

## Light up your profits

BY CURT HARLER/  
CONTRIBUTING EDITOR

Landscape lighting can light up your clients' yards — and your ledger books. Since most people work during the day and relax or party at night, landscape lighting is a logical extension to any landscaping job.

Done correctly — and that doesn't mean making the front of a house look like a landing strip — landscape lighting can add the touch of class needed to set off a well done setting of lawn, shrubs and trees. "Think of it as painting a picture of the landscape at night, using lights to achieve the look a homeowner wants," says Richard Lentz, owner of Lentz Landscape, Dallas, TX.

Customers interested in landscape lighting usually come from one of three camps: those who want heightened security around their property, those who want to illuminate a dangerous area such as steps or those trying to make their home and grounds landscaping look as good at night as it does during the day. In many cases, a landscaper can marry all three of the opportunities, giving the customer an even better reason to go ahead with the project.

Before diving headfirst into

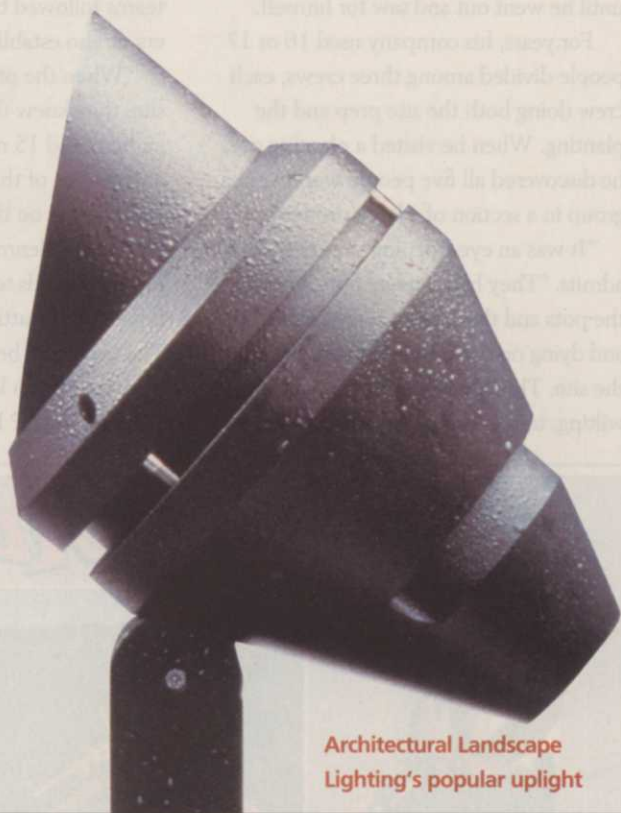
any job, check the local electrical code on installation. Most permanent lighting systems are installed on a stem or pipe support and have to be mounted to a box. Some local regulations allow mounting below ground, others require above-ground installation. If you are not experienced in this area, take a short course or join forces with an electrician or landscape designer who has done some good-looking projects. Finally, do not fall into the trap of thinking that, just because a job is a low-voltage installation, it can be done in any way you choose. You are still dealing with electricity, people's property and people's lives.

**ARCHITECTURAL  
LANDSCAPE LIGHTING**  
800/854-8277

[www.allighting.com](http://www.allighting.com)

The new SL-30, above-ground diecast aluminum landscape lighting from Architectural Landscape Lighting, Santa Ana, CA, is a multidirectional, contemporary shaped lighting fixture designed to provide brilliant uplighting to illuminate schools, office buildings, signs and other landscape features in many commercial applications. Light sources include standard

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Architectural Landscape  
Lighting's popular uplight

### buying tips

- ▶ **Know the difference between accent and path lighting**
- ▶ **Not all lighting is intended for wet areas**
- ▶ **Send for American Lighting Association's \$2 brochures on lighting** (PO Box 420288, Dallas, TX 75342).
- ▶ **Check the local electrical code**
- ▶ **Place lights so bulbs can be replaced easily**



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PAR-38 incandescent spot or flood beam and HIT spot or flood optics. Units are UL/CUL listed for wet location use.

The company also has canister-shaped outdoor downlights suitable for building lobbies, corridors, entryways, exterior building walls adjacent to gardens and parks and parking garages. The lights feature a classic cylindrical, canister-style housing with subtle architectural ring details in each of four models. The smooth outer surface has no



**Architectural Landscape Lighting offers classic shapes.**

visible hardware and a flush-mounted lens. The lens is surrounded by a body-colored trim ring to preserve each unit's crisp design from any viewing angle.

**Circle #265**

## ARDEE LIGHTING

**704/482-2811**

Clikstrip for Damp Locations is flexible, low-voltage, high performance linear strip lighting de-



**Ardee low-voltage strip lights**

signed specifically for outdoor and damp environments, made by Ardee Lighting, Shelby, NC. Units can be specified in lengths and lamp spacing for complete customization of the lighting design to the site. Strips accommodate four 100 incandescent, argon or xenon gas-filled festoon lamps. Clikstrips come in black or white base finishes.

