

EnergyWatch



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

Be more concerned with your character than your reputation, because your character is what you really are, while your reputation is merely what others think you are. -John Wooden

Mediocre people don't like high achievers, and high achievers don't like mediocre people.-Nick Saban

Ability is what you're capable of doing. Motivation determines what you do. Attitude determines how well you do it. -Lou Holtz

I never lost a game....I just ran out of time. -Leo Durocher

Something to Think About...

Six Leadership Styles: Selecting the Right Leader - Ref: *Primal Leadership: Learning to Lead with Emotional Intelligence* by Daniel Goleman, Richard Boyatzis and Annie McKee. Leadership styles have the potential to have a huge impact on a company's bottom line. Which one are you?

- 1. The Coercive Leader:** This person rules by fear. "My way or the highway!" The leader takes charge and invites no contrary opinions. This is the leadership style of choice when a company is in crisis and in need of a turn-around to survive.
- 2. The Authoritative Leader:** This leader has a powerful ability to articulate a mission and win people to it with enthusiasm. He makes a clear path for followers, cutting away the confusion that exists in most organizations. This style will be particularly effective if your organization needs a new vision.
- 3. The Affiliative Leader:** This leader is a master at establishing positive relationships. Because the followers really like their leader, they are loyal, share information, and have high trust. Preferred leader if your organization primarily needs team harmony, improved morale, or if previous events have created an atmosphere of mistrust.
- 4. The Democratic Leader:** This leader focuses on decision making by winning consensus. With consensus comes intense commitment to goals, strategies and tactics. Trust is a major feature of this leadership style. This style works particularly well when the leader is genuinely not sure what to do and has talented employees who can and will make excellent input.

- 5. The Pacesetter:** This leader sets high performance standards for everyone, including himself. He walks the talk. Their self-esteem rests on being smarter, faster and more thorough than everyone else. If the followers are already highly motivated, with strong technical skills, a pacesetter can be effective because the followers' styles and competence already fit with the pacesetter's expectations.
- 6. The Coach:** This leader develops people. He is able to recognize talent and how best to develop it. He offers developmental plans, including challenging assignments that push people to cultivate new skills. This leader can see the future and bring out the best in followers. Recognize that coaching is time consuming, meaning that this leader will devote less time to other activities.

Important: The very best leaders are those who have learned how to shift from one leadership style to another as circumstances demand. http://www.eleader.net/six_leadership_styles.htm

Happy Thanksgiving Folks



LED Issues to Watch...

- 1. Industry Consortium Publishes Updated Recommendations for Testing and Reporting LED Luminaire Reliability** - An industry working group has published an updated version of this guide which is available [online](#). Developed by the LED Systems Reliability Consortium (LSRC) under the auspices of the Next Generation Lighting Industry Alliance, it's the latest edition in a [series of publications](#) on LED product performance and lifetime. The LSRC is composed of a diverse group of experts in reliability, lighting, and LED technology. The new guide summarizes what has been learned to date, suggests directions for further work, and updates the previous recommendations for describing the life and reliability of LED-based luminaires. The new recommendations are an important step toward consistent, industry-wide understanding of LED luminaire lifetime.
- 2. Jim Brodrick on LED PAR38 Lamps** - DOE's LED Lighting Facts® database currently lists nearly 500 LED PAR38s. Of those, only about 33 (<7%) can meet the L Prize light-output requirement of 1,350 lumens, while none even comes close to meeting the 123-lm/W efficacy target. In fact, the median efficacy for products currently listed with LED Lighting Facts is only 58 lm/W, with a maximum of 92 lm/W. The median efficacy has not changed in the past two years and has only increased by 18% since 2010, significantly lagging the rates of improvement in other LED product categories. Only 20 (4%) of the listed LED PAR38s have warm-white color and high (>90) CRIs, and these all have light outputs below the L Prize target. <http://www.lightnowblog.com/2014/09/jim-brodrick-on-led-par38-lamps/>



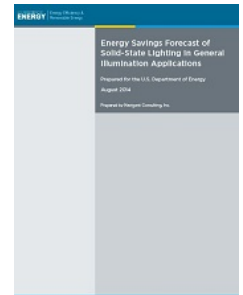
3. ***A 6-Point Analysis of the Philips Lighting Business Restructure*** - Philips announced on Sept. 23, 2014, it would separate its health care and lighting businesses into a two new companies, each of which would continue to leverage the Philips brand. LEDinside analyzed the reasons behind Philips lighting business restructure from six different aspects to explain the logic behind the lighting giant's decision making process:

- 1) Philips returns to core healthcare business, by separating less relevant lighting business
- 2) Spin off of subsidiaries to save costs as benefits of economics of scale become less evident. The two independent companies will have their own independent decision-making mechanisms to quickly respond to market changes.
- 3) Brands: company moves from a multi-brand platform to one of individual branding, enhancing brand influence in the respective fields.
- 4) Profitability: Company needs stronger incentives to revive profitability
- 5) Financing: Philips Lighting segregated to improve financing
- 6) Risks: Lighting semiconductor business competition intensifies, Philips faces direct competition from Asian manufacturers

http://www.ledinside.com/intelligence/2014/10/a_6_point_analysis_of_the_philips_lighting_business_restructure

