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PRESS RELEASE- For immediate release

July 19, 2018

Bill Brown Sales to Represent Pacific Technical Solutions

(Niles, IL) – Bill Brown Sales (BBS), the leading national sales agency in the lighting components industry, announces that it will represent Pacific Technical Solutions, a systems integrator specializing in solutions for Autonomous Lighting and IoT. In addition to developing value-added products, Pacific Technical Solutions services include design, component sourcing, commissioning and on-going technical support.

Pacific Technical Solutions provides expert guidance on these emerging technologies, the benefits that can be achieved and the best strategies for implementation. Technologies such as wireless mesh networking, location beacons, Circadian curve tracking and cloud-based IoT applications allow OEMs to achieve true product differentiation, adding value, improving functionality and integrating with building management systems.

“There is a lot of opportunity for OEMs to leverage technology to create the fixtures of the future,” says Donny Wall, President of BBS. “The services of Pacific Technical Solutions allow our customers to respond to market needs with strategic product development, compressing cycle time and optimizing smart fixtures, wireless controls, cloud connectivity and more,” he notes.

“Bill Brown Sales has strong customer relationships in the lighting fixture market, as well as access to the most innovative components available,” states Ilkan Cokgor, PhD, President of Pacific Technical Solutions. “We are here to help manufacturers take full advantage of these opportunities to enter new channels,” Cokgor adds.

Bill Brown Sales has been representing leading component manufacturers since 1955, including A.L.P. Lighting Components, Adam Metal Products, Bridgelux, Genesis Plastics Technologies, Inventronics, IR-Tec, LTL Testing Labs, Lynk Labs, Pacific Technical Solutions, Roytec Industries, Tripar®, and Wiremaid USA.

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