

# *The Reflector* - Edition 18 East



## *IN THIS ISSUE*

<i>BARBICAN</i>	<i>The FOM System</i>
<i>LEVITON CONTROLS</i>	<i>DRC &amp; DRC Wireless</i>
<i>VISCOR</i>	<i>Certolux</i>
<i>IMPACT LIGHTING</i>	<i>Introducing the Hula</i>
<i>SIGNIFY</i>	<i>Daybrite - FluxGrid gen 2</i>
<i>EMPLOYEE SPOTLIGHT</i>	<i>Jason Heisler</i>

## *Play MindMasterMoney*

*Win Chances in a Drawing for a \$25 Gift Card  
\$\$ Look for the Double Dollar Sign \$\$*

## *HOW TO PLAY*

*Look for the \$\$ questions in each article. Then send an email to Tom Kyle at [tkyle@meglio.com](mailto:tkyle@meglio.com) with the correct answers. Please put **MindMasterMoney** in the subject line. You will get one chance for each correct answer. In other words, if you get all five answers correct, you get your name in the drawing five times. Answers and winners will be announced in the next Reflector newsletter.*

Edition #17 MindMasterMoney Winner is

Lucas Dewulf  
Villa Lighting  
Congratulations Lucas!  
You receive a \$25 Gift Card

## It's In The Fold



**Barbican's FOM checks all the boxes** for use in general lighting applications where performance, aesthetic, scale, design and budget are a concern.

**2-Core LED technology** provides excellent low-glare performance by delivering soft and even illumination on walls, and work surfaces while providing subtle up lighting to avoid the 'cave effect' of direct only fixtures.

**The FOM system** allows for many configurations to fit any space you have. Our unique hardware ensures your space feels considered and beautiful, while our industry leading quick ship program helps you have your fixtures on-site on-time.