4. ***Energy Savings Forecast of Solid-State Lighting in General Illumination***

Applications - Using new and updated data sources, the U.S. Department of Energy (DOE) is now predicting that light-emitting diode (LED) lighting will achieve an 84% general-lighting-market penetration by 2030, substantially more than the 74% penetration DOE predicted just last year. DOE estimates that, in 2013, LED-lighting sales comprised an overall 3% market share. By 2020, it believes, LED sales will comprise almost half (48%) of all U.S. general-lighting-market sales. By 2030, DOE believes, LEDs will dominate in each of the eight submarkets it examined, five indoor and three outdoor. <http://www.nlb.org/index.cfm?cid=11067&pid=10225>

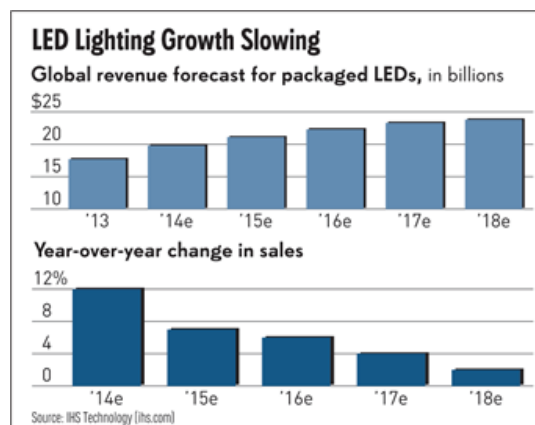


5. ***Blue LED Inventors Share Nobel Prize in Physics*** - This year's [Nobel Prize in physics](#) goes to researchers. The blue LED they helped create are taking over light bulbs as we know them, but already see universal use in smartphone flashlights and displays. At an announcement in Stockholm on Tuesday, the Nobel Prize committee awarded this year's prize in physics to [Isamu Akasaki](#), [Hiroshi Amano](#) and [Shuji Nakamura](#). The three men -- Akasaki from Meijo University, Amano from Nagoya University (both in Nagoya, Japan) and Nakamura from UC Santa Barbara -- produced blue light beams from their semi-conductors in the early 1990s. Until then, we could create red and green light, but blue remained elusive. 10/07 Washington Post

6. ***Smart LED Lamps Pour In from the Smart-Device and -Home Industries*** - We are seeing a number of color- and white-point-tunable LED lamps enter the market from unlikely spaces. Companies that have focused their efforts on add-ons for tablets and smartphones, home automation, and the so-called Internet of Things (IoT) see the lighting sector as a ripe market. Meanwhile, at lighting-industry conferences, we've seen pioneers of LED lighting implore their peers to "protect this house" against the IT industry. The following list is far from exhaustive, but consider some recently-announced wireless-enabled smart-lamp products. We reported [the WigWag Filament lamp](#) that is based on the 6LoWPAN networking standard. [Elgato announced a Bluetooth-enabled lamp](#) at the consumer-electronics IFA trade fair in Berlin. At CES last January, [networking-specialist Belkin announced a ZigBee-enabled lamp](#), although [the company has also recently allied itself with Osram Sylvania](#). And LIFX has been in the news with its Wi-Fi-enabled lamp. <http://www.ledsmagazine.com>



7. **Navigant Research Reports on Residential Energy Efficient Lighting and Lighting Controls** - This report analyzes the global market for residential energy efficient lighting and lighting controls. The study focuses on LED lamps and luminaires while also forecasting sales for three other lamp technologies – incandescent, halogen, and fluorescent – as well as a number of control devices, including occupancy sensors, photosensors, timers, dimmers, lighting-only networks, and HEM systems. Global market forecasts for unit shipments and revenue, segmented by region, lamp type, product type, and building type, extend through 2023. According to Navigant Research, global revenue associated with the installation of residential lighting controls is expected to grow from \$2.4 billion in 2014 to \$4.6 billion in 2023. <http://www.navigantresearch.com/research/residential-energy-efficient-lighting-and-lighting-controls>
8. **LED Lighting Sales Growth Seen Slowing Worldwide** - Sales of LED lights will near \$20 billion in 2014 vs. \$17.7 billion in 2013, up 12% from last year. But sales are expected to decelerate, with single-digit growth, for the next four years. LEDs will account for 32% of all bulb sales and revenue in 2014. <http://news.investors.com/100814-720856-led-lighting-revenue-growth-forecast-to-decelerate.htm?ven=yahoocp&src=aurll&ven=yahoo>



9. **Intelligent Lighting Paves the Way for the Smart City** - Up until now, turning night into day and illuminating the dark has been the main task of street lighting. In the future, however, street lamps will fulfill many more functions. They will notify the garbage collection service whenever neighborhood waste bins must be emptied, or register a change in traffic volume and feed that data into an intelligent transport system (ITS). Street lighting will no longer be an isolated sphere but part of a networked urban infrastructure. The basis of this vision is the emerging Internet of Things (IoT) and the associated concept of the smart city. Every conceivable object and location will be connected: cars, cargo containers, street lights, and parking spaces. At the center of this change is machine-to-machine (M2M) communication, the automatic exchange of data between networked devices either with each other or with a control center. <http://www.ledsmagazine.com>
10. **Alliance to Promote Smart Lighting by Doug Chandler** - The AllSeen Alliance, a San Francisco-based cross-industry collaboration to advance device connectivity through an open source software project, recently announced an initiative designed to change how homeowners and business owners think about and interact with lighting systems in their homes and businesses. The alliance's new Connected Lighting Working Group will develop ways for IP-enabled, multi-color and energy-efficient LED light bulbs to work in creative new ways with each other and things including televisions, home security systems, home appliances, smoke detectors and door locks. <http://electricalmarketing.com/blog/alliance-promote-smart-lighting>



