

During the past five years, Lumax Industries has grown to over 100 employees and boasts a product line in excess of 15,000 final assemblies. A second computer network was installed with new PCs, broad-band intra-/internet, and a company web site. The recent acquisition of another technologically advanced, hydraulically operated CAD/CAM turret punch press, and yet another forming brake propelled the company into the Special Application and Architectural lighting markets.

Using advanced manufacturing techniques and the latest ballast/lamp technologies, the company produced energy efficient lighting alternatives that substantially lower operating costs and are more aesthetically appealing than the light sources they replace. Examples of these products include a new family of direct/indirect lighting fixtures, high light output inspection/assembly line fixtures, clean room fixtures, surgical room troffers, and sports lights. Installations include Daimler-Chrysler, Ford, and OMC/Evinrude assembly lines, Burlington Coat factories, Opryland parks in Florida and Texas, Harrah's casinos and river boats, Wal-Mart product displays, Sony quality testing stations, and the Statue of Liberty to name but a few.

Always mindful of the community, Lumax Industries has supported a number of deserving community programs, activities, and charities through contributions and/or participation in fund-raising events. Some of the programs and agencies Lumax has historically supported include Penn State



University, the Blair County Arts, ARC of Blair County, Altoona Symphony, Altoona Curve, Blair County Chamber of Commerce, Easter Seals, March of Dimes, American Cancer Society, American Diabetes Association, and the United Way. Lumax employees are particularly proud they are always in the top five in per capita giving to the United Way year after year.

Throughout its rich 30+ year history, Lumax has not only kept pace, but mastered all the latest manufacturing and product technologies across the entire fluorescent lighting spectrum. Its well-established reputation for capstone quality and superlative customer service, along with its willingness to design, develop, and manufacture lighting fixtures for an ever evolving and more and more specialized, technologically advanced marketplace separates Lumax into a class of its own. The company's recent entrance into the upscale, architectural and specialty lighting marketplace ensures a bright, bright future. ahead. In short, if it can be made from metal, Lumax is ready, willing, and able to make it happen!



Blair County

## BUSINESS HALL OF FAME



Lumax Industries, Inc. is a world-class manufacturer of fluorescent lighting fixtures engineered for residential, industrial, commercial, specification, and architectural lighting applications. Renowned for superior quality and first-rate customer service, Lumax products are marketed through an international network of independent lighting representatives in 76 offices located throughout the United

States, Canada, Latin America, and the Caribbean, as well as electrical distributors nationwide.

The company is also highly regarded for its ability to private label products for a number of well-known lighting manufacturers and suppliers. In a world full of large conglomerates that have consumed over 30 privately owned companies and control 99% of the 9.5 billion dollar lighting industry, Lumax remains as only one of two privately owned full-line fluorescent lighting manufacturers in the marketplace today.

Based upon the vision of Don Snyder, President and Chief Executive Officer, the company was formed in September 1976 with financial assistance from two additional partners. Purchased at public auction, the 150,000 square foot manufacturing facility, detached office building, and warehouse were all originally Pennsylvania Railroad buildings constructed in the mid 1800s. Used machinery, tooling, automated paintsystem, and motorized conveyors were also bought at public auction.



From this humble beginning, manufacturing operations commenced in October 1976 with twelve employees and a product line of about 150 commodity fluorescent fixtures. At the onset, 60% of the business was with one major account, Armstrong World Industries, with the remainder through independent lighting representatives located in approximately half a dozen eastern states.

Within two short years, this stellar new upstart had established itself as a reputable lighting manufacturer with impressive quality, second-to-none customer service, and a number of unique manufacturing processes that provided flexibility and adaptability other manufacturers lacked. Don put together a plan to buy out his partners and in mid 1978, all operations were consolidated at the main plant. The vacated office building was initially leased, then sold to Home Nursing Agency, and the warehouse building was demolished, making room for a parking lot. Later that year, Don embarked upon a strategic modernization plan to recondition, update, or replace the company's aging machinery, tooling, and production equipment to expand the product line, improve efficiency, and grow the business. Simultaneously, major renovation of the 100 year-old manufacturing facility was commenced.

By 1982, the company had doubled in size and entered into the high intensity discharge and commercial fluorescent lighting market. Delivery trucks became necessary and were purchased to better serve regional customers and local electrical distributors. Don was awarded the 1981 Blair-Bedford Central Labor Council "Man of the Year" and the 1983 Southern Alleghenies "Small Business Person of the Year."

At the close of 1983, manufacturing equipment had either been fully reconditioned or replaced, a new 100-ton press brake was purchased, and automatic back gauge and CNC controls were added to existing presses and forming brakes. Continually increasing sales volume dictated a second paint line, and assembly operations expanded into an industry unique overhead assembly line: fixtures receive a five-stage wash/iron phosphate treatment, are painted utilizing two automated electrostatic paint systems, cured in an infrared oven, wired into final assemblies, and packaged for shipment all in one sustained, simultaneous operation.



This innovative process gave the company an astounding production capacity that resulted in it becoming the top supplier of commercial fluorescent lighting fixtures to the Federal government. A number of new national accounts, such as Kinney Shoes and Walt Disney, assured continued growth and prosperity.

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By 1987, the company again doubled in size, employed over 40 people, and emerged as a premier manufacturer in both the commercial and industrial fluorescent lighting markets. A new 350-ton press brake, computer controlled coil feeding equipment, progressive tooling, and a full circulating paint pumping system for the automated paint systems were added to production capacity.

Eager to continue the phenomenal growth of the 10-year old company, Don invested in a state-of-the-art computer network and full manufacturing software system to manage all aspects of the business. Additional tooling was purchased to yet again expand the product line and advance into the specification grade market. Shortly thereafter, the company developed an award-winning louvered, parabolic troffer that was installed in the World Trade Center in New York City.

At the 15-year point, Lumax had grown six-fold. Engineering excellence and overarching flexibility to meet customer needs enabled production of fixtures the conglomerates either couldn't, or wouldn't produce. Now the only company that post-painted its entire product line after the metal was formed, quality was unsurpassed. Modernization and unique assembly techniques allowed it to produce both small custom and high volume orders equally well. A new CAD/CAM turret punch press, twocompanion computer controlled forming brakes, and three full CAD/CAM work stations only enhanced production capabilities and capacity. At the lighting industry's most prestigious annual light show, "LightFair," Lumax was awarded the 1992 "Blue Ribbon Award for New Lighting Concepts" and additionally received the Blair County Chamber of Commerce "Distinguished Award for Innovation."



From 1992 to 1997, Lumax became a keystone company in the specification grade market, winning large orders from the New York City and Philadelphia school districts. Other notable projects included the John F. Kennedy and Philadelphia International airports, Hardee's restaurants, General Motors, Social Security Administration, and numerous Department of Defense projects.

Locally, a specially designed fixture was installed in Sheetz Stores, beginning a long and loyal relationship, a number of Penn State projects were awarded, as well as the bid for the Altoona Hospital expansion.

Meanwhile, the company continued to amass recognition and awards. In 1994, Don received the Blair County Chamber of Commerce "First Class Community Leaders and Success Stories," award, and, again, the company distinguished itself at LightFair, winning the 1996 "Blue Ribbon Award for Miniature Lighting Design for Retail Stores." It also earned the accolades of the EPA, receiving the "Achievement Award—Greenlights Recognition for Low Energy Concept—New Product Class" for 1996.

**Selected by a panel of independent judges, the prestigious Blair County Hall of Fame of Award was awarded to Lumax Industries in 2001**