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**Michael Lichtenstein
takes Lighting Gallery
to new heights**

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Michael Lichtenstein casts a glow on Lighting Gallery

By DENIS SHEAHAN

Let there be light.

And so it is with Michael Lichtenstein, the chief executive officer of Lighting Gallery, a highly diversified company that caters to hundreds of builders, designers and architects from New York City to eastern Long Island.

His products: More than 200,000 chandeliers, lamps, wall sconces, mirrors and decorative accessories.

Located at 326 East Jericho Turnpike in Huntington, Lichtenstein took over the company seven years ago which was founded by his father, Barry, in 1973, who still comes to the showroom.

Lighting Gallery has grown into Suffolk County's largest lighting and home decor showroom.

The 8,000 square foot design center displays over \$1,000,000 of merchandise from more than 400 manufacturers/designers. Lichtenstein is a member of the Long Island Builders Institute, the American Society of Interior Designers and the Interior Design Society.

At 42, he has collaborated on hundreds of commercial, hospitality and residential design projects in the metropolitan area.



Michael and his father Barry Lichtenstein

Recent work includes private residences in Las Vegas, Nesconset, Soho, Tribeca, Glen Cove and Montauk. He has also worked on numerous restaurants and lounges in Manhattan and Long Island.

"Our trade services department is dedicated to providing the highest level of white glove service as

well as the area's most competitive pricing," said Lichtenstein. "Our client list includes both local and national architects, designers, developers and custom builders," he added.

A partial list of clients includes the Beechwood Organization, the Holiday Organization, the Benjamin Companies,

Kabro Associates and a host of luxury custom builders.

"Michael is the 'go to' person in all aspects of lighting for every interior design style," said Kathy Sheck of Beechwood Organization. "He is an incredible resource for the newest lighting trends and applications. From elegant, traditional chandeliers to

clean, modern fixtures, there is always something new and spectacular to see in their showroom.

"I have worked with Lighting Gallery on over a hundred design projects. They understand deadlines and never disappoint. It's a pleasure working with Michael and Barry because of their expert knowledge, personal service and fair prices," Sheck added.

Although Lichtenstein now runs a multi-million dollar business, it certainly didn't appear that way at the start. He wanted to be in the theater and he received an undergraduate degree in theater from Tulane University, but changed course with an MBA in finance and corporate strategy from the Stern School of Business at NYU.

He then became a management consultant and worked on business strategy, finance and fund raising.

With such a background as theater and business, it is no surprise that Lichtenstein is lighting up the Island.

He lives in Nassau County with his wife and their three children. ■

Make the Most of Your Next Visit to the Lighting Gallery!

By MICHAEL LICHTENSTEIN

An experienced Lighting Specialist can help you add the perfect final touches to a room design by leveraging their years of design expertise and product knowledge. However, in order to take advantage of these expertises, a customer needs to visit the showroom prepared.

Bring Your Project Details - Key project details include: measurements, architectural/construction details, colors.

A Picture is Worth a Thousand Words, Bring Images - Rather than trying to describe something, which can easily be misinterpreted, simply show your Lighting Specialist a picture and say "I want something that looks like this."

Budget - "What budget are you working with?" This question is not to determine whether or not we want to help you, but rather allows us to focus the shopping experience and only show you selections that fall within that parameter.

Give Yourself Enough Time - Give yourself plenty of time to select your lighting so that you have the greatest number of options to choose from. It is impossible for a showroom to stock every item that is available, and chances are you will need to special order your selection.

Stay Focused - Selecting lighting for single room or an entire house can seem over whelming. The key is to stay on target and focus on one item at a time! ■