



Decorative Merchandising Priorities

# Merchandising Best Practices

---

- Display all categories
- Focus on new & best-sellers
- Show mostly neutral colors (clear, white and smoke)
- Showcase a mix of finishes (satin nickel, chrome, bronze, aged brass, gold, black, white)
- Ensure the fixtures are updated with the latest technology where available as we upgrade them fairly regularly
- For all lamped fixtures, ensure the lamps are consistent and working
- We have included mostly 3000K LED in this pack because they show well in the showroom. However, if your showroom prefers 2700K, that works too.
- For Low- and Line-Voltage Pendants, we recommending mounting them to Port-Alones where possible for a minimalist look at the ceiling.
  - <http://www.techlighting.com/Products/Fixtures/Freejack/FreeJack-Port-Alone>
  - <http://www.techlighting.com/Products/Fixtures/Accessories/Line-Voltage-Port-Alone>
- For MonoRail, utilize only straight lines and smaller or remote transformers
- Kable Lite is a great solution for vaulted ceilings and other challenging applications



Line-Voltage Pendants



Alva Pendant  
Black Cord / Brass Finish  
700TDALVPMCBR-LED930  
Retail: \$545



Mina Pendant  
Black Cord / Black Finish  
700TDMINAP1CBB-LED930  
Retail: \$480  
Plus: Optional Locus Accessory 18"  
700LOCUSR18B  
Retail: \$76



Alina Grade Pendant  
Smoke / Sat Nickel  
700TDALIGPKS-LED927  
Retail: \$545



Palona Pendant  
Clear / Sat Nickel  
700TDPLNPCS-LEDWD  
Retail: \$465



Audra Grande Pendant  
Clear / Sat Nickel  
700TDADRGPCS-LEDS930  
Retail: \$520



Echo Grande Pendant  
Clear / Sat Nickel  
700TDECGPCS-LED927  
Retail: \$495



Harper Pendant  
Clear / Sat Nickel  
700TDHARPCS  
Retail: \$775



Quinton Pendant  
Smoke / Sat Nickel  
700TDALIGPKS-LED927  
Retail: \$545



Palestra Pendant  
Clear / Sat Nickel  
700TDPALPOCS-LED930  
Retail: \$1,145



Syrma Pendant  
Black  
700TDSYRPB-LED930  
Retail: \$695



Loft Grande Pendant  
Black Cord / Copper Cage  
700TDLOFGPBWP-LED927  
Retail: \$795



Brummel Grande Pendant  
Charcoal Gray / Sat Nickel Finish  
700TDBMLGPYS-LED927  
Retail: \$400



Powell Street Pendant  
Gloss White / White Finish  
700DPSP24WWW  
Retail: \$565



Milo Pendant  
White / Champaign  
SU784WALED827  
Retail: \$569



Signal Grande Pendant  
Rubberized White/Platinum  
LP862WHPLED827  
Retail: \$665



Paravo Pendant  
Gloss White / Sat Nickel Finish  
700TDPRVPWW-LED927  
Retail: \$520



Karam Small Pendant  
Concrete / White Finish  
700TDKRMPCSW-LED927  
Retail: \$520



Fett Pendant  
Weathered Zinc  
700TDFETPE-LED930  
Retail: \$720



Hex 24 Pendant  
Black  
700HEX24BB-LED930  
Retail: \$699



Vane Grande Pendant  
Weathered Zinc  
700TDVNEGPE-LED930  
Retail: \$520



**TECH LIGHTING®**

Low-Voltage Pendants



Manette Pendant  
Clear/Clear/Sat Nickel Finish  
700MPMANCLCLSS-LED  
Retail: \$589



Alina Pendant  
White/Sat Nickel Finish  
700MPALIWS-LEDS930  
Retail: \$504



Akova Pendant  
Matte Black/Aged Brass Finish  
700MPAKVBRR-LED927  
Retail: \$379



Piper Pendant  
Sat Nickel Finish  
700MPPRSS-LEDS930  
Retail: \$314



Sedona Pendant  
Clear/Aged Brass Finish  
700MPSDNCR-LEDS930  
Retail: \$364



Mezz Pendant  
Smoke/Black Finish  
700MPMEZKB-LED930  
Retail: \$343



Blok Large Pendant  
Aged Brass Finish  
700MPBLKLR-LED930  
Retail: \$394



Mini-Signal Pendant  
Rubberized Gray/Platinum  
700MPSIGMYLS-LED930  
Retail: \$299



