

When it comes to Wiring, Time is Money

Installer Shares Insights on How Labor and Replacement Far Outweighs Upfront System Costs Over Time

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When it comes to a wiring system for outdoor lighting, Zach Givens chooses the best method that benefits both his business and his customers – Unique Lighting System’s HUB system.

Givens, owner of Givens Landscaping and Irrigation, Inc., in Watkinsville, Georgia, has exclusively used



Unique Lighting System and its HUB wiring system for the past 7 years after finding it on a Google search. At the time, a customer asked Givens to fix a problematic 100-light installation that another contractor had installed using the daisy chain method. The lights closer to the transformer were really bright and the others farther away were dull. Givens needed a different wiring approach.

An online search for “best lighting installation method” led Givens to Unique Lighting Systems and the HUB Wiring System. With this innovative method, several light fixtures are linked directly to a HUB housing system, which is connected to the transformer. This ensures each fixture receives the same voltage and can be properly lit. With the HUB housing, the wiring is contained in one spot, protecting the connections from moisture and making troubleshooting easier.



“It’s common sense and is better for light output,” Givens said about the HUB system. “If there is a problem, it’s zoned to each HUB. It makes any fixes quick and easy.”

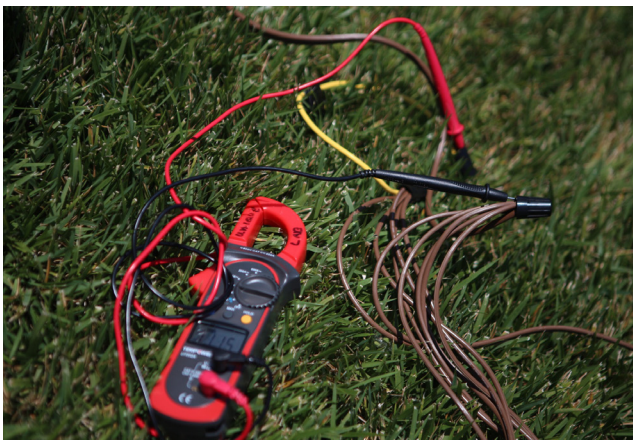
Because of this design, Givens has saved time on troubleshooting, sometimes even being able to determine the location of the problem over the phone because of the HUB's simple layout.

"I can tell what's wrong and know exactly where to go to fix it just by looking at the design notes," Givens said. "If it was a daisy chain, it would be really hard to know where the problem is."

Plus, equal output to each light means Givens – and his customers – have fewer problems.

"Maintaining the same voltage is important to the life of the system and the bulb," Givens said. "If we can make the bulb last longer, there are fewer call backs for me and my customer doesn't have to pay for as many bulbs, too."

Ease of the HUB system's installation has also saved Givens time and money.



"It's easier for my guys to install because there are fewer number of connections and there is less moving around with several fixtures all connected in one HUB,"

In fact, Givens said the installations have been so easy, his team now has been able to double the number of fixtures they install in the same amount of time before using the HUB method.

"And the more they install, the more profits we can make," Givens said.

To learn how to install the system, Givens and his team were met onsite at installation jobs by support staff from Unique Lighting Systems until everyone on Givens' team knew the routine, a free service for contractors using Unique Lighting Systems wiring or fixtures.

"It blew me away," Givens said. "The Unique Lighting Systems guys came out with us from daylight until dark for three days and nights."

Givens now also uses Unique Lighting Systems fixtures and products because of the quality and the customer service provided with each one.

"When you're buying Unique Lighting System products, you're not just buying a system or a high-quality fixture, it's the expert advice and the overall experience," he said. "Unique Lighting Systems goes above and beyond to help you learn the process, troubleshoot and design."

Now with his business flourishing from exclusively using Unique Lighting Systems, Givens won't go back to the way he was installing before using the HUB system.

"If I hadn't found Unique Lighting Systems, I wouldn't be doing lighting," Givens said.

Visit uniquelighting.com to learn more or reach out to a Unique Lighting Systems representative to learn how to introduce the HUB system to your team.