

EnergyWatch



November 2013

<http://www.attardimarketing.com/energywatch/>
www.energywatchblog.com

Printers are educated in the belief that when men differ in opinion, both sides ought equally to have the advantage of being heard by the public; and that when Truth and Error have fair play, the former is always an overmatch for the latter. Benjamin Franklin

Half the world is composed of people who have something to say and can't, and the other half who have nothing to say and keep on saying it. Robert Frost



Happy Thanksgiving Everybody

Something to Think About... *Rebates for LEDs are Available Across the Country -*
<http://www.briteswitch.com/led.html>

Depending on your location, you may be eligible for a sizeable rebate when installing LED solutions in your existing facility or new construction project. Rebates may be available for a variety of LED replacements such as:

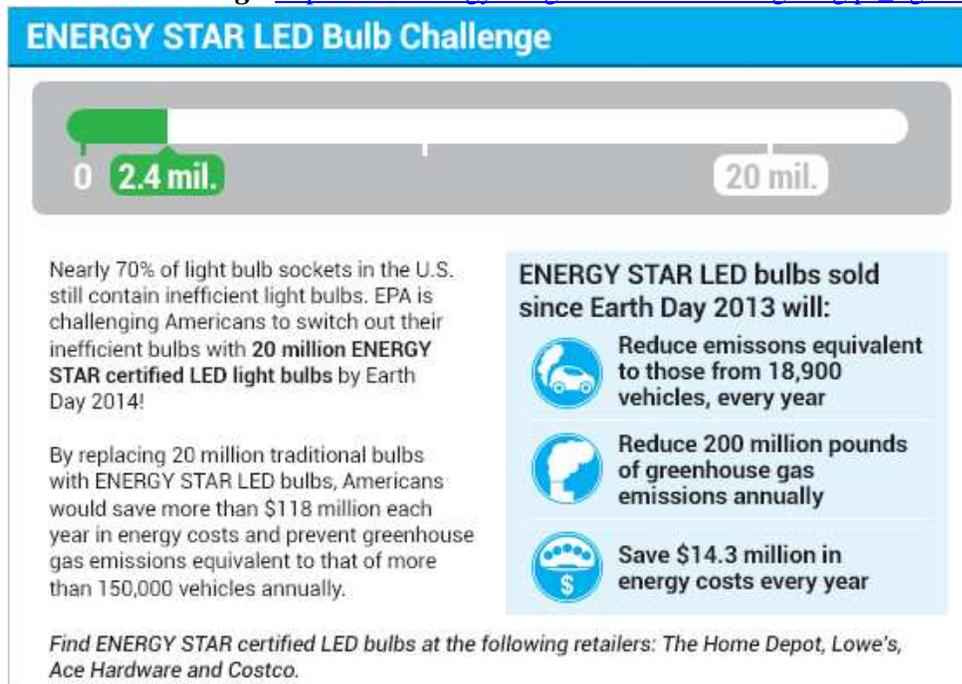
- LED lamps (PAR, MR, A-Shaped, Globe)
- High bay LED fixtures
- Street and Parking Lot Lighting
- Fluorescent Replacements

While many rebate and incentive programs require pre-approval, some will let you file rebate paperwork after the work has been done. Often, rebate and incentive programs have requirements products must meet in order to qualify for funds. They may require a certain wattage, shape, warranty or listing by an organization such as Energy Star or Design Lights Consortium. BriteSwitch can analyze your project and make sure the products meet the necessary incentive program requirements.

LED Issues to Watch...