Leigh Pendant  
Clear/Sat Nickel Finish  
700MPLEICS-LEDS930  
Retail: \$418



Mini Syrma Pendant  
Black/Sat Nickel Finish  
700MPSYRBS-LEDS930  
Retail: \$343



Captra Pendant  
Clear/Aged Brass Finish  
700MPCPTCR-LED930  
Retail: \$393



Bonn Pendant  
Clear/Sat Nickel Finish  
700MPBONCS-LEDS930  
Retail: \$375



Revel Pendant  
Sat Nickel Finish  
700MPRVLSS-LEDS930  
Retail: \$404



Rombo Pendant  
Clear/Sat Nickel Finish  
700MPRMBCS-LEDS930  
Retail: \$368



Seguro Pendant  
Smoke/Sat Nickel Finish  
700MPSEGKS  
Retail: \$300



Pelé Pendant  
White/Sat Nickel Finish  
700MPPELWS-LEDS930  
Retail: \$329



Fire Pendant  
Smoke/Sat Nickel Finish  
700MPFIRKS  
Retail: \$404



Briolette Pendant  
Frost/Sat Nickel Finish  
700MPBRLFS-LEDS930  
Retail: \$350



Tibor Pendant  
Satin Nickel  
700MPTBRCS-LED  
Retail: \$599



Zenith Pendant  
White/Sat Nickel Finish  
700MPZENLWS-LEDS930  
Retail: \$444



Windsor Pendant (Line-V)  
Concrete/Black  
700TDWDSCB-LED930  
Retail: \$385



Summit Pendant  
Satin Nickel  
700MPSUMLS-LED930  
Retail: \$379



Matan Pendant  
Metallic Chrome/Sat Nickel  
700TDMTNPMS-LED927  
Retail: \$300



Mini Echo Pendant  
Clear/Sat Nickel  
700MPECPCS-LEDS930  
Retail: \$429





Low-Voltage Heads



3" Tellium Head  
Satin Nickel, Aged Brass  
700FJTLM03S, 700FJTLM03R  
Retail: \$145



2" Tilt Head  
Satin Nickel  
700FJTLTS  
Retail: \$105  
Round Glass Shield Accessory  
700MR16GF  
Retail: \$58



3" Burk Head  
Satin Nickel, White, Black, Aged Brass, Black  
700FJBRK9303503S, 700FJBRK9303503W, 700FJBRK9303503B, 700FJBRK9303503R  
Retail: \$370



3" Iso Head  
White, Satin Nickel  
700FJISO9303003W-LED  
700FJISO9303003S-LED  
Retail: \$285



5" Ace Head  
Satin Nickel, Aged Brass  
700FJACE930405S, 700FJACE930405R  
Retail: \$149



5" Ace Head  
Clear/Sat Nickel (not shown)  
700FJBRM9303005CS  
Retail: \$265



Port Alone Canopy  
Satin Nickel  
700FJFCPS  
Retail: \$95



K>Hello Head  
Satin Aluminum  
700KHELLO3  
Retail: \$105



Chandeliers



ModernRail Chandelier 1  
Smoke/Pol Nickel  
700MDCH42SGRR  
Retail: \$2,299



ModernRail Chandelier 2  
Smoke/Pol Nickel  
700MDCHCRS  
Retail: \$2,299



Gambit 19-Light Chandelier  
Aged Brass  
700GMBMP19CR-LED927  
Retail: \$2,347



Gambit 3-Light Chandelier  
Satin Nickel (not shown)  
700GMBMP3CS-LED927  
Retail: \$519



Viaggio Chandelier  
White/Aged Brass  
700VGOOR-LED930  
Retail: \$1,299



Viaggio Chandelier  
Smoke/Pol Nickel  
700VGOSN-LED927  
Retail: \$999



Viaggio Linear Chandelier  
Smoke/Pol Nickel  
700LSVGOSN-LED927  
Retail: \$2,199



Gambit 19-Light Chandelier  
Satin Nickel  
700GMBCS-LED927  
Retail: \$1,359



Spur Grande Chandelier  
Aged Brass  
700SPRGFR-LED927  
Retail: \$2,695



Mara Chandelier  
Satin Nickel  
700MRAWs-LED927  
Retail: \$1,895



Malena 9 Chandelier  
Bronze  
CH1030BZLED927  
Retail: \$899



Sycamore 9 Chandelier  
Satin Nickel  
CH1027SCLED927  
Retail: \$899



Sedona Single Chandelier  
Clear / Aged Brass Finish  
700SDNMPR1CR-LED927  
Retail: \$995