- 11. DOE Publishes Technical Brief Clarifying Misconceptions about Safety of LED Lighting** - The spectral emission of LEDs is a frequent subject of concern, so to set the record straight, the U.S. Department of Energy has published a technical brief entitled *True Colors: LEDs and the Relationship Between CCT, CRI, Optical Safety, Material Degradation, and Photobiological Stimulation*. Using an example dataset of 20 CALiPER-tested LED lighting products, it separates myth from fact regarding the potential of LEDs to cause retinal damage, changes to artwork or other media, and stimulation of the human circadian system (which impacts health). The new brief is available online at www.ssl.energy.gov/tech_reports.html
- 12. DOE Announces Funding Opportunity for Solid-State Lighting R&D** - Under this funding opportunity (DE-FOA-0001171, “Solid-State Lighting Advanced Technology R&D – 2015”), a total of up to \$10 million in funding is directed toward all three existing DOE SSL R&D program areas:
- *Core Technology Research*
 - *Product Development*
 - *U.S. Manufacturing*
- DOE will select up to 10 projects. Concept papers are due by November 14, and applications are due by January 15. For more on the new funding opportunity, visit <https://eere-exchange.energy.gov/>
- 13. DOE Updated Recommendations for Testing and Reporting LED Luminaire Reliability** - A [revised version of that report](#) – the latest in a [series](#) on LED product performance and reliability – has just been published by the NGLIA’s LED System Reliability Consortium (LSRC). Because the importance of some lighting parameters is dependent on the particular application, the LSRC recommends that LED lighting products be classified into three reliability categories – lamp-replacement grade, standard grade, and specification grade – that cut across all market segments and apply to a range of parameters, from color stability to light output. The idea here is to keep costs down by enabling manufacturers to tailor stringency to actual needs, rather than force them to take an over-engineered and over-tested one-size-fits-all approach. The new recommendations can be found [online](#)
- 14. ENERGY STAR® Luminaires V2.0 Specification Discussion Document October 2014** - The Specification Discussion Document from the U.S. Environmental Protection Agency (EPA) is launching a revision of the ENERGY STAR specification for luminaires (V2.0). Comments are due by November 14, 2014. EPA is hosting an in person meeting to discuss this document and next steps in the luminaires specification revision process on **October 30, 2014 from 9am – Noon** (local time) **in Phoenix, Arizona** in conjunction with the 2014 ENERGY STAR Products Partner Meeting. If you plan to attend this meeting in person, please click [here](#). If you are interested in attending, but are unable to attend in person, please sign up for the webinar by clicking [here](#). http://www.energystar.gov/ia/partners/product_specs/program_reqs/Final_Luminaires_V1_2.pdf?0a11-dad0
- 15. Making Rebates Simple** - BriteSwitch can help you with the rebate process, from identifying if your locations qualify for rebates to getting the final rebate check. More than 3,000 electric utilities span the country, each potentially with different rebate programs and eligibility requirements. Even after the correct program is identified, you still have to fill out all the necessary paperwork, provide the technical data, run calculations and constantly follow up with the rebate program staff which is time consuming and confusing. By partnering with a company that specializes in rebates and incentives, you can eliminate all the hassle and confusion and make sure you get the most money possible. Available rebate programs are available: <http://briteswitch.com/news/index.html>



16. LEDs and The Worldwide Market for Lighting Fixtures - The fifth edition of the CSIL Research provides data on consumption of **total lighting fixtures** and **LED based lighting fixtures** for the years 2008-2013 (estimates) and forecasted for the years 2014-2018. A breakdown of LED lighting fixtures worldwide market is provided by **segment** (residential, commercial, industrial, outdoor lighting). LED based lighting fixtures **sales** and related **market shares** are provided for the major companies operating in this market by considered countries and by main applications.
<http://www.worldfurnitureonline.com/research-market/leds-worldwide-market-lighting-fixtures-0058638.html>

17. Acuity Brands' Video Promotes OLED Lighting <https://www.youtube.com/watch?V=lzqorvps9hs>
 An interesting take on the technology that transcends the technical and appreciates the light source as an effective tool for enriching spaces with light. OLEDs go beyond form and function...OLED lighting introduces a new design paradigm where technology, architecture and lighting intersect with our emotions. An OLED by its very nature is a planar area source, with a uniform glow and rich color. Easy to handle and cool to the touch, it invites you to the source to gather and is meant to be seen. The emitted light from an OLED is calm, comfortable and glare-free, even without shrouds and diffusers. <http://www.acuitybrands.com/oled/why-oled>

