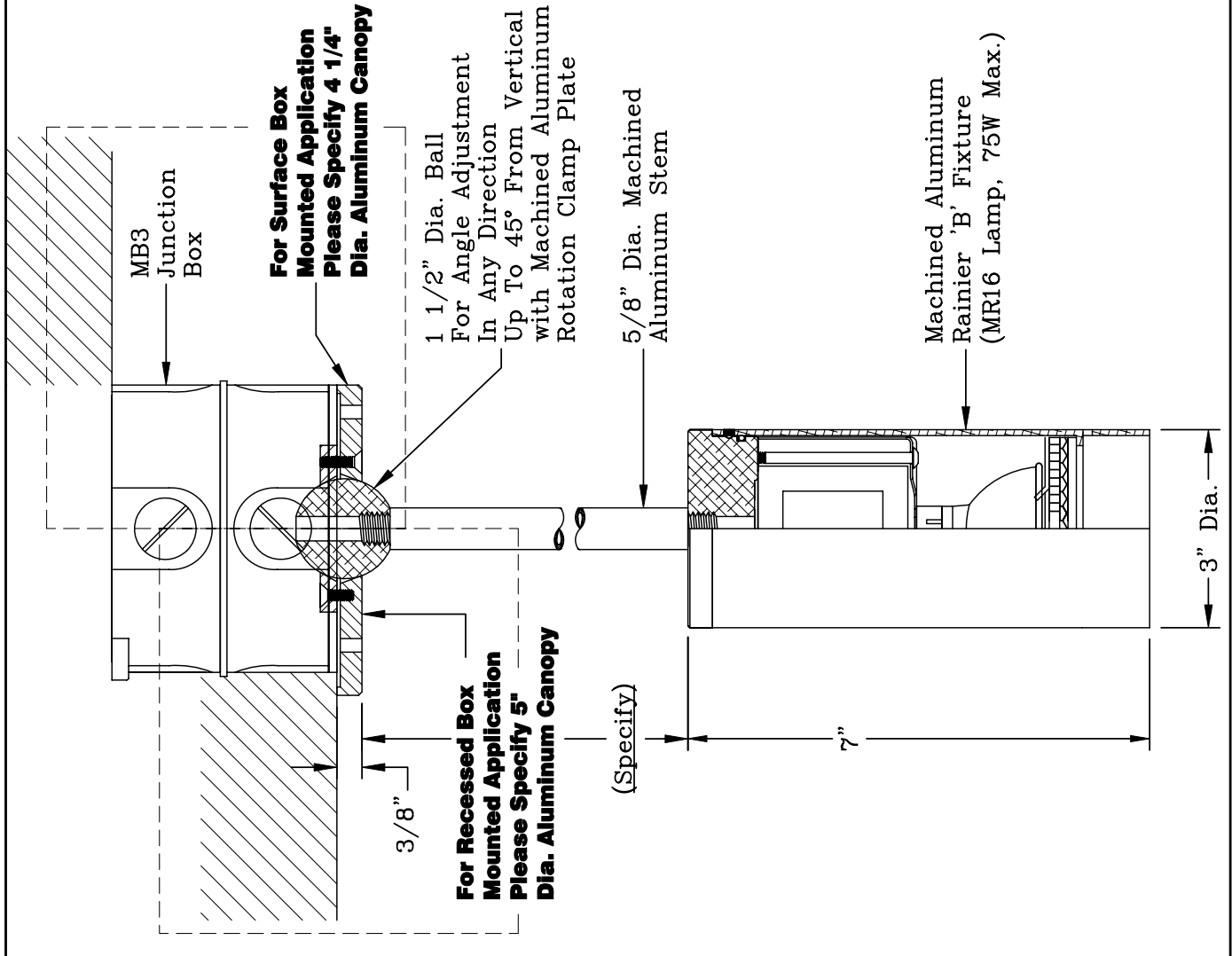
Save the Date

October 7-10, 2006 ASLA Minneapolis, MN	October 17-18, 2006 Lights at Philly Philadelphia, PA
November 9-12, 2006 BKU Madera, CA	November 15-16, 2006 ELS Expo 2006 New York, NY



B-K LIGHTING
Quality to Last a Lifetime™

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Canopy Detail

8/05	B-K LIGHTING, INC.	DRAWING NUMBER CUS-1400-51
ANGLE ADJ. PENDANT RAINIER 'B'		