

Starlines™

New Bay Area Sales Team!

Kathy Schultz and David Tibbitts take on the Bay Area!

We are excited to share the following news with you regarding Kathy Schultz and David Tibbitts, B-K Lighting, Teka Illumination and our growing business together!

For the past 15 years, Kathy and Mike Schultz had successfully built Pride Lighting Sales into a northern California institution. With superior customer service and unsurpassed product knowledge, they instilled a level of professionalism, enthusiasm and support for our products that will never be duplicated.

In looking to the future, Kathy has joined our factory sales team serving the Bay Area and northern California! This decision brings closure and continuity to everything that Mike and Kathy have created.

Joining Kathy in our new Bay Area Sales Team is David Tibbitts, currently Engineering Manager for both B-K Lighting and Teka Illumination. Prior to



B-K Lighting and Teka Illumination's new Bay Area Sales Team... Kathy Schultz and David Tibbitts.

joining our organization, David spent 20 years as a professional lighting designer in Las Vegas. In addition to these changes, we have also staffed a dedicated inside sales team to support Kathy and David in the field.

Please use the following contact numbers. Our local phone number will remain **415-387-4857**. Our local fax number will remain **415-387-2722** ★

August 2007

SWEETSTAKES
change
will do you good

Winners!



A big congratulations goes out to our first winners of the **Change Will Do You Good Sweepstakes**.

Nick Marotta of Arizona Lighting (above left) and Lou Long of Kirk Sommer Sales (above right) entered to win by showing their UPM sample cases; and the specifiers they showed won too...Laura Thelen of Urban Earth Design and Baxter Miller of BMLA Inc. Each won a mini-vacation worth \$500! For details on how to enter and win, visit www.bklighting.com! ★

Outstanding Customer Service is Recognized



Our very own Debra Andersen, Customer Service Representative, received a very special gift from Prudential Lighting Products...a beautiful bouquet of yellow roses with a note thanking her for her outstanding customer service. She was recognized for her acknowledgement of emails, even if she doesn't have the right answer, Debra always lets her customers know that she is working on getting them the answers they need in a timely manner. Debra brings many years of customer service to B-K Lighting and it definitely shows. Thanks Debra! ★

ArtiStar Replacement Program at NO CHARGE!

Your Arti-Star Sample case was designed with a working sample using the 35-watt ES16 metal halide lamp and the M130 ballast. Both components are good. They are just not compatible. This needs to be changed and at no expense to you!



We will Change IT at NO Charge!
Visit www.bklighting.com for details!

CUSTOM CORNER Custom Navigation...

CUSTOM

Four custom Precision HP2 fixtures compliment the compass entry at the Palm Springs Airport in Southern California. Special translucent acrylic lenses were engraved with the directional indicators then painted black for additional impact.

Custom#: CUS-1845-07;08;09;10
Project: Compass - Palm Springs Airport Entry
Specifier: Ralph Raya, MRC Engineering
Sales Rep: Kirk Sommer Sales

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



Save the Date

October 5-8
ASLA
San Francisco, CA

October 24-25
Lightshow West
Los Angeles, CA

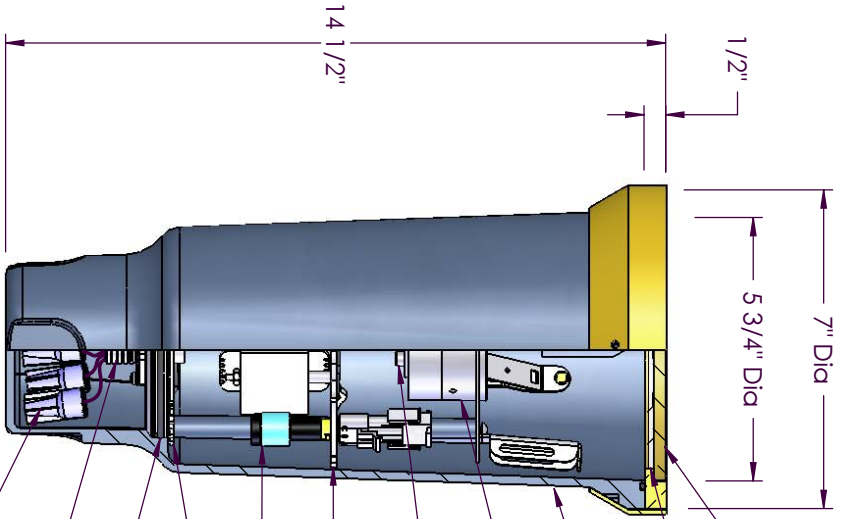
Oktoberfest,
October 19
Sesco Winterpark
Florida

