

EnergyWatch



May 2017

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

Milton Friedman

I do not believe that the solution to our problem is simply to elect the right people. The important thing is to establish a political climate of opinion which will make it politically profitable for the wrong people to do the right thing.

One of the great mistakes is to judge policies and programs by their intentions rather than their results.

A society that puts equality before freedom will get neither. A society that puts freedom before equality will get a high degree of both.

Something to Think About... LEDs 98 Percent of Lighting Market by 2025 - According to the latest report 'Global LED Lighting Market (2017 Update)', from Frost & Sullivan's Homes & Building team, the LED lighting market accounted for almost 60 percent of global lighting in 2016 and was worth \$47.3 billion, growing 18.1 percent from the previous year. LED lighting is likely to account for 80 percent of the total lighting market by 2020, creating an \$80 billion market. By 2025, LED will account for 98 percent of the global lighting market. India, Asia-Pacific, Latin America, and Africa are set to record the highest growth rates. Other developments include a year-on-year growth rate this year of 16.7 percent for the residential LED lighting market. While residential, outdoor, and retail make the highest contributions at present, office, industrial and hospitality are expected to be future growth sectors.

This study provides an in-depth analysis of the global LED lighting market in 2016, covering 7 application segments (residential, retail, architectural, outdoor, office, industrial, hospitality) in 5 regions (North America, Europe, Latin America, the Middle East and Africa, and Asia-Pacific). After evaluating the market size for 2016 to be \$ 47.3 billion, the study details a 7-year forecast and a cumulative base for 2023, with 2016 as the base. The latest trends influencing the market, Mega Trends, technological advancements, government initiatives, and region-specific dialogues are included. Explanations for the drivers and restraints of the market, growth opportunities, and the competitive edge of the leading participants have been dealt with as well. Key points addressed by the study:

- What is the anticipated growth of the market between 2016 and 2023?
- What external forces affect market growth and how significant is their impact?

- What is the technology roadmap for LED lighting in this decade?
 - What is the global average pricing trend of a LED light source and what influences pricing?
 - Who are the key market participants and what are their competitive strengths?
 - What are the macro and micro trends and their implications on the global LED lighting market?
- <https://www.frost.com/sublib/display-report.do?id=MC95-01-00-00-00&src=ww2>

LED EnergyWatch...

1. **Top 10 Cities Reaping Benefits of LED Adoption** - When it comes to LED adoption, there is still a long runway. Less than 20 percent of U.S. residential light sockets contain an LED bulb, which means millions are missing out on this high-quality, energy-saving light source. These cities are leaders in LED adoption, impacting the environment and shaving energy use and costs at home. Cities are ranked by percentages of residents who have purchased at least 1 LED bulb over the last year.

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|------------------------------------|---------------------------------|
| 1. Seattle, WA – 35.5% | 6. Orlando, FL – 30.1% |
| 2. Minneapolis, MN – 32.9% | 7. Hartford/New Haven, CT – 30% |
| 3. Oklahoma City/Tulsa, OK – 32.3% | 8. Milwaukee, WI – 29.3% |
| 4. St. Louis, MO – 32.2% | 9. Nashville, TN – 29.2% |
| 5. Richmond, VA – 30.5% | 10. Phoenix, AZ – 28.8% |

<https://inside.lighting/news/top-10-us-cities-reaping-benefits-led-adoption>

2. **DOE Publishes CALiPER Snapshot on LED Industrial Luminaires** - Among the key findings of the Snapshot, which is based on DOE's LED Lighting Facts® database:

- The efficacy of LED industrial luminaires is notably higher than what's typical of their incumbent counterparts. About 23% of the industrial luminaires listed with LED Lighting Facts listed products have a luminous efficacy greater than 130 lm/W.
- Listed industrial fixtures have higher efficacy performance than listed linear, troffer, area/roadway, and parking garage fixtures.
- Color and power quality for listed industrial luminaires is similar to that of their conventional counterparts. The listed products have a variety of CCTs, with the majority (51%) at least 5000 K, and 65% of the luminaires have a CRI R_a in the 80s.

