

# EnergyWatch



*September 2014*

<http://www.attardimarketing.com/energywatch/>  
[www.energywatchnews.com](http://www.energywatchnews.com)

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*George Bernard Shaw wrote to Winston Churchill: “Dear Mr. Churchill, Enclosed are two tickets to my new play, which opens Thursday night. Please come and bring a friend if you have one.”*

*Sir Winston replied: “Sorry, I have a previous engagement and cannot attend your opening. However, I will come for a second performance, if there is one.”*

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## ***Something to Think About... MAYBE YOU NOTICED...***

First, let me thank Meghan Higgins and Jessica Morales of CMA for all the hard work they put in to develop EnergyWatchNews. Thank you to all those who have advertised with us. Maybe you noticed how good it is. The goal of EnergyWatchNews <http://energywatchnews.com/> is to continue to effectively reach thousands of key decision makers with current electrical / lighting energy-industry news in a powerful and cost-effective way. In addition to the many manufacturers (OEMs) on the list, we communicate on a regular basis with electrical and lighting distributors, AD and IMARK members, ESCOs, Utilities, contractors, national end-user accounts, the specification community and independent rep agencies. I teach a graduate class at Monmouth University and even add my students to the list.

When we first started the website 15 years ago, it was strictly a news vehicle to keep everyone advised of relative energy news in the lighting industry. In April of this year, even though current energy related news content is still the core activity, it's become so much more. We expanded it to include:

1. Open Industry Jobs – in this market, good candidates are available....find them here
2. Product Showcase – to post special videos about the new technologies
3. Product Promotions – product releases and sales promotions....life blood of the industry
4. Case Studies – successful projects to share
5. Industry Research & Whitepapers– when an industry is in transformation, stay on top of the most important research to guide you for successful growth
6. Training – it's all about creating demand for the new technologies and solution selling
7. Industry Events and Shows.....a complete 2014 calendar of all the industry events

.....and now we will post the EnergyWatch monthly summary to catch up if you missed anything:  
<http://energywatchnews.com/about/monthly-newsletter/>

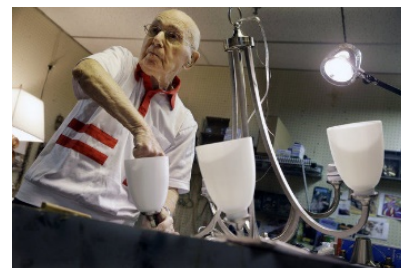
This is not an advertisement.....ok, maybe it is but I'm trying to sell you something of value. Maybe you noticed over the years...



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***New Jersey Man Celebrates 101st Birthday with Another Day at Work*** - Lighting repair specialist Herman "Hy" Goldman, 101, refurbishes a light fixture in his workshop at Capitol Lighting in East Hanover, NJ where he has worked for 73 years. Now that he has turned 101, Goldman who often said that he would retire when he reached 100, has changed his mind. He still drives himself to work four days a week. Aside from a brief absence to serve in the U.S. Army in World War II, Goldman has worked at Capitol Lighting since 1941. Herman "Hy" Goldman turned 101 this weekend and won't quit after 73 years working at the same New Jersey job. 8/19 AP All the best to you Hy...



***(Tony Fasano once told us that: Old light bulb salesmen never die. They just lose their lumens!)***

## LED Issues to Watch...

- 1. Cost Difference Between LED & Fluorescent Lighting Shrinks Dramatically*** - In 2010, the average cost per lumen of a commercial or industrial LED fixture was approximately 12 cents per lumen. Today, that cost has dropped to approximately 5 cents per lumen installed. While comparable fluorescent fixtures might cost 3 cents per lumen, the optical efficiency of LED lighting allows us to achieve the same lighting results with fewer lumens. By taking advantage of reductions in all three cost-sources: the LED light engine itself, the mechanical heat sink and fixture body, and the LED driver, we're now able to offer LED lighting at significantly lower costs. At the same time, new developments in LED technology made the light engines more efficient than ever. [http://www.nxtbook.com/ygsreprints/NEMA/g43520\\_nema\\_aug14/#/20](http://www.nxtbook.com/ygsreprints/NEMA/g43520_nema_aug14/#/20)
- 2. EW's Top 10 LED Product Picks for July*** - EW's editors selected products from Acuity Brands, Cree, Eaton/Cooper Lighting, Hubbell Lighting, Lighting Science Group, EYE Lighting, GE Lighting, Lutron, Maxlite and Osram Sylvania. <http://ewweb.com/product-galleries/ews-top-10-led-product-picks-july>
- 3. EW's Top 10 LED Product Picks for August*** - In *Electrical Wholesaling's* Top 10 LED Product Picks for August 2014, we showcase products from Shat-R-Shield, JESCO Lighting, Lithonia/Acuity, U.S. Architectural Lighting, MaxLite, Osram Sylvania, Cree, Kim Lighting/Hubbell Lighting, GE Lighting, Eaton Cooper Lighting. <http://ewweb.com/product-galleries/ews-top-10-led-product-picks-august>
- 4. UV LED Breakthroughs Drive Displacement of Traditional Lamps in Science and Industry*** - Relative to visible LEDs, Ultraviolet LEDs are a quiet market at only \$30 million, yet recent breakthroughs in radiant power and intensity have enabled the displacement of mercury-vapor lamps in applications including UV curing and counterfeit detection. UV LEDs are playing an increasingly vital role in life-science applications, potential in medical applications and purification/disinfection processes, extending shelf life of fresh produce, and for test and measurement applications. <http://www.ledsmagazine.com>
- 5. China May Raise LED Tariffs to 10%*** - Rumors are spreading that China's Ministry of Commerce may raise LED tariffs from 4% to 10%. Word broke out in several China-based newspapers that the government is considering the move in order to further advance China's LED chip industry as well as protect against monopolization by international vendors. <http://www.digitimes.com/news/a20140822PD202.html>