Download the FOM Spec  
Sheet



It's In The Fold - Watch the :24 Video Below



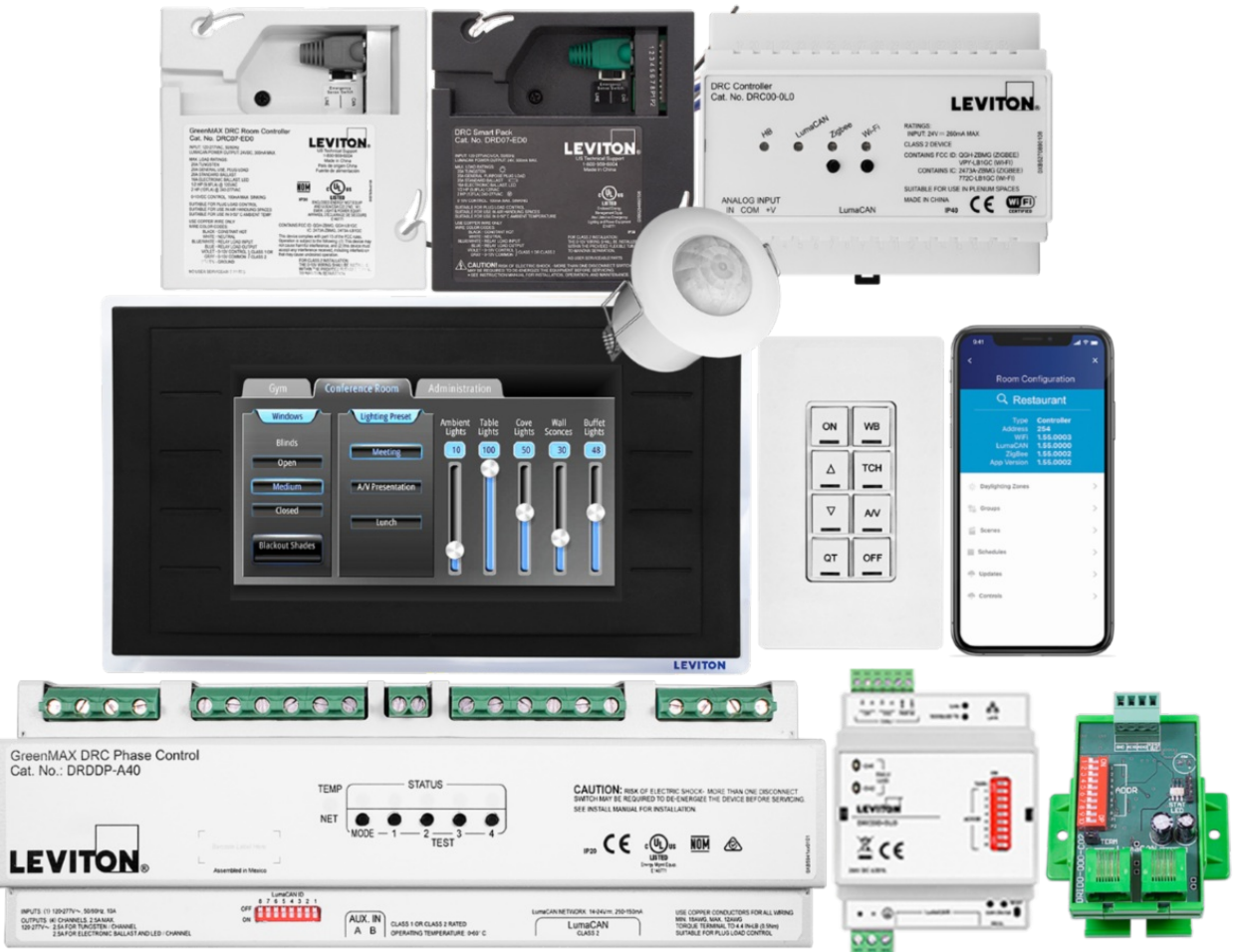
Visit The Barbican Website

*\$\$ 1. How long is the :24 video above? \$\$*

Time To Get Control

# LEVITON®

## GreenMAX® DRC Wired Family



Secure, Simple, Scalable Commercial Lighting Control Solutions

Confidently design and specify a secure, simple and scalable distributed commercial lighting control system with GreenMAX® Digital Room Controls (DRC) Wired or Wireless room controller solutions.

Watch the 1:41 DRC Wired Video Below





# GreenMAX<sup>®</sup> DRC

Distributed Room Control System

Learn More about GreenMAX DRC  
Wired



**GreenMAX<sup>®</sup> DRC Wireless Family**



## Secure, Simple, Scalable Commercial Lighting Control Solutions

GreenMAX® DRC Wireless room controllers use a wireless mesh networking for communication between devices for configuration and backbone connectivity. All fully configurable from the GreenMAX DRC App.

Watch the 1:13 DRC Wireless Video Below



Learn More About GreenMAX DRC  
Wireless

Visit the Leviton Website

*\$\$2. True or False: Leviton has two showrooms: one in New Orleans and one in San Francisco. \$\$*

Certified To Do More





Specialty Lighting that is  
**CERTIFIED to Perform**  
in the toughest environments.

Luminaires are certified to:  
Mil-Std-461G, Ingress Protection  
IP65, IP66, IP67, NSF-2 and  
UL Wet Locations



## Certolux Lighting Solutions

Certolux® specialty luminaires by Viscor are certified to spec, last and perform in the toughest environments. Certolux luminaires specialize in Medical, Cleanroom, Vandal Resistant and Spray Booth applications that are extremely durable and built to withstand harsh environments.



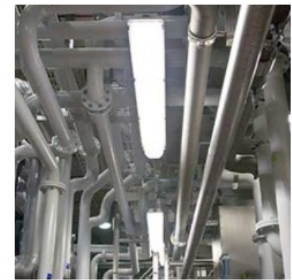
Medical



Cleanroom



Vandal Resistant



Hazardous Location

Watch The :37 Certolux Video Below





[Download the Pharmacy Brochure](#)

[Visit the Viscor website](#)

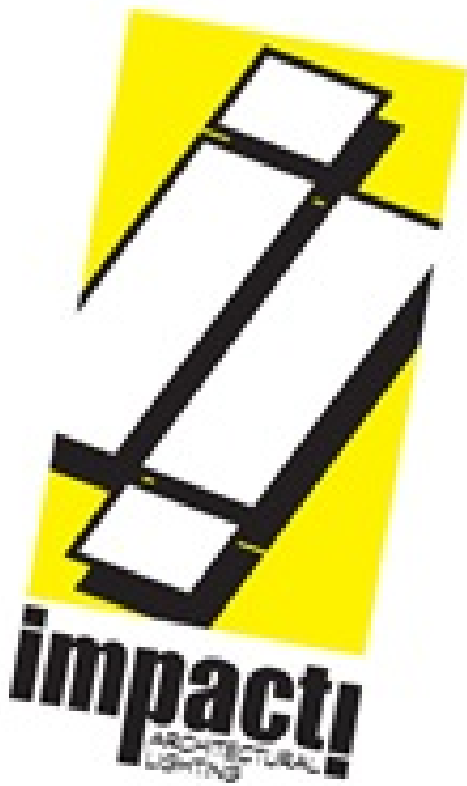
\$\$ 3. What does USP stand for in the pharmaceutical industry? \$\$

---

---

How Can We Help You Create A Little Impact?

