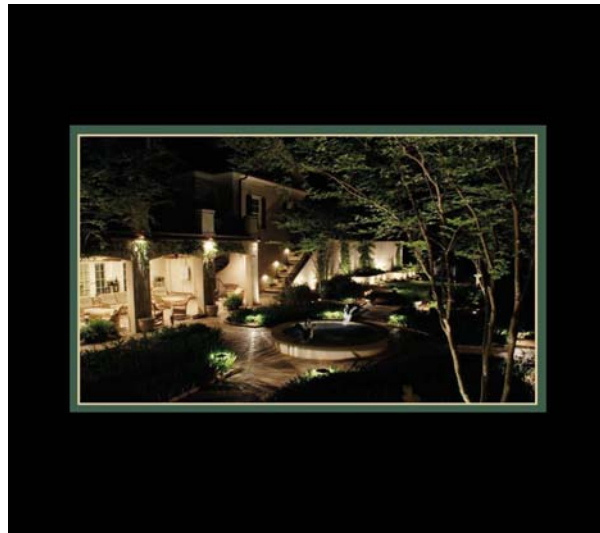


Nightscaping® Newsletter

How To Compare Lighting Products



Quality in the lighting industry is often misunderstood. The quality gap seems to be greater than other areas of the green industry. Comparing apples to apples, or uplights to uplights...the perception of quality can be so far off. The typical sprinkler system will always involve a certain number of sprinkler heads, and possibly several different types. Though there are quality differences between a professional Brand X and professional Brand Y pop-up, the gap is fairly small. Regardless of which head you choose, you most likely will end up with a reasonably well performing sprinkler system.

The quality gap widens considerably when you look at the wide variety of "professional" lighting materials available. Though the fixtures and components are made from metals such as copper, brass, steel (basically, some kind of "metal")...there are many factors that influence quality such as thickness (gauge) of metal, types of gaskets used for water-resistance, types of swivels, spikes, lenses, epoxies, sockets and so on. Transformer construction is a prime example. Many have stainless steel cases, timing components, large terminal blocks and secondary side (12 volt) fuses. Many have none of these...powder-coated steel cases that ultimately succumb to rust, brass posts instead of large terminals, primary side (120 volt) fusing, and so on. UL 1838 sets the standard for quality and safety for 12 volt lighting transformers. As a lighting professional, it is your duty to stick with quality and safety. Always choose a transformer that strictly adheres to the 1838 standard. All Nightscaping stainless steel transformers are UL 1838 rated. In fact, the high quality and safety of the Nightscaping transformer helped pave the way for UL 1838 becoming the industry safety standard for 12 volt lighting transformers.

Nowhere is quality more evident than the type of connection you choose. Gel-filled wire nuts are the most common. They are available on the shelf of all Big-Box chain stores right next to the low-voltage cable, and definitely available at your distributor. Don't forget how cost effective they are...basically cheap. Pierce-type connectors are simple to use and also

inexpensive. Unfortunately, none of these connector types makes a permanent, waterproof connection that will stand the test of time buried in the ground. Ask any seasoned electrician what he thinks of these types of connections and where they will spend their lives. You most likely will not get the endorsement you are looking for, despite the low price. The connections you make will undoubtedly be the most important part of your lighting system. Don't skimp...the Nightscaping® [Ace Connector](#) creates a permanent, waterproof splice that will never fail. No call backs for bad connections or worse yet, a disaster created by a bad connection.

Finally, it's tempting to save a few dollars here or there at the sacrifice of quality...often to attempt to beat the other guy's price. The most important quality feature you can buy is service. When...something goes wrong on a project...whether it's burnt out bulbs or a no-power transformer, you want to know that your product is backed up. The old saying "Prevention is the best medicine" can't ring more true than in the professional lighting industry. Choose a lighting product that has a service team attached to it. Don't walk away from the counter without knowing for sure that your lighting manufacturer has your back. At Nightscaping, we offer quality materials, but more importantly, we offer quality people with extensive knowledge and training to watch your back. Professional landscape lighting service that the rest of the industry just can't match. Borrowing a quote from someone, I can't remember who..."The bitterness of low quality long outlasts the sweetness of low price."

Thomas Meis

Nightscaping® Contractor Support

(800) 544-4840 ext. 22

tom@nightscaping.com



Contractor of the Week - John Garner

John Garner of Raleigh NC is a business owner of fifteen years. Southern Lights consists of three crews that specialize exclusively in Landscape Lighting. John began this adventure after going to school for an education in Landscape Architecture. He worked with several Landscape contractors doing design work, and soon became fascinated by the lighting aspect of these designs. Noticing that there were few qualified installers, he decided to begin

doing his own installation work from a small beat up pickup truck. Today he is the premier designer and installer for central North Carolina. His clients include the who's who of the Raleigh, Durham, Chapel Hill area, including sports figures, corporate executives and prominent politicians.