6. ***Final Version 1.1 ENERGY STAR Specification for Lamps*** - A list of eligible products and their corresponding Eligibility Criteria can be found at [www.energystar.gov/specifications](http://www.energystar.gov/specifications). Details are available at [www.energystar.gov/lamps](http://www.energystar.gov/lamps)
7. ***DOE Webinar: Dimmable LED Downlights in Hospitality Facilities*** - On Tuesday, September 9: a 60-minute live webinar entitled *Better than CFL? Dimmable LED Downlights in Hospitality Facilities*. The Hilton Columbus (OH) Downtown hotel installed more than 3,700 dimmable LED downlights in the guestrooms when the facility opened in October 2012. Why did they choose LED and not CFL? Do the LEDs deliver the light levels and color quality needed? Would they do it again, and what would they change? The webinar will answer these questions and many others. It will begin promptly at 1:00 p.m. ET (10:00 a.m. PT) and will include a 45-minute presentation followed by a 15-minute question-and-answer session with attendees. To register, visit the [DOE SSL website](#)
8. ***DOE Webinar: What Federal Managers Need to Know About Adopting LED Technology*** - On Thursday, September 11 at 11:00 a.m. ET (8:00 a.m. PT) and will include a 45-minute presentation followed by a 15-minute question-and-answer session with attendees. Presenter Eric Richman of Pacific Northwest National Laboratory will provide an overview of the current status of LED lighting technology as it relates to maturing applications, cautions, control options, and tools and resources. The webinar will help federal facility managers as well as building owners and managers, manufacturers, sales representatives and distributors, lighting consultants, lighting contractors, utilities, and energy efficiency organizations to understand the strengths and weaknesses of LED lighting technology. For more information or to register, visit the [DOE FEMP website](#)
9. ***DOE CALiPER Report Series 21: LED Linear Lamps and Troffer Lighting*** - View the video: <https://www.youtube.com/watch?v=xDDBNYSBO90> The CALiPER program performed a series of investigations on linear LED lamps. Each report in the series covers the performance of up to 31 linear LED lamps, which were purchased in late 2012 or 2013. The first report focuses on bare lamp performance of LED T8 replacement lamps and subsequent reports examine performance in various troffers, as well as cost-effectiveness. There is also a concise guidance document that describes the findings of the Series 21 studies and provides practical advice to manufacturers, specifiers, and consumers. <http://www1.eere.energy.gov/buildings/ssl/application-troffer.html>
10. ***DOE CALiPER Snapshot: LED Outdoor Area Lighting*** - This report focuses on *outdoor area/roadway luminaires, parking garage luminaires, canopy luminaires* (e.g., those used for gas station fuel pump areas), and *outdoor directional luminaires* (e.g., flood lights, accent lights, wall packs).<sup>1</sup> Although the aforementioned products are grouped together in this report as “outdoor area lighting” luminaires, the included products may be used in applications that are not strictly outdoors (e.g., parking garages). [http://apps1.eere.energy.gov/buildings/publications/pdfs/ssl/snapshot2014\\_outdoor-area.pdf](http://apps1.eere.energy.gov/buildings/publications/pdfs/ssl/snapshot2014_outdoor-area.pdf)
11. ***DOE Publishes Revised Report on Dimming LEDs with Phase-Cut Dimmers*** - To include updated information about the installation of LED lighting and controls at the Burden Museum in Troy, NY, a GATEWAY project that was still in construction when the original report was published. The lighting and controls were installed at the museum in early 2014. The end result was that the process for checking LED product compatibility with phase-cut dimmers specified for each dimming zone worked very well. Although it added time to the design process, with a recheck and adjustments to the dimming specifications just before bidding and ordering products, none of the dimming circuits produced erratic or unexpected behavior once installed. See the full report: [DOE SSL website](#)



