

# EnergyWatch



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*The war of ideas among Arabs and Muslims can only be fought and won by their own forces of moderation, and those forces can only emerge from a growing middle class with a sense of dignity and hope for the future. Young people who grow up in a context of real economic opportunity, basic rule of law and the right to speak and write what they please don't usually want to blow up the world. They want to be part of it.*

*Thomas Friedman*

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## *Something to Think About...*

***Sales Isn't Everything, It's The Only Thing*** - Pardon this rather over-the-top statement that even Vince Lombardi, who talked about winning the same way, would not touch. Very early in my sales background, I was told that Sales is not the whole company but the whole company should be in Sales. That may be a little easier to accept.

If you don't have a sales culture within your business, you must create one. Without it, your company will never be able to form that cohesive strategy necessary to enable sales and generate revenue. Sales is the only thing to winning. It is the only means in which all functions of a business align to deliver the exchange of value, the message, the solutions, and the people necessary to enable sales productivity and drive increased profitability. With that level of alignment, your customers will experience first class engagement—from the first meeting with a sales rep through to a win win deal and beyond.

A lesson: Sales Managers need to be Sales Coaches. Coach Lombardi most certainly would agree with that. To develop your sales team to maximum performance, create the environment for maximum performance, for individual ingenuity, for individual creativity to contribute to a winning team. Coaches do that to win. You can play a role too: provide your sales pros with processes and solutions to streamline their daily activities. Give them back time that could be used selling rather than running administrative tasks, searching for resources, or working other non-sales activities. Train your sales force *not just to do things right but to do the right things* (thanks to my marketing guru Peter Drucker for this quote). Reinforce that mind-set on a consistent basis throughout the year and provide the processes and CRM (Customer Relationship Management) systems to do so.

So what are you waiting for? Start building a sales culture today to realize improved customer relationships and a world-class business.



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*Our business is changing your future...*

## LED Issues to Watch...

- 1. Philips Spins Off Lighting Components Businesses** - Philips is to merge its lighting components businesses into a separate unit worth up to 2 billion euros (\$2.7 billion) which may be listed – a major step in its ongoing strategy to refocus on healthcare and high-end lighting systems. Now Philips wants to narrow its focus in that area, to large, complex lighting systems rather than LEDs, under pressure from a severe price war. The market for LEDs is booming as the world switches from incandescent light bulbs to more efficient and durable lights. But a price war for LED bulbs is hurting profits, leaving Philips and German rival Osram – spun off from its parent company Siemens last July – scrambling to develop new technology and seek out new market segments. [Yahoo News](#)
- 2. Will Cree Acquire Philips' Soon-To-Be Spun-Off LED Business?** - Philips announced its plan to spin-off its Lumileds LED lighting unit and automotive lighting segment into a separate company by early 2015. Philips plans to spin-off the manufacturing side of the LED business, and will keep the higher margin integrated systems and services as part of its business. Though the move intensifies competition for Cree, the news led to a marginal upsurge in its stock price backed by rumors that Philips could try and merge the spun-off unit with Cree. <http://www.trefis.com>
- 3. LED Lighting to Comprise Nearly 94% of Street Lighting Sales by 2023** - The market share of LEDs in street lighting worldwide will grow from 53.3% in 2014 to 93.8% in 2023, as falling prices for LED street lights are spurring a global transition from older lamp technologies to newer, more efficient, and more controllable LEDs, according to Navigant Research's report 'Smart Street Lighting: LEDs, Communications Equipment, and Network Management Software for Roadway and Highway Lighting: Global Market Analysis and Forecasts'. However, as LED prices continue to erode and the long lifespan of LED lamps results in fewer replacements, overall revenue from street lighting will begin to fall. Navigant forecasts that global street lighting revenue will decline from \$2.5bn in 2014 to \$2.3bn in 2023. <http://www.navigantresearch.com/research/smart-street-lighting>
- 4. Federal Money Granted to Help Local OLED Lighting Company Grow** - A local company which makes a new type of very efficient lighting is getting some federal money to help with their research and development efforts. The company is called "OLEDWorks," and Congresswoman Louise Slaughter says the U.S. Department of Energy is giving them \$2 million to help accelerate their efforts toward commercializing this technology. Learn more via [WXXI News](#)
- 5. ENERGY STAR LED Bulb Challenge Wrap Up and New Opportunities** - The U.S. EPA announced the successful conclusion of the ENERGY STAR LED bulb challenge and introduce a new marketing opportunity.
  - [ENERGY STAR LED Bulb Challenge Wrap-Up](#)
  - [New ENERGY STAR Lighting Marketing Opportunity](#)The results are in, and U.S. retailers sold over 20 million ENERGY STAR certified LED bulbs, in a first-of-its-kind challenge by EPA. Replacing this many traditional bulbs will save Americans more than \$118 million each year in energy costs. EPA is presenting an exciting new opportunity to spotlight your ENERGY STAR LED lighting products and/or promotions through social media and earned media channels. [www.energystar.gov](http://www.energystar.gov)



