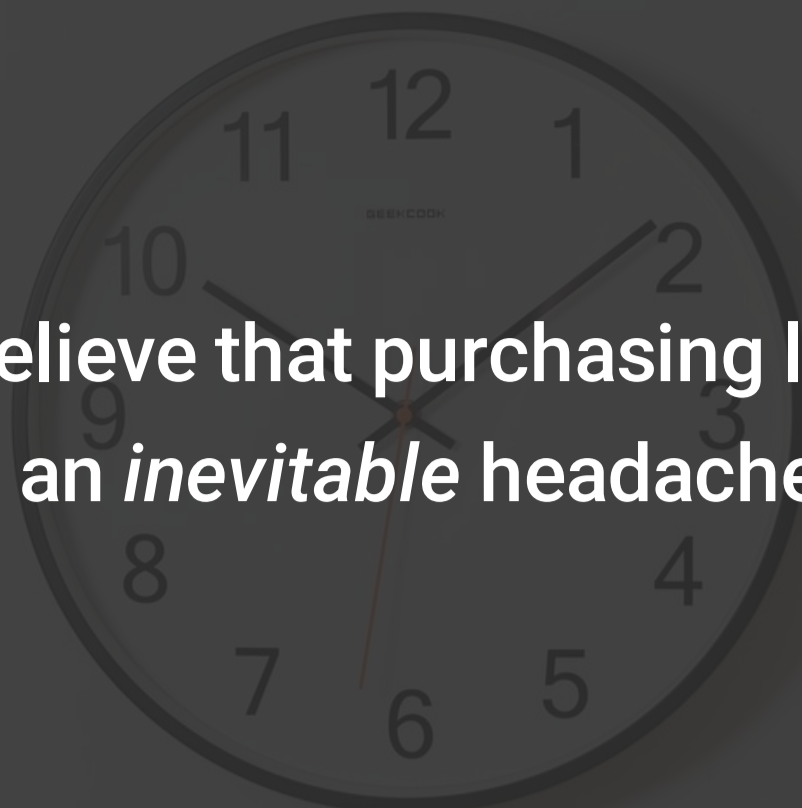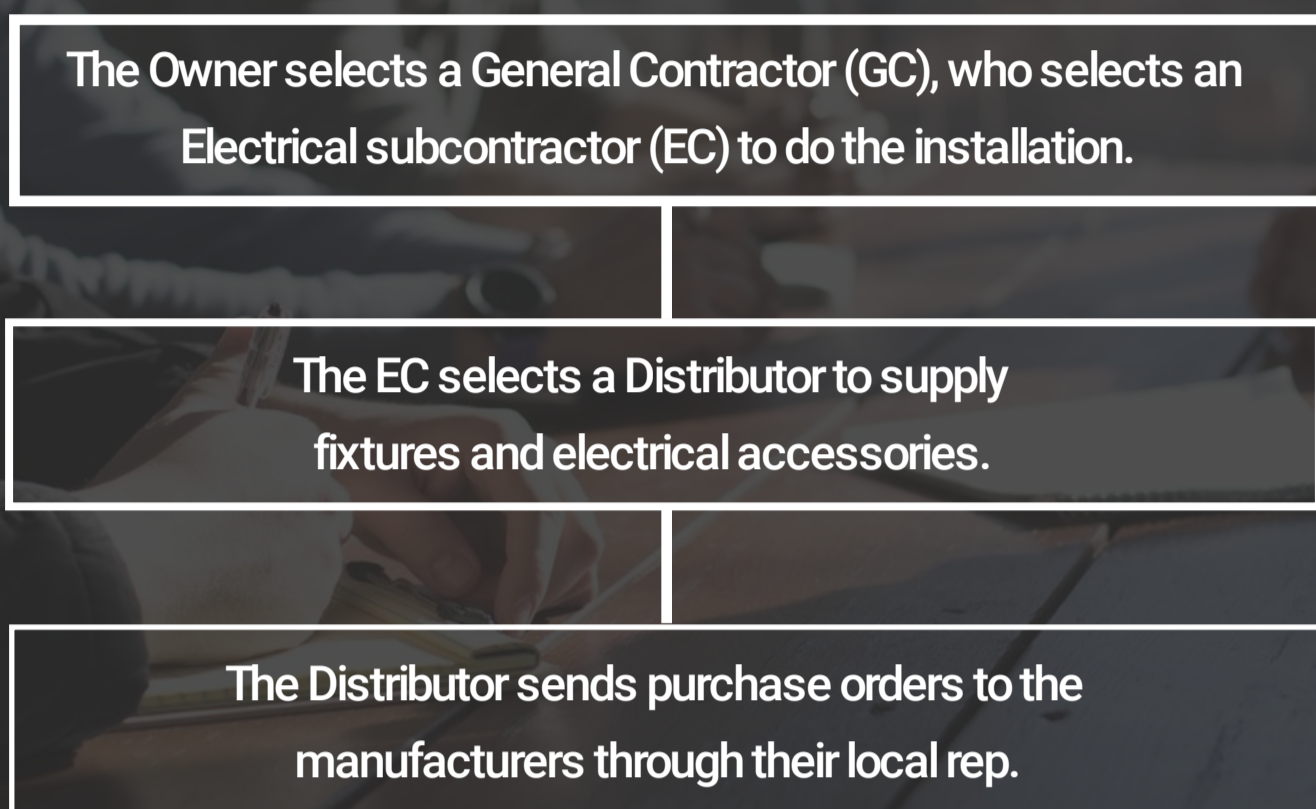# Why Is Lighting Always Late?

Many believe that purchasing lighting
is an *inevitable* headache.

It doesn't have to be.

The procurement process is complicated, mostly
because there are so many parties involved.

> The Owner selects a General Contractor (GC), who selects an
> Electrical subcontractor (EC) to do the installation.

> The EC selects a Distributor to supply
> fixtures and electrical accessories.

> The Distributor sends purchase orders to the
> manufacturers through their local rep.

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By the time the manufacturer
sees an order, the project might
already be (4) or more weeks into
the GC's construction schedule.

After an order is received, the manufacturer prepares
factory submittal drawings which will ensure everything
gets fabricated per the plans and site conditions. This
process generally takes (1) week.

The agent sends the factory drawings through
channels; 2-4 weeks can pass (or longer) before
drawings are returned to the manufacturer
… with or without any changes.

With any luck, there are no required changes, and the
order can be scheduled for production. Most
manufacturers require 4-6 weeks to produce interior
lighting, and longer for exterior lighting.

What difference can Light Build Design make?

• Light Build Design can help reduce the initial (4) week delay by
being pro-active in our communication. Many GCs do not have
visibility into this process, which leads them to believe they have
"released" lighting, 4-6 weeks earlier than the actual start of
production.

• We reach out directly to the GC to learn about the construction
schedule, and which EC they plan to hire. We reach out to the EC to
learn about their installation schedule and from which distributor
they plan to purchase.

• This allows for our factories to prioritize and provide better
communication with teams working in construction and design.

Light Build Design may reach out to you for information at various stages of this process.

Our goal is to get the products you specified,
to the job site on time;
but this can only happen if we are proactive,
and not wait for things to happen.