<https://energy.gov/eere/ssl/downloads/snapshot-industrial-luminaires>

3. **Smart Lighting Market to Touch \$56.62 Billion by 2020** - According to a market report by Transparency Market Research, global smart lighting market was worth \$21 billion in 2013, which will grow at a CAGR of 15.9% from 2014 to 2020 to touch \$56.62 billion in 2020. The smart lighting market is mainly driven by the significant demand for energy efficient lighting system in order to reduce energy consumption cost. Smart lighting solutions primarily find applications in commercial, industrial, residential and outdoor lightings. Presently, most of the lighting systems installed are based on the traditional lighting systems. However, increasing awareness for reducing lighting energy consumption cost among the building owners is driving the growth of the smart lighting market. In addition, development of sensor and wireless technology in the field of smart lighting for better lighting efficiency and monitoring lightings is fueling the growth of the market. Growing implementation of smart lighting for intelligent streetlights and replacement of traditional lamps with LED lamps is further aiding the growth of this market.

<http://www.transparencymarketresearch.com/>

4. ***The Global Lighting, Design and Technology Community Connects at LIGHTFAIR® International 2017*** - When the global lighting, design and technology community converges at LIGHTFAIR® International in Philadelphia May 7 – 11, professionals from around the world will discover a full slate of industry-specific networking events available to elevate and enhance the trade show and conference experience. The LIGHTFAIR 2017 events lineup brings together professionals to make connections and find out about what’s on the horizon in lighting design, directly from industry experts and manufacturers. <http://www.lightfair.com/lightfair/V40/index.cvn?id=10319> for additional information about the networking events at LIGHTFAIR International 2017.
5. ***Apple Orders 70 Million OLED Panels from Samsung*** - In 2016, Samsung signed a deal with Apple to supply 100 million OLED panels worth 3 trillion won to be used in the next iPhone. LG Display also has the technology to make bendable OLED panels. Samsung has already used bendable OLED panels in its recently launched Galaxy S8 and S8 Plus and its Infinity Display screen. It is also reported that global shipments for iPhone 8 has been estimated at 60-70 million units for 2017. Apple may also expand its annual iPhone upgrade cycle with three new models to launch in 2017. <http://bizled.co.in/apple-orders-70-million-oled-panels-from-samsung/>
6. ***OLED Lighting Will Open Up Opportunities by 2025*** - OLED lighting is still emerging, and has the potential to penetrate into the large growing global lighting market. IDTechEx has assessed the market potential for OLED lighting across major lighting sectors, and has predicted that the market will grow to \$1.9 billion by 2025. However, the market growth will be very slow until 2019 where the overall sales of OLED panel will be below \$200 million, globally. IDTechEx has predicted that architectural, hospitality and shop segments will be the key drivers for growth. Automotive is also a promising sector. <http://bizled.co.in/oled-lighting-will-open-up-opportunities-by-2025/>
7. ***UL Whitepaper: Grow Your Knowledge: Horticultural Lighting*** - Horticultural lighting has existed for many years as a supplement to, or replacement for sunlight as the catalyst for plant growth. While many light sources have been used, professional, large-scale operations tend toward HID lamps for most supplemental and replacement lighting for plant growth. Significant steps in the efficiency of LED systems have increased the viability of LEDs as an alternative light source to HID lamps for output, such as the ability to develop a spectral power that is tuned to the specific crop grown and adjusted over the plants’ lifecycle and the potential to have greater influence over the quality of the finished product by adjusting the light. However, these benefits can only be realized with an understanding of the fixture’s performance, as not every LED fixture can provide the equivalent light output and intensity of the incumbent technologies, and plant lighting has special testing considerations. This article will explore the differences between the measurement of lighting for vision and what is needed for plants. <http://industries.ul.com/blog/grow-your-knowledge-horticultural-lighting>
8. ***Current, Powered By GE, Installs LED Lighting in 32 GM Facilities*** - Two historic U.S. “generals” are joining forces to combat energy inefficiency and wasted productivity across the globe. Over the last year, General Motors (GM) installed 45,000 LED lighting fixtures with motion sensors from Current, GE’s digital energy startup. The installation includes 32 GM sites around the world and reduces lighting related energy consumption by 60%, saving the company an estimated \$2.3 million in annual energy costs. <https://facilityexecutive.com/>