John is heavily involved in local nursery associations, landscaper associations and is a major supporter of the North Carolina State Arboretum. Almost every year, at no cost to the Arboretum, he sets up a free Landscape Lighting display that guides the guest of the Arboretum throughout the gardens, creating a very nice ambiance. John's business has thrived through some slow times due to his attention to detail, and his capability to capture the ideas of the homeowners and transfer them into the installation.

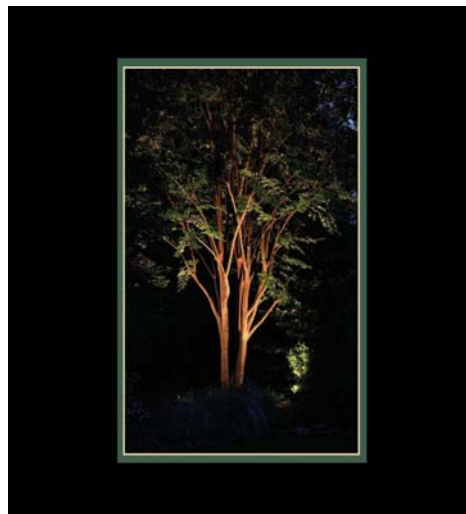
John and his wife Debbie work together on marketing sales and maintenance calls for their crews. John's designs resonate with his Architectural training, and his attention to detail has made him stand out as a top contractor in North Carolina. Nightscaping® is proud to have him as a friend of the family.

Friends working with Friends

John Garner
Southern Lights of Raleigh, Inc.
Provider of Distinctive Landscape Lighting
P.O. Box 17202
Raleigh, NC 27619-7202

919.755.0380 (o)
919.833.5087 (f)

*All photos represent John Garner's work.



The Mission Statement of the International Dark-Sky Association (IDA)

www.darksky.org

The mission of the International Dark-Sky Association (IDA) is to preserve and protect the nighttime environment and our heritage of dark skies through quality outdoor lighting.

Goals

To stop the adverse effects of light pollution on dark skies, including: Energy waste and the air and water pollution caused by energy waste, Harm to human health, Harm to nocturnal wildlife and ecosystems, Reduced safety and security, Reduced visibility at night, and Poor nighttime ambience.

To raise awareness about light pollution, its adverse effects, and its solutions.

To educate everyone, everywhere, about the values of quality outdoor lighting.

To help stop other threats to our view of the universe, such as radio frequency interference (RFI) and space debris.

Nightscaping's® Participation with Dark Skies

Nightscaping® has been a sustaining member of Dark Skies almost since its inception. The following Nightscaping® fixtures have been officially approved by the IDA; [Deliter](#), [Director](#), [Footliter](#), [Illuminator](#), [La Palomaliter](#), [Libertyliter](#), [MiniScout](#), [Navigator](#), [Postliter](#)in , [Railiter](#), [Scott Liter](#), [Scout](#), [Sentryliter](#) and [Shari-liter](#).

Featured Fixture - [Scott Liter](#)



Use the solid copper Scott Liter as a highly versatile, adjustable, and attractive path or ground mounted accent light. The Scott Liter's innovative design enables you to fine tune the light pattern produced by adjusting the position of the lamp within the fixture. A telescopic stem allows you to adjust the height to meet your exact specifications. The Scott Liter is a perfect combination of style, function, and versatility that is sure to benefit any landscape.

Similar Fixture - [Scout](#)



Use the Nightscaping® Scout wherever a discreet, durable and adjustable pathlight is needed. The Scout's innovative design allows you to modify and control the light pattern produced to meet your exact need. This fixture is appropriate for providing both effective traverse lighting or for downlighting specimen plant materials in low-lying planters, raised beds, or around hardscape borders.

Similar Fixture - [MiniScout](#)



Use the Mini Scout anywhere as a discreet and durable path or accent light. The Mini Scout, like its larger predecessor, allows you precise control over the light pattern produced. You can concentrate the light in tight circles or larger spreads based on the specific demands of any individual project. The innovative design and copper construction make the Mini Scout an unimposing fixture that will add beauty and visual interest to any landscape, day or night.

1705 E. Colton Avenue, Redlands CA 92374
ph:909-794-2121 toll free:800-544-4840 fax:909-794-7292 email:info@nightscaping.com