A St. Louis Original!



The goal is to add visual impact to today's dynamic interiors.

Complementing...  
not competing.

Relevant designs,  
competitive pricing  
and prompt customer service.

Visit The Impact  
Website



## Impact Architectural Lighting

offers unique performance architectural pendant designs that are fully customizable with various lumen outputs, Kelvin temps, suspension lengths and styles along with 21 standard color finishes or specific RALs and custom colors.

Designed and built in America, we take pride in our original designs, assembly, finish, and packaging knowing that our fixtures will be scrutinized by the specifier, contractor and end user.

# ***INTRODUCING THE )(ULA***



Watch The 2:00 Impact Hula Video Below



Download The )(ula Spec Sheet

\$\$ 4. True or False: The )(ula is available in 2', 3', 4'

and up to 6' diameters. \$\$

Finally, a troffer tailored to your needs...

**Day-Brite**

**CFI**

by signify

## FluxGrid gen 2 LED recessed troffer



### Value, options, and service

Day-Brite / CFI has expanded its FluxGrid family with the development of FluxGrid gen 2.

Designed to check all of your key "must haves" off the list, FluxGrid gen 2 covers all of your needs from performance and ROI, to budget, specifications, or shipping requirements.

Mix and match the various options to find just what you want.

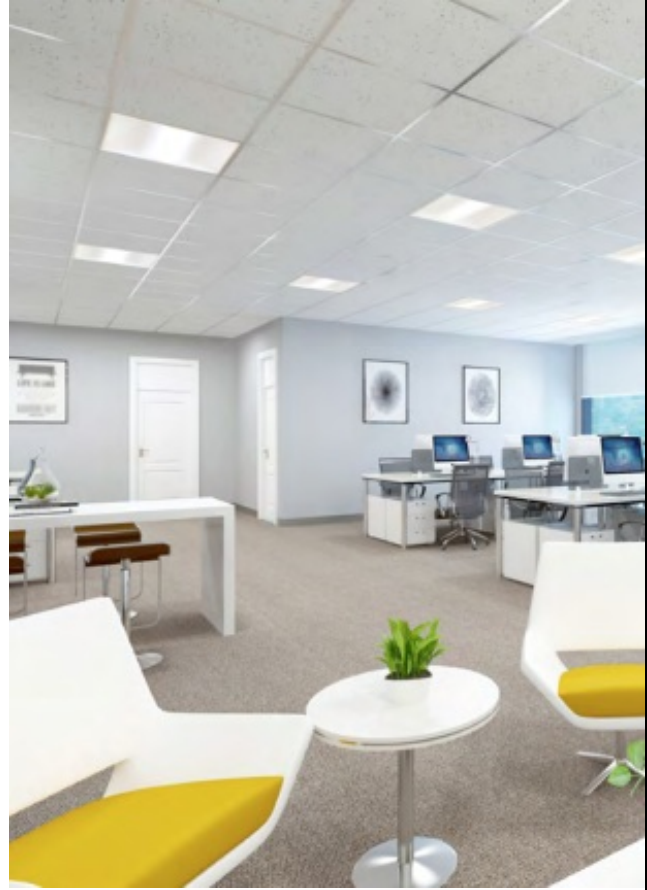
### FluxGrid gen 2 at a glance:

- 1x4, 2x2, and 2x4 models
- 1500 to 9000 lumens
- CCT 3000-5000K, 80 CRI or 3500-5000K, 90 CRI
- DLC premium and standard models available\*
- Round or flat diffuse lens options
- All drivers and boards are easily accessible from below
- Air return function available
- Integral emergency options



- Interact ready wireless sensor options
- Compatible with many industry control partners and protocols such as 0-10V, DALI, and bluetooth

Download the Full  
Brochure



Visit The FluxGrid Website

 **signify**

\$\$ 5. How many pages is the downloadable  
FluxGrid brochure? \$\$

---

---

THE TRAINING YOU NEED...