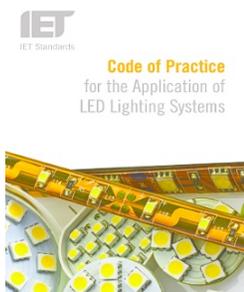
6. **Smart Street Lighting by Navigant** - Falling prices for LED street lights have spurred a global transition from older lamp technologies to the newer, more efficient, and more controllable lamp technology. Prices for LED street lighting have come down to the point where payback periods are becoming reasonable with or without subsidies. Residents in cities worldwide are appreciating the improved nighttime visibility provided by the whiter light of LED street lights. According to a new report from Navigant Research, the market share of LEDs in street lighting worldwide will grow from 53.3% in 2014 to 93.8% in 2023. Yet, as LED prices continue to erode and the long lifespan of LED lamps results in fewer replacements, overall revenue from street lighting will begin to fall. Navigant Research forecasts that global street lighting revenue will decline from \$2.5 billion in 2014 to \$2.3 billion in 2023. <http://www.navigantresearch.com/research/smart-street-lighting>

7. **Forum Shops at Caesars Wins IES Lighting Control Innovation Award of Merit** - Created in 2011, it recognizes professionalism, ingenuity and originality in lighting design. This month, we will explore the role that lighting controls play in enhancing the visitor experience via producing a sky illumination effect at the Forum Shops at Caesars in Las Vegas. Lighting design by Jim Holladay of [PRG](#). The client required the illusion of natural outdoor lighting. The LED fixtures' top and bottom portions are lensed and controlled separately, allowing for evenness and fewer fixtures. <http://lightingcontrolsassociation.org>



8. **The Next LED Revolution Is Control by Craig DiLouie** - With efficacy and service life steadily increasing and costs declining by about 18 percent each year (Memoori, 2014), the LED revolution continues to develop at a rapid pace. LED's inherent compatibility with digital control, aided by other trends, is setting the stage for the next LED revolution: smart lighting control. With smart lighting control, luminaires themselves can become addressable nodes in a network, transforming lighting from dumb, fixed-output systems into intelligent, highly flexible systems. <http://lightingcontrolsassociation.org/the-next-led-revolution-is-control/>

9. **ET Publishes LED Code of Practice** - LED lighting is a fast-developing technology that is becoming more popular as people begin to realize the advantages it provides, such as energy efficiency, controllability and longevity. However, poor quality installation of LED lighting systems could negate these advantages and result in inadequate lighting, failure to meet lifetime performance expectations, potential public health and safety issues or even interference with other technology due to poor systems integration. This [Institution of Engineering and Technology Code of Practice](#) has been developed to provide confidence to users as a minimum standard for LED lighting systems installation, as well as to serve as a useful reference on the application of LED lighting systems.



<https://iet.presswarehouse.com/Books/BookDetail.aspx?productID=386035>

10. **Lutron Publishes Whitepaper on Controlling LEDs** - Unlike fluorescent loads, most LED products are inherently dimmable. However, the dimming performance can vary greatly from manufacturer to manufacturer, or even in different fixtures from the same manufacturer. Additionally, the fast-moving state of the LED lighting industry means there is a lot of risk that needs to be managed throughout a job. In response, Lutron has published a whitepaper providing guidance on dimming of LED lighting. [http://www.lutron.com/TechnicalDocumentLibrary/367-2035\\_LED\\_white\\_paper.pdf](http://www.lutron.com/TechnicalDocumentLibrary/367-2035_LED_white_paper.pdf)