- 12. 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. DOE will continue to update the Roadmap annually. An updated PDF copy at: [www.ssl.energy.gov/techroadmaps.html](http://www.ssl.energy.gov/techroadmaps.html)
- 13. DOE Application Summary Report 22: LED MR16 Lamps** – A new Application Summary Report that adds to our knowledge about M16 lamp types focuses on the tested photometric performance of 27 LED MR16 lamps purchased by DOE through normal market channels. We report initial performance in terms of light output, efficacy, distribution, color quality, and electrical characteristics, with comparisons to a selection of benchmark halogen MR16s and to ENERGY STAR<sup>®</sup> qualification thresholds. The full report can be downloaded: [http://apps1.eere.energy.gov/buildings/publications/pdfs/ssl/caliper\\_22\\_summary.pdf](http://apps1.eere.energy.gov/buildings/publications/pdfs/ssl/caliper_22_summary.pdf)
- 14. DOE Publishes GATEWAY Report on LED Lighting in a Performing Arts Setting** - The U.S. Department of Energy has released a report on a GATEWAY demonstration of LED lighting at the University of Florida's Nadine McGuire Theatre and Dance Pavilion in Gainesville. Four interior spaces—the acting studio, dance studio, scene shop, and dressing room—were fitted with LED luminaires or retrofit lamps along with dimming controls. In addition, the dance studio was equipped with LED theatrical instruments used for sidelighting of dance performances. The full report can be downloaded from the [DOE SSL website](http://www.doe.gov/ssl)
- 15. DOE Announces FY 2015 SBIR/STTR Funding Opportunity** - The U.S. DOE Office of Science announced a funding opportunity on August 11, 2014, for the Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Programs. Under this opportunity (DE-FOA-0001164), DOE seeks 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). A 60-minute webinar to review the SBIR/STTR programs and the award process as it relates to this announcement is scheduled for Friday, August 15, at 1:00 p.m. ET. You must [register](http://science.energy.gov/sbir/funding-opportunities) for the webinar in order to attend or to receive a link to the recorded webinar if you cannot attend in person. <http://science.energy.gov/sbir/funding-opportunities>
- 16. DOE Announces Loan Guarantee Opportunity for Innovative Renewable Energy and Efficient Energy Projects** - DOE's Office of Energy Efficiency and Renewable Energy Loan Programs announced a solicitation making up to \$4 billion in loan guarantees available for innovative renewable energy and energy efficiency projects in the U.S. [full announcement](http://www.doe.gov/loan-guarantee)
- 16. LED Lighting and Sensors Could Be the Future of Street Lighting** - In September, Albertslund, Denmark will launch the Danish Outdoor Lighting Lab (DOLL), which will become a massive experiment in both energy efficiency and LED technology. The DOLL program will light a 5.7 mile stretch of road with sensors that will monitor traffic density, weather conditions and noise. Those factors will determine if the lamps should be on or off based on the usage of the street below them. This all comes in addition to switching to LED lamps. Every lamp will be given an IP address so it can be controlled from a remote location. The lamps will dim when the sun comes up every day, and if a few people are walking past them at night, automatically become brighter. The IP address will also send out an alert if something is not working correctly. <http://www.tedmag.com>

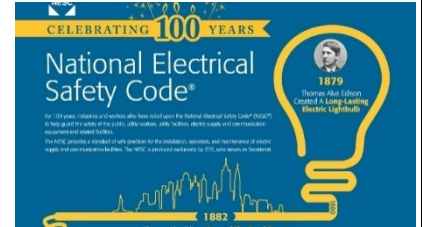


**17. Philips Lights Chelsea Soccer Venue with LED Floodlights -** Philips Lighting has announced that the Stamford Bridge stadium located in London, home of the Chelsea Football Club (FC) of the English Premier League, has been upgraded to Philips ArenaVision LED floodlighting. The installation is a first in the solid-state lighting (SSL) sector for a top-level soccer venue and the club owners believe the new lighting will improve the experience for players and fans -- including fans watching on TV. <http://www.ledsmagazine.com>



**17. IEEE to Publish 2017 Preprint of National Electrical Safety Code for Comment in Its 100th Year**

- The IEEE Standards Association will publish and open for commentary a preprint of proposed changes to the 2017 Edition of the National Electrical Safety Code (NESC). The 2017 NESC Preprint is currently available for pre-order at a 25 % discount through Aug. 31, 2014. One hundred years after the NESC was first introduced in Aug. 1914, it stands as one of the most widely adopted safety codes. [2017 NESC Preprint](#)



