



**FOR IMMEDIATE RELEASE**  
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## **ASSOCIATION OF OUTDOOR LIGHTING PROFESSIONALS HONORS LEW WALTZ WITH INDUSTRY ACHIEVEMENT AWARD**

**HARRISBURG, PA-** Last month, the Association of Outdoor Lighting Professionals (AOLP) hosted its 2012 Annual Conference & Expo in Lake Buena Vista, Florida. The conference featured two certification training sessions, as well as numerous educational speakers and seminars. On Thursday, February 9, 2012, AOLP held its annual awards reception to honor professional excellence in outdoor lighting design. During the reception, AOLP presented the 2012 Industry Achievement Award for leadership and pioneering efforts in the outdoor lighting industry to Lew Waltz. Lew humbly accepted the award and told the crowd how grateful he was to be recognized.

Who is Lew Waltz? Lew Waltz began his career at HADCO Lighting in 1972 as their first Customer Service Manager and assembled a team to serve the day-to-day needs of distributors and specifiers nationwide.

He then worked in outside sales in the northern Ohio market for several years to gain first-hand knowledge of how the distribution and specification channels worked. Returning to PA in the late 70s, he became HADCO's national sales manager.

In 1986, he was asked by management to work on a potential new market for HADCO, low voltage landscape lighting. After assembling a team of engineering, sales, purchasing and marketing members, the first all cast aluminum landscape lighting product line was created and launched to the market in 1987. As the line gained acceptance in the market, Waltz and his team introduced many new concepts still used today such as transformers with plug-in timers and photocells, tool-less entry path lights, height-adjustable stakes and UL listed tree mount junction boxes, as well as HADCO's I2.5 revolutionary in-ground fixture.

Waltz and his team determined that education was a key factor in the success of landscape lighting sales. Designing the first indoor landscape lighting laboratory, he opened the 2500 sq. ft. display at the Dallas Market Center in 1990. Through the next several years, he designed more than 100 indoor labs for distributors nationwide.

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Waltz also served on the UL Engineering committee that authored *UL 1838*. Beyond that, he authored *HADCO's Landscape Lighting Installation Guide*, and wrote numerous articles for trade journals such as *LD & A*, *Electrical Contractor*, and *Construction Site News*.

Waltz is a certified course instructor for ASLA, ALA, ASID and AIA. He has conducted more than 150 full-day training seminars for distributors, architects, engineers and contractors throughout the US and Canada. Serving as a guest lecturer, he taught classes ranging from one day to two weeks at Harvard University, University of Delaware, Cleveland State University, Penn State University and West Virginia University.

Through the years Waltz has designed installation layouts on hundreds of jobs for HADCO distributors, including the Biltmore Estate, Caesar's Palace in Las Vegas, the gardens at the White House and the homes of Reba McIntyre, Travis Tritt, Vanna White, Bo Jackson and Cindy Crawford to name a few.

Waltz also holds several landscape lighting design patents including the industry's first hinged-top in-ground fixture, HADCO's i2.5.

Waltz retired as Philips HADCO's Vice President of Landscape in June 2011, after more than 38 years in the industry. One of his proudest moments was when his son, Jason, decided to follow the same career path and joined Philips HADCO in the sales and marketing department. Jason is currently the Eastern Regional Sales Manager for Philips HADCO and Hanover Lantern Commercial Lighting.

Waltz stayed retired for 90 whole days before accepting a position as an outdoor lighting specialist with Zanger Associates in Maryland and Virginia. Waltz and his wife Debi split their free time between homes in Pennsylvania and Virginia, and volunteer with Therapy Dogs International, visiting nursing homes with their dogs Koda and Brewster.

*For more information about AOLP, visit our website at [www.aolponline.org](http://www.aolponline.org). The Association of Outdoor Lighting Professionals is a national organization representing the interests of lighting professionals. The mission of the organization is to establish standards, educate industry professionals and increase awareness of the outdoor lighting industry.*

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*Photo of Waltz available.*