



## **FOR IMMEDIATE RELEASE**

### **Media Contact:**

Greta Cuyler  
Media Relations  
National Association of Innovative Lighting Distributors  
609-297-2208  
GCuyler@naild.org

# **NAILD Keeps Hafner's Spirit Alive With Memorial Scholarship**

*Education Innovator's Fund Trains Lighting Professionals*

**PRINCETON JUNCTION, N.J. — Nov. 13, 2018** – The National Association of Innovative Lighting Distributors announced today that it will keep the memory of the late industry icon Paul Hafner alive with a memorial scholarship.

Hafner, who passed away in July, was known as a thought leader who launched NAILD's Lighting Specialist training programs.

NAILD is now accepting scholarship donations, which will fund the lighting education of the first three recipients in 2019. One recipient will receive a free "The Transition of Legacy Sources to LED" (LS-I) course, another will receive a free "Lighting Specialist II" (LS-II) course and a third will receive a free "Lighting Specialist-Controls" (LS-C) course. The application deadline is March 1, 2019. Recipients will be notified by April 1. (LS-I completion is a prerequisite for LS-II and LS-C.) To apply for a scholarship, [click here](#).

"Paul was inspiring," said Cory Schneider, NAILD President and CEO of Lighting Unlimited "Any question you had on lighting, Paul had a story that would make you think. Most educators have never been in the field, but Paul was a field guy who became an educator. He was passionate and made it his life's work until he died in July 2018."

“Paul would never want to deny someone opportunity to learn because they didn’t have the funds,” Schneider continued. “We created this scholarship to honor his legacy. The more donations we receive, the more scholarships we can award each year.”

Hafner worked in the lighting industry for nearly 30 years. He created NAILD’s “The Transition of Legacy Sources to LED” (LS-I) and “Lighting Specialist II” (LS-II). LS-I helps lighting sales employees better understand how and when customers should retrofit their facilities from incandescent and compact fluorescent light technologies to solid-state lighting. LS-II takes that training one step further, focusing on retail, industrial, office and educational facilities. Both courses are a combination of expert technical instruction and hands-on field experience delivered through user-friendly, self-paced online courses that Hafner narrates.

NAILD also offers the Lighting Specialist- Controls (LS-C) training developed by Craig DiLouie. Energy codes are driving adoption of automatic lighting controls in new commercial buildings, while technology, utility rebates and strong growth in LED upgrades have increased demand for controls in existing buildings. Customers are looking for experts who can tell them what to do and select products.

To donate to the Paul Hafner Memorial Scholarship Fund, send a check to NAILD, 191 Clarksville Road, Princeton Junction, NJ 08550, Attn: Greta Cuyler.

## **Years of Innovation**

NAILD is committed to innovation and education in the lighting industry, as evidenced by its educational programs that provide cutting-edge knowledge that manufacturers and distributors need to take their businesses to the next level.

The organization’s annual conference, NAILD Innovation, offers members the opportunity to gather and learn from industry experts and from each other. A signature networking series, Organized Casual Conferences, allows vendors and distributors to schedule one-on-one meetings to facilitate lasting partnerships. NAILD Innovation 2019 will be held April 15-18, 2019 at the Nugget Casino Resort in Reno, Nevada.

*Today’s Lighting Distributor* magazine provides members the educational materials they need to stay on the cutting edge of the industry through educational and technical articles, case studies, member profiles and industry news. A *Light Read* is a weekly email publication that resonates with millennials and young professionals and provides a roundup of the latest news affecting the lighting industry.

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## **About The National Association of Innovative Lighting Distributors (NAILD)**

Founded in 1977, the National Association of Innovative Lighting Distributors (NAILD) is a nonprofit trade association that helps its members grow their businesses with cutting-edge education, conferences, awards and sharing of best practices. Its timely Lighting Specialist educational & certificate programs serve as a pillar in the lighting industry, while its annual conference unites lighting professionals in an evolving industry. For more information, visit [www.naild.org](http://www.naild.org).