*WE ARE OFFERING CUSTOMIZED  
ONLINE TRAINING  
+  
CONTINUING  
EDUCATION CREDITS*

*EMAIL OR CALL YOUR  
SALESPERSON BELOW TO*



*SCHEDULE!*

## AIA CEU HSW Training

For questions regarding any of these products or training, please call our office 314-524-4424, contact your salesperson directly or use the email link below:

<a href="#"><u>Mike Meglio</u></a>	314-570-7454
<a href="#"><u>Dave Meglio</u></a>	314-610-7139
<a href="#"><u>Jason McGaughey</u></a>	314-239-2670
<a href="#"><u>Brendan Schwarz</u></a>	314-602-4240
<a href="#"><u>Courtney Sheets</u></a>	314-229-5659
<a href="#"><u>Ed Snyder</u></a>	314-283-2861
<a href="#"><u>Jason Kyle</u></a>	314-805-2323
<a href="#"><u>TJ Frederking</u></a>	636-262-6756
<a href="#"><u>Eric Ripp</u></a>	314-363-3145
<a href="#"><u>Brian Greenwald</u></a>	314-873-5822
<a href="#"><u>Nick Frederking</u></a>	636-893-7550
<a href="#"><u>Ron Wright</u></a>	309-838-3876
<a href="#"><u>Matt Miller</u></a>	314-873-4411

---

---

## Employee Spotlight

### Jason Heisler



“Paper or Plastic?” That’s the question Jason Heisler asked over and over again while working at Schnucks throughout his Bishop DuBourg High School career in South St. Louis. He wasn’t the most famous person in his class though. That honor goes to his classmate Jack Dorsey, Twitter founder and famed entrepreneur. Jason kind of claims his fame with the record as the youngest department manager at Best Buy where at the age of 19 he honed his natural sales skills and became the head of the car audio department. What he is thankful for is that his 12 years off and on there led him to the Geek Squad which set him on the path of

designing home theater systems.

**Although a little late to the game** and in his 30's in a class of 18 year-olds, Jason was valedictorian and top of his class with perfect attendance at Ranken Technical College where he earned his Associates Degree in Electrical System Design. An interview with Steve Ward and Scott Anderson (who is now with Meglio) led to a six-month internship with Ward & Burton Lighting. In his eight years with that organization, he really enjoyed working with Crestron and Color Kinetics doing programming and designing. However, just as the LEC-Ward & Burton merger was underway, he received an offer from a St. Peters company called Elite Enterprises designing A/V systems in both commercial and residential applications. Since the landscape and line card at LEC was changing dramatically, he felt it was a good time to make a change. It was after only two years with Elite that in conversations with Scott Anderson by then at Meglio, he learned that this is where he needed to be. Years back, while still at Ward & Burton, he participated in the IES project "Light Up St. Louis" and ended up on a team with Dave Meglio. Jason really liked working with Dave and looked forward to working with him again.

**When he is not working** Jason likes to spend time with his wife of ten years, Becky, and his 7 year old son, Jax (short for Jackson). Becky is a long time zookeeper at the St. Louis Zoo; giving her skills that come in handy in dealing with Jason and Jax. Jason has always been into cars and right now, is restoring a '91 Mustang which is his fifth Mustang project out of the over 50 cars he has owned. He also has a 2004 Volvo S60R that he is bringing back to life. Needless to say, one of his favorite movie genres is car movies. He is also a SciFi fan and a Star Wars geek which he now finds all the more fun since his son Jax is a fan as well. Another hobby he now shares with Jax is remote controlled cars, trucks, airplanes and drones. His first move after winning the lottery would be to buy a nice house not too close to the city with a huge garage, maybe 12 bays with a couple of lifts. Then he and his wife would travel with Australia being a likely destination as that is where they spent their Honeymoon. Something else not too many people know about Jason is that he had a brief stint as an actor/model and even made it onto a Budweiser billboard; but we like the role he plays now as the Controls Specialist at Meglio. You can reach Jason on his cell at 314-215-6708 or email him at [jheisler@meglio.com](mailto:jheisler@meglio.com).

**Tell us about a Meglio employee that went above and beyond & be entered to win one of five \$25 Visa Giftcards.**

**Email response to Tom Kyle, [tkyle@meglio.com](mailto:tkyle@meglio.com)**

Please feel free to share our newsletter with anyone you think might benefit from it. If someone shared this copy with you and you would like to subscribe yourself, click on the link below.

**Subscribe to our Newsletter**

1. Where in America is Ultralights commercial and residential lighting built?

Tucson, Arizona

2. True or False: In laboratory testing Signify/Alkco light sources inactivated 95% of SARS-CoV-2 virus on a surface in a matter of seconds.

False – 99 %

3. NLS Lighting products are proudly American-made in what state?

California

4. How many RGB color options are available on the Chromabeams 900 fixtures via digital command at Raymond James Stadium? a. 100,000 b. 500,000 c. 2,000,000

c. 2,000,000

5. Which Genlyte product line specializes in exit and emergency lighting solutions?

Chloride