Sedona Triple Chandelier  
Smoke / Sat Nickel Finish  
700SDNMPL3KS-LED927  
Retail: \$2,795



Stratos 30 Chandelier  
Smoke Glass/Black  
700STR30KB-LED927  
Retail: \$1,195



Photon 34 Chandelier  
Satin Nickel  
700PHT34S-LED930  
Retail: \$848



Bodiam Suspension  
Satin Nickel  
700BOD30S-LED830  
Retail: \$795



Fiama 30 Suspension  
Satin Nickel  
700FIA30S-LED930  
Retail: \$1,040



Interlace 30 Suspension  
Satin Nickel  
SU833SCLED827  
Retail: \$1,220



Essence Trio Linear  
Aged Brass  
700LSESN3R-LED930  
Retail: \$992



Line Wave 2 Suspension  
Aged Brass  
SU952ABLED922  
Retail: \$992



Spectica Chandelier  
Black  
700SPCTB-LED930  
Retail: \$799



Spectica Linear Chandelier  
Satin Gold  
700LSSPCTG-LED930  
Retail: \$899



Linear Suspension



Vandor Linear Suspension  
Gray, White / Satin Nickel Finish  
700LSVANYS-LED830  
700LSVANWS-LED830  
Retail: \$800



Surge Linear Suspension  
Satin Nickel  
700LSSURGS-LED  
Retail: \$1,295



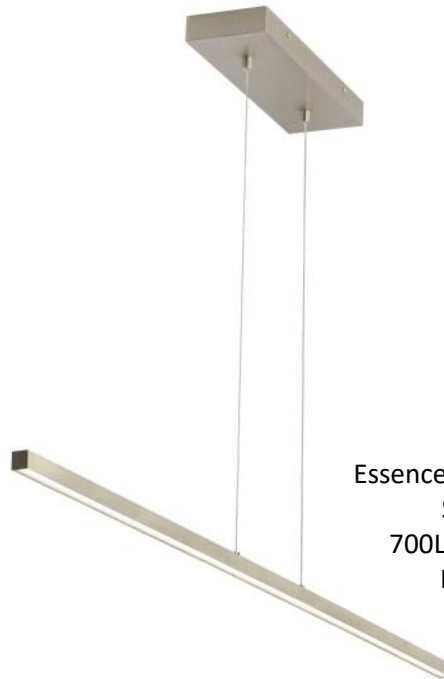
Zhane 49 Linear Suspension  
Black  
700LSZHN49B-LED  
Retail: \$1,195



