



July 23, 2024

Dear: Genlyte Solutions Trade Partners,

Effective August 1, 2024, Genlyte Solutions – a Signify business, is pleased to announce an exciting new partnership with Ontario based, WSA Light Energy and Design. WSA is the industry leading lighting agency, covering the Ottawa and Gatineau metropolitan areas. Both Genlyte and WSA share a common vision of building excellent teams, providing world-class service to their customers, and offering the best lighting solutions and systems in a diversified, connected market. Genlyte Solutions and WSA will collaborate on project and distribution business - showcasing the powerhouse of brands that Genlyte offers.

"We are very excited to partner with WSA, an agency that boasts half a century in the electrical industry and expertise in energy-efficient lighting and controls solutions," said Bryan Charlebois, Head of Genlyte Sales, Canada. "The WSA team is thrilled to join forces with Genlyte Solutions. We look forward to embarking on this new journey to continue supporting and serving our customers with the best lighting and controls solutions. Today, we illuminate a brighter future together!" said Mario Grenier, President of WSA.

About Genlyte Solutions – a Signify business:

A legacy of innovation, disruption, and lighting manufacturing in North America spanning over 120 years, Genlyte Solutions and its collection of cutting-edge indoor and outdoor luminaires, LED lamps, and connected lighting systems and controls brands are leading the transformation of lighting and sustainable values for the modern world. These brands include Lightolier, Day-Brite CFI, Ledalite, Lumec, Hadco, Gardco, Keene, Alkco, Philips Dynalite, Interact, BrightSites, Color Kinetics, Philips and Advance brands. Genlyte Solutions is a business unit within Signify North America. [Learn more](#)

About WSA Light Energy Design:

Celebrating 50 years of illuminating the region, WSA focuses on providing top notch service and technical advice. The team has worked on thousands of commercial projects, schools, government buildings, hospitals, and warehouses, as well as condos and design builds alongside engineers, contractors, architects, and designers. As a family-focused business, WSA prides themselves on being informative leaders in the industry – knowledgeable, professional, and always learning. WSA's team of bright visionaries are the ones who turn dreams into reality, illuminating the path to success for their clients. [Learn more](#)

Both Genlyte and WSA teams eagerly anticipate providing their services to the Ottawa-Gatineau specification and distribution network and look forward to a prosperous growth together.

Sincerely,

A handwritten signature in black ink, appearing to read "Bryan Charlebois".

Bryan Charlebois
Head of Genlyte Sales, Canada