

EnergyWatch



March 2017

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

The saddest thing in life is wasted talent and the choices that you make will shape your life forever.

A Bronx Tale

That's the trouble with you Americans, you expect only good to happen and are disappointed when it doesn't; the rest of the world expects only bad to happen and they are never disappointed.

The Sopranos

Something to Think About...

A Judicious SWOT Analysis – Just Five (5) Apropos Questions to Ask Yourself

The SWOT (Strengths / Weaknesses / Opportunities / Threats) Analysis is an important tool in the strategic marketing planning process and is taught in every graduate and undergraduate business course in academia. My view is that this should be an annual event, to spend the time thoroughly during the planning process to ask your key people the select critical questions in each quadrant because it starts us to gather the most viable internal and external information to plan and run a successful business. *How you gather, manage, and use information will determine whether you win or lose* (Bill Gates). Well, in my travels in the lighting world, I offer a short cut with five (5) questions, yes – just 5 judicious questions that could help us maneuver thru the intelligent lighting combat zone and be on the winning side. Your answers could pave the wave to a workable strategic plan but it's only a start:

- 1. What are your core competencies?** SUSTAINABLE COMPETITIVE ADVANTAGES, not easily duplicated by your competitors, is driven by your core competencies. Those unique strengths, embedded deep within your business that allow you to differentiate your offerings so profoundly that they create higher value for your customers than anyone else. Can you identify them? More importantly, can you communicate them effectively to your customers, employees and interested stakeholders?
- 2. What are the key technologies shaping your industry?** Let me repeat what I have been saying: every lighting source out there will be replaced over the next 5 to 10 years. Everything! That means every Taco Bell, every Home Depot, every Olive Garden, every Walmart, every home, office, hotel, hospital, streetlight, supermarket, et al will be upgraded to Intelligent Lighting and to all the advanced technologies that connect everything we do. Where do you want to dominate? Not just a leadership position but a dominant leadership position....A SUSTAINABLE BRAND OF CHOICE!



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3. **What's motivating your customers to buy from you and how are they adapting to change?** The focus of all your marketing activities is the customer. That's the first multiple choice question I have on every exam I give and I will not let a student leave my class until they answer that question correctly. So, what are your customers asking of you? Do they know about Smart Lighting? About Intelligent Lighting? What are you telling them? When they understand the advantages and benefits of the new technologies, and there will be many, will they buy them from you? Why not? Just remember when they do ask, we are not just selling light anymore.
4. **Who are the new entrants in the industry and are they a threat or opportunity?** Incumbents do not like change, so if you are one, I feel your pain. Chris Brown calls the new entrants the gorillas that will be driving the bus. He may be right. Lighting has never seen the likes of Cisco, Apple, Qualcomm, Verizon / Sensity, Gooee, Oppl, MLS, et al... What are they doing in the lighting industry? Get out, you say! Well, lighting has the potential to be the core connector to every device you own. They are here and the only question is will they be a threat to your survival or will it be cooperative innovation, as it has forever been? The lighting industry has always been an intradependent industry. Lamp companies working with ballast companies working with luminaire companies, all working with the supply chain: agents, distributors, contractors, designers, the spec community, all working together to serve everyone's lighting needs. Time will tell but it is clear, we are on a pathway to connected information using light! The real game changer: Big Lighting vs. Big Networking. New entrant IT companies see a real opportunity to reshape the lighting industry and they want a piece. Maybe even dominate.....don't look back, they may be gaining on you.
5. **What are your existing competitors doing that's working against you? What are you doing to them that's working for you?** Let's get local...we all know that all sales are local. Whether you are a manufacturer, distributor, contractor, agent, whatever, you compete in the lighting industry now and you know who your existing competitors are and it's personal, new entrants notwithstanding. Your first responsibility is the day-to-day operations of your business to win in a very competitive market. Are you winning? You must! This is the only way it allows you to invest in tomorrow's technologies and opportunities. Times, they are a changin and the future is moving at the speed of light (sorry about that). Are you keeping up? I leave you with a quote from Jack Welch: *If the rate of change on the outside is greater than the rate of change on the inside, the end is near.*

LED EnergyWatch...