- 1. \$10 LED Price War Heats Up the Lighting Market** - Earlier this year, Cree dropped the price of its 40-watt equivalent (6-watt) warm-white LED bulb to less than \$10. The incumbents were watching and have answered.
 - Philips at Home Depot selling its 60-watt LED equivalent for \$9.97 after utility rebate. Also at Staples. For regions without a utility rebate available, its 10.5-watt is \$10.97.
 - Wal-Mart is selling its line of Great Value LEDs for \$8.88 for a 60-watt-equivalent.
 - Wal-Mart will also offer a new dimmable 60-watt equivalent by GE for \$11.
 - GE is also selling its Reveal LED for about \$20 at other retailers.
 - Ikea said last year it would only sell LEDs after 2016

<http://www.greentechmedia.com/articles/read/10-LED-Price-War-Heats-Up-The-Lighting-Market>
- 2. DOE Publishes Updated SSL Manufacturing R&D Roadmap** - The Roadmap complements the SSL R&D Multi-Year Program Plan that guides the Core and Product Development R&D programs. One of the goals of the Roadmap is to guide the Manufacturing R&D program and help direct funding solicitations for it. The Roadmap also provides guidance for equipment and material suppliers, based on industry consensus on the expected evolution of SSL manufacturing—thereby reducing risk, improving quality, increasing yields, and lowering costs. To download a PDF copy of the updated Roadmap, see www.ssl.energy.gov/techroadmaps.html
- 3. Future View: Technologies That Will Transform the Electrical Industry by Jim Lucy** - Lighting, HVAC and building automation companies are blending their products together into integrated building control systems that can dramatically slash the amount of energy a commercial building consumes. <http://eweb.com/electrical-economy/future-view-technologies-will-transform-electrical-industry>
- 4. Energy Star LED Bulb Challenge** http://www.energystar.gov/index.cfm?c=lighting.pr_lighting_landing



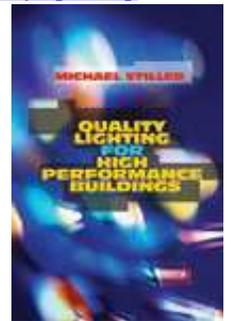
5. **LED to Grow 45% Through 2019** - Sales of LEDs that outpace incandescent bulbs in North America are expected to soon completely eliminate incandescent bulbs. The LED lighting market at \$4.8 billion in 2012 is anticipated to go to \$42 billion by 2019. The reason is the declining price points and the increased interest by the channels in pushing LEDs to consumers. The major lighting companies are listed in the report “LED Lighting: Market Shares, Strategies, and Forecasts, Worldwide, 2013 to 2019” <http://www.reportsnreports.com/reports/269046-led-lighting-market-shares-strategies-and-forecasts-worldwide-2013-to-2019.html> Buy a copy of the report at <http://www.reportsnreports.com/purchase.aspx?name=269046> 10/9 PRWEB
6. **LED Market Research Reports** - <http://www.reportsnreports.com/tags/led-market-research.html>
- [LED Lighting: Market Shares, Strategies, and Forecasts, Worldwide, 2013 to 2019](#)
 - [Global LED Lighting Market 2012-2016](#)
 - [LED Lighting Markets in China](#)
 - [Global UV LED Market 2012-2016](#)
 - [2013 Market Research Report on Global and China LED epiwafer Industry](#)
 - [Global Active Matrix Organic LED \(AMOLED\) Market 2012-2016](#)
 - [Global LED Industrial Lighting Market 2012-2016](#)
 - [Global Packaged GaN LED Market 2012-2016](#)
 - [UV LED Technology & Application Trends report](#)
 - [LED Packaging](#)
 - [LED and OLED Global Markets, 2nd Edition](#)
7. **Cost and Efficacy Forecasts for LEDs** - DOE in April released a report entitled *Solid State Lighting Research and Development: Multi-Year Program Plan*. In the report, DOE said that Cree, Inc. has already developed a 200 lm/W product, that efficient high-quality LED-based 60W replacement bulbs have dropped in price from more than \$50 to about \$15 in 2012. Other statements by text or graph in the report include: by 2030, about 70% of installed base lighting will be LED; prices for good quality 60W LED replacement bulbs are approaching \$10 a bulb, which may be a tipping point for consumers buying replacement bulbs for their homes; by 2020 the price per klm/W will be about \$5, by 2020 LED lighting will compose 36 percent of the general illumination market, a figure that would grow to 61 percent by 2025 and to 74 percent by 2030. http://apps1.eere.energy.gov/buildings/publications/pdfs/ssl/ssl_mypp2012_web.pdf
8. **Home Depot Points to Its 2013 Innovation Award Honorees** - The Home Depot unveiled its Innovation Awards with a light bulb company Cree at the top of the list for its LED light bulb. The annual innovation award recognizes “the most revolutionary new products that provide true benefits to consumers and the companies that exceeded expectations in sales, service and program execution.” Cree’s innovation was explained as a game changer – at a retail price just under \$10 that gives consumers a reason to switch to LED lighting. 10/7 HCN
9. **Zhaga Specifications Reference NEMA Standard for LED Dimming** - Control and dimming is an essential feature of many LED-based systems. However, there has been a shortage of standards to ensure compatibility between dimmable LED light engines (LLEs) and phase-cut dimming controls. To help address this lack of standards, NEMA published in April 2013 a new standard: [NEMA SSL 7A-2013 Phase-Cut Dimming for Solid-State Lighting: Basic Compatibility](http://www.zhagastandard.org/specifications/)