18. Samsung Clarifies LED Exit - 10/24, EdisonReport received the following statement from John Lucas, Sr. Mgr., Public Relations at Samsung: ***"We have decided to discontinue our LED lamp business in all markets, except Korea, so that we can focus more resources on our core business areas. We will remain active in the LED industry through our LED component business, and continue to provide high-quality products and services to our customers."*** <http://www.edisonreport.net/>

19. Cree Says Its New LEDS Will Cut Costs 40% - Cree announced Thursday that the first of its new XHP (extreme high power) LEDs are now available in sample quantities for its commercial customers. The new LEDs will feature double the lumens on a single LED compared to what was previously the company's brightest LED. In addition to the extra brightness, the new LEDs incorporate a host of other features that will drive down the costs of the other components of LED lights – such as heat sinks that dissipate the heat, the lens that directs the light and the electronic drivers that turn lights on and off and enable dimming. The new LED chips are being manufactured locally. http://www.newsobserver.com/2014/10/23/4256073_cree-says-its-new-leds-will-cut.html?rh=1

20. 100 Watt LED Comparison - <http://www.cnet.com/reviews/>

	Cree	GE	Philips	Sylvania	Utilitech
Lumens	1600	1600	1680	1600	1600
Watts	18	16	19	19	16
Efficiency (lm/W)	89	100	88	84	100
Est. yearly energy cost	\$2.17	\$1.93	\$2.29	\$2.29	\$1.93
Color temperature (stated / measured)	2,700 K / 2,663 K	2,700 K / 2,602 K	2,700 K / 2,628 K	2,700 K / 2,664 K	3,000 K / 2,999 K
Lifespan	25,000 hrs.	25,000 hrs.	25,000 hrs.	25,000 hrs.	18,000 hrs.
Color rendering index	80	81	80	83	85
Weight	5.80 oz.	5.65 oz.	8.50 oz.	11.45 oz.	7.80 oz.
Warranty	10-year	10-year	5-year	5-year	2-year
Price @ Retail	\$20	\$21	\$22	\$22	\$17



LED Technologies to Watch...

21. EW's Top 10 LED Product Picks for October - Check out Electrical Wholesaling's LED Product Picks for October 2014. This month's picks include LEDs from Bulbrite, MaxLite, Soraa, Nora Lighting, Cree, Philips Lighting, GE Lighting, Osram Sylvania, Hubbell Lighting and Lithonia Lighting/Acuity Brands. <http://ewweb.com/lighting/ews-top-10-led-product-picks-october>

22. IES LD&A Products to Watch - <http://www.ies.org/LDA/E-newsletter/2014/September/index.html>

- 1) [LED Linear Lighting System](#) - Vode announces the ultra low-profile ZipOne LED 707 lighting solution. The product integrates LED technology plus minimalistic product design to create an extremely slim lighting system with multiple mounting solutions and common lengths making it suitable for a host of lighting applications.
- 2) [LED Canopy Light](#) - GE's Evolve LED Canopy Light is engineered with a sleek, new look that offers easy installation and expanded lumen levels for a variety of mounting heights. for lighting areas with canopies, such as gas stations, truck stops and drive-thru's at banks, pharmacies and restaurants.
- 3) [LED Retrofit Downlights](#) - Nora Lighting introduces the Diamond II 90+ Series LED retrofit downlights. Designed for both commercial and residential installations, the high-CRI, high-lumen fixtures (NLEDC and NLEDR Series) have medium-base sockets that require no tools for screw-in.
- 4) [LED Wallpack](#) - The TRACE*LITE division of Barron Lighting Group has introduced the Nyte Forms Series LED sconce-style wall packs. Nyte Forms is a versatile family of energy-efficient luminaires designed to satisfy requirements in multiple applications.
- 5) [LED Roadway Luminaires](#) - EYE Lighting International announces the Apos LED Luminaires for roadway applications. The luminaires complete the highly versatile family, featuring the ceiling- and wall-mount versions, for both indoor and outdoor applications, including warehouses, parking garages, parking lots and façades.

23. Alba by Stack - Video: <https://www.youtube.com/watch?v=HyGlgMlxhA> - The world's first responsive light bulb. The next generation of light bulbs features embedded intelligence, with many new products becoming available, as the editor of LEDs Magazine [recently pointed out](#). An interesting new product that's been getting a ton of praise in the press is Alba by Stack, which features intelligence and onboard sensors to offer a load of features and resulting responsiveness. Dimming, light sensing, color tuning, auto shutoff with motion sensing, and more. <http://stacklighting.com/>



24. The Avi-on Switch - Avi-On's Bluetooth LE-based system consists of a mobile app, a light bulb, and a capacitive-touch light switch. Once installed you can set up lighting schedules, control bulb brightness, reposition a light switch in your home, or add customizable lighting to a previously unlit area. Using mesh networking (the same concept employed by the off-the-grid chatting app [Firechat](#)), pieces in the system can talk to one another without needing to be connected to a Wi-Fi network. This makes Avi-On modular and simple to set up: Just sync the hardware to the app in-app, and you're ready to go. <http://www.avi-on.com/avi-on>