1. **How Intel Lit Up the Super Bowl with Drones** - The Lady Gaga half time production incorporated a compelling bit of contemporary technology: In a reportedly pre-recorded sequence, a swarm of 300 tightly coordinated drones lit up the sky, circling around one another in patterns choreographed tightly as anything happening on stage. While Gaga mugged at the camera, the devices came together, forming the shape of a massive American flag. The display came courtesy of Intel, the company that developed and deployed the technology. The company and its collaborators sometimes refer to the individual devices as "spaxels," a portmanteau of "space" and "pixels." The system works much like an immensely complicated low-resolution computer monitor.
<http://www.intel.com/content/www/us/en/technology-innovation/aerial-technology-light-show.html>
 What the video: <https://www.youtube.com/watch?v=QDRVkbN2dLo>



2. *Game On! NRG and NFL Demonstrate Large Scale Energy-Efficient LED lighting at Super Bowl LI*

NRG Energy Inc. and its subsidiary Reliant, the premier retail electricity provider in Texas, have teamed up with the NFL to provide 100% Green-e certified renewable energy to NRG Stadium, site of Super Bowl LI, and the George R. Brown Convention Center. Sustainability solutions at NRG Stadium also include 65,000 energy-efficient LED field lights. Green-e Energy, a program of the Center for Resource Solutions, is a third-party certification program that guarantees RECs are generated from new renewable facilities and marketed with transparency and accuracy. A REC represents the environmental attributes of power produced from renewable energy projects. <http://www.ledinside.com/>



3. *Cisco Stokes PoE Lighting Push with Dedicated Ethernet Switch, Signs Up Marriott* - The IT company's Digital Building Ethernet box will support lighting, heating, security, and other building operations without the electricity losses associated with some PoE schemes. Hoping to solve some of the shortcomings of Power-over-Ethernet technology, Cisco Systems introduced a new Ethernet data switch optimized for building operations including lighting, and said that a Marriott Hotel and a Swiss commercial office headquarters are pioneering its use. Like Cisco's general line of Ethernet switches, the new box knocks voltage down from the 120V and 240V electrical lines that feed it, transforming it into a lower voltage that is sufficient to power LED lights — renowned for low energy needs — and that can travel safely over standard Ethernet cable, commonly referred to as Cat5 and Cat6. <http://www.ledsmagazine.com/>

4. *Rebate Coverage in US Hits Record High* -Over the past few months, rebate organizations across the country have been busy updating their 2017 programs. According to our North American Rebate and Incentive database, 79% of the US is covered by an active commercial lighting rebate program, the highest since we started measuring the coverage 8 years ago.

- **Ten-Fold Increase for Screw-in HID Rebates** - This year, the number of utilities jumped to 116, which is 10 times more than 2016. On average the prescriptive rebate is currently \$110 per bulb.
- **TLED and Screw-in LED Bulbs Rebates Continue to Drop** - Rebates for LED tubes and retrofit screw-in bulbs have taken off over the past few years with more and more rebate programs accepting these solutions. In 2017 the rebates for LED tubes dropped by 16% to \$6.84 and for screw-in LED bulbs they decreased 20% to \$9.52. <http://www.briteswitch.com>

5. *Utility Rebates Support LED Growth But Need Improvement* - The current trend in energy efficiency utility rebate programs – notably around lighting – is to go “mid-stream”. That is, provide the distributor an incentive to sell specific products. There are about 60 of these programs nationwide and they are generally – but not exclusively – focused on lamps and tubes, with some including fixtures. To help understand the thoughts, actions and beliefs of the distribution sector around utility incentive programs, Channel Marketing Group <http://channelmkt.com/> recently surveyed distributors. We received almost 100 responses ... from 100 distributors ... (aka mid-stream) and it revealed some surprising findings that utility program managers and energy service providers may want to consider. <http://www.electricaltrends.com/>