10. 2013 DOE Solid-State Lighting Market Introduction Workshop November 12–14, 2013 • Portland, OR - http://www1.eere.energy.gov/buildings/ssl/portland2013_registration.html

11. LED Phosphor Intellectual Property (IP) LED Phosphors and Down-Converters Patent Investigation Report 2013 - Phosphor IP is a major force in the LED industry. With more than 40 litigation cases, it is also used as leverage by companies which have negotiated close to 70 licensing and supply agreements to date. It can also be argued that in the first half of the 2000 decade, the strict enforcement and lack of license grants for some fundamental IP related to the design and manufacturing of white LEDs might also have slowed down the progress of the industry by preventing more efficient competition that would allow prices to decrease. The report identifies the key players with the most relevant IP. It provides an overview, of phosphor related IP litigation and licensing, that has shaped the industry since the mid 90s, as well as a detailed analysis for the major players involved. http://www.researchandmarkets.com/publication/2dk562/led_phosphor_intellectual_property_ip_led_p

12. Quality Lighting for High Performance Buildings - Energy efficient lighting technologies, including LED lighting and digital control systems, and design strategies that increase visual comfort and productivity are discussed in plain language, and examined in a straightforward way to give the reader, whether an architect, interior designer, engineer, building trades professional, or student a broad understanding of the art and science of energy efficient quality lighting. Order the book at: https://www.aeeprogams.com/store/detail.cfm?id=1091&category_id=6



13. This Little LED of Mine - Manufacturers concede that early versions of the compact fluorescents did not meet expectations for light quality and longevity. Despite advances that have improved their performance, consumers still tick off a host of complaints about the squiggly bulbs: They take time to light up, they do not dim smoothly, they don't fit with clip-on shades and, worst of all, they cast a harsh and unflattering light. They also contain mercury, raising concerns about breakage and disposal. LEDs offer a different proposition. 11/01 NY Times

14. T-Opto to Exit LED Lighting Business - T-Opto® is a Toyota Tsusho America brand focused on the development of LED packages, modules, retrofit bulbs, and power supplies. They were focused on establishing long-term relationships with Lighting OEMs. Effectively they will phase out this division as of the end of December. Their USA office will be open through March in order to complete all of their financial transactions. As with the recent exit by Honeywell, the issue is that between product innovation and execution, the costs are coming down, but the prices are coming down even faster...so that they are generating losses that they cannot justify. <http://www.t-opto.com/>

15. Litek Retrofits Lighting in Venice, Customizes LEDs for Legacy Look - The historic city of canals, piazzas, and bridges now saves over 80% in energy usage with SSL retrofits installed in the existing fixtures that also match the warm color temperature and light distribution of the legacy lighting. Venice, Italy is one of those historical cities where change is not necessarily welcome, especially if it changes the iconic look and the feel of the place. Litek's retrofit project took four years of testing and has now retrofitted 7000 existing fixtures with LEDs. <http://ledsmagazine.com/news/10/10/8>



