

Lighting Design

Beyond the Basics



Association of Outdoor
Lighting Professionals

AOLP Presenters

- Andy Thomas, CLVLT, COLD
 - Viewpoint Lighting, Sacramento CA
- Michael Sestak, CLVLT, COLD
 - Sestak Lighting Design, Sacramento CA
- Dave Bilik
 - Twilight Designs, Las Vegas NV

Purpose of Lighting

Fundamentals of Lighting Design

- Safety
- Security
- Function/Task
- Beauty - Lighted Objects
- Art - Light Fixtures

Fundamentals of Lighting Design

Basic Lighting Methods

- Uplighting/Highlighting
- Downlighting
 - Pathlighting
- Silhouetting
- Shadowing
- Grazing
- Mirror Lighting

Fundamentals of Installation

Landscape Lighting Guidelines



Outdoor Lighting Standards and Guidelines

January 2012

Low Voltage Outdoor Lighting Systems

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Going Beyond the Basics

Advanced Lighting Methods and Techniques

- Tree/Structure Downlighting
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- Custom Fixture Design
- Controls

Tree Lighting



Andy Thomas - Viewpoint Lighting

Market Lighting



Matt Carli - Moonlighting



Andy Thomas - Viewpoint Lighting



Sesta Lighting Design



Fixture Conversions



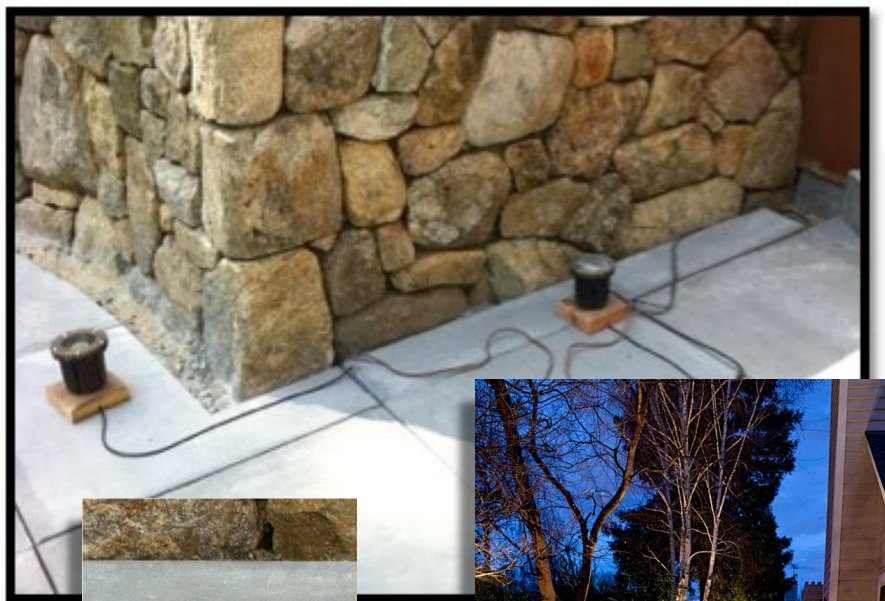
AOLP-CA



Andy Thomas - Viewpoint Lighting



Core Drilling



Sestak Lighting Design



Michael Deo - Naturescape



Tape/Rope Lighting



Dave Bilik - Twilight Designs



Jeff Hannah - Accents Lighting

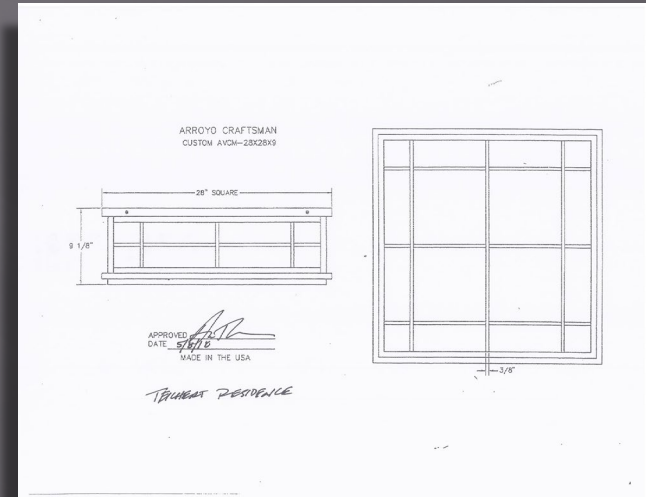


Dave Bilik - Twilight Designs

Colored Light



Custom Design



Avenue AVH-8

sku#: AVH-8

8" Avenue Pendant

Dimensions: 8"W x 14.5"H

Extension: 50.5"

Canopy/Back Plate Dimensions: 4.125" sq.

Mounting Center to Top:

Bulb Type: 1-100W Medium (not included)

Safety Rating: Suitable for Damp Locations

Finish Shown: Verdigris Patina

Ships Via: Small Parcel



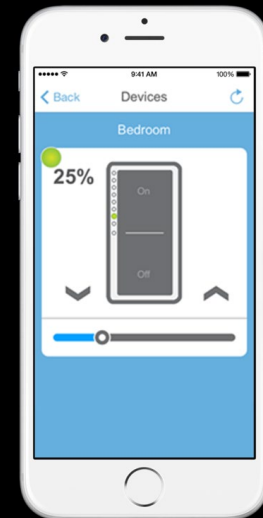
Sestak Lighting Design



Andy Thomas - Viewpoint Lighting

Control Systems

- Control4
- Lutron
- Crestron
- Insteon
- Many, Many More



Design Strategies

Methods of Design and Presentation

- Evening Demonstrations
- Pen and Paper
- AutoCAD/Computer graphics
- Photo-Based Lighting Concept
 - General Graphic Apps
 - Proprietary Software Programs/Apps

Paradigm Shift

From Landscape Contractor to Lighting Designer

- Pricing Strategies
 - Consultation and design time
 - Pitch a vision, not components
 - Sell a lifestyle, not light fixtures
- Presentation Methods
 - Getting the idea across
 - From demo to dinner table
 - Portfolio and samples
 - The “Language of Lighting”

Paradigm Shift

From Landscape Contractor to Lighting Designer

- The more you know, the more you can sell
 - Education
 - Certifications
- Night Adjustments are crucial!

Resources

- Association of Outdoor Lighting Professionals
 - AOLPOnline.org
 - Certified Low Voltage Lighting Technician (CLVLT)
 - Certified Outdoor Lighting Designer (COLD)
 - Awards Program
- Illuminating Engineering Society of North America (IESNA)
- International Landscape Lighting Initiative
- Manufacturer/Distributor Training

Throw Us Your Questions!



Patrick Harders - Enlightened Light

A modern outdoor dining area at night. The space is enclosed by a wall made of horizontal stone or wood planks. A long, light-colored table is set with several dark metal chairs. A large, square, glass-enclosed light fixture hangs from the ceiling. The floor is paved with large, light-colored tiles. In the background, there are trees and a small structure with a window. The overall atmosphere is warm and sophisticated.

THANK YOU!