6. ***Dow Corning Adds Reflective Silicones for CSP and COB LEDs*** - Dow Corning has announced three new silicone coatings that the company says are highly reflective and each is optimized to specific uses in packaged LEDs. The portfolio includes materials that can be dispensed traditionally and one that can be applied by increasingly popular screen-printing processes. The new silicones will be especially applicable to chip-scale package (CSP) and chip-on-board (COB) LEDs as component manufacturers seek to maximize light extraction. Dow Corning formulated these three reflective silicone coatings specifically to help customers overcome today's greatest design challenges and deliver highly reliable and differentiated products in the fiercely competitive LED market. <http://www.ledsmagazine.com/>
7. ***Lighting Standards Introduce Lamp Base and Holder for Tubular LEDs*** - Today, ANSI Accredited Standards Committee C81 revised two standards for the lighting industry: ANSI C81.61-2017 *American National Standard for Electric Lamp Bases—Specifications for Bases (Caps) for Electric Lamps* and ANSI C81.62-2017 *American National Standard for Electric Lampholders*, as announced by the NEMA. These standards present specifications for lamp bases and holders, and now include G6.6 designations, T-LED Snap-Fit design. NEMA's Lighting Systems Division is looking for industry experts in the User, General Interest, and Producer categories to participate in standards development activities. Contact NEMA at nemalighting@nema.org if you are interested.
8. ***DOE 2017 SSL R&D Workshop Presentations Posted*** - The 14th annual DOE Solid-State Lighting R&D Workshop, held January 31–February 2 in Long Beach, CA. Over three full days, 250 attendees participated in plenary discussions and breakout sessions on LED and OLED technology. Presentations from 60 experts addressed the complex science and technology challenges facing SSL today, as well as innovative new ways to improve manufacturing processes, reduce costs, and foster U.S. competitiveness. The mix of perspectives spanning universities, labs, and companies large and small generated a robust and exciting exchange of ideas on SSL research, product development, and manufacturing R&D needs. <https://energy.gov/eere/ssl/2017-ssl-rd-workshop-presentations-and-materials>
9. ***Li-Fi Crucial to the Future of Lighting, Says LED Inventor*** - Speaking at Academia Sinica, in Taipei, Dr. Shuji Nakamura stated that LED has now reached a 'stage of maturity' and manufacturers are seeking out new markets where they can thrive into the future. Nakamura named Li-Fi and laser lighting as two crucial areas the LED industry needs to concentrate on in order to further their businesses successfully. The Nobel Laureate also stated in his lecture that there has been areas in which the advancement of LED has surpassed even his expectations. Most recently, Nakamura has been dedicating his time to developing laser lighting, which he hopes, will one day replace LED. <http://luxreview.com/article/2017/02/li-fi-crucial-to-the-future-of-lighting-says-led-inventor>
10. ***LED Bulbs Have Turned into Multi-Functional Gadgets*** - With fast advancements in LED technology, a simple LED bulb is no longer just a source of lighting—it has become a multi-functional gadget that can connect with the web, influence human behavior, work with sensors and much more. At present, the lighting industry has shifted from the traditional filament lighting to electronic systems. This has opened up numerous opportunities to develop smart and connected lighting systems. Today's LED lighting systems can be embedded with smoke detectors, heat sensors, cameras, speakers, etc. However all such additional facilities come with a price. <http://bizled.co.in/led-bulbs-have-turned-into-multi-functional-gadgets/>