16. Cree, Philips Lumileds, and Luminus Devices eExtend COB LED Technology - All made recent chip-on-board (COB) LED technology announcements that in aggregate span increased lumen output in both small and large LED packages. Cree announced a brighter LED with a 23-mm light-emitting surface (LES) and a new 30-mm part in the CXA family. Lumileds announced a 10% gain in performance across its entire COB line. And Luminus Devices entered the COB segment for the first time with its Xnova family charting a new path to serve general solid-state lighting (SSL) applications. <http://ledsmagazine.com/news/10/10/16>

17. LED Specifier Summit - Gain knowledge that can be applied immediately to making the right LED lighting decisions This new event offers key education in LED lighting products and practices, geared toward architects, lighting designers, engineers, interior designers and other specifiers of LED lighting. Experience first-hand the latest LED lighting products via tabletop exhibits by 75+ leading manufacturers. <http://www.prereg.net/2013/ledss/>



National Energy Issues to Watch...

18. ASHRAE/IES 90.1-2010 Now The National Energy Standard - On October 18, 2013, all states were required by the U.S. Department of Energy (DOE) to put in place a commercial building energy code at least as stringent as the 2010 version of the ASHRAE/IES 90.1 energy standard. States are expected to adopt 90.1-2010 in whole or in part; adopt the 2012 version of the International Energy Conservation Code (which references 90.1 as an alternate compliance standard); or, like California, develop their own unique code. <http://lightingcontrolsassociation.org/> Purchase the 2010 standard in the organization's online bookstore: <https://www.ashrae.org/>

19. U.S. Expected to Become One of the Most Energy-Efficient Countries - The U.S. is on track to become one of the most energy-efficient countries in the developed world by the end of the decade, the International Energy Agency said Wednesday. Based on current projections, by 2020 the U.S. could have the world's most extensive system of mandatory energy-performance standards for appliances and equipment, the world's largest energy-services industry and efficiency levels for cars and vans comparable to those in the European Union and Japan. Energy-efficiency policies and programs will triple the amount of energy the U.S. saves in 2020. 10/16 WSJ

20. New Construction Can Get Rebates Too - New construction programs often base the incentives on the savings over a building code, most commonly a version of ASHRAE 90.1. Programs can cover equipment such as HVAC systems, interior lighting, exterior lighting, refrigeration, kitchen equipment and more. With new construction, it's important to consider rebates early in the planning process. <http://www.briteswitch.com/news/01133.html>



21. High Rebates for High Bay Fixtures - Whether replacing antiquated T12HO systems or inefficient HID systems, installing fluorescent, pulse start metal halide, LED or induction high bay fixtures can bring in high rebates. Across North America, rebate organizations offer a lot of money to customers upgrading to energy efficient high-bay lighting. <http://www.briteswitch.com/news/06113.html>

Prescriptive Rebates for Highbay Upgrades

Type of Fixture	Minimum Rebate	Average Rebate	Maximum Rebate
High bay T8	\$10.00	\$65.96	\$325.00
High bay T5HO	\$15.00	\$76.24	\$325.00
LED	\$19.00	\$89.00	\$225.00
Induction	\$10.00	\$84.50	\$400.00
Pulse Start Metal Halide	\$45.00	\$46.50	\$400.00

22. PSFK Labs Report: “The Future Of Light” - Think tank PSFK Labs has published an independent report, *The Future of Light*, with support from Philips. Based upon expert interviews and more than 50 ground-breaking case studies, the report showcases how the new age of digital light will unlock significant health, well-being, sustainability and economic benefits for all aspects of society in the future. The report covers four key themes – ‘Luminous Relationships’, ‘Illuminated Expression’, ‘Enlightened Communication’ and ‘Light For Life’ – which are broken down into twelve micro-trends. <http://www.psfk.com/publishing/future-of-light>

23. NEMA Publishes ANSI C136.25 Roadway and Area Lighting Equipment—Ingress Protection (Resistance to Dust, Solid Objects, and Moisture) for Luminaire Enclosures - ANSI C136.25 details the requirements for ingress protection of luminaires in roadway and area lighting equipment. While these requirements are suitable for most types of lighting, it should not be assumed that all listed degrees of protection are applicable to a particular type of equipment. The manufacturer should be consulted to determine the degrees of protection available. View the contents and scope of [ANSI C136.25-2013](http://www.nema.org/standards/ansi-c136-25-2013)

