

# Location:

Landscape Ontario  
7856 Fifth Line South,  
Milton, Ont.  
Hawthorne Room

## Register Early

Space Is Limited

### Until January 25:

Member price \$75  
Non-member price \$95

### After January 25:

Member \$95  
Non-member \$115  
GST included (R119005049)  
Lunch included

Please contact Rachel Burt at  
[rachelb@landscapeontario.com](mailto:rachelb@landscapeontario.com) or  
905-875-1805, ext. 326  
if you have any questions.

To register online, go to:  
[www.horttrades.com/LS2010](http://www.horttrades.com/LS2010)

Name

Company

Address

City

Province

Postal code

Telephone

Email

Payment method:  Visa  Mastercard  Cheque

Card#

Exp. date

Name of cardholder

Mail to:

Landscape Ontario Horticultural Trades Association  
7856 Fifth Line South, Milton, ON L9T 2X8  
1-800-265-5656, ext. 309 Fax 905-875-3942  
Email: [rachelb@landscapeontario.com](mailto:rachelb@landscapeontario.com)

# Thank you

## to our sponsors:



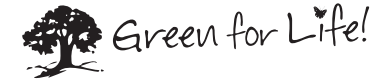
landscape • entertainment • architectural • hospitality • illumination



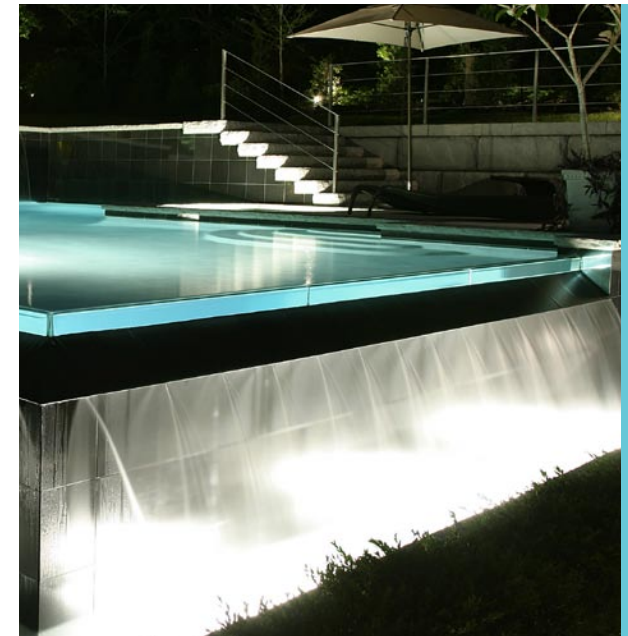
HORTICULTURAL TRADES ASSOCIATION  
[landscapeontario.com](http://landscapeontario.com)



HORTICULTURAL TRADES ASSOCIATION  
[landscapeontario.com](http://landscapeontario.com)



# Lighting 2010 Symposium



## Lighting the Way: Adding Value and Profits

### February 11, 2010

Brought to you by  
the Lighting Industry Sector Group of Landscape Ontario

February 11, 2010

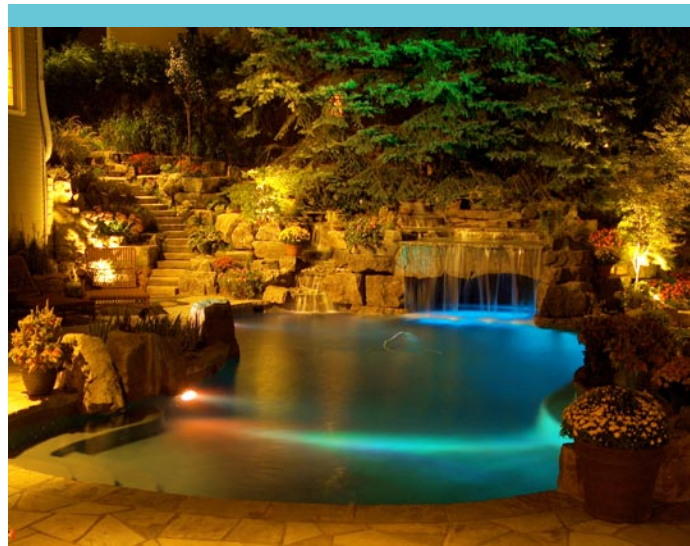
The Lighting Industry Sector Group of Landscape Ontario is hosting its first full one-day symposium to offer lighting contractors and designers usable techniques, strategies and recognized best practices that will help build a more profitable, professional business.

## Who should attend:

All landscape lighting professionals, technicians and designers, as well as property managers and grounds maintenance personnel responsible for outdoor lighting.

## Program

- 8:00 – 8:30 a.m. **Registration**
- 8:30 – 8:50 a.m. **ESA Update**  
*John Higo, Chairperson, Lighting Sector Group*
- 8:50 – 9:05 a.m. **Future of the Industry - New Certification Program**  
Introduction of a certification program for low voltage landscape lighting.  
*John Higo, Chairperson, Lighting Sector Group*
- 9:05 – 9:30 a.m. **LED Lamps – Technical Notes and Applications for Outdoor Lighting Systems** Current state of the LED industry, pros and cons of using LED lamps and fixtures, and what designers and contractors need to know.  
*James Solecki, INTEGRA Works Custom Lighting & LED Lights Direct Inc, Port Sydney*
- 9:30 – 10:00 a.m. **Alternative Energy Sources**  
How people think about the environment is changing. Be on the forefront of what is happening with the latest information on solar and wind power solutions.  
*Michael McFadden, AEE Solar Canada, Calgary*



- 10:00 – 10:30 a.m. **Marketing Lighting in a Challenging Economy**  
Making a profit in a tough economy calls for new methods and ideas. Listen to marketing tips and suggestions from a successful lighting manufacturer.  
*Raymond Josephian, Nightscaping*
- 10:30 – 11:00 a.m. **Refreshments**  
*Thanks to our sponsors Hunza LED Lights Direct Inc.*
- 11:00 – noon **Lighting Solutions**  
The panel will address issues such as trouble shooting, marketing, pricing work, and project review.  
*Leon Hordyk, Moonshadow Lighting Inc, Burlington James Solecki, INTEGRA Works Custom Lighting & LED Bob Tubby, Moonstruck Landscape Lighting, Concord*
- 12:00 – 1:00 p.m. **Lunch included**
- 1:00 – 3:15 p.m. **Manufacturers' Showcase - Highlighting New Technology and Products**  
*Moderator: John Higo, Chairperson, Lighting Sector Group*  
Cast Lighting  
Coppermoon  
Focus Industries  
Hunza  
Kichler Lighting  
LED Lights Direct Inc  
Nightscaping  
Vista Professional Outdoor Lighting  
X10 Pro