Revel Linear Suspension  
Satin Nickel  
700LSRVLST-LED830  
Retail: \$1,390



Span Linear Suspension  
Satin Nickel  
700LSPAN48B-LED930  
Retail: \$799



Essence Linear Suspension  
Satin Nickel  
700LSESN1S-LED930  
Retail: \$398



Parallax Linear Suspension  
Black  
700LSPRLXB-LED  
Retail: \$1,095





Ceiling Flush Mounts



Cirque Large Flush Mount  
Satin Nickel  
700CQLS-LED3  
Retail: \$249



Boxie Large Flush Mount  
Chrome  
700BXLC-LED3  
Retail: \$249



Finch Round Flush Mount  
Bronze  
700FMFINRZ-LED830  
Retail: \$349



Finch Square Flush Mount  
Satin Nickel  
700FMFINSS-LED830  
Retail: \$349



Wynter Square 11 Flush Mount  
Satin Nickel  
700FMWNTSMS-LED830  
Retail: \$365



Lance 18 Flush Mount  
Aged Brass (2700K)  
700FMLNC18A-LED927  
Retail: \$415



Vance 24 Flush Mount  
Satin Nickel (3000K)  
700FMVNC24S-LED930  
Retail: \$595



Megan 13 Flush Mount  
Satin Nickel  
700FMMGN13S-LED930  
Retail: \$235



Bespin 13 Flush Mount  
Satin Nickel  
700FMBESSS-LED930  
Retail: \$249



Tenur Round 12 Flush Mount  
White  
700FMTNRR12W-LED930  
Retail: \$272



Viaggio Flush Mount  
Opal / Brass Finish  
700FMVGOOR-LED930  
Retail: \$499



Akova Flush Mount  
Black/Aged Brass  
700FMAKVBR-LED927  
Retail: \$275



Loom 14 Square Flush Mount  
Black/Gold  
FM1058BLGDLED930  
Retail: \$279



Mulberry Large Flush Mount  
White  
700TDMULFMLS  
Retail: \$399



Rhonan Flush Mount  
White  
700FMRHNSWW-LED930  
Retail: \$299



Casen Drum Flush Mount  
Satin Nickel  
700FMCASDCS-LED830  
Retail: \$375



Manette Small Flush Mount  
Transparent Smoke / Satin Nickel  
700FMMANSTKS-LED  
Retail: \$299