- 11. Cree Cancels Wolfspeed Deal with Infineon Based on US Government Concerns** - The US government has scuttled another technology business deal as Cree will not sell the Wolfspeed silicon carbide (SiC) power and RF business to Infineon Technologies. Presumably, national security concerns are behind the cancellation. For now, Cree plans to operate Wolfspeed as a business division, and drive growth in the sector that is separate from its LED component and solid-state lighting (SSL) businesses. <http://www.ledsmagazine.com/>
- 12. LED R&D CHALLENGES** - Like any new technology, LED lighting must demonstrate a compelling value to buyers before it begins to win sizeable market share from the incumbent technologies it will replace. Over the past decade, research and development have yielded impressive improvements in the cost, color performance, light output, efficacy, reliability, lifetime, and manufacturability of LED products. Looking at LED packages specifically, the cost in dollars per kilolumen (\$/klm) has been declining rapidly since 2005 at a rate of around 20% per year. As a result, LED lighting products have become competitive in almost every lighting application, but there is still room for improvement. Despite the rapid pace of its development, LED lighting has not yet come close to achieving its full potential. Significant work remains to be done to further improve performance and reduce costs. <https://www.youtube.com/watch?v=VLajEv3B07M>
- 13. OLED R&D CHALLENGES** - OLEDs are based on organic (carbon-based) materials. Unlike LEDs, which are small point sources, OLEDs are made in sheets that provide a diffuse-area light source. While developing rapidly, OLED technology is less mature than LED technology, whose rapid advancement has created a moving target for OLED products in terms of lighting performance and pricing. Still, OLED manufacturers are optimistic that with a few key breakthroughs, OLEDs will offer a value proposition complementary with LED lighting approaches. Innovations are still needed on multiple fronts to increase the efficiency, lifetime, and light output of OLED devices. The development of device architectures and materials systems (particularly blue) that allow for improved stability and efficiency, and methods to extract the light generated by the OLED, remain key challenges. <https://www.youtube.com/watch?v=3mmB7Do-wrw>
- 14. LSI Acquires Atlas Lighting in a ‘Highly Strategic’ LED Deal** - LSI Industries has acquired Atlas Lighting Products, an LED lighting manufacturer, in a “highly strategic” deal. LSI said that it was the biggest investment by the company to date. LSI Industries will pay \$97.5 million for all capital stocks in Atlas Lighting, and \$96.9 million in cash; the remainder will be paid in stock warrants. During fiscal 2016, Atlas recorded \$56.5 million in revenue, and \$8.8 million in income, after all adjustments made for private company expenses. LSI portfolio will be broadened after gaining the products and intellectual assets of Atlas. This will provide access to new suppliers, leading to boost in sales and profits. <http://bizled.co.in/lsi-acquires-atlas-lighting-in-a-highly-strategic-led-deal/>
- 15. SolarOne Buys Inovus in Solar-Power-Focused SSL Business Deal** - Complementary product lines will enable the combined SolarOne and Inovus Solar operation to grow its global footprint and serve a broadening set of solar-powered LED lighting projects. efficient LED sources made outdoor solar-power area lighting feasible. Boise, ID-based Inovus Solar brings to the new organization what it calls a wrapped pole, essentially a solar-panel skin for the poles that the company has said is more reliable than traditional flat panels, not susceptible to wind, and aesthetically pleasing. The company has supplied such poles with internal batteries for off-grid usage and in on-grid models that return energy to a utility during the day, while using grid energy at night. <http://www.ledsmagazine.com/>



Global LED Energy Watch...

