



Chances are you have walked, driven, shopped or cheered under lights made by a Mentor company.

[Eye Lighting International](#) of North America Inc., is the top manufacturer of high-intensity discharge lamps, as they are called in the industry. In layman's terms, the company's 130 employees produce commercial and industrial lamps that light up highways, bridges, neighborhoods, stadiums, arenas, shopping centers, office and college campuses, parking lots, warehouses and factories.



“Roughly, about 70 percent of what we sell in North America is manufactured right here in Mentor,” said Eye Lighting International President and Chief Operating Officer Tom Salpietra. “We are very, very proud of that.”

Founded 20 years ago, the company was formerly known as Ohio Lamp Manufacturing Inc. In 1994, the business name was changed to Eye Lighting International of North America Inc., a division of Iwasaki Electric of Japan.

Located at 9150 Hendricks Drive, Eye Lighting's 105,000-square-foot facility houses manufacturing operations, research and development labs, a distribution center, marketing and executive offices. The plant also operates an ISO 17025 certified laboratory, one of only 16 in the U.S. that tests all types of light products for quality, safety and environmental standards.

“When it comes to quality, we're zealots,” said Eye Lighting's Vice President of Manufacturing Operations Paul Jurkovic. “When they roll off the manufacturing line, 100 percent of our lights are inspected and tested. When customers get an Eye Lighting lamp and install it, they are guaranteed that it will work. Some of our lamps will last for 32,000 hours, or eight years, if the lamp is on 12 hours a day.”

In addition to commercial and industrial lamps, Eye Lighting makes a variety of specialized lamps that block out damaging ultraviolet rays. These lights are used by retailers for product displays and museums that show valuable works of art. The

company also makes sophisticated equipment used by manufacturers to test the durability of their products when exposed to sunlight.



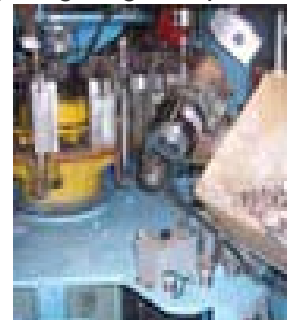
“Companies that make roof, paint or auto products will buy our specialized equipment that simulates the sun,” explained Salpietra. “When companies test their products in our equipment for two weeks, it’s the equivalent of 20 years of sunlight exposure.”



Under Salpietra’s leadership, Eye Lighting is preparing to meet the market demands for a new generation of light products. Within its plant, the company is constructing a specialized semi-clean room that will be used to manufacture new light-emitting diode (LED) lights. The semi-clean room environment is necessary to keep dust and static off electronic components.

The market demand for LED lights is rising because they use less energy, produce more light and are more durable than today’s commercial and industrial lights.

A month from now, Eye Lighting is expected to launch a new production line of its high-efficiency KiaroLED brand lights, which include optic technology that delivers 20 percent more light than its competitors’ products and operates 50 percent longer than traditional light sources.



With expected growth in its business, Salpietra projects the company’s employee ranks will increase within the range of five percent to 10 percent over the next few years.

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