- 11. DOE to Announce FY 2015 SBIR/STTR Funding Opportunity** - The U.S. DOE Office of Science plans to announce a funding opportunity on August 11, 2014, for the Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Programs. Under this opportunity, DOE will seek applicants for funding directed toward FY15 Phase I projects. Topics for this funding opportunity can be found at <http://science.energy.gov/sbir/funding-opportunities> and include LED and OLED lighting (see topic 9). <http://science.energy.gov/sbir/funding-opportunities>
- 12. New for 2015: DOE Merges SSL R&D Workshops** - In 2015, DOE plans to consolidate its Solid-State Lighting R&D workshops (typically held in January and June) into a single R&D meeting slated for **January 27–29, 2015**. These workshops generate a robust exchange of ideas and inputs from industry experts from all aspects of the supply chain, and the 2015 R&D workshop will blend discussions on SSL research, product development, and manufacturing R&D needs into one “meeting of the minds.” Check the [SSL website](#) for more details in the coming months.
- 13. DOE Updates MSSLC LED Luminaire Spec, Issues Fact Sheet on Light and Health** - The US DOE has released V2.0 of the "Model specification for LED roadway luminaires" that is meant for use by members of the DOE's Municipal Solid-State Street Lighting Consortium (MSSLC) in LED street-light specification projects. The agency also recently released a fact sheet on the relationship between light and health and warned that research is still needed before solid-state lighting (SSL) can be utilized in a drug-like manner to enhance human wellbeing despite the growing interest in what is often called human-centric lighting. <http://www1.eere.energy.gov/buildings/ssl/specification.html>
- 14. DOE Publishes CALiPER Snapshot Report on LED Outdoor Area Lighting** - Based on LED Lighting Facts<sup>®</sup> data through the second quarter of 2014, the DOE report focuses on outdoor area/roadway luminaires, parking garage luminaires, canopy luminaires, and outdoor directional luminaires. As of July 1, 2014, area/roadway products alone comprised 23% of the LED Lighting Facts database, with the other three product categories comprising approximately 7%. The full report can be downloaded from the [DOE SSL website](#)
- 15. CALiPER Snapshot: Indoor LED Luminaires** - DOE's primary goal in launching the [LED Lighting Facts](#)<sup>®</sup> program was to ensure accuracy in SSL performance claims. But the program also provides a valuable database that now includes more than 17,500 registered LED lighting products. One of the ways that database is used is as the basis for [Snapshot Reports](#), which compare SSL performance to standard lighting technologies and are designed to help retailers, distributors, designers, utilities, energy efficiency programs, and other stakeholders understand the current state of the LED lighting market and its trajectory. A [recent Snapshot Report](#) focuses on indoor LED luminaires. To see the full Snapshot Report, visit [www.ssl.energy.gov/caliper-snapshot.html](http://www.ssl.energy.gov/caliper-snapshot.html)
- 16. DOE Publishes CALiPER Application Summary Report on LED MR16 Lamps** - The U.S. DOE's CALiPER program has released an Application Summary Report that focuses on the photometric performance of 27 LED MR16 lamps. Entitled *Application Summary Report 22: LED MR16 Lamps*, it describes initial performance based on light output, efficacy, distribution, color quality, electrical characteristics, and form factor, with comparisons to a selection of benchmark halogen MR16s and ENERGY STAR<sup>®</sup> qualification thresholds. The full report can be downloaded from the DOE SSL website: [http://www1.eere.energy.gov/buildings/ssl/led\\_mr16\\_lamps.html](http://www1.eere.energy.gov/buildings/ssl/led_mr16_lamps.html)