**Circle #266**

## DABMAR

**818/349-1138**

[www.dabmar.com](http://www.dabmar.com)

Request a complete catalog and price list of low-voltage lighting and landscape lighting products from Dabmar, Chatsworth, CA. The company's line of post-mounted lighting is one of the more complete lines available, with a wide range of single and multiple light choices including pole, wall or post mounting.

**Circle #267**

## HADCO

**717/359-7131**

[www.hadcolighting.com](http://www.hadcolighting.com)

The Garden Art Collection from Hadco, Littlestown, PA, offers the look of hand-crafted, solid copper



**Hadco's hand-crafted look**

construction. Styles include mushroom, tiffany, deck, single or double tulip. Designed for path and spread lighting, they are made of annealed copper for strength, and the appearance of the fixture will be enhanced further with age as they weather and take on a rustic patina.

**Circle #268**

## KICHLER LIGHTING

**800/659-9000 X6445**

[www.kichler.com](http://www.kichler.com)

An entire range of lighting products, from ballard stakes to accent lights is available from Kichler Lighting, Cleveland, OH. The floating pond light is made of composite resin and is great for directing light



**Kichler offers a complete line.**

downward in ponds. Company offers path and spread lighting as well as deck and accent lighting, including natural cedar wood address lights, louvered step lights, brick lights and a range of well lights. Items are available in a variety of designs from decorative shells to tulip to traditional surface mounts.

**Circle #269**

## LUMIERE

**805/496-2003**

Attention to detail is the byword at Lumiere, where all parts are machined, formed or cast out of heavy-wall aluminum at their

Westlake Village, CA, factory. Fixtures are standard powder-painted in black, bronze and verde green; a rainbow of special colors; or solid brass, copper, chromium-plated; or two-step architectural anodized.

**Circle #270**

## MQ INDUSTRIES

**714/279-0283**

The all-ceramic lighting fixtures from MQ Industries, Orange, CA, are handcrafted one fixture at a time. Ceramics are solid color throughout and will not rust, rot or corrode. Hardware is made of brass or nylon for long life. Fixtures, including bollards, walk lights, spots and well lights, are available in green, tan, rose, gray, black or white.

**Circle #271**

## NITE TIME DECOR

**877/552-4242**

[www.christmasdecor.net](http://www.christmasdecor.net)

If you intend to add landscape lighting to your business, check with Nite Time Decor, Lubbock, TX, about establishing a territory in your area. The company offers professional training, premium-quality products, a national marketing program and on-going toll-free phone support, meetings, newsletter and advisory groups.

**Circle #272**

## PHILIPS LIGHTING CO.

**800/555-0050**

[www.lighting.philips.com](http://www.lighting.philips.com)

A wide range of lighting and light bulbs for outdoor use is available from Philips Lighting Co., Somerset, NJ. Products range from a yellow compact fluorescent bug-repellent bulb (combined with a

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standard incandescent bulb at the other end of the patio) for freedom from bugs to narrow beam spotlights and pool lighting for illuminating trees and other foliage. The firm's Earth Lights are available in a variety of decor globe, specialty, outdoor and Bug-A-Way versions.

Circle #273

## ROCKSCAPES, INC.

800/677-6811

[www.rockscapes.net](http://www.rockscapes.net)

A complete range of handcrafted American lanterns in solid brass highlights the LightFare line from Rockscapes, Canoga Park, CA. A range of metal finishes from an-

tique brass to old bronze to dark verde and rusty iron offer a variety of choices. Glass options include iridescent honey, milky white, clear or frosted flat. Just about any shape or size imaginable is available in modern, traditional or international designs. Units can be wall mounted or placed on one of the company's solid brass posts.

Circle #274

## STONEGLOW

602/265-9441

Light up any pathway with illuminated stepping stones. The Luma-Stone line from Stoneglow, Phoenix, AZ, is a super strong, light diffusing polymer creating the concrete gray or sandstone

look. Stones are 14 in. in diameter yet support over 400 lbs. Bury them in the ground or surround them with gravel or tanbark. A 10-ft. walk requires four stones.

Circle #275

## TAHOE LIGHTING

888/LIT-TAHO

[www.tahoelighting.com](http://www.tahoelighting.com)

For a fine, finished look, check out the products from Tahoe Lighting, Sparks, NV. This company stocks in-ground lighting for interlocking paving stones, concrete and landscaping. Stock shapes include the 5.875 x 5.875-in. Emerald, 3.875 x 7 13/16-in. Zephyr and the 6 x 6 in. octagonal Sierra. All are 2.25 in. deep. They are available in

brick red, tan or gray and are easy to install.

Circle #276

## X-10

800/442-5138

[www.x10.com](http://www.x10.com)

Control all aspects of outdoor lighting with the Home Control Interface from X-10, Closter, NJ. System allows a PC to control lights and appliances like pool pumps, heating and cooling from one interface. Motion detectors, links from garage door opener to outdoor lights, and connections from pool lighting to security alarm systems are among the many customizable options available.

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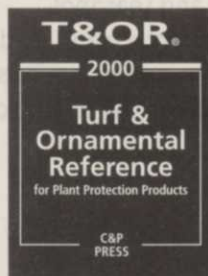
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