**18. Major Cities Use LEDs to Battle for Tourism -** Cities from San Francisco to Dubai are using LED



lighting to make their skyscrapers stand out in the crowd. And there is speculation that the use of LED lighting will turn into a competition for recognition and tourism dollars, which is good news for anyone who is selling the LED lighting to keep the competition going. Users say in addition to being energy-efficient and long lasting, they are easy to control with a computer program. And architects like them because the lighting can significantly change a building's character at night by eliminating shadows and forming bright, clear images like this one at the Helmsley Building. <http://www.tedmag.com>

**19. Lightfair International May 3 to May 7, 2015 Call for Speakers – Javits Center, New York City -**  
<http://www.lightfair.com/lightfair/V40/index.cvn?id=10301>

# CALL FOR SPEAKERS

The LIGHTFAIR® International (LFI) 2015 Call for Speakers opens today in a global invitation seeking responses from top lighting and design industry practitioners looking to participate in the world's largest annual lighting-related conference. The 2015 Conference will highlight **Integrated Design** as the central theme linking diverse disciplines in a vibrant atmosphere.

**SUBMISSION DEADLINE: SEPTEMBER 12, 2014**

*Submit to speak at LFI 2015, suggest a speaker or forward this email to someone else who would be a great speaker for LFI.*



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LEDDownlightRetro  
fitKit\_PR.pdf

**20. USHIO America Introduces Uphoria™ LED Downlight Retrofit Kits** - USHIO America's Uphoria LED downlight retrofit kits fit most 4-inch, 5-inch, and 6-inch downlight cans, allowing the user to upgrade old incandescent recessed lighting into energy-efficient LED lighting in a few simple steps. These retrofit kits can be installed indoors or outdoors including wet locations. These dimmable downlight retrofits are Energy Star rated with a life rating of 40,000 hours. They have an attractive white trim included for a seamless appearance. All Uphoria LED Downlight Retrofit kits operate on 120V with a Warm White (3000K) color temperature. They are available with Wide Flood (90 degree) beam angles and come with E26 bases. GU24 base adapters are available and sold separately. A High CRI (90+) CEC/California Title 24 kit is also available. [www.USHIO.com](http://www.USHIO.com)



**21. Cree Wireless Lighting Controls Produce Savings for N.C. State University** - With thousands of residence hall rooms and suites, common recreation areas and computer labs open around the clock at North Carolina State University's Raleigh campus, finding ways to reduce energy consumption and operating costs is always top of mind. As part of an ongoing campus-wide sustainability effort, the university turned to Cree Lighting's CR22™ LED architectural troffers equipped with SmartCast™ Technology on the first floor of North Hall, located on main campus. The motion sensing turns lights out when spaces are empty, and turns on LED lighting only when needed. <http://www.cree.com/Lighting/Applications/Indoor-and-Outdoor-Applications/Education/NC-State-Raleigh-NC>



**22. Cree Enters the LED MR16 Lamp Market with TrueWhite** - The LED lamp delivers 92 CRI and R9 saturated-red performance above 50 to meet demanding applications in hospitality and retail. <http://www.cree.com/News-and-Events/Cree-News/Press-Releases/2014/August/MR16-bulb-intro>

**23. CNET Philips SlimStyle LED Review** - <http://www.cnet.com/products/philips-slimstyle-led-bulb/>  
A tempting LED, thanks to the slimmed-down price point. **The Good:** The oddly-shaped Philips Slim. Style is a value-priced LED that serves as a respectable incandescent replacement. The flat design helps it manage heat better than other LEDs. **The Bad:** The SlimStyle gives off an annoying buzz if you use it with a dimmer switch. Also, the three-year warranty isn't as good as the 10 years you get from the Cree LED, which costs just a dollar more. **The Bottom Line:** For such a flat bulb, the SlimStyle is surprisingly well-rounded, making for a decent value at its price point. <https://www.youtube.com/watch?v=HWO-mBaXWP0>

**24. GREEN CREATIVE's ENERGY STAR Qualifies Its PAR38 19W 277V Universal Voltage Lamp** - Adding to GREEN CREATIVE's catalog of more than 50 ENERGY STAR or DLC qualified products, this lamp operates on 120-277V circuits and comes in narrow flood and flood beam angles and in 3000K and 4000K color temperatures (CCT). At just 19W, this UL listed lamp emits 1260 lumens in a warm white CCT and offers substantial savings when replacing a 120W halogen. The [PAR38 19W 277V](http://www.gc-lighting.com/wp-content/uploads/10244-PAR38-19W-277V-ES-Web.pdf) also makes a great HID retrofit solution by eliminating ballast upkeep and maintenance costs, lasting 40,000 hours and turning on instantly. <http://www.gc-lighting.com/wp-content/uploads/10244-PAR38-19W-277V-ES-Web.pdf>