- 9. *Has Amazon Conquered Lighting Control by Stealth?*** - Amazon has launched a \$100 million strong fund to fuel voice technology innovation, with the intention of ensuring it becomes the key tool used in home lighting control. Named the Alexa Fund after the voice that assists users on the company's Amazon Echo platform, the venture capital stream aims to fundamentally improve the way that people use voice technology, including to control lighting. The Alexa Fund has been labelled as a 'stealth takeover' of the smart home market by Amazon and it is possible that future smart lighting apps and devices may be developed with Amazon money. <http://luxreview.com/>
- 10. *Ways to Light a Retail Space and Attract Customers*** - Retail lighting needs to look into various different lighting needs and applications as lighting different spaces, aspects and areas inside and outside a retail store have different impact on its business. Basically, retail lighting is more varied than any other sectors. Since, these lighting solutions will vary with each retail shop and its needs, guidance can be given in the most general terms. But with LED technology developing and advancing fast, there are plenty of solutions and for all types of applications. Generally speaking, regardless of the application, a retail store/shop should have brighter illumination and uniform lighting. <http://bizled.co.in/ways-to-light-a-retail-space-and-attract-customers/>
- 11. *Lutron Integrates with Google Home*** - that allows homeowners to easily control their Lutron Caséta Wireless, RadioRA 2 and HomeWorks QS lighting systems using the Google Assistant, offering greater flexibility and peace of mind. Now –with a few words– you can have hands-free assistance controlling lights in your connected home, whether you're in your living room relaxing on the couch, or out of town on vacation. Google Home, a voice-enabled speaker powered by the Google Assistant, allows you to take advantage of Google's rich history in search by asking it any range of questions; you can also stream music and manage everyday tasks – and now, with Lutron's new alliance, you can easily control lighting throughout the house. Getting your home party-ready when you have your hands full preparing dinner is as simple as saying, "Ok, Google, play my party playlist" and follow it up by "Ok, Google, dim the family room lights." Your connected home will do the rest. <http://www.casetawireless.com/Pages/Caseta.aspx>
- 12. *Fulham Acquires Control Network Solutions for Smart LED Lighting*** - Fulham Co., Inc., announced the acquisition of the assets of partner company Control Network Solutions (CNS), the UK-based creator of the *elitedali* smart lighting control and management system. This transaction continues Fulham's strategic European expansion. Fulham has been developing its relationship with CNS for over a year and utilizing CNS's *elitedali* to help its partners provide complete smart lighting control systems. With this acquisition, Fulham can now offer a DALI and web-based, convergent smart lighting solution to meet increased demand from customers worldwide. For Fulham customers in Europe and India, CNS's smart lighting platform meets the immediate need for DALI-based lighting control solutions. <http://bizled.co.in/fulham-acquires-control-network-solutions-for-smart-led-lighting/>
- 13. *Lumileds Launched Horticulture Lighting Calculator*** - Lumileds introduced an online calculator that fixture manufacturers can use to more quickly optimize the design of their grow lights. The calculator allows the user to input various LED combinations and operating conditions to generate the spectral power distribution, photosynthetic photon flux (PPF), and power usage of a fixture using Lumileds LUXEON SunPlus Series LEDs. Designed to allow easy modifications of LEDs and operating conditions, the calculator facilitates fixture design by generating real-time feedback on spectral power distribution. <https://www.led-professional.com/>