24. NEMA Publishes Annual Standards and Products Guide - The National Electrical Manufacturers Association (NEMA) has published the 2014 edition of its *Electrical Standards & Products Guide* (ESPG), a comprehensive listing of NEMA electrical standards as well as an extensive directory of manufacturers and their products. A complimentary copy may be downloaded at no charge: http://www.nxtbook.com/ygsreprints/NEMA/espg_nxtbook/

25. Energy Department to Award \$100 Million for EFRCs - The DOE currently funds 46 Energy Frontier Research Centers, which were selected for five-year funding in 2009. With support for those centers set to expire in July 2014, DOE has announced a competition for a second round of funding. The competition will be open to proposals both from existing EFRCs seeking renewal of support and from institutions seeking to establish new EFRCs under the program. Universities, national laboratories, nonprofit organizations, and private firms are eligible to compete and are encouraged to form multi-disciplinary research teams that may include partnerships with other institutions. Awards are expected to range from \$2 million to \$4 million per year per center for each of five fiscal years. <http://energy.gov/articles/energy-department-award-100-million-energy-frontier-research-centers>



- 26. *Lighting Systems Index Gains Continue During Second Quarter*** - NEMA's Lighting Systems Index posted a modest increase of 2.4 percent on a quarter-to-quarter basis during the second quarter of 2013. This quarterly advance marked the LSI's third consecutive increase. On a year-over-year basis, lighting equipment shipments climbed 4.9 percent. Increased demand for fixtures, emergency lighting and miniature lamps buoyed the index by compensating for decreases in ballasts and large lamps. <http://www.nema.org/News/Pages/Lighting-Systems-Index-Gains-Continue-During-Second-Quarter.aspx>
- 27. *IALD Enlighten Americas 2014 Call For Presentations*** - 16-18 October 2014, Hilton San Diego Resort & Spa San Diego, CA. International Association of Lighting Designers (IALD) The Enlighten Americas 2014 program will follow a three-track system, featuring courses in the ART, SCIENCE and PROFESSIONAL TOOLS tracks. Seeking experts to present at Enlighten Americas 2014. http://www.iald.org/userfiles/file/PDFs/Enlighten2014CFP_FINAL.pdf
- 28. *The Five Rules of Retail – LD&A*** http://www.ies.org/PDF/Archives/2013_10.pdf - When viewed on the bigscreen of total estimated U.S. retail sales in 2012 of \$3.57 trillion, online transactions account for less than 15 percent, or \$53 billion. A National Retail Federation survey found that brick-and mortar retailers are displaying solid staying power. Lighting, as part of the store experience, is playing an increasingly important role in creating visually distinctive selling spaces. Five ways that light can be deployed in retail environments:
- 1) **TO ENHANCE THE SHOPPING EXPERIENCE**
 - 2) **FOR MERCHANDISE DISPLAYS**
 - 3) **FOR ENERGY EFFICIENCY**
 - 4) **AS ART**
 - 5) **TO COMMUNICATE IMAGE**
- 29. *Incandescents and CFLs Continue Decline, A-Line Halogens Booming*** - Shipments of traditional A-line incandescent lamps, as measured by NEMA's lamp shipment index, decreased for the third consecutive quarter in Q2 2013 by 8.6 percent from the previous quarter. Moreover, the index fell by 20.6 percent on a year-over-year basis. CFLs also posted a third consecutive quarterly decline during 2013Q2, fell by 0.6 percent compared to Q1 2013 and 8.5 percent from the same period last year. Shipments of halogen A-line lamps remain robust, having registered a quarterly gain of 28.3 percent. Incandescent lamps fell to a share of 64.5 percent during the quarter compared to 25.1 and 10.4 percent, respectively, for CFLs and halogen A-line lamps (8% higher than last year). <http://www.nema.org/news/Pages/Incandescent-Lamp-Shipments-Wane-During-Second-Quarter.aspx>
- 30. *Sustained Growth in T5 Fluorescent Lamp Shipments*** - NEMA's T5 lamp shipments index grew by 2.6 percent compared to the previous quarter and 13.3 percent on a year-over-year (y/y) basis. Shipments of T8 lamps during 2013Q2 retreated from a near record high posted in 2013Q1, decreasing by 5.3 percent. Still, the T8 index increased 15.7 percent y/y. The decline in the T12 index accelerated during the quarter showing a decrease of 45.8 percent y/y versus an average decline of 39 percent during the previous three quarters. T5 lamps posted a share of 10.8 percent while T8 and T12 lamps ended the quarter with shares of 74.1 and 15.1 percent, respectively. <http://www.nema.org/News/Pages/Sustained-Growth-in-T5-Fluorescent-Lamp-Shipments.aspx>
- 31. *HID Lamp Indexes Continue to Hover Near Record Lows*** - NEMA's indexes for HID lamp shipments continued to hover near historical low levels during 2013Q2. The index for mercury vapor lamp shipments continued to track downward, declining by 8.2 percent on a year-over-year (y/y)



