

FOR IMMEDIATE RELEASE

Fulham taps industry veteran Edwin Reyes to head OEM sales team

New sales managers also appointed to support growing organization

HAWTHORNE, Calif. – October 28, 2019 – Fulham Co., Inc., a leading manufacturer and supplier of lighting components and electronics for commercial and specialty applications, has appointed Edwin Reyes as Director of OEM Sales and Business Development.

In his new role, Reyes will oversee all OEM sales activities for the Fulham organization. He brings over 14 years of experience to the role, gained through his time at Fulham, having started his career in the engineering department of the California-based company before recently serving as product manager for LED Drivers and Modules.

“It’s a great opportunity and it comes at a time when we have an exciting range of new LED emergency and controls products designed for the OEM market,” said Reyes. “I’m looking forward to strengthening our existing customer relationships and building new ones, and continuing to promote Fulham’s reputation for quality and solution-oriented support.”

The appointment is part of Fulham’s plan to strengthen its OEM sales team, which is an important component of the company’s wider strategic growth objectives.

In line with this goal, Fulham has made several additional appointments to the team. Todd Hughes has been named Fulham’s new OEM Regional Sales Manager for the Northwest United States and Canada. Hughes has over 20 years of account management experience in the lighting industry with both OEM and distribution customers. He will assume responsibility for overseeing OEM sales in Washington, Oregon, Colorado, and all of Canada.

Stephen Flemings adds further expertise to the OEM team, joining Fulham as the new OEM Account Development Manager. Flemings will work with customers nationwide to develop and drive new business for Fulham. Prior to joining Fulham, Flemings was an account executive at Harvard Engineering, where he helped to establish and grow new territory for the business. He brings a wealth of new business development experience.

Antony Corrie, President and CEO of Fulham, said: “We are delighted to announce these appointments as we focus on maximizing additional growth opportunities and enhancing our offering. We have put together a team of seasoned professionals with over 35 years’ experience in OEM sales.

“Through these appointments, as well as the support of our growing OEM sales team, I am confident we will continue to drive our business into a new phase of growth as we look to build on the brand’s strong identity and history of excellence.”

For more information, visit www.fulham.com.

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Photo caption: TBC

About Fulham

Fulham Co., Inc. is a leading global provider of intelligent, socially-conscious sustainable commercial lighting components and electronics for use in commercial general lighting, parking structure, signage, horticultural, UV and other applications. The company develops and manufactures a variety of award-winning LED and emergency products, lighting controls, as well as legacy products across multiple lighting platforms. Fulham sells its lighting solutions worldwide through original equipment manufacturers (OEMs) and electrical equipment distribution channels. Headquartered in Hawthorne, Calif., the company has sales and/or manufacturing facilities in the Europe, China, India, and the UAE. For more information, visit www.fulham.com, [@FulhamUSA](https://www.instagram.com/FulhamUSA) or [@FulhamEurope](https://www.instagram.com/FulhamEurope).

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