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- 25. A.L.P. LexaLite® and CoreLED Systems LLC Announce Optical Design Partnership** - To meet the ever increasing demand for LED optics, A.L.P. LexaLite® announced a new design partnership with CoreLED Systems LLC. For decades, A.L.P.'s LexaLite brand has been known for high quality injection molded lighting components. Likewise, CoreLED has proven expertise as an independent optical design and engineering group targeting LED lighting applications. Now, due to the strong and growing demand for new optical designs for LED applications, A.L.P. LexaLite and CoreLED have teamed up to better meet customer requirements. This arrangement will assist lighting fixture OEMs from the earliest stages of product conception, through preliminary design, proof of concept, prototyping, tooling, production and final testing, working with one consistent team. A.L.P. LexaLite and CoreLED will be promoted together by the Bill Brown Sales (BBS) OEM sales team. [www.alplighting.com](http://www.alplighting.com)
- 26. Civilight Enters the North American Marketplace** - Jeffrey E. Lagaly, CEO of Civilight North America announced its entry into the LED lighting category and the availability of high quality, high performance indoor LED lamps in the United States, Mexico and Canada. Civilight North America focuses solely on LED products and offers a complete line of indoor LED lamps, with three series – Architectural (highest quality), Professional (best price-performance) and Commercial (best ROI) – in PARs, BRs, linear tubes, bulbs (A19 and candelabra) and spots (MR16s and GU10s). The company also offers LED downlights for an integrated solution. <http://www.civilight-na.com>
- 27. Customize Lighting Control with Wireless Flexibility by Janelle Penny** - Running wires: it's expensive, invasive, and labor-intensive. It's no wonder that wireless technology continues to gain popularity for applications like lighting controls, where it offers a simpler strategy for intelligent lighting management. FMs can automate dimming and shutoff without having to cut holes in the walls to install new sensors and controllers. But the wireless aspect alone can't tell the whole savings story. Devices that can form a mesh network – a self-healing web that allows all components to communicate with each other and relay messages – add a new layer of ease to installation and operation. <http://www.buildings.com/article-details/articleid/17799/title/customize-lighting-control-with-wireless-flexibility.aspx>
- 28. Outdoor Lighting Controls: The State of the Art by Craig Dilouie** - 2014 Outdoor lighting controls is undergoing a mini-revolution that offers new design and selling opportunities while challenging electrical professionals to stay on top of technological change. Traditionally, outdoor lighting control was relatively simple. A typical scheme featured a controller providing automatic ON/OFF based on time of day (using an astronomical time switch) or daylight (photosensor). The luminaires were typically controlled at the circuit level with no individual luminaire control. Commercial building energy codes imposing requirements for more advanced sequence of operations, coupled with greater controllability of LED lighting, have resulted in outdoor lighting control design becoming more sophisticated. <http://lightingcontrolsassociation.org/outdoor-lighting-controls-the-state-of-the-art/>
- 29. Are You Good Enough to Get Better? by NAED Sales Team Development Workshop, September 16-17 — GE Lighting — Cleveland, Ohio** - This workshop will benefit both new sales professionals, as well as experienced sales professionals that feel like they already know how to sell. It promises to be one of the most impactful two-day sales training you have ever experienced. Class size is limited to only 50 attendees. <http://www.naed.org/SalesWorkshop/#tabs-2>