- 17. LED Lighting Leads Acuity to Profit Rise** - Acuity Brands Inc. said its fiscal third-quarter earnings rose 38% on favorable order rates and a rise in the popularity of LED lights, noting that adoption of such lights had nearly doubled over the prior year. For the quarter ended May 31, the company posted a profit of \$43.8 million, or \$1.01 a share, up from \$31.7 million, or 73 cents a share, in the year-ago period. Revenue rose 11.5% to \$603.9 million. Read more via [WSJ](#)
- 18. LED Light Bars - 2014 Global Strategic Business Report** - LED light bars are used as light sources in backlight units which illuminate LCD panels. LCD panels do not emit light on their own but need a source for illumination that is provided by backlights, powered either by LED or CCFL light sources. Earlier, LCD panels were integrated only with backlights with cold cathode fluorescent lamp (CCFL) tubes as light sources. However, the CCFL technology is fast phasing out and the LED technology, with its numerous benefits, foremost among them being higher brightness and lower power consumption, is taking over as the key light bar technology for backlighting large area displays including televisions, notebook PCs and monitors, among others. For more information: [http://www.researchandmarkets.com/publication/myn91qt/led\\_light\\_bars\\_global\\_strategic](http://www.researchandmarkets.com/publication/myn91qt/led_light_bars_global_strategic)
- 19. Everlight Adds High-Voltage Packaged LEDs to Mid- and High-Power Portfolio** - Everlight Electronics has announced the XI3030HV family of packaged LEDs as a high-voltage addition to its standard XI3030 line that, as the model number implies, is packaged in a 3×3-mm plastic package. The product family spans the mid- and high-power segments with some models operating in excess of 1W. Meanwhile, the new high-voltage option can greatly simplify the design of the LED driver electronics and reduce solid-state lighting (SSL) system-level cost. [Philips Lumileds added high-voltage options in its mid-power line](#) back in March. Moreover, [Seoul Semiconductor has been very active in the mid-power, high-voltage space](#) with what the company calls multi-junction technology. <http://www.ledsmagazine.com>
- 20. Smart Lighting Market Drivers and Forecasts 2014** - This year the Smart Lighting Markets sector has been split in two volumes. Volume I is devoted to an analysis of smart lighting markets and covering the basic drivers and economics of the smart lighting business. Volume II provides coverage of the leading companies, products and technologies that play in the smart lighting market place. Together both volumes identify where and how the new business for smart lighting systems will appear over the next eight years as the developed world replaces its lighting infrastructure with solid-state lighting (SSL), especially LEDs. For more information please click on: [http://www.researchandmarkets.com/publication/mh7xizw/smart\\_lighting\\_markets2014\\_v1](http://www.researchandmarkets.com/publication/mh7xizw/smart_lighting_markets2014_v1)
- 21. How Do Plug-And-Play T8s Stack Up Against Ballast-Bypass LED Lamps? by Laura Peters** - Contributing Editor, LEDs Magazine and Illumination in Focus In recent months, several manufacturers have introduced so-called plug-and-play LED linear lamps — fluorescent replacements that require no rewiring and simply snap into place. These solutions are more expensive but easier to install than LED linear tubes that require removal of the ballast and direct connection to line voltage — a task best performed by a qualified electrician. However, both approaches have their pros and cons. And both approaches are significantly less expensive than replacing the whole fixture. We will review the performance and financial considerations associated with ballast-bypass and plug-and-play LED linear lamp installations for offices, schools, retail outlets, and hospitals. <http://www.ledsmagazine.com/articles/print/volume-11/issue-6/features/led-tubes/how-do-plug-and-play-t8s-stack-up-against-ballast-bypass-led-lamps.html>