Tambura  
Chrome  
700FMTBR6C-LED930  
Retail: \$125



Sphere Flush Mount  
Satin Nickel  
700FMSPHCS-LEDWD  
Retail: \$280



Exo 6 Flush Mount  
White  
700FMEXO640WW-LED930  
Retail: \$295



Exo 6 Dual Flush Mount  
Black  
700FMEXOD640BB-LED930  
Retail: \$495



Sopra  
Cylinder Crystal/Chrome  
700FMSPRCCC-LED930  
Retail: \$199



Sopra  
Faceted Crystal/Chrome  
700FMSPRFCC-LED930  
Retail: \$299



Sopra  
Mina/Chrome  
700FMSPRMCC-LED930  
Retail: \$399



Bath



Ellis Bath  
Satin Nickel  
BA906OYSCLED930  
Retail: \$240



Alden Bath  
Bronze  
700BCALDYZ-LED830  
Retail: \$299



Milan 24  
Chrome  
700BCMLN24WC-LED930  
Retail: \$249



Span 24 Bath  
Chrome  
700BCSPANB2C-LED930  
Retail: \$335



Lynk 24 Bath  
Chrome  
700BCLYK24C-LED930  
Retail: \$168



Halo 24 Bath  
Satin Nickel  
700BCHALO24S-LED927  
Retail: \$249



Lynn 25 Bath  
Bronze  
700BCLYNN25YZ-LED930  
Retail: \$349



Zuka 24 Bath  
Satin Nickel (with Metal)  
700BCZKA24TS-LED930  
Retail: \$229



Kamden 3-Light Bath  
Chrome  
700BCKMD3HC-LED930  
Retail: \$349



Lufe Square 24 Bath  
Chrome  
700BCLUFS24C-LED930  
Retail: \$198



Lufe Square Wall  
Satin Nickel  
700BCLUFS14S-LED930  
Retail: \$147



Finn 24 Bath  
Satin Nickel  
700BCFINN24S-LED930  
Retail: \$290



Finn Wall  
Bronze  
700WSFINNZ-LED930  
Retail: \$190



Dobson II 3-Light Bath  
Chrome  
700BCDBS3HC-LED930  
Retail: \$329



Dobson II 1-Light Bath  
Matte Black  
700BCDBS1B-LED930  
Retail: \$149



Oko 3-Light Bath  
Aged Brass  
700BCOKO3R-LED930  
Retail: \$349



Oko 3-Light Bath  
Aged Brass  
700BCOKO1S-LED930  
Retail: \$149



Reflections Mirror  
700VNRFL-LED830  
Retail: \$495



Gia Mirror Kit  
Chrome  
700BCGIAMRR3SKC-LED930  
Retail: \$795



Decorative Wall



Voto Round Wall  
Clear/Bronze  
700WSVOTRCZ-LED830  
Retail: \$315



Voto Square Wall  
Clear/Satin Nickel  
700WSVOTSCS-LED830  
Retail: \$315



Cafe Wall  
Walnut/Satin Nickel  
700WSCAFEWS-LED930  
Retail: \$225



Sphere Wall  
Satin Nickel  
700WSSPHCS-LEDW  
Retail: \$328



Mortar Wall  
Aged Nickel  
WS1055ABLED930  
Retail: \$199



Spectica Wall  
Black  
700WSSPCTB-LED930  
Retail: \$129



Gambit Triple Wall  
Aged Brass  
700WSGMBTCR-LED927  
Retail: \$545



Gambit Single Wall  
Satin Nickel  
700WSGMBSCS-LED927  
Retail: \$250



Sedona Wall  
Clear/Aged Brass  
700WSSDNCR-LED927  
Retail: \$320



Fett Wall  
Weathered Zinc  
700WSFETE-LED927  
Retail: \$299



Akova Wall  
Aged Brass/Bright Brass  
700WSAKVRR-LED927  
Retail: \$325



Viaggio Wall  
Opal/Brass  
700WSVGOOR-LED930  
Retail: \$499





Jaxon Wall  
Clear/Satin Nickel  
700WSJXNCS-LED  
Retail: \$640



Kisdon Wall  
Satin Nickel  
700WSKISWWS-LED830  
Retail: \$340



Mura Wall  
Smoke/Bronze  
700WSMURGKZ-LED  
Retail: \$395



Sara Wall  
Satin Nickel  
700WSSARCS  
Retail: \$540



Matan Wall  
Metallic Chrome  
700WSMTNMCS-LED927  
Retail: \$250



Chelsea Wall  
White/Satin Nickel  
700WSCHLWS-LED927  
Retail: \$252



Essex Wall  
Shell White/Satin Nickel  
700WSEXPWS-LED  
Retail: \$375



Ensu Wall  
Satin Nickel  
700WSENSUS-LED  
(show with Alina Pendant)  
Retail: \$110





Outdoor



Lyft 18 Outdoor Wall  
Black  
700WSPITSB-LED830  
Retail: \$160



Windfall Outdoor Wall  
Black  
OD785BILLEDW  
Retail: \$371



Tegel 18 Outdoor Wall  
Charcoal  
700OWTEG83018WCHDOUNV  
Retail: \$416



Nate 17 Outdoor Wall  
Bronze  
OD1007BZLED930W  
Retail: \$168



Turbo Outdoor Wall  
Bronze  
700OWTUR83018CZUNVS  
Retail: \$280



Elpha 10 Outdoor Wall  
Bronze  
OD1064BZLED930W  
Retail: \$199



Pitch Outdoor Wall  
Black  
700WSPITSB-LED830  
Retail: \$160



Bowman 6 Outdoor Wall  
Black  
700WSBOW6B-LED830  
Retail: \$375



Voto 8 Outdoor Wall  
Charcoal  
700OWVOT8308HDOUNVS  
Retail: \$416



Neutrino Outdoor Wall  
Bronze  
OD1012BZLEDWDW  
Retail: \$124



Gage 8 Outdoor Wall  
Bronze  
700OWGAG8308DZUNVS  
Retail: \$248



Aspenti Outdoor Wall  
Bronze  
OD1060BZLED930W  
Retail: \$169



Savino 1 Outdoor Wall  
Charcoal  
OD1070CHLEDWDW  
Retail: \$99



Ebb Outdoor Wall  
Black  
700WSEBBB-LED930  
Retail: \$294



Vex Outdoor Wall  
Black  
700OWVEX9304BUNV  
Retail: \$240



Vex Outdoor Wall  
Bronze  
700OWVEX9304ZUNV  
Retail: \$240



Ash 8 Outdoor Wall  
Bronze  
7000WASHL9308CZUNVS  
Retail: \$215



Root 15 Outdoor Wall  
Bronze  
7000WROT93015CZUNVS  
Retail: \$299



Aspen 15 Outdoor Wall  
Bronze  
7000WASP93015DZUNVS  
Retail: \$249



Port 8 Round Outdoor Wall  
Black  
7000WPRT9308FBUNVS  
Retail: \$199



Port 8 Square Outdoor Wall  
Bronze  
7000WPRTS9308FZUNVS  
Retail: \$279



Mode Single Outdoor  
Path/Flood  
Bronze  
7000AMDES9301330Z12  
Retail: \$232



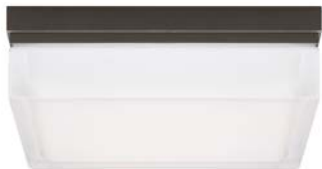
Revel Outdoor Path  
Charcoal  
7000ARVL8308DH12S  
Retail: \$304



Syntra Outdoor Path  
Bronze  
7000ASYN83018DZ12S  
Retail: \$308



Turbo Outdoor Path  
Charcoal  
7000ATUR83012DH12S  
Retail: \$232



Boxie Large Outdoor Wall/Flush Mount  
Bronze  
7000WBXL930Z120  
Retail: \$350



Ash 8 Outdoor Wall  
Charcoal  
7000PASHL930CHUNV  
Retail: \$249



Strut Outdoor Bollard  
Charcoal  
7000BSTR83042cHUNV2  
Retail: \$576