

# Lighting company sale may add jobs

By Gregory J. Wilcox  
Staff Writer

In a deal that likely will expand its work force, Glendale-based Lighting Control & Design has been purchased by Acuity Brands Inc. of Atlanta, officials said Tuesday.

Terms of the sale were not disclosed.

Lighting Control President David Wilson said the company he founded in 1987 manufactures digital lighting systems and software that increase energy efficiency and drive cost savings. The company does over \$20 million in annual sales.

The company will remain in Glendale and be run by the current management team. Members include Wilson's partners, Jon Stachelrodt, vice president of marketing, public relations and tech services, and Bill Lahay, sales vice president.

Acuity Brands, with about \$2 billion in annual revenue, sells lighting fixtures and related products and services.

The acquisition means Acuity Brands will be able to package control systems with its lighting products. And Lighting Control, which had been focused on new commercial construction projects, will be able to branch out into the retrofit and residential markets.

"We specialize in turning lights on and off," he said. "The fact is it takes quite a bit of expertise to do that right. It's very much driven by the new 'green' laws mandating energy conservation."

The Glendale firm will be called Lighting Control & Design, a division of Acuity Brands.

Because the Glendale company will be running Acuity's overall lighting control operations, it likely will increase its work force. Wilson said the company has expanded 20 percent to 25 percent annually over the past 13 years, and hopes to

grow even more this year.

The Georgia company said the purchase is a good fit for both companies.

"This acquisition will enable us to accelerate the introduction of innovative and energy-efficient products and services, as well as expand our presence in this market," said Vernon J. Nagel, Acuity's chairman, president and chief executive officer.

Greif & Co., a Los Angeles-based investment bank, worked on behalf of Lighting Control. "It's a net positive for Glendale, which is a nice thing in this otherwise dismal environment," President & CEO Lloyd Greif said.

"This is a synergistic, hand-in-glove fit for Acuity which, by packaging its lighting fixtures with LC&D's lighting controls, should be able to dramatically increase sales of both product lines."