- 22. *Golden Opportunities by Susan Bloom*** - Experts Share the Latest on Trends in Healthcare and School Lighting. With schools and healthcare facilities struggling to balance rising costs with ever-tightening budgets, energy-efficient lighting upgrades can be an easy and effective way to improve a facility's lighting quality and performance while significantly reducing operating costs. According to the Energy Information Administration (EIA), lighting consumption accounts for 30–50 percent of the electricity schools and hospitals use, and it could easily be reduced by 50 percent or more through upgrades involving cutting-edge, energy-efficient lighting technologies.  
<http://www.ecmag.com/section/lighting/golden-opportunities>
- 23. *British Columbia Creates Bulk Purchasing Initiative for LED Street Lights*** - The province hopes to ultimately convert 360,000 street lights to LED fixtures. Shared Services BC, an agency that supports the British Canadian Province of Canada in technology and service delivery for the public sector, has announced an LED street light bulk procurement program that will enable municipalities across the western province to get lower-cost access to a short list of prequalified solid-state lighting (SSL) products. Shared Services BC partnered on creating the LED Street Lights Across BC program with utility BC Hydro and the British Columbia Ministry of Environment to create the program with guidance from the LightSavers Canada consortium that's dedicated to advancing the adoption of outdoor SSL technology across Canada. <http://www.ledsmagazine.com/>
- 24. *GE Lighting Canada Uses LEDs to Light Up Calgary*** - GE Lighting Canada is illuminating five communities in the City of Calgary with energy-efficient LEDs, providing savings in energy, cost and maintenance. Altadore, Douglasdale, Marlborough, Tuxedo Park, and Brentwood are part of the first phase of an initiative focused on changing the existing HPS street lights to energy efficient fixtures. In a two-phased project, The City plans to eventually undertake a city-wide retrofit of approximately 80,000 fixtures. GE's Evolve LED Roadway Scalable Cobrahead fixtures being installed are part of GE ecomagination program. <http://www.tedmag.com/>
- 25. *California Lighting Technology Center New Publications Now Available*** - Download CLTC's latest case studies and project reports, or view them online, through our website:  
<http://cltc.ucdavis.edu/> Recent publications include:
- [Adaptive Outdoor Lighting for the Health Care Sector](#)  
Final report on the award-winning demonstration at VacaValley Hospital that reached 66% savings
  - [Campus-wide Networked Adaptive LED Lighting, UC Davis](#)  
SPEED case study of the 86% savings achieved with this campus-wide retrofit of exterior lighting
  - [Adaptive Street and Area Lighting](#)  
SPEED business case exploring economic strategies for exterior lighting upgrades
  - [Adaptive Exterior Lighting, UC Santa Barbara](#)  
SPEED case study demonstrating savings of 78% and 88% for streetlight and post top retrofits
  - [Adaptive Corridor Lighting, UC San Francisco](#)  
SPEED case study of three control systems that reduced fluorescent lighting energy use 53–68%

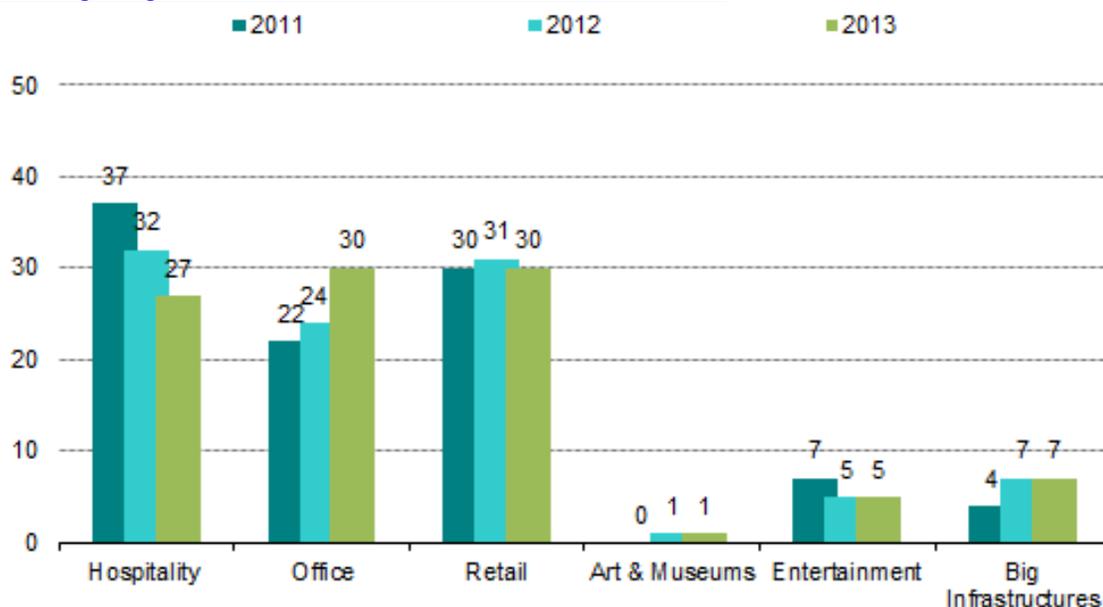


**26. LEDucation 9 Issues Call for Speakers** - The Designers Lighting Forum of New York announced its “*Call for Speakers*” for LEDucation 9, the largest table top exhibition and educational event dedicated solely to the ever evolving LED market and technology. LEDucation 9 will return to New York City on March 5-6th, 2015 at the Sheraton NY Times Square hotel. The “*Call for Speakers*” focuses on a variety of one hour sessions and dedicated panel discussions targeting some of the hottest topics in solid state lighting technology today and in the future. Speaker proposals will be accepted through 5 p.m. EST, October 17th, 2014. Proposals should be submitted online at: <http://www.leducation.org/call-for-presenters.html> A full list of potential topics are available online: [www.leducation.org](http://www.leducation.org)