## National Energy Issues to Watch

- 30. *Selling Energy: Inspiring Ideas That Get More Projects Approved by Mark Jewell*** - A new hardcover book is being released on September 1<sup>st</sup> by a pioneer in selling efficiency effectively in the lighting industry. His goal is to pre-sell 4,000 or more copies (already above 2,800!), which will be enough to catapult this book onto one or more national bestseller lists. At that point, mainstream media will take notice and book signings around the country will make end-users take notice. Messages like “There are much better ways to evaluate and approve projects than ‘simple payback period!’” should “soften the targets” for professionals advancing legitimate energy-related solutions, creating a rising tide that will float all boats in this industry. To help ensure meeting the goal of pre-selling 4,000 copies, Mark plans to donate more than \$1,000,000 in free online/on-demand training. For every copy pre-ordered from [www.JEWELLINSIGHTS.com](http://www.JEWELLINSIGHTS.com) by August 27<sup>th</sup>, a free copy of the audiobook and \$350 in online/on-demand training on business acumen and the financial analysis of efficiency projects will be offered. **That’s \$400 in value for the cost of a \$30 book.**
- 31. *NEMA Launches New ANSI-accredited Lighting Systems Committee ASC 137*** - This will allow the committee to write American National Standards within its scope. According to NEMA President and CEO Kevin Cosgriff, the launch of this committee puts NEMA at the forefront of efforts for development of codes and standards for lighting systems technologies. ASC 137 will develop and approve standards under its defined scope. To develop standards and specifications for indoor and outdoor lighting systems installed in an application with consideration of human health and comfort, personal security, the physical environment, energy consumption and daylight integration. Contact Megan Hayes at [megan.hayes@nema.org](mailto:megan.hayes@nema.org) to learn more / to join this committee.
- 32. *tED Magazine Names 2014 Best of the Best Marketing Award Winners*** - [tED](http://www.tedmagazine.com), the official publication of the [National Association of Electrical Distributors](http://www.naeds.org) (NAED), has honored 56 of the electrical industry’s finest marketing programs in its 2014 Best of the Best Marketing Awards Competition. This year’s “Best Overall” winners were: Shealy Electrical Wholesalers – Based in West Columbia, S.C., and Southwire – Based in Carrollton, Ga. See all the winning campaigns in the August issue of tED. <http://www.nema.org/News/Pages/tED-Magazine-Names-2014-Best-of-the-Best-Marketing-Award-Winners.aspx>
- 33. *LightNOW and Lightsearch.com Launch the LightNOW BUZZ*** - <http://www.lightnowblog.com/the-buzz/>

## THE LIGHTNOW BUZZ

LightNOW and Lightsearch.com are proud to announce the LightNOW BUZZ, a new free information service that provides convenient, searchable access to lighting manufacturer social media. Now the entire lighting industry can tap into what’s happening at major lighting manufacturers in a single place. And with search filters, you can find exactly what you want.

- 34. *37th WEEC / October 1 - 3, 2014 / Expo: October 1 & 2*** - Walter E. Washington Convention Center - Washington , DC Conference, Expo, Free Events, Networking, Certification Sign up for the World Energy Engineering Congress now and save \$200 on the regular conference rates. Enter coupon code [\*\*WEECEmail2\*\*](#). Or, attend the expo, free workshops and poster sessions in the exhibit hall for free. [Register for the Full Conference Now](#)





35. ***A New Energy Vision by Chuck Ross*** - New York's Public Service Commission (PSC) predicted "significant future disruption to the utility business model". In its proposal, "Reforming the Energy Vision," NY's PSC argues that the Empire State needs to re-evaluate the electric utility's role, from the current one-way provider of electricity and the substations, transformers and wires needed to deliver this commodity, to a market manager of all available power resources. Those resources might be wholesale electricity produced by traditional bulk-power generators (such as large natural gas-fired power plants) or, equally, solar panels on a customer's rooftop or even the battery-powered automobile plugged into a customer's garage. The report's writers call such service-oriented utilities distributed system platform providers (DSPPs). <http://www.ecmag.com/section/your-business/new-energy-vision>
36. ***The 32nd Annual IALD International Lighting Design Awards - Submit Your Projects Online***  
The oldest and most prestigious architectural lighting design competition on the global stage, the IALD showcases the evolution of excellence in design. Each year, entries are judged by leaders in the industry who recognize noteworthy projects that reach new heights, move beyond the ordinary and represent excellence in both aesthetic and technical design achievement. Projects completed after 01 June 2013 are eligible. All submission files must be received by the **7 NOVEMBER 2014** final deadline. [https://omnicontests4.com/?comp\\_id=C9A85C3B-31FF-4738-A7B7-ED0166785165](https://omnicontests4.com/?comp_id=C9A85C3B-31FF-4738-A7B7-ED0166785165)
37. ***Osram Continues Restructuring with Planned 7,800 Layoffs Due to Traditional Lighting Business Decline*** - Osram's substantial gains with LED-based products in the third quarter of the fiscal year 2014, nearly offset the considerable shrinkage of its traditional general illumination business. The company's revenue dropped somewhat by one percent year-on-year to about €1.2 billion. Osram's LED-based products business, posted a revenue increase of 21 percent in the third quarter for 38 percent of consolidated group revenue. <http://www.sslighting.net/sectorhome.php?id=124283&sector=leddev>

**NY Yankee Captain Derek Jeter (#2) will retire this year after 20 years in the Majors. His 3431<sup>st</sup> hit and counting passed Honus Wagner as sixth on the MLB list of career hit leaders. A tremendous feat and we congratulate him on an outstand career on and off the field.**



