



## **C O R P O R A T E   O V E R V I E W :** **Beacon Light & Supply, 85 Years of Quality Service and Sourcing in Lighting and Electrical Supply.**

### **Beacon, an iconic name in the industry, now poised for a new market leadership platform.**

For over 85 years Beacon Light & Supply has been a fixture in the region as a quality supplier of lighting products and electrical supplies. Key markets include B to B sales through three sales centers and the broader reach in commercial/ industrial sales to electrical and building contractors, management companies, and developers - with 10% of revenue coming from showroom sales and 90% resulting from the commercial/industrial side. Over the years, Beacon Light & Supply has enjoyed a solid reputation for its comprehensive product scope, quality service and support - all at competitive, fair pricing with delivery in all of Connecticut and western Massachusetts with over 20,000 products.

### **Full product sourcing and dedicated customer support has been our guiding principles of operations.**

From its three B to B sales and warehousing centers, Beacon Light & Supply has more than 30,000 sq. ft. of product inventory, a highly skilled sales staff and a full back-office support structure. Sales, order processing, shipping and customer support are all coordinated by the Beacon management team.

### **A new management team and bold new strategies anticipate an even brighter new future ahead.**

The maturing of the industry with technological advances and digital age communication and marketing has impacted the Beacon Light & Supply business model. Realizing the need to rethink past tactics and reimagine and execute a comprehensive new sales strategy including new customer rewards programs and MBE certification in CT, MA, NY, NYC. And, who better to get that done than Beacon's new owners - two Marine Corps veterans! Wayne Purville, President, and Robert Halligan, CFO, bring a wealth of business and management expertise bolstered by their can do military team spirit to aggressively implement the needed changes for growth and prosperity.

That new way forward is currently being crafted to take this venerable 85 year old company ahead with a new vision built on both its legacy heritage and a fierce determination to lead the industry as a market innovator. The future for Beacon Light & Supply is looking brighter than ever, for its valued staff and loyal clientele.

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# **BEACON**

## **LIGHT & SUPPLY**

***Servicing Electrical, Construction and IT Industries***

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