basis. Likewise, shipments of metal halide lamps fell 6.4 percent y/y, landing at the second lowest level in the series history. Sodium vapor was the lone HID index segment to show improvement. Following four consecutive quarters of y/y declines, the index stabilized during 2013 Q2 by registering a gain of 0.4 percent. Sodium vapor lamps increased their share to 33.2 percent. Shares of mercury vapor and metal halide lamps decreased to 4.2 and 62.6 percent, respectively.

<http://www.nema.org/News/Pages/HID-Lamp-Indexes-Continue-to-Hover-Near-Record-Lows.aspx>

32. Complimentary Access to Advanced Lighting Guidelines (ALG) Online - ALG Online is the former Advanced Lighting Guidelines taken to the web, developed by the nonprofit New Buildings Institute. It is written and updated by expert lighting industry professionals for practicing professionals and provides a comprehensive, one-stop resource for lighting basics and efficiency, design guidance, real-life applications, lighting technologies and more.

<http://www.betterbricks.com/design-construction/advanced-lighting-guidelines>

33. IALD Announces New Cities for Global Lighting Event 'Chase the Dark' on 14 Nov - New cities participating in IALD's 14 November's global 'Chase the Dark' event, during which architectural lighting designers will take to the streets to compose a series of temporary lighting installations, demonstrating the power of light in urban communities. These displays will be installed for just a matter of moments - the images of each light project will be captured permanently on camera and shared on Twitter using the hashtag #IALDchasedark all evening long. <http://www.iald.org/>

34. Hubbell Lighting Launches Create Change Upgrade Program for Commercial Buildings -

Commercial buildings represent over 80 billion square feet of space in the U.S. and consume 36% of all electricity, making them one of the largest generators of greenhouse gases. Hubbell Lighting announced a new solution to cut electricity costs, enhance the quality of light and reduce the financial risk of upgrades—resulting in up to a 3% increase in net operating income while at the same time improving the property value and attractiveness for tenants. To learn more about the createchange® program for commercial buildings: www.hubbellighting.com/solutions/retrofit/applications/

35. Leviton Acquires JCC Advanced Lighting - JCC Advanced Lighting, a United Kingdom (UK)-based leader in LED lighting suitable for a wide variety of residential and commercial applications. The acquisition establishes Leviton in the UK market and affords the company growth opportunities internationally. Integrating JCC's energy efficient LED lighting into Leviton's smart solutions provides a unique opportunity to develop the next generation of intelligent design. Through the work of the combined companies, customers will be able to receive even more efficient lighting solutions, including the incorporation of occupancy sensors and dimmers to help achieve nearly 50 percent energy savings when compared to typical installation. <http://www.leviton.com>