## National Energy Issues to Watch...

**1. The Lighting Fixtures Market in the United States** - In 2013 the US consumption of lighting fixtures is estimated by Centre for Industrial Studies (CSIL) to have amounted to \$17.1 billion. It has increased by 5% compared to the previous year. Growth has been driven from LED lighting (+30%), industrial and outdoor lighting, e-commerce and Home Improvement chains. Imports satisfy about 50% of total consumption (39% some years ago); a strong increase in the 2008-2013 period (+7.3% on average per year); 12.5% registered increase for 2013 in comparison with the previous year. Top 50 players hold the large majority of the US market for lighting fixtures. Among the top 50 players, 18 are mainly involved in residential lighting, 17 commercial lighting, 7 Industrial and 8 Outdoor lighting. Strong growth during the year has been registered by several companies including Cree, Amerlux, Littmann, ETC, Columbia, AZZ, Intense. <http://www.worldfurnitureonline.com/research-market/the-lighting-fixtures-market-united-states-0058484.html>



**27. LIGHTFAIR® International 2014 Breaks All Records** - The 25th edition of LIGHTFAIR® International (LFI®) set new all-time attendance and trade show records for its five-day run in Las Vegas June 1-5, according to Jeffrey L. Portman, Sr., vice chairman and president of LFI managing partner AMC, Inc. The LFI 2014 trade show floor covered a record 239,800 net square feet and spotlighted 576 exhibitors, including 107 first-time exhibiting companies and 103 manufacturers headquartered outside the U.S. Attendance broke all previous records with 26,059 professional attendees registered. The LFI 2014 attendee population included representatives from 74 countries. [WWW.LIGHTFAIR.COM](http://WWW.LIGHTFAIR.COM)

**28. The ACEEE 2014 International Energy Efficiency Scorecard** - In this second edition of the *International Energy Efficiency Scorecard*, ACEEE analyze the world's 16 largest economies covering more than 81% of global gross domestic product and about 71% of global electricity consumption. Germany has the highest overall score. The top-scoring countries in each category are: China in buildings, Germany in industry, Italy in transportation, and a three-way tie between France, Italy, and the European Union in national efforts. The ACEEE report ranked the U.S. 13<sup>th</sup> overall (9<sup>th</sup> in 2012), with Germany, Italy, smaller European Union nations, France and China making up the top five most energy efficient economies in the world. U.S. took a major hit for its lack of a national energy savings plan or national greenhouse gas reduction plan, and its ongoing resistance to public transit. <http://www.aceee.org/sites/default/files/publications/researchreports/e1402.pdf>

**29. EPA Further Clarifies Energy Star V1.1 Lamp Requirements, Adds CBCP Tool** - The US EPA has distributed yet another letter regarding proposed changes to the Energy Star Lamps specification that will be adopted in the transition from V1.0 to V1.1 specifications due this fall. The clarifications impact decorative lamps. The EPA also has posted a center beam candle power (CBCP) calculation tool in the form of a Microsoft Excel spreadsheet that manufacturers can use in characterizing MR16 directional solid-state lighting (SSL) products. The EPA is asking for any additional feedback on the additions by August 6. You can find complete details: <https://www.energystar.gov/products/specs/node/273>

**24. Electrical Wholesaling's 2014 Top 200 List** - With an estimated \$62 billion in North American sales, EW estimates the Top 200 distributors controlled approximately 65% of sales through electrical distributors in North America. According to EW estimates, these 200 companies have 88,900 employees and run at least 5,965 North American branches. From the 140 companies that provided both sales and employee data, Electrical Wholesaling's editors estimated that Top 200 full-line distributors averaged \$668,515 in sales per employee. The Top 10 are list below: <http://ewweb.com/top-200/electrical-wholesalings-2014-top-200-list>