25. **Cree ZR Series LED Troffer Portfolio at 150 LPW** – Offered in 2x2, 1x4 and 2x4 options targeted for both new construction and renovation. The ZR Series troffer delivers up to 4000 lumens of 90 CRI color quality with a pleasing aesthetic look and includes 0-10V dimming, and up to 150 LPW which can increase energy savings and helps meet local energy codes. The ZR Series troffer embodies a breakthrough in balancing energy savings, visual comfort and payback. <http://www.cree.com/lighting/zrseries>



26. **Green Creative MR16 12V 6W Dimmable** - This MR16 is suitable for use in totally enclosed fixtures and capable of operating in a broad range of applications. Whether it is installed in indoor/outdoor, recessed, track or landscape environments, this lamp's advanced thermal design ensures optimal performance: 450lm - 35W Replacement; ENERGY STAR Certified; 75 LPW; 2700K & 3000K CCT; FL 36° Beam Angle. <http://www.gc-lighting.com/>



27. **Philips Flattens the Downlight with SlimSurface LED** - After flattening the light bulb with Philips SlimStyle, the company has flattened the downlight with the introduction of the Philips SlimSurface LED family of downlights. Providing the illusion of recessed downlighting, with just a 5/8” surface mount design that is nearly flush with the ceiling. The technology achieves lumen levels of up to 70lm/W; 4 inch and 6 inch square luminaires; 5 inch and 7 inch round luminaires; 2700 K and 3000 K; 2 lumen packages - 630 lm and 980 lm; 80 CRI and 90 CRI http://www.ledinside.com/news/2014/9/philips_flattens_the_downlight_with_slimsurface_led



28. **Arva HyLite LED Omni-Cob Family of Bulbs** - Energy-efficient replacements to retrofit a wide variety of traditional light fixtures. It is a highly efficient bulb (Efficacy: 110 lm/w) that can replace standard Incandescent, HPS, MH, MV and CFL bulb in both new and retrofit fixtures for significant energy savings. It lasts up to 60 times longer and uses 90% less energy compared to a standard Incandescent bulb, over 80% less energy compared to a HPS or Metal Halide Bulb and uses over 70% less energy compared to a CFL bulb. Available in 8, 10, 14, 18, 22, 27, 36, 45, 54, 80, 100, and 120 watt models. <http://www.arva.us/omni-cob-bulbs.html>



National Energy Issues to Watch

- 29. Modest Increases in T5 and T8 Lamp Indexes during Second Quarter** - NEMA's shipment indexes for T5 and T8 lamps during 2014Q2, increased by 0.8 and 1.3 percent, respectively, compared to the previous quarter. T12 lamp shipments registering a decline of 5.5 percent over 2014Q1. On a year-over-year basis, T8 lamps edged up by 1 percent while T5 and T12 lamps retreated by 6.5 and 8.8 percent, respectively. Variances in the market shares during the quarter were minimal for each linear fluorescent lamp type. T5 lamps increased 0.1 points q/q to a share of 10.2 percent. T8 lamps garnered a share of 75.3 percent, a gain of 0.8 points. The share of T12 lamps slipped to 14.5 percent. www.nema.org
- 30. HID Lamp Indexes on the Rebound in Second Quarter** - NEMA's HID shipment indexes, rebounded during 2014Q2 with two of the three lamp types posting double-digit increases. Seasonally adjusted shipments of sodium- and mercury-vapor lamps increased 11 and 13.4 percent, respectively, on a quarterly basis (q/q). Metal halide lamps improved by 2.3 percent q/q. Not surprisingly, all three indexes remained below the levels of a year ago as the indexes reached series lows during the previous quarter. Leading the retreat were metal halide lamps with a decline of 13.4 percent y/y, followed by a 7.8 percent drop in mercury vapor lamp shipments. Sodium vapor lamps rounded out the group with a more modest decline of 3.4 percent. Market shares for sodium- and mercury-vapor lamps climbed to 35.5 and 4.2 percent, respectively. Metal halide lamps yielded 1.9 points settling at a share of 60.3 percent for the quarter. www.nema.org
- 31. Incandescent A-Line Lamps Decline Sharply in Second Quarter** - NEMA's shipments index for A-line lamps dropped 61.2 percent during 2014Q2, as the full effect of EISA 2007 lamp efficiency regulations took hold during the first six months of the year. Substitute lamp types such as LED A-line and halogen A-line posted increases of 35.8 and 9.9 percent q/q, respectively. Meanwhile, the index for CFLs declined by 2.7 percent compared to the previous quarter, as CFLs surpassed incandescent A-line lamps to assume the lead position with respect to market share, garnering a 36.4 percent share of screw-in base consumer type lamps. Incandescent A-line lamps slipped nearly 24 points to a share of 34.7 percent. The share of halogen A-line lamps climbed 10.5 points reaching 26 percent, while LED A-line lamps improved to 2.9 percent. www.nema.org
- 32. 5-Day Certified Energy Manager (CEM) Program Courses** - The **Certified Energy Manager (CEM) credential** has become widely accepted and used as a measure of professional accomplishment within the energy management field. It has gained industry-wide use as the standard for qualifying energy professionals. It is recognized by the U.S. DOE, the Office of Federal Energy Management Programs (FEMP), and the U.S. Agency for International Development, as well as by numerous state energy offices, major utilities, corporations and energy service companies. Enroll in the **5-Day Certified Energy Manager (CEM) Program** to earn this vital credential at: <https://www.greenedu.com/5-day-certified-energy-manager-cem-program-courses>
- 33. FREE - Intro to LEED Accreditation Webinar Courses** - This Intro to LEED Accreditation is a FREE 1-hour overview of USGBC's Leadership in Energy & Environmental Design (LEED) and the LEED AP and Green Associate credentials. Learn how you can become accredited as a LEED Professional, and ask our LEED expert any questions you may have on the process during the Q&A session. See dates at: <https://www.greenedu.com/free-intro-to-leed-accreditation-webinar-courses>