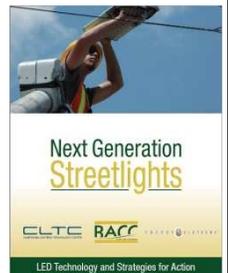
36. Obituary: Lutron's John McKiernan Passes Away – It is with great sadness that I report the passing on Monday, Oct. 21 of my very good friend John F. McKiernan, 79, Lutron's Vice Chairman of the Board. He was a fun guy with the gift most Irishmen have, that is to tell the best stories. Best nights of my life were spent with John and his other Irish buddy Jack Briody. They were truly unique and I miss them terribly... In the obituary published in Pennsylvania's *Morning Call* newspaper, he died peacefully in his home after a courageous battle with myelofibrosis:

<http://www.legacy.com/obituaries/mcall/obituary.aspx?n=John-McKiernan&pid=167655410>



State Energy Issues to Watch...

- 37. *Bright Lights, Big City: NYC Swapping All 250,000 Street Lights to LED*** - New York City will be seen in a whole new light over the next few years, as an effort to switch 6,000 miles of streets and 12,000 miles of sidewalks to LED street lights continues. Mayor Michael Bloomberg announced all of the city's 250,000 street lights will be changed over to light-emitting diodes in a four-year initiative. In addition to Eastern Parkway in Brooklyn, LEDs have been installed along the FDR Drive, along Central Park's pedestrian paths and on the "necklace" lights that adorn the cables of East River bridges, according to the city. The initiative is expected to be the largest LED retrofit in the country, according to the city. <http://newyork.cbslocal.com/2013/10/24/bright-lights-big-city-nyc-swapping-all-250000-street-lights-to-led/>
- 38. *Pepco Energy Selected by Appalachian State University for Phase II Energy Efficiency Project*** - Pepco Energy Services, Inc. has signed a \$16.3 million comprehensive energy savings performance contract with Appalachian State University. Pepco Energy Services will install \$16.3 million of energy savings measures in 28 buildings that encompasses over 1.6 million square feet. All of the equipment and system improvements will be paid from energy savings over the 13-year contract term. Energy savings measures include building automation controls, building lighting including new LED lighting equipment, high efficiency chillers and air handlers, geothermal heating and solar thermal water systems, hot water conservation equipment, high efficiency data center infrastructure, Dark Sky compliant campus lighting and steam system improvements. 10/11 BUSINESS WIRE
- 39. *The Houston County Commission Planning to Spend \$5.1 Million on Energy-Saving Project***
The commission selected Trane as its ESCO provider last year, and the company has now provided the county with the proposal. The project will cost the county about \$5.1 million, financed for 20 years, but Trane guarantees the investment will pay for itself through long-term energy savings. If savings fail to reach the promised levels, Trane will pay the county the difference. 10/10 McClatchy-Tribune Regional News
- 40. *LED Products and Building Partners Wanted for All High-Efficacy Project*** - California's current Title 24 requirements for building energy efficiency call for some high-efficacy lighting in a limited number of residential space types, such as kitchens and bathrooms. CLTC <http://cltc.ucdavis.edu> is working with Pacific Gas & Electric Company (PG&E) and Davis Energy Group (DEG) to develop specifications for residential lighting packages that will consist entirely of high-efficacy LED lighting products. More details are available [here](#)
- 41. *Next Generation Streetlights Initiative*** - The Bay Area *Next Generation Streetlight Initiative* provides leading-edge education, resources and guidance to local governments to accelerate the move to solid-state lighting (LED). The overarching goal is to catalyze the conversion of 200,000 streetlights in the Bay Area and deliver \$50 million in cost savings and 100,000 metric tons of CO2 avoidance over 5 years. Developed in partnership with UC Davis California Lighting Technology. <http://www.baclimate.org/impact/next-gen-guide.html>



Monthly Special Feature... *Lighting for Tomorrow 2013 Awards Announced*

The winners of the [Lighting for Tomorrow 2013](#) competition were announced at the [American Lighting Association Conference](#) in Lost Pines, Texas. Lighting for Tomorrow is a design competition that challenges manufacturers to meet consumer expectations by improving the design of their products and technologies while achieving new heights of energy efficiency. At the same time, sponsors want to increase market acceptance and awareness of emerging opportunities in energy-efficient lighting.