- 14. Leviton Rolls Recent Acquisitions into New Lighting Business Unit** - Leviton is finally taking the plunge in the lighting industry. After acquiring three lighting companies over the past couple of years, the Melville, NY-based manufacturer best known for wiring devices and controls announced it has consolidated its recent lighting acquisitions into one new Leviton Lighting Business Unit. This reorganization strategically aligns Leviton's recent acquisitions of JCC, Contech Lighting and Intense Lighting under one leadership team. John Ranshaw, former president of Contech Lighting, will serve as vice president and general manager of the newly integrated Leviton Unit, focusing on continuing to expand Leviton's lighting product offering, sales footprint and continuous improvement in delivering the highest level of customer service. <http://electricalmarketing.com/>
- 15. ETC Acquires High End Systems** - High End is known for dynamic products such as the Sola family of all-LED automated fixtures, and Wholehog consoles. The addition of High End enables ETC, a current market leader in the theatrical, broadcast and architectural markets, to broaden its strategic focus and pursue additional desired areas of technology growth. High End gains the oversight of an experienced lighting industry management team to help the company better realize its full potential as a market leader in event lighting. ETC will operate High End as a separate company located in its current Austin, TX facility. High End customers will continue to contact the Austin office for sales and service, and sales distribution channels worldwide remain the same for the foreseeable future. <http://www.etconnect.com/About/News/ETC-acquires-High-End-Systems.aspx>
- 16. Cree Launches Industry's Brightest & Most Efficient Royal Blue LED** - Cree, Inc. announces the new XLamp XP-G3 Royal Blue LED, the industry's highest performing Royal Blue LED. The new XP-G3 LED doubles the maximum light output of similar size competing LEDs and delivers breakthrough wall-plug efficiency of up to 81 percent. This superior performing Royal Blue LED expands Cree's leading high power portfolio, enabling lighting manufacturers to deliver differentiated LED solutions for applications such as horticulture, architectural and entertainment lighting. Using the new XP-G3 Royal Blue LED and the recently introduced XP-E High Efficiency Photo Red LED, Cree has created a new horticulture reference design that achieves a Photosynthetic Photon Flux (PPF) efficiency of up to 3.2 $\mu\text{mol}/\text{J}$ at steady-state, which is over 50 percent more efficient than the traditional high pressure sodium solutions in use today. <http://bizled.co.in/>
- 17. Acuity Pads Its Indoor-Positioning Push With Shopping Cart Trackers** - LED lighting vendor Acuity Brands has added another arrow to its quiver of indoor-positioning technology, introducing a wireless system that tracks shopping carts around stores in order to provide retailers with information on floor traffic and also to keep tabs on the carts' whereabouts. The system uses Bluetooth Low Energy (BLE) chips attached to the shopping cart, and BLE beacons embedded in the ceiling lights. Carts and lighting fixtures communicate with each other over Bluetooth radio frequencies. The new system does not utilize visible light communication (VLC). Its installations to date have focused on sending information such as in-store directions, promotions, and discounts to shoppers' phones. <http://www.ledsmagazine.com>
- 18. Brightlogic & Scanalytics Team Up to Combine High Resolution Interactive LED Floors With Data Analytics** - The integration of the high-resolution, real-time sense data from BrightLogic's ActiveFloor System connected to Scanalytics Powered By solution enables those in the corporate event, trade-show & retail industries the ability to measure customer traffic and product engagement in real-time. These industries' are traditionally challenging with producing measurable results.



Companies are left wondering “How many people entered our space?”. This technology integration not only enables tracking of foot traffic, but also enables interactive advertising/games/applications to draw attention to specific areas and provides direct user feedback about specific products on display within a space. When you track the movement of your customer’s footsteps you’ll receive a wealth of data-driven information. This sense data provides an integral understanding of your customer’s overall engagement and insights into what you can do to generate more revenue.