## State Energy Issues to Watch...

- 38. Princeton University Pursues LED-Centric Campus-Wide Lighting Upgrade** - Princeton University has announced the start of a project that will see more than 100,000 fixtures across the New Jersey campus upgraded to LED technology by the end of December 2016. A number of universities around the globe are finding that LED technology can both improve campus lighting and reduce costs in terms of energy usage and maintenance. [The University of North Carolina has begun to renovate 13 campuses within its system](#). Dartmouth University reports that [a retrofit in its Baker Berry Library delivered 66% energy savings](#). Moreover, [MIT's iconic Great Dome is now lit with LEDs](#) <http://www.ledsmagazine.com>
- 39. Energy Efficient City to Give Tax Credits for Energy-Efficient Builders** - Builders in Frederick, MD who think green could see their property taxes cut in half. The city's elected officials finalized details Wednesday for a new tax credit that will give developers meeting Leadership in Energy and Environmental Design standards, or other equivalent green standards, a break on their annual property taxes. The program would give builders tax breaks on existing and new buildings depending on the LEED certification level each structure achieves, reducing property taxes by 25 percent for all LEED-certified buildings, 50 percent for those receiving silver or gold ratings, and 75 percent for those receiving a platinum rating. 8/07 The Frederick News-Post
- 40. SC Churches Embrace Savings Through Energy** - The South Carolina Baptist Convention took advantage of a South Carolina Electric and Gas lighting incentive program that gave them an \$8,290 rebate on the \$27,950 LED installation. SCE&G spokeswoman Emily Brady said 2,259 businesses have taken advantage of the utility's EnergyWise for Your Business program since it started in 2010, adding that she has noticed an increase in inquiries from churches. 8/15 AP
- 41. Dayton Power and Light Awards Central State University Rebate of \$133,135 for Lighting Efficiency Upgrades** - The Greene County University selected The Brewer-Garrett Company as general contractor and upgraded more than 6,800 interior fixtures to more efficient fluorescent systems. Occupancy sensors were also installed around campus to turn off lights in spaces not in use. For exterior lighting, a total of 409 LED fixtures were installed to replace inefficient HID fixtures. <http://www.dplinc.com/>
- 42. DTE Energy Unveils DTE Insight Energy Efficiency App** - Allows its electric customers to better understand how they use and manage their energy. DTE Insight links customers' iPhones and Android phones to their advanced meters to help them discover their energy usage in real time. More than 1.3 million advanced meters have been installed in DTE Energy's Southeast Michigan electric service area. For more information, visit [www.dteenergy.com/dteInsight](http://www.dteenergy.com/dteInsight)
- 43. Counting Down the Top 10 Solar States of 2013** - The following list represents Environment America's top ten solar rankings, listed in reverse order by cumulative capacity per resident. The data was provided by the Solar Energy Industries Association (SEIA). <http://www.renewableenergyworld.com>
- |                                  |                             |
|----------------------------------|-----------------------------|
| <b>Number 10: North Carolina</b> | <b>Number 5: New Jersey</b> |
| <b>Number 9: Colorado</b>        | <b>Number 4: California</b> |
| <b>Number 8: Massachusetts</b>   | <b>Number 3: Nevada</b>     |
| <b>Number 7: Delaware</b>        | <b>Number 2: Hawaii</b>     |
| <b>Number 6: New Mexico</b>      | <b>Number 1: Arizona</b>    |