- 34. NEMA Publishes ANSI C136.40-2014 - American National Standard for Roadway and Area Lighting Equipment—Solar Lighting Systems.** This report defines the electrical and mechanical requirements of standalone solar-type light systems for use in roadway and area lighting equipment. This revision provides guidance on the relationship between the energy produced by the solar module(s), stored by the battery(s), and consumed by the lighting. In addition, it updates appropriate references and other sections to accurately reflect current industry practices in solar lighting systems. [ANSI C136.40-2014](#) may be purchased in electronic or hardcopy format for \$55 on the NEMA website: www.nema.org
- 35. NEMA Publishes 2015 Edition of Products and Standards Guide -** ESPG is a comprehensive listing of NEMA electrical standards as well as an extensive directory of manufacturers and their products. It is used by military, government, and private buyers who work in lighting, motors and industrial controls, transmission and distribution, transportation, medical imaging, architecture and construction, and other industries that specify and use electrical equipment. More than 500 electrical standards and technical papers governing literally millions of unique member products across 54 market segments. A complimentary copy may be downloaded at www.NEMA.org/espg
- 36. DOE Street Lighting Consortium Releases Results of Public Street and Area Lighting Inventory Survey -** Intended to improve understanding of the role of public outdoor lighting in national energy use. Results were based on the responses of about 240 organizations that included 148 municipalities, 14 counties, 34 state departments of transportation (DOTs), 17 investor-owned utilities, and 32 municipally owned utilities, encompassing small, medium, and large populations and service territories and operating about 11 million public street and area luminaires. Download the finding at: <http://www1.eere.energy.gov/buildings/ssl/consortium.html>
- 37. IES Updates Roadway Lighting to ANSI/IES RP-8-14 - Recommended Practice for Roadway Lighting, RP-8-14,** in accordance with ANSI consensus-based procedures. The primary purpose of this Recommended Practice is to serve as the basis for design of fixed lighting for roadways, and streets, including pedestrian and adjacent bikeways when associated with the public right-of-way. It deals entirely with lighting design and does not give advice on construction. It has been prepared to advance the art, science, and practice of roadway and street lighting in North America. <http://www.ies.org/store/product/roadway-lighting-ansiies-rp814-1350.cfm>
- 38. The U.S. EPA Announced the 2014 ENERGY STAR® Summary of Lighting Programs -** The Summary provides an overview of a variety of programs offered by utilities and other energy efficiency program sponsors in the United States to promote ENERGY STAR certified lamps and luminaires, decorative light strings, and ceiling and ventilating fans with light kits. The Summary includes information provided by energy efficiency program sponsors and describes their current program offerings for 2014-2015 and beyond. Each ENERGY STAR lighting program is summarized with a focus on incentives, marketing and consumer education efforts, program contacts, and other relevant program details. http://www.energystar.gov/ia/partners/downloads/FINAL_2014_ENERGY_STAR_Summary_of_Lighting_Programs.pdf?2a8d-5ce6



39. ENERGY STAR® Rebate Finder - The ENERGY STAR Rebate Finder provides consumers with an easily accessible, user-friendly search tool to find special deals or rebates that ENERGY STAR partners offer to consumers to encourage the purchase of energy-efficient products. Features of the upgraded ENERGY STAR Rebate Finder include a streamlined look and feel, a search by zip code and/or product option and a filter by utility option! www.energystar.gov/rebatefinder

40. World Prepares to Celebrate International Year of Light - The International Year of Light and Light-based Technologies (IYL) is a global initiative for 2015 that has been adopted by the United Nations to celebrate light and optical technologies. The year 2015 will see the anniversary of several events and discoveries regarding light. <http://www.ledsmagazine.com>

41. Top 40 Electrical Design Firms 2014 - This year the nation's top U.S. electrical design firms experienced year-over-year revenue increases. Nearly 60% of the Top 40 firms met revenue expectations for 2013 as compared to 37.5% in 2012. Overall, the companies on this year's listing reported total electrical design revenues of \$1.808 billion in comparison to \$1.348 billion in 2012. [Read the full 2014 Top 40 Electrical Design Firms story.](#) For the complete list, go to: <http://ecmweb.com/top-40-electrical-design-firms-2014>

42. Rescheduled for November 6 & 7 - NYSERDA-Sponsored Efficiency Sales Training - If you seek shorter sales cycles and higher closing ratios for your efficiency projects, join us for [Learning to S.E.E. \(Sell Efficiency Effectively\)™](#), a two-day workshop focused on selling efficiency that features concepts from the award-winning, weeklong Efficiency Sales Professional™ Certificate Boot Camp. **Instructor:** [Mark Jewell](#) is a nationally recognized subject matter expert, author, coach, and speaker focused on applying energy efficiency to create value.

