



the Coastal Connection



WELCOME

Welcome back to the **Coastal Connection™**.

As you know, Coastal was founded on the principles of making outdoor systems better, both in design and in-field reality. In this month's newsletter, we will again discuss product, training, and employees!

Coastal Source Training Alert - MARATHON, FL! December 5th thru 8th!



On the heels of our highly successful October training sessions held in Flemington, NJ, we are happy to announce additional training dates at our Florida Keys facility. Come and learn more about Coastal Source Landscape Lighting, Audio, and Dock Lighting products and systems. Meals and refreshments will be provided to all attendees. After completing the advanced training and passing our certification test, you can become a certified installer.

Email Felicia or [click here](#) for more information.

Training attendees learn about lighting and audio products in Flemington NJ

FEATURED PRODUCT!

This month's featured product is the **Coastal Source MR11 Bullet**.

The CS MR11 Bullet is a versatile and sometimes overlooked fixture, perfect for tight mounting areas, smaller yards, and budget oriented installations. Available in all finishes and usable as an uplight or downlight, the MR11 is taking advantage of the huge improvements in LED lamp output. Paired with the new 3w CS lamps, the MR11 bullet is equivalent to that of MR16 fixtures.

Features include:

- MR11 sealed lamp housing
- 100% brass construction
- Coastal Connector™ ready
- Available in all Finishes
- Powered with up to 3w MR11 replaceable lamp
- Compatible with all Direct Connect accessories.



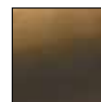
Beaded Brass



Vintage Brass



Nickel



Copper



White



SALES TIP: Copper and Nickel Plated fixtures

How do you improve upon 100% brass construction, designed for the harshest environments on earth? The CS Copper and Nickel plated fixtures take landscape lighting to a whole new level. Available in almost all fixture styles, these two “designer” finishes are perfect for the customer who demands the **best...** in style and build quality.



The Coastal Source Trailer is racking up the miles. From Florida to New York, it's coming to a location near you soon. A simple but elegant solution for sales and demos, the trailer contains 4 highly mobile carts; Landscape Lighting, Audio, Waterfront Lighting, and Cables/Accessories. The cart allows you to bring everything to the demo location with a professional, well executed presentation. The trailer is highly visible and advertises our great products and free demos. **Click here for more information on the trailer**, and how to use it to grow your sales!

Employee Spot “Light”



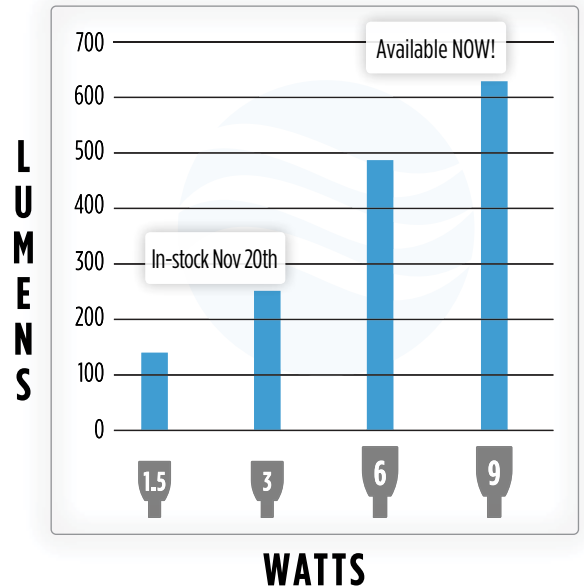
Felicia D'Ascanio -
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It's been almost a year since Felicia joined the Coastal Source team in Marathon, FL and she is on a mission! Felicia works to create a stronger connection between us and our dealers. She is behind coordinating all training and trade show events. She can be found running around all our dealer trainings, preparing food and snapping away with her camera. Coming from a theatre background, Felicia likes to spend her free time performing by volunteering at the local community theater and singing at Open Mic Night with the Coastal Source Band.

the NEW G3 LAMPS!



Watts	Lumens
1.5	140
3	250
6	490
9	630



Please take a close look at our new **G3 Lamps**. All wattages will be available in 2700k and 3000k initially, and later in 4000k and 5000k. Beam Spreads will be 30 and 55 degrees. Thermal management superiority: Our lamps run cooler... ask your CS rep for the proof!

In the next issue...

POWER SUPPLIES AND TRANSFORMERS...

DC Power Supplies • AC Transformers

AC Direct Burial Transformers

More info: info@coastalsource.com
 or call us at: **1.800.719.1996**