- 16. Philips Acquires French Li-Fi Company** - Holland's Philips Lighting has quietly acquired a small French company specializing in visible light communications (VLC) in a move believed to be aimed at boosting Philips' capabilities in Li-Fi, the light-based technology expected to provide Wi-Fi-like two-way Internet communications. The company, Luciom, has relocated from Colombelles near Caen in northern France, to Philips Lighting headquarters in Eindhoven. Luciom is best known for a "tagging" scheme, which individual LED lights use to uniquely identify themselves in one-way indoor-positioning systems. Compared to two-way Li-Fi, indoor-positioning is a more basic form of VLC that sends small amounts for information from a light to a phone or other gadget. A number of retailers are experimenting with one-way VLC to try to engage shoppers in stores with information and direct them to promotions. <http://www.ledsmagazine.com/>
- 17. Philips & Ericsson Launch Connected LED Streetlight for Europe** - Philips lightpole site combines Philips' energy efficient LED lighting with Ericsson's leading small cell technology for high-speed broadband connectivity. The Philips lightpole site resembles the familiar street lightpole shape used across Europe, making it an unobtrusive addition to the cityscape, which increases LTE/4G network coverage. The compact size was made possible by co-developed integrated antennas in the lightpoles and Ericsson's small cell outdoor radios. With cellular data traffic expected to grow 9 times by 2020, mobile network operators are struggling to acquire new cell sites in public areas to provide the best possible mobile broadband coverage and capacity for their customers. By renting space in the smart poles, they are able to densify their networks so that citizens can enjoy both safely lit streets and better smartphone data capacity. <http://bizled.co.in/philips-ericsson-launch-connected-led-streetlight-for-europe/>
- 18. Global Demand for LED Chips for Fine Pixel Pitch Displays in 2017 to Grow 30-40%** - The growth is due to increasing demand for such displays and increasing density of LED chips per unit of display area arising from decreasing pixel pitches, the sources said. MLS, the largest China-based LED packaging service provider, estimates that global demand for LED chips used in fine pixel pitch displays will increase from 60 billion chips in 2016 to 90-100 billion units in 2017. Taiwan-based LED packaging service provider Everlight Electronics has started production at a new factory in central Taiwan focusing on fine pixel pitch LED displays, LED automotive lighting and infrared LED products. <http://www.digitimes.com/news/a20170209PD202.html>
- 19. Industrial & Commercial LED Lighting Market to Grow at 30.8% CAGR** - Global industrial and commercial LED lighting market is expected to exhibit 30.8% CAGR from 2013-2019 due to the growing demand from commercial sector, according to a ResearchMoz report. The industrial segment is expected to be slow growing as compared to other counterparts owing to the presence of existing and widely used HID and fluorescent technologies with high performance. Commercial segment further includes retail, hospitality, education buildings, office, and warehouse storage applications. This segment has witnessed high adoption as a lighting alternative. Smart lighting is also expected to offer lucrative opportunities for application in commercial and industrial areas. <http://www.researchmoz.us/global-led-lighting-market-research-report-2017-report.html>



20. Samsung Display Bags OLED Deal Worth \$11.3 Billion From Apple? - According to reports from South Korea, Samsung Display has bagged a deal worth \$4.3 billion. This is an additional deal to an earlier one that Samsung Display had bagged, bringing the total amount to \$11.3 billion. It required Samsung Display to supply Apple with up to 100 million OLED panels, which will be used to manufacture the upcoming iPhone 8. Samsung Display will be responsible to supply 80% of all iPhone 8 OLED panels, and the other 20% will probably be supplied by LG Display.

<http://bizled.co.in/samsung-display-bags-oled-deal-worth-11-3-billion-from-apple/>

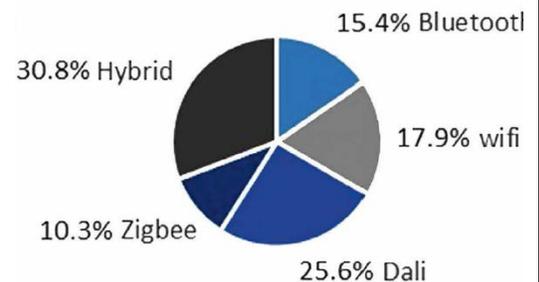
21. Lighting in Hospitality Sector Market Financial Review - Lighting in Hospitality Sector Market Research Report covers the present scenario and the growth prospects of the Lighting in Hospitality Sector Market for 2016-2020. To calculate the market size, the report considers the revenue generated from the sales of Lighting in Hospitality Sector globally. Lighting in Hospitality Sector Market, has been prepared based on an in-depth market analysis with inputs from industry experts. The report covers the market landscape and its growth prospects over the coming years and discussion of the key vendors effective in this market.

<http://www.marketreportsworld.com/enquiry/request-discount/10280064>

22. Smart Lighting Market and Technology Trends - Intelligent lighting technology that enables its users to control lighting through connected devices such as smart phones or remote controls is a big topic in the industry. A new report sheds light on different aspects of this business including drivers, restraints and opportunities. Jasmine Hinduja,

Research Analyst at The Insight Partners, summarizes the major findings and how the trend to intelligent systems affects the companies regarding technology skills and strategies. The market for smart technologies is growing rapidly, and lighting is one of the major prospects in this market. The global smart lighting market had accounted for \$ 9.10 Bn in the year 2014, and is expected to cross the milestone of \$ 51.50 Bn by the year 2025, growing at the CAGR of 17.1%.

