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### **MaxLite realigns sales leadership structure to drive utility business growth**

WEST CALDWELL, N.J. (March 10, 2021) – MaxLite today announced a realigned sales leadership structure that will enhance collaboration and drive growth in the utility business channel.

To better connect its commercial and residential products and services with utility programs and third-party implementers, MaxLite has moved the C&I Utility team, led by vice president Frank D. Molander, into a combined business unit reporting to Vincent Alonzi, executive vice president of utility, retail and national accounts. The newly merged leadership team includes industry veterans Stan Mertz, vice president of residential utility programs, and Don Becker, director of C&I utility programs. The ESCO and Government sales channel, led by vice president Stephen Mitchell, will also report to Alonzi, allowing for better focus on key partners at the regional and national level. The restructuring is in anticipation of MaxLite offering new products and services for the C&I and residential sectors.

In addition to his current responsibilities overseeing the C&I Utility and Horticulture teams, Molander will take on a new role leading sales operations across MaxLite. He will work closely with President and CEO Spencer Bolgard to help the MaxLite sales team align to shared goals and track progress in executing the company's strategic plan.

"What I appreciate most about my team at MaxLite is their positive attitude, focus on moving forward, and execution," Bolgard said. "We have learned so much over the past 12 months about how we work together as a team, both remote and in-person. These organizational changes will be a big part of how MaxLite is able to respond to improving market conditions throughout 2021 and beyond. Utility programs have always been at the heart of our business model, and MaxLite has never been better prepared with the right products and the right people to help utilities and their implementers meet their goals."

#### **About MaxLite ([www.maxlite.com](http://www.maxlite.com))**

MaxLite has been committed to providing energy-efficient lighting products since 1993. One of the first movers into LED technology in the industry, MaxLite offers an extensive line of quality, certified indoor and outdoor LED lamps and luminaires. A five-time recipient of the ENERGY STAR Partner of the Year Award for its industry leadership, MaxLite continues to be at the forefront of energy-efficient technologies through the innovative research and development capabilities of its teams and facilities in New Jersey, Indiana, California, and globally. MaxLite is a nationally certified Minority Business Enterprise (MBE) by the National Minority Supplier Diversity Council. For more information, call 800-555-5629, email [info@maxlite.com](mailto:info@maxlite.com), or follow us on [LinkedIn](#), [Facebook](#), [Twitter](#) and [Instagram](#).

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