Rank	Company Name	Town/City	State	2013 Revenue	Senior Executive
1	Sonepar North America	Paris	France	7,700,000,000*	David Gabriel
2	WESCO International Inc.	Pittsburgh	PA	7,160,000,000*	John Engel
3	Rexel Holdings USA	Dallas	TX	5,773,430,000*	Chris Hartmann
4	Graybar Electric Co, Inc.	St. Louis	MO	5,659,114,000*	Kathleen Mazzarella
5	Anixter International	Skokie	IL	4,292,100,000*	Sam Zell
6	Consolidated Electrical Distributors Inc.	Irving	TX	NA	Kurt Lasher
7	HD Supply Power Solutions	Atlanta	GA	1,843,000,000	Joe DeAngelo
8	Border States Industries Inc.	Fargo	ND	1,444,000,000	Tammy Miller
9	W.W. Grainger Inc.	Lake Forest	IL	NA	James Ryan
10	Crescent Electric Supply Co.	East Dubuque	IL	1,031,520,000	Marty Burbridge



- 30. Lighting Controls Association Whitepapers Receive 1 Million Views** – LCA began publishing a monthly feature article on their website in 2002. Last month, LCA education hit a major milestone: These feature articles received 1 million views from site users. LCA is proud to serve the construction industry as the leading authority on lighting controls and a respected provider of lighting controls education. See the archive of these articles authored by Craig DiLouie, LC, who serves at LCA as its education director. <http://lightingcontrolsassociation.org/lca/content/lca-articles/>
- 31. General Electric Seeks to Sell Appliance Unit for as Much as \$2.5 billion** - GE executives have stepped up efforts to find a buyer for its appliance business, one of GE's final ties to American consumers. Analysts have suggested a handful of possible suitors, including China's Haier Electronics Group, GE's Mexican partner Controladora Mabe and Sweden's Electrolux. Other competitors that could be interested in increasing their U.S. footprint are South Korea's LG Electronics Inc. and Samsung Electronics Co. GE's appliances and lighting unit reported revenue of more than \$8 billion in 2013. <http://www.moneynews.com/Companies/general-electric-appliance-home-GE/2014/07/17/id/583172/>

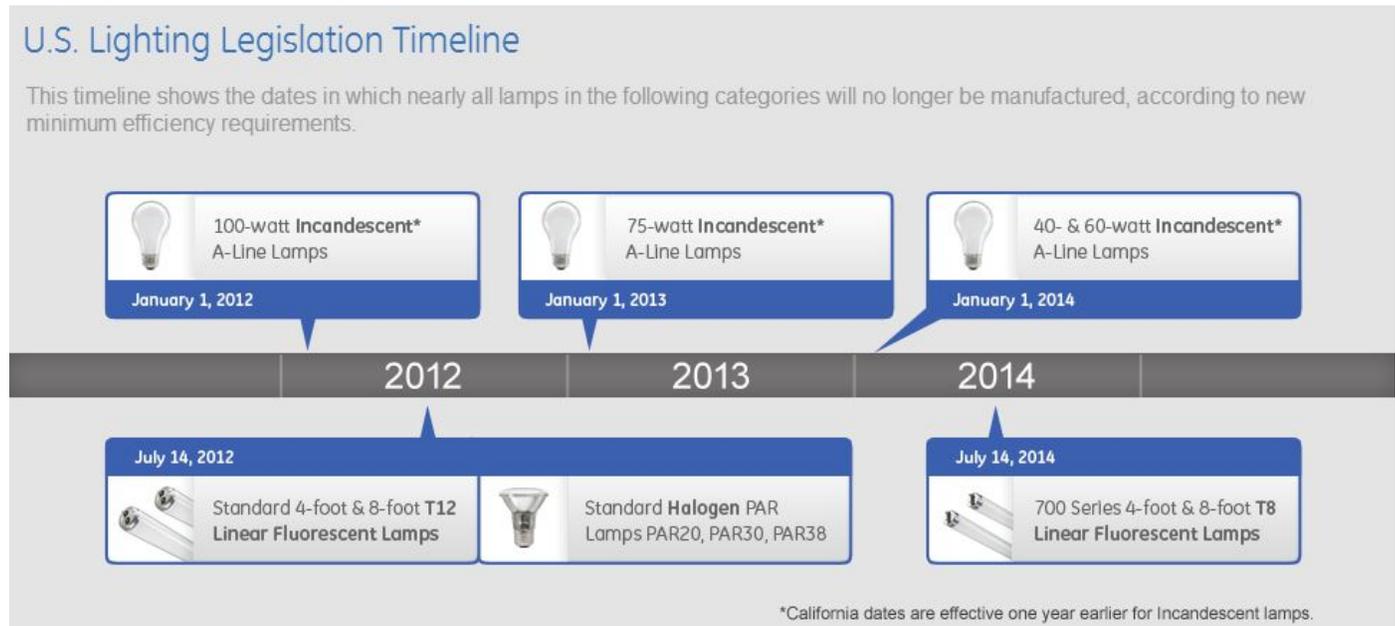
## State Energy Issues to Watch...