<https://www.led-professional.com/resources-1/articles/smart-lighting-market-and-technology-trends>



23. Large-Area LED Developed with an Easy-To-Customize LED Foil - Researchers at VTT Technical Research Centre of Finland have developed an LED light source based on substrates that are large, transparent and flexible. The LED light source was in fact developed with the help of an easy-to-customize LED foil. The novel light source, which can be mass produced, are suitable for applications like architectural lighting, automotive lighting, greenhouses, shopping centers, etc. VTT is working with Finnish companies to develop a standardized way to develop multi-domain LED-based design and simulation tools for the LED lighting industry, to meet the needs of the evolving lighting industry and end users. <http://bizled.co.in/large-area-led-developed-with-an-easy-to-customize-led-foil/>



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LED Technology Watch...

24. Viribright® Lighting New Technology, \$.80 60 Watt A19 Dimmable LED

Light Bulb - To be announced at their booth 4336, in the 2017 True Value Spring Reunion being held in the Anaheim Convention Center in Los Angeles, CA, February 17th-19th, 2017. For more information on purchasing Viribright's New Technology, \$.80 60 Watt A19, 800 lumens, Dimmable LED Light Bulb, or any Viribright® energy efficient, long-life LED light bulbs, please contact Viribright® Lighting at: info@viribright.us <http://www.viribright.com>



25. Times Square Lighting Debuts CELESTE House Light – The new 88 Watt CELESTE is a powerful LED house light that features multiple dimming options including DMX, 010V, leading edge and trailing edge.

The CELESTE utilizes a single COB array that can produce up to 10,000 lumens. Multiple optics are available, between 11° degrees and 90° degrees. The CELESTE was designed for installations that require precision control of general lighting. Specifically for general lighting in churches, convention centers, lecture halls, malls and theatres. The CELESTE is housed in a sleek, heavy duty pendant and is available in a variety of mounting options. It is offered in black, white or silver as standard, but can be powder coated any custom RAL color.



<http://www.tslight.com/products/celeste/>

26. Contech Introduces New Precedent Performance Linear LED Product Family - ConTech

Lighting, a Leviton company, to introduce the newest product in their linear series, the Precedent Performance Linear. The Precedent Linear delivers up to 1500 lumens per foot at 3000K and a 90+CRI ensuring superior lighting coverage, uniformity and glare control. This luminaire is a perfect solution for general illumination in grocery, retail and other aisle environments. With custom designed optics, this luminaire provides superior beam control and lighting uniformity in both vertical and horizontal planes. Available in 4' and 8' aluminum housing sections, and in white, black or silver finishes, this luminaire comes complete with quick connects between units to allow for easy runs of multiple fixtures. www.contechlighting.com



27. GE 60watt Equivalent HD Light LED Review - GE offers three standard 60-watt replacement options in the HD Light lineup. The first is the "Relax" LED, which casts a warm, candle-like glow designed to help you wind down in the evening. The second is the "Refresh" LED, a daylight-tinted bulb intended to help you feel more focused and energetic during the day. Last up is the "Reveal" LED, which sticks to years of GE Reveal branding to promise better color quality in rooms where it might matter -- the kitchen, perhaps, or maybe a living room with a lot of colorful decor. <https://www.cnet.com/products/ge-60w-equivalent-hd-light-led/review/>



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28. New GE Smart Traffic Signal Has Sensors and Heating Element - Now with more advanced technology, GTX heated shell is a one of a kind LED traffic light that is built with heating capabilities to help prevent ice and snow build up in cold weathers. Minimize confusion and delays at intersections with the new heated shell lamp. The smart traffic light is equipped with sensors that measure ambient conditions and automatically activate the heating elements on the front shell to help prevent ice formation on the lamp. The sensors monitor temperature and humidity and automatically turn the heating elements on when there is a high likelihood of sticky snowfall. <http://www.gelighting.com/LightingWeb/na/solutions/transportation-lighting/led-traffic-signals/gtx-heated-shell.jsp>



