

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 goals and contract, PoleVault™ inquiries, marketing collateral requests, and making sure your team is properly trained so everything runs as smoothly as possible.



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.

Product configuration and pricing inquiries can be directed to: [quotations@unitedlightingstandards.com](mailto:quotations@unitedlightingstandards.com)



Inside Sales  
**JOE  
GUIDA**

586-218-6386  
joeg@polemfg.com



Engineering Sales Manager  
**TRIPTI  
SHARMA**

586-218-6351  
triptis@polemfg.com

## Partner Service

For help with the placement of new orders, inquiries on active orders, and any issues that may arise after our products reach the job site.

To streamline order requests, new orders and order inquiries can be directed to: [orders@unitedlightingstandards.com](mailto:orders@unitedlightingstandards.com)



Partner Service  
**TY  
GLENDAY**

586-218-6388  
tyg@polemfg.com



Service & Quality Manager  
**ANDREW  
WOJCIK**

586-218-6368  
andreww@polemfg.com