- 32. Join Lutron for the 2014 Caséta Wireless Launch Tour** - The tour will visit numerous cities this July and will offer the latest on innovations for Lutron's newest products – featuring C•L dimmers, In-wall sensors, and Serena battery-powered window shades, with the headliner of Caséta Wireless Lighting Controls, Smart Bridge Pro, and the Lutron App. Each location offers multiple sessions throughout the day aimed at specific target audiences. There is no cost to sign up or attend an event. Simply click on the link below for the session that you'd like to attend in your market and complete the online registration form...the dates and locations for this year's tour: [www.lutron.com/casetatour](http://www.lutron.com/casetatour)
- 33. Public Lighting Authority Installs 10,000th Street Light in Detroit** - It has installed its 10,000th new LED street light and has closed on a \$185 million bond issue. The bonds will allow the installation of the remaining 55,000 planned lights. <http://www.clickondetroit.com/news/public-lighting-authority-installs-10000th-street-light-in-detroit/26747976>
- 34. New Orleans to Begin Work on \$14.7 Million Energy Smart Streetlight Conversion Program** - To convert approximately 20,000 streetlights to energy-efficient LED streetlights. It started Monday, June 30, 2014, when 15 crews began working to convert 600 streetlights per week into energy-efficient streetlights over the next 12 months. The \$14.7 million comes from an Entergy account for an energy savings program. It costs the ratepayer nothing extra. <http://www.nola.gov/mayor/press-releases/2014/20140629-streetlight-conversion-program/>
- 35. Orange, CA Looking to Lighten Up on Energy Use** - The city of Orange is taking steps to be more environmentally friendly by auditing the energy use at its buildings and moving forward with a plan to replace incandescent street lights with LED versions. The projects are part of the "Orange Goes Green" program first adopted in 2009. The audit will look at all city facilities and is being done by building technologies company Climatec at no cost to the city. Meanwhile, the city will move forward on its plan to replace all 2,890 city-owned street lights with LED technology. 7/15 The Orange County Register



## Monthly Special Feature...

**Overview of Lamps Affected by 2011-2014 Legislation** - Starting July 14, 2014, new Department of Energy regulations will increase the minimum efficiency requirements lumens per watt (LPW) for many categories of lamps including Linear Fluorescent Lamps: 4-foot T8 & T12, 8-foot T8 & T12, and U-shaped lamps.



Over a period of more than 20 years, legislation has become law that has continued to phase out the availability of the most inefficient lighting-system components (lamps and ballasts). The U.S. Department of Energy (DOE's) rulemaking of 2009 has eliminated most of the remaining commonly used types of T12 linear fluorescent lamps by July 14, 2012. The magnetic ballasts that are required to operate those T12 lamps were phased out in October 2010. On November 14, 2011, the DOE published new standards for fluorescent ballasts to be effective November 14, 2014. These new standards cover T12 ballasts as well as sign, residential "only", T8, and T5 ballasts. Previous standards covered only T12 ballasts.

For the longer term, there are multiple approaches. One is to retrofit each existing light fixture with an electronic ballast and T8 lamps. A second approach is to replace each existing light fixture with a new fixture containing those more energy-efficient components (ballast and lamps). A third approach is to redesign the lighting system(s) in the space to perform the required lighting tasks more efficiently and effectively with solid state lighting (LED). With any of these alternatives, one should expect an economic benefit of a reduction of between 25 and 40 percent in that portion of the electricity cost that is attributable to lighting.

To be sure, additional legislation will come into effect to continue promoting energy efficiency advancements. More T8 and T5 products will be phased out and wider use of LED and other high efficiency lighting products will become more adapted.