43. NAILD Lighting Specialist I (LS I) - The LS I program was modified to help members better understand how and when to transition their customers from traditional technologies to solid state lighting (LEDs). The LS I training program is geared toward those new to the lighting industry, inside and outside sales employees, or employers interested in using this program to supplement their face-to-face training. LS I offers a unique combination of expert technical instruction and hands-on field experience delivered through a user-friendly, self-paced, online approach. The NAILD LS I course is made up of 10 learning modules with quizzes, a survey essay, and a two part final exam. Being that the course is completely on demand, the time frame for completion can be as short as 2-3 weeks to the maximum time allowed of 6 months. <http://www.naild.org/LightingSpecialist/LSIRegistration.aspx>


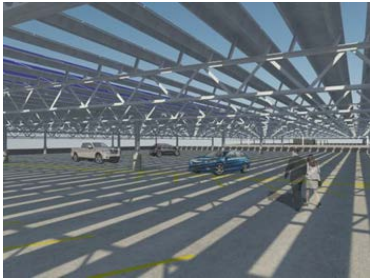


44. Energy Department Recognizes 11 Manufacturers for Energy Efficiency Achievements - Across the country, manufacturers spend more than \$200 billion each year to power their plants. Through the DOE Better Plants Program, American manufacturers commit to improve their energy intensity by 25 percent over ten years. 11 Better Plants Partners recently met their goal:

- | | | |
|---------------------------------|-------------------------------|--------------------------|
| 1) BPM, Inc. | 5) Lennox International Inc. | 9) ThyssenKrupp Elevator |
| 2) Celanese International Corp. | 6) Patriot Foundry & Castings | 10) Toyota |
| 3) Holcim (US) Inc. | 7) Procter & Gamble | 11) Verso Paper Corp. |
| 4) Legrand North America | 8) Texas Instruments | |



State Energy Issues to Watch...

- 45. ACEEE: Massachusetts Tops California as Most Energy-Efficient** - State Governors and lawmakers in state capitals across the nation continue to take major steps to lower energy costs, reduce pollution, and save consumers money by increasing their states' energy efficiency, according to the findings of the 8th edition of the *State Energy Efficiency Scorecard* released today by the American Council for an Energy-Efficient Economy (ACEEE). Available online at <http://aceee.org/state-policy/scorecard>
- 46. New York Festival of Light Coming November 6-8, 2014** - The New York Festival of Light (NYFOL) announces New York City's first annual New York Festival of Light, a three-night event – Thursday through Saturday, November 6 -8, 2014 – that celebrates light, in all of its extraordinary incarnations. New York now joins the ranks of major cities such as Berlin, London, Lyon, Montreal and Sydney that have festivals of light. The festival is free and open to the public. <http://nyfol.org/> Watch the video: <https://www.youtube.com/watch?v=4RhAyiGqRNE>
- 47. Energy-Efficient LED Light Installation Makes History at NRG Stadium™** - Home of the Houston Texans and the Houston Livestock Show and Rodeo™, has become one of the first professional football stadiums in the United States to illuminate its field with an array of high-efficiency LED lights. NRG Energy sought the expertise of sport lighting experts Musco Lighting, which engineered an innovative custom lighting system. The new high-efficiency system draws 337 kW at full power, 60 percent less than the stadium's previous light system. The field lighting array is comprised of more than 65,000 LEDs, which are mounted in 480 optically enhanced luminaries. Dimming and instant on/off features further contribute to efficiency capabilities. FedEx Field® in Maryland, Lincoln Financial Field® in Philadelphia, MetLife Stadium® in New Jersey, Patriot Place® in Massachusetts and Levi's® Stadium in California are all considering LED lighting.
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- 10/02 BUSINESSWIRE
- 48. MSP Airport to Combine LED Lighting and Solar Generation on Garages** - The Metropolitan Airports Commission operates seven airports in the Minnesota Twin Cities area of Minneapolis-St. Paul, and has begun a massive energy-efficiency project including LED lighting at the flagship Minneapolis St. Paul International Airport (MSP). Construction was begun this past week on what the agency said is Minnesota's largest solar generation project — a 3-MW (megawatt) plant located atop two parking structures. Moreover, the project will include retrofit of more than 7700 metal-halide fixtures to solid-state lighting (SSL) products. <http://www.ledsmagazine.com>
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- 49. DOE Publishes 20K Hour Testing Results for 2008 GATEWAY Bridge Installation** - The U.S. Department of Energy has released a report on the longer-term performance of an LED lighting system that was installed on the I-35W Bridge in Minneapolis in September 2008 and represents one of the country's oldest continuously operated exterior LED lighting installations. The report is a welcome addition to the literature on LED lighting, which is lacking in the area of longer-term field performance. The full report and an accompanying brief are available [online](#)



Monthly Special Feature... The Most & Least Energy Expensive States -

<http://wallethub.com/edu/most-least-energy-expensive-states/4833/>



In the United States, 7.1 percent of the average consumer's total income is spent on energy costs, including fuel, natural gas and electricity. To help consumers make an informed decision, WalletHub has identified the Most & Least Energy-Expensive States. They use six key metrics to rank the states according to their tendency to produce the highest or lowest monthly energy bills. By doing so, consumers living in or planning to move to states with the steepest energy costs can effectively minimize their expenses while staying cool under the sun.

