



A+D
LOOKUP

PROACTIVE UPDATE

Lighting Consultants

It's a question many in the design and architecture world have asked: When should you consider a lighting consultant instead of just working with the rep?

In this Proactive Update we've gathered insights from leading lighting consultants to help you navigate that decision. They've shared their expert tips on when it's best to reach out for specialized lighting consulting.

We're excited to announce that A+D Lookup now includes Lighting Consultants in its search directory, making it easier to find the expertise you need!

Thank you to Karen Clegg, Jennifer Cahill, Pam Bannister, and Penny Shelton for contributing their valuable thoughts!

Lighting Expert Insights...

"A lighting consultant is crucial in ensuring the overall lighting levels are appropriate for each applicable space as they are involved with both the architectural & decorative lighting. While the FF&E reps are here to help with decorative lighting, the lighting consultant is ultimately responsible for overall lighting ambience. If the lighting output is critical or there's a specific output that is required, most of us as a lighting rep can only give the specific lumen output of our lights, not the total lumen output that is in the room or specific location. For example, when I do lighting for hospitals there is always a lighting consultant on the team."

Karen Clegg

Karen Clegg and Associates

"I think you can bring in a consultant if you need to fill a large space with multiple options and you are not going the custom route. If you can go a custom route where a designer has specified all the lighting components that they would like to see in the space and they have a few months you can just go with one vendor that will create all the different looks for them one stop shop. For example, we represent Renwil. They have off the shelf product, but they can also customize any entire lighting package. They take the specifications and do all the work for the designer themselves to fit a budget. So if a designer had 17 different lighting vendors to create different looks, at that point you could just bring in a trusted rep that has one line that can do it all."

If you don't have the time that custom requires, and you need to fill it with off the shelf product that's when a lighting consultant might be a good choice. Or if you have a very complicated space or you're not comfortable specifying a full lighting package that's when a consultant might also be of use!"

Jennifer Cahill

Maven Studio, LLC



Lighting Expert Insights Continued...

"Lighting designers are paid consultants who create lighting designs, provide layouts, calculations, and lighting schedules for the project. They typically pull from many lines without regard to a particular manufacturer's line card.

If not a lighting designer, they may look to a manufacturer's representative to help with fixture selections, layouts, calculations, and lighting schedules as well. These representatives are not paid consultants as part of the design team. They are typically limited to manufacturers they represent and do not charge for these services. However, as part of doing a significant amount of work on any project, they request that the design team attempt to be true to the specified fixtures to "hold a spec" to that manufacturer rep's fixtures. If VE needs to occur, they'll request to be given a shot to VE among their own lines prior to opening up to other rep firms.

In either case, you'll want to bring them in as early as possible in the design process, particularly if the design is intricate. You'll need some back and forth time in fixture selection and photometric calculations in order to achieve the correct layout and schedule information to be provided to the electrical engineer to be incorporated into the construction documents.

Trusted lighting rep certainly can be enough depending on the intricacies of the overall design intent. The key word is "trusted". It should be someone with experience, who knows their product line, can offer multiple solutions for any given situation, and help a designer determine the best solution for their project. It's also best if the company they work for has many years in the business, has a large line card to offer lighting for any application, has a good reputation within the design community as well as with contractors and distributors, and is large enough to handle all aspects including calculations, controls, ordering, customer service, etc."

Pam Banister, LC

Ardd + Winter

"It does depend on the project and size of their needs, however, I would say as early as possible! All lighting requires types electrical and the lighting can sometimes save a lot of money by determining how the electrical fits to the building and the design of the fixture before electrical plans are done."

Penny Shelton

Product Solutions