29. Dailux 150w LED Module High Bay Lights - Rotatable HBMR series LED module high bay:

- Using finest materials with high performance, can be 170lm/W
- IP67 protection class, waterproof and long life (more than 50,000hrs)
- 7 year warranty, great and long terms after-sales services
- Each module is rotatable and can be adjustable for 100 degree, the bracket also can be adjustable for 120 degree
- Various applications, Wall mounted, arm mounted, ceiling mounted, pole mounted and canopy mounted are available
- Various beam angles for your choice (60/90/120 degree), dimming function is available.



http://www.dailux.com/m_article/90-LED-module-high-bay-light-retrofit-Belgium.html

30. EW's Top 10 LED Picks for February, 2017 - Top 10 LED Products are in and EW's editors would like to congratulate the product management teams from Acclaim Lighting, Alloy LED, Aquarii Inc., Erco, Lutron, Nora Lighting, Sylvania LEDVANCE, Universal Lighting Technologies, WAC Landscape Lighting and Zumtobel. If you have a new product that you would like considered for our monthly Top 10 LED Product Picks, please send a press release and high-resolution image (300 dpi or better) to Jim Lucy, *Electrical Wholesaling's* chief editor at jim.lucy@penton.com. http://ewweb.com/gallery/ews-top-10-led-picks-february-2017#slide-0-field_images-38471

National EnergyWatch...

31. TCP Board Elects George Strickler as New Chairman to Replace Ellis Yan - Names Brian Catlett as Chief Executive Officer and Zachary Guzy as Chief Financial Officer. Ellis Yan and Solomon Yan have resigned from the Board of Directors. As previously disclosed, the Company is working diligently to implement remedial actions that will allow the completion and filing of its financial statements for the years ended December 31, 2016 and 2015, and the outstanding quarterly periods therein, as expeditiously as possible. The Company's recently completed Audit Committee investigation found, among other things, that actions related to certain payments by Ellis Yan and related party transactions involving Ellis Yan and Solomon Yan resulted in a material weakness in the effectiveness of the Company's internal control over financial reporting. <http://www.tcpi.com/news/tcp-board-elects-george-strickler-as-new-chairman/>



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Monthly Special Feature... *A High Quality Lighting Directory*



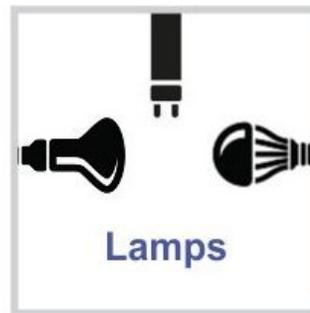
Lighting fixtures for residential applications.



Lighting fixtures for commercial and industrial applications.



Dimmers, dimming systems, occupancy sensors and daylighting controls for residential, commercial and industrial applications.



Lamps, light bulbs and other things that connect to light sockets.

Our product directory is straightforward and well-organized. Our goal is to provide you with meaningful results that will help you see options in each category without being overwhelmed by extraneous, non-relevant search results. We will never have everything you're looking for, but we strive to hit the mark most of the time. We will not populate our database with 10,000+ random products that may or may not be currently available, good quality or appropriately categorized.

- **We don't sell fixtures** at inside.lighting. **We provide a conscientiously curated directory** that points you to the website pages of actual high quality manufacturers.
- Our listings link to the manufacturer's **actual product landing pages** where you can immediately view the product information, specifications, images, .ies files, BIM files, etc. We won't forward you to generic homepages or "salesy" retail sites where you need to hunt and search further.
- All products are carefully selected to be **relevant** to the category cited.
- All products are made by well-reputed lighting industry manufacturers that are carefully vetted by inside.lighting. **We do not allow fly-by-night off-shore knockoff companies to list fixtures.**
- **Over 95%** of products are **LED** fixtures, controls or accessories
- We strive to have **90+%** of products to be product introductions (or latest generational update) within the most recent **three years or less.** <https://inside.lighting/search>



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