Overall Rank	State	Total Energy Cost	Monthly Electricity Cost (Rank)	Monthly Natural Gas Cost (Rank)	Monthly Fuel Cost (Rank)
1	Colorado	\$301	\$83 (5)	\$48 (17)	\$171 (18)
2	Washington	\$302	\$90 (8)	\$63 (37)	\$149 (6)
3	Montana	\$305	\$83 (6)	\$54 (25)	\$168 (16)
4	Rhode Island	\$307	\$101 (22)	\$79 (42)	\$127 (3)
5	Nebraska	\$312	\$95 (15)	\$45 (16)	\$173 (21)
6	District of Columbia	\$314	\$91 (9)	\$97 (49)	\$125 (2)
7	Pennsylvania	\$317	\$109 (28)	\$68 (39)	\$140 (4)
8	Arkansas	\$319	\$101 (23)	\$36 (5)	\$182 (30)
9	Delaware	\$319	\$115 (34)	\$55 (27)	\$149 (5)
10	Iowa	\$319	\$96 (17)	\$57 (29)	\$166 (13)
11	New Jersey	\$324	\$110 (31)	\$58 (30)	\$156 (9)
12	Illinois	\$327	\$82 (3)	\$85 (45)	\$159 (10)
13	California	\$327	\$91 (10)	\$44 (13)	\$192 (36)
14	Oregon	\$328	\$97 (19)	\$61 (34)	\$169 (17)
15	South Dakota	\$328	\$96	\$52	\$180



Overall Rank	State	Total Energy Cost	Monthly Electricity Cost (Rank)	Monthly Natural Gas Cost (Rank)	Monthly Fuel Cost (Rank)
			(18)	(23)	(29)
16	Kansas	\$331	\$111 (32)	\$48 (18)	\$173 (22)
17	Idaho	\$332	\$92 (11)	\$50 (20)	\$190 (33)
18	Missouri	\$332	\$104 (25)	\$44 (14)	\$184 (31)
19	Indiana	\$333	\$109 (30)	\$52 (22)	\$171 (19)
20	Michigan	\$335	\$96 (16)	\$61 (35)	\$178 (28)
21	Ohio	\$335	\$103 (24)	\$57 (28)	\$175 (26)
22	Arizona	\$336	\$120 (38)	\$45 (15)	\$171 (20)
23	Louisiana	\$341	\$115 (35)	\$27 (1)	\$199 (37)
24	Wisconsin	\$345	\$94 (12)	\$77 (40)	\$174 (23)
25	Utah	\$346	\$83 (4)	\$59 (33)	\$204 (40)
26	New Hampshire	\$347	\$107 (26)	\$86 (46)	\$155 (8)
27	Florida	\$348	\$128 (43)	\$30 (2)	\$190 (34)
28	Vermont	\$348	\$98 (20)	\$82 (44)	\$168 (15)
29	New Mexico	\$349	\$76 (1)	\$49 (19)	\$224 (46)
30	Virginia	\$352	\$118 (36)	\$59 (32)	\$174 (24)
31	South Carolina	\$352	\$137 (48)	\$37 (7)	\$178 (27)
32	Maine	\$353	\$81 (2)	\$86 (47)	\$186 (32)
33	Tennessee	\$359	\$129 (44)	\$40 (8)	\$191 (35)



Overall Rank	State	Total Energy Cost	Monthly Electricity Cost (Rank)	Monthly Natural Gas Cost (Rank)	Monthly Fuel Cost (Rank)
34	Minnesota	\$359	\$94 (13)	\$58 (31)	\$207 (42)
35	Massachusetts	\$363	\$109 (27)	\$104 (50)	\$151 (7)
36	Kentucky	\$364	\$113 (33)	\$44 (12)	\$207 (41)
37	North Carolina	\$364	\$119 (37)	\$42 (11)	\$203 (39)
38	New York	\$365	\$126 (42)	\$80 (43)	\$160 (11)
39	Nevada	\$368	\$125 (41)	\$41 (10)	\$202 (38)
40	Maryland	\$377	\$136 (46)	\$65 (38)	\$175 (25)
41	North Dakota	\$378	\$94 (14)	\$55 (26)	\$228 (47)
42	Texas	\$381	\$137 (47)	\$32 (3)	\$212 (43)
43	Alaska	\$382	\$122 (39)	\$137 (51)	\$123 (1)
44	Wyoming	\$383	\$87 (7)	\$52 (24)	\$244 (49)
45	West Virginia	\$386	\$100 (21)	\$51 (21)	\$235 (48)
46	Alabama	\$392	\$138 (49)	\$41 (9)	\$213 (44)
47	Oklahoma	\$401	\$109 (29)	\$36 (6)	\$255 (51)
48	Georgia	\$403	\$123 (40)	\$63 (36)	\$217 (45)
49	Connecticut	\$404	\$143 (50)	\$94 (48)	\$167 (14)
50	Mississippi	\$414	\$135 (45)	\$32 (4)	\$247 (50)
51	Hawaii	\$451	\$209 (51)	\$78 (41)	\$163 (12)