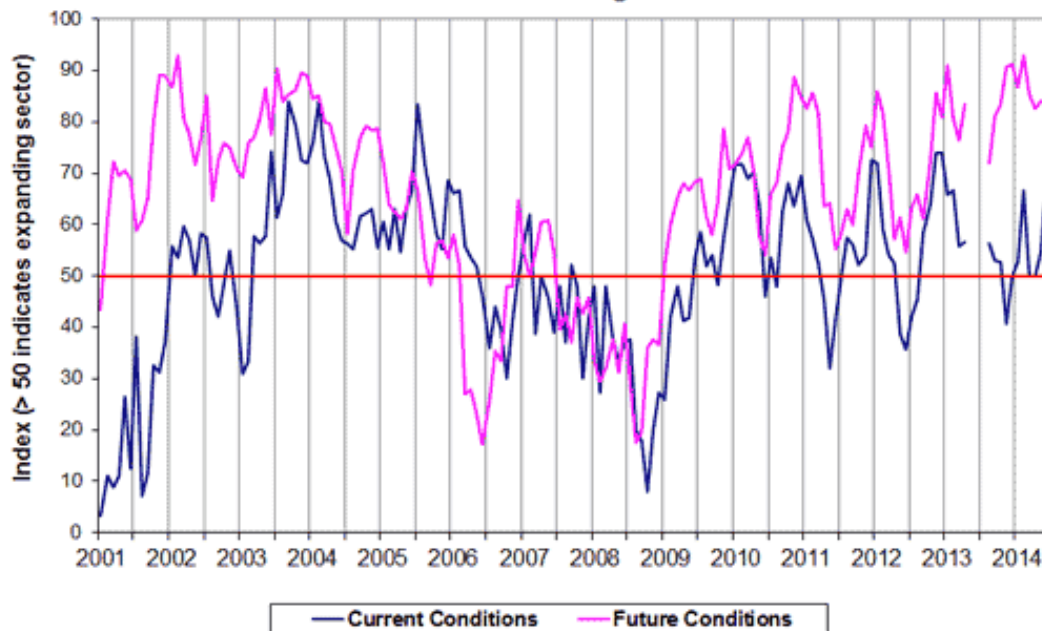


## Monthly Feature: NEMA's Electroindustry Business Conditions Index

<http://www.nema.org/Intelligence/Pages/Electroindustry-Business-Conditions-Index.aspx>

The EBCI indexes are based on the results of a monthly survey of senior managers at NEMA member companies and are designed to provide a measure of changes in the business environment facing electrical equipment manufacturers. More information: [e-mail NEMA's Business Information Services](#)

**Electroindustry Business Conditions Index:  
March 2001 - August 2014**



### August 2014

NEMA's Electroindustry Business Conditions Index (EBCI) for current conditions in North America climbed to 68.2 in August, its highest level in more than three years, from 54.5 in July. Slightly less than half of the survey panelists reported business conditions improved from July to August compared to only 9% claiming they deteriorated. The remaining 45% of panelists reported conditions were largely unchanged. The EBCI for future North American conditions was unchanged from July at 84.1, remaining near the top of its historical range. For the second straight month, 73% of survey respondents said they expect conditions to improve over the next half-year and only five percent reported that they anticipate a near-term deterioration in the business environment. [EBCI results 20140827nm.pdf](#)

### July 2014

More respondents to NEMA's Electroindustry Business Conditions Survey reported conditions improved in July than reported they deteriorated. Consequently, the EBCI for current conditions in North America increased to 54.5 from 50 in each of the last two months. Meanwhile, the EBCI for future North American conditions remained near the top of its historic range, rising modestly to 84.1 in July from 82.5 in June. [EBCI results 20140730\\_nm.pdf](#)



## June 2014

NEMA's Electroindustry Business Conditions Index (EBCI) for current conditions in North America was unchanged in June at 50, a value that is just below the threshold for conditions typically associated with an environment conducive to business expansion. The EBCI for future North American conditions continued to signal widespread optimism even though the index slipped to 82.5 in June from 85.3 in May. [EBCI results 20140625\\_nm.pdf](#)

## May 2014

NEMA's Electroindustry Business Conditions Index (EBCI) for current conditions in North America declined to 50 in May, the value typically associated with a stable business environment, down from readings of 66.7 in April and 52.6 in March. The EBCI for future North American conditions continued to signal widespread optimism even though the index retreated from 92.9 in April, a twelve year peak, to 85.3 in May. [EBCI results 20140528\\_nm.pdf](#)

## April 2014

NEMA's Electroindustry Business Conditions Index (EBCI) for current conditions in North America jumped to 66.7 in April, up from readings of 52.6 in March and 50 in February, the value typically associated with a stable business environment. The EBCI for future North American conditions continued to signal widespread optimism. Indeed, the index for conditions six months hence improved to 92.9 from 86.8 in March, reaching a peak not recorded since 2002. [EBCI results 20140430\\_nm.pdf](#)

## March 2014

NEMA's Electroindustry Business Conditions Index (EBCI) for current conditions in North America edged above the 50 point mark typically associated with a stable business environment in March to 52.6. The gain came on the heels of a reading of 50 in February and a sharp drop in January. Though the index for expected future business conditions retreated, it continued to point to widespread optimism. The EBCI for North American conditions six months hence fell to 86.6 from 91.2 in February. [EBCI results 20140326\\_nm.pdf](#)

## February 2014

NEMA's Electroindustry Business Conditions Index (EBCI) for current conditions in North America rebounded in February, rising to the 50 point mark typically associated with a stable business environment. The gain came on the heels of a sharp drop in the wintery month of January. Confidence in future business conditions strengthened in February for the fifth consecutive month. The EBCI for North American conditions six months hence rose to 91.2 from 90.6 in January, again one of the highest readings in the history of the survey. [EBCI results 20140226\\_nm.pdf](#)

## January 2014

NEMA's Electroindustry Business Conditions Index (EBCI) for current conditions in North America slipped below the 50-point level typically associated with expansion in January for the first time since October 2012. The index declined for the third straight month, falling to 40.6 from 52.8 in December. In sharp contrast, confidence in future business conditions again gained ground in January. The EBCI for North American conditions six months hence rose to 90.6 from 83.3 in December, one of the highest readings in the history of the survey. [EBCI results 20140129\\_nm.pdf](#)