November 8-11
BKU
Madera, CA

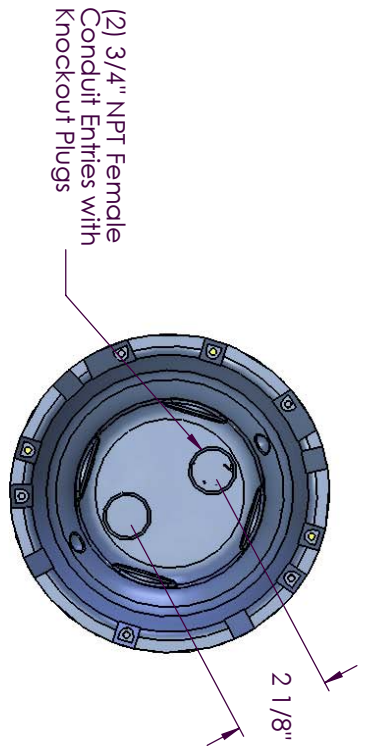
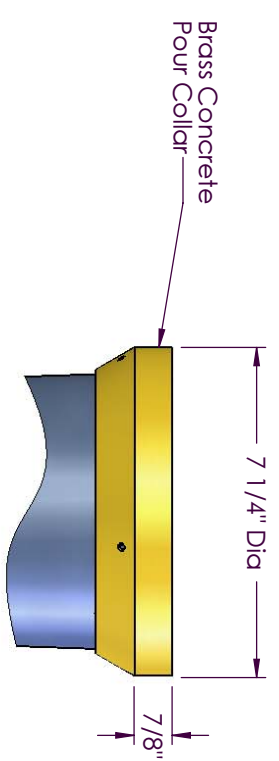
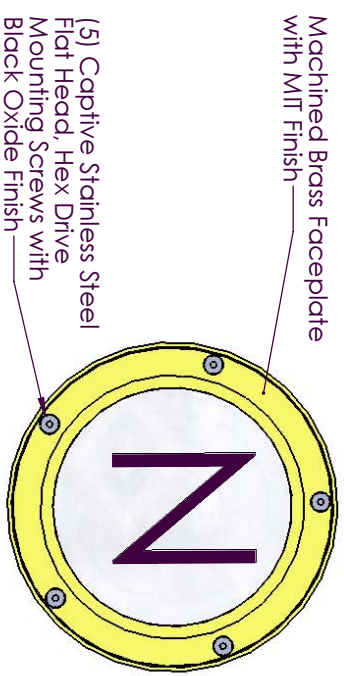


B-K LIGHTING
Quality to Last a Lifetime™

40429 Brickyard Drive • Madera, CA 93636 USA
main 559.438.5800 • fax 559.438.5900 • www.bklighting.com



- 1/4" Flat Tempered Glass Lens
- 1/8" Translucent Acrylic Lens Engraved with the Letter "N", Painted Black
- Corrosion Free Composite Housing
- Machined Aluminum Body, 7.5 Watt, SLED Array (Specify)
- (2) #10-24 Stainless Steel Socket Head Cap Screws to Mount LED Body to Optilock
- Removable Transformer Access Plate
- 75VA-12V Magnetic Transformer 120V
- Patented Hydro-Lock™ Barrier Plate Assembly with ACV
- High Temperature Silicone O-Ring
- Anti-Siphon Wire Pass Thru with Quick Disconnect
- Watertight Connectors
- (3) Supplied with Fixture
- (2) #10 and (1) #18 Max.
- (1) #12 and (1) #18 Min.



THIS DOCUMENT CONTAINS PROPRIETARY INFORMATION OF B-K LIGHTING AND ITS RECEIPT OR POSSESSION DOES NOT CONVEY ANY RIGHTS TO REPRODUCE, DISCLOSE ITS CONTENTS, OR TO MANUFACTURE, USE OR SELL ANYTHING THAT AT DESCRIBE, REPRODUCE OR DISCLOSE OR USE WITHOUT SPECIFIC WRITTEN AUTHORIZATION OF B-K LIGHTING IS STRICTLY FORBIDDEN.



MR16 LED IN HP2 HOUSING W/ ENGRAVED ACRYLIC LENS
 1/11/07 **B-K LIGHTING, INC.** DRAWING NUMBER
 CUS-1845-08