

At United Lighting Standards we have a non-traditional approach to managing our relationship with you. We call it "Inside Out." This allows us to create a deep understanding of your organization — how you operate and what you need from us to be successful with our product line.

Our team knows a lot about poles (some may say they know more than anyone should). Lean on us for the information and support you need.

Team Member	Title	Direct Dial	E-Mail
Partner Relations Management			
Support for the overall needs of our relationship with your agency — from managing your sales contract, maintaining your monthly Partner Scorecard, conducting CEU courses, and providing in-the-field sales support to making sure your team is properly trained so everything runs as smoothly as possible.			
Andrew Galsterer	Partner Relations Manager	586-218-6384	andrewg@polemfg.com
Cheryl Kowalski	Partner Ambassador	586-218-6348	cherylk@polemfg.com
David Pauwels	Director of Sales	586-218-6366	davidp@polemfg.com
Inside Sales			
Support for sourcing the right product for each job and generating competitive, accurate pricing information.			
Joe Guida	Inside Sales	586-218-6386	joe@polemfg.com
Keith Locke	Inside Sales Manager	586-218-6351	keithl@polemfg.com
Partner Service			
For help with the placement of new orders, inquiries on active orders, and any issues that arrive after our products reach your job site.			
To streamline order requests, new orders and order inquiries can be directed to: orders@unitedlightingstandards.com			
Kayla Veres	Order Entry and Partner Service	586-218-6342	kaylav@polemfg.com
Jessica Schultz	Partner Service Manager	586-218-6388	jessicas@polemfg.com
Marketing			
Support for PoleVault™ access and issues or information for your online line card			
Ben Tassin	Marketing Projects Lead	586-218-6350	bent@polemfg.com