

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.

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.

Partner Ambassador

**CHERYL
KOWALSKI**



586-218-6348
cherylk@polemfg.com

Contract Manager

**ANDREW
GALSTERER**



586-218-6384
andrewg@polemfg.com

Chief Revenue Officer

**KELLY MACVOY
GUFFEY**



586-218-6352
kellyg@polemfg.com

Inside Sales

Support for sourcing the right product for each job and generating competitive, accurate pricing information.

Inside Sales

**JOE
GUIDA**



586-218-6386
joeg@polemfg.com

Inside Sales Manager

**KEITH
LOCKE**



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

Partner Service

**KAYLA
VERES**



586-218-6342
kaylav@polemfg.com

Marketing

Support for PoleVault™ access and issues or information for your on-line line card

Marketing Project Lead

**BEN
TASSIN**



586-218-6350
bent@polemfg.com