



CLASSIFIEDS

RATES	CATEGORIES	GUIDELINES
<p>Standard listing: Minimum, \$90 for 30 words or less. Additional words over 30, 75¢ per word.</p> <p>Display boxes: 2" by 1 column, \$110; 3" by 1 column, \$120; 4" by 1 column, \$130.</p> <p>Options available at additional cost: Use of box number, \$20; Reverse ad, \$25; Company logos, \$50.</p> <p>PAYABLE IN ADVANCE. Visa and MasterCard accepted.</p>	<p>Classified ad categories are:</p> <ul style="list-style-type: none"> • Help Wanted • For Sale • Sales Personnel Wanted • Representatives Wanted • Manufacturer Wanted • Positions Wanted • Lines Wanted • Space To Let • Business Opportunities • Wanted To Buy • Close-outs • Miscellaneous 	<p>All responses must fit into a standard business envelope. Anything larger will be returned to sender.</p> <p>Classified ads may <i>not</i> be used for the offer of merchandise, services, or equipment continuously available to our readers. Such offers may be made through display advertising.</p>
<p>PLEASE NOTE: The deadline for classified advertising is the 1st of the month preceding publication.</p> <p>Send all classified copy and checks to: HOME LIGHTING & ACCESSORIES, 1011 CLIFTON AVENUE, CLIFTON, NEW JERSEY 07013.</p> <div style="text-align: right;">   </div>		

SALES MANAGER Decorative Lighting

Norwell Lighting and Accessories has been providing high quality, exceptionally designed products to Lighting and Plumbing showrooms nationally for the past 60 years. We have an immediate opening for experienced, hands on Sales Manager that has proven success in developing business, is well connected with lighting/plumbing showrooms and has managed independent sales rep organizations.

This New England based position will report to the Vice President Sales/Marketing, requiring approximately 65% travel, excellent computer and organizational skills and the entrepreneurial/team spirit that is needed for a growing sales organization.

We offer a package that includes a base salary with a high incentives/bonus program rewarding excellent performance and a competitive comprehensive benefits plan that includes health coverage and a 401k plan.

If you fill these requirements and want to be a part of a growing and exciting team please e-mail your resume and salary history in complete confidence to: jdiller@norwellinc.com and visit us at www.norwellinc.com

**OVER 10,000
LIGHTING
PROFESSIONALS
COULD BE
READING
YOUR AD**

DON'T MISS OUT!

Send your material to:

Fax: 973-779-3242

E-mail: classifieds@homelighting.com

Call: Linda Brandecker:
973-779-1600 x206

HELP WANTED

HOUSTON • AUSTIN • SAN ANTONIO

Lighting Inc.
ESTABLISHED 1959

CONTRACTOR OUTSIDE SALES

Lighting Inc. is seeking experienced salespeople for our New Houston location in Woodlands and San Antonio Texas.

Applicants must have the following:

- Minimum 2 year showroom experience
- Minimum 2 year Contractor/Outside experience
- Proven track record in sales
- Knowledge of lighting design

Competitive salary, 401k

Please submit resume, salary history and compensation to:

Lighting Inc.

Attn: Gabriel Trinidad
10401 Burnet Rd
Austin, TX 78758

Or e-mail:
gabrieltrinidad@lightinginc.com