Judges were reportedly impressed by the 2013 Lighting for Tomorrow entries, especially by the increasing variety of LED retrofit products as well as the range of submissions designed to replace the household incandescent bulb, and the high-performing LED retrofit kits for existing ceiling fixtures. The lighting control winners proved to be “smarter” than ever before, displaying features such as self-calibration and interfaces with personal communication devices. In the emerging OLED category, the submitted luminaire designs demonstrated the potential for high-quality, energy-saving residential lighting applications.

Entries for the 2013 Lighting for Tomorrow competition included indoor and outdoor LED lighting fixtures, replacement lamps, fixture retrofit kits, lighting controls and – for the first time – organic light-emitting diode (OLED) lighting fixtures. The judging panel met in June at the [Underwriters Laboratories](#) (UL) University in Research Triangle Park, N.C., and reviewed 123 products comprised of 70 LED indoor fixtures, 8 LED outdoor fixtures, 26 LED bulbs, 9 LED retrofit kits, 7 lighting control devices, and 3 OLED fixtures.

The winners in the LED Fixtures category are:

- Legrand’s [adorne undercabinet lighting system](#), which also received an Innovation Award from the judges to recognize the inventive, holistic system approach embodied in the product.
- Juno Lighting Group’s [Arc LED Trac Fixture](#)
- Liton Lighting’s 2-inch Mini-Arc Recessed LED Downlight
- Philips Consumer Luminaires North America’s LED Pendant Holder
- Samjin Lnd. Co.’s Circular Ceiling Light

In the Retrofit category, the winners are:

- Evolution Lighting LLC’s Zoom Retrofit
- Nesora Light Technologies’ Integra LED Disc, which also received an Innovation Award in acknowledgement of the product’s impressive output in light distribution.

In the LED Replacement Lamp category, the winners are:

- LEDnovation’s Bright for Life® BR30 LED lamp
- SWITCH Lighting’s SWITCH infinia 60 LED A lamp

In the Lighting Controls category:

- Lutron Electronics Co., Inc. receives the Winner distinction for its Maestro® Occupancy Sensor C.L.® Dimmer and Noteworthy Recognition for its Hi-Lume® A-Series LED Driver.

The OLED Lighting Fixtures category winner is:

- Vela Chandelier by Modern Forms: A WAC Lighting Company.



Cashing in on LED Rebates

A guide to commercial lighting rebates in North America

The Opportunity

What kind of rebates are available for LEDs?



136% Increase in the number of prescriptive rebates for LEDs since January 2010.



\$9.4 billion was available for all energy efficiency (DSM) programs in 2012.¹



Retrofit & New Construction projects may be eligible for incentives.



74% of the US is covered by an active lighting rebate program.

The Process

How do you take advantage of these rebates?



Many rebates require pre-approval before you can install LEDs, which takes **29 days** on average.



94% of prescriptive rebate programs require an Energy Star approved LED Lamp.



18% The decrease in the average LED lamp rebate between 2012 and 2013.

For higher rebates try to get pre-approval before the end of 2013.

Rebate Amounts²

How much can you get for installing LEDs?

	Minimum	Average	Maximum	# of Rebates
Lamps 	\$2	\$12	\$43	571
Downlights 	\$10	\$18	\$125	390
Linear Panels 	\$10	\$16	\$115	310
Accent (Track) 	\$15	\$19	\$100	98
High Bay 	\$19	\$59	\$475	409
Outdoor Pole 	\$19	\$72	\$475	78
Garage 	\$20	\$74	\$400	395

More Information

To learn more about LED rebates visit briteswitch.com/led



All data is from BriteSwitch's North American Rebate and Incentive Database unless otherwise noted.

¹⁾ Consortium for Energy Efficiency, 2012 Annual Industry Report

²⁾ Based on prescriptive rebate programs for indicated LED technologies. Custom rebate programs may also be applicable.



Attardi Marketing www.attardimarketing.com

Our business is changing your future...