

## 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.

# 4

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.**