<http://bizled.co.in/>

19. Philips Launches Wireless Smart Office Lighting Rather Than PoE to Reach the Masses - Philips Lighting today launched a wireless lighting-as-a-service (LaaS) initiative for commercial offices, hoping to convince building managers to implement smart Internet-connected lighting schemes that Philips has addressed to date with more expensive wired offerings based on Power over Ethernet (PoE) that appeals to a narrower audience. The new cloud-linked Philips InterAct Office system embeds sensors and ZigBee communication chips inside LED ceiling lights and luminaires, and reduces energy consumption by controlling lights more intelligently. Sensors such as motion detectors turn lights on, off, up, and down as needed, and users can wirelessly pre-program — or “commission” — groups of lights to respond in certain ways at certain times. They can also directly control lights wirelessly using ZigBee from phones or tablets. The smart lighting system allows remote, central management of floors or groups of buildings. <http://www.ledsmagazine.com/>

20. Philips Lighting and the Golden State Warriors Bring the Excitement of the Team's Fans' Homes As part of a first-of-its-kind integration with sports, the Philips Hue system can now be synced with the Warriors’ games through the team's official mobile app. Brilliant colors flash at the start of every game, transforming the sports game-viewing experience in their homes. In addition, at the end of every win, fans will see their lights flash to celebrate the victory. To set the Philips Hue lighting to interact with the games, simply download the Golden State Warriors Official Mobile App, ensure all of the Philips Hue lights are powered on, and follow the simple, step-by-step guide. Within seconds, fans will be able to bring the courtside excitement home. In addition to the Warriors official mobile app, fans can use the Philips Hue app to set their lights to shine blue and gold throughout the game and can also connect the lighting system to their favorite apps. <https://www.businesswire.com>

21. Philips Adds Gooee, Silvair as Smart Lighting Partners - Philips Lighting has bulked up on partners who can provide wireless smart lighting components beyond Philips' own capabilities, while leaving open the possibility that Philips could embed the wares inside its own branded products. In addition to Gooee and Silvair, the Dutch lighting giant has also issued its seal of approval to Steinel and Lucy Zodion. The four companies join 14 others as part of a certification program that Philips launched a year ago to give options to manufacturers who build intelligent LED luminaires using Philips's smart lighting driver, called Xitanium SR. The SR in the name stands for “sensor ready.” Philips builds the driver to work with sensors and other circuits that can bestow luminaires with the ability to detect and collect data on things like occupancy, motion, climate, noise, and air quality. Such sensors can also support more sophisticated controls that know when to turn lights on or off and alter their brightness or color temperature. By certifying products from what is now 18 vendors, Philips hopes to boost the chance that lighting manufacturers will build smart luminaires that connect to the Internet of Things (IoT). <http://www.ledsmagazine.com/>



Attardi Marketing www.attardimarketing.com

Our business is changing your future...

22. Philips Launches Wireless Smart Office Lighting Rather Than PoE to Reach the Masses - Philips Lighting today launched a wireless lighting-as-a-service (LaaS) initiative for commercial offices, hoping to convince building managers to implement smart Internet-connected lighting schemes that Philips has addressed to date with more expensive wired offerings based on Power over Ethernet (PoE) that appeals to a narrower audience. The new cloud-linked Philips InterAct Office system embeds sensors and ZigBee communication chips inside LED ceiling lights and luminaires, and reduces energy consumption by controlling lights more intelligently. Sensors such as motion detectors turn lights on, off, up, and down as needed, and users can wirelessly pre-program — or “commission” — groups of lights to respond in certain ways at certain times. They can also directly control lights wirelessly using ZigBee from phones or tablets. The smart lighting system allows remote, central management of floors or groups of buildings. <http://www.ledsmagazine.com/>

Global LED Energy Watch...

23. LEDs 98 Percent of Lighting Market by 2025 - According to the latest report 'Global LED Lighting Market (2017 Update)', from Frost & Sullivan's Homes & Building team, the LED lighting market accounted for almost 60 percent of global lighting in 2016 and was worth \$47.3 billion, growing 18.1 percent from the previous year. LED lighting is likely to account for 80 percent of the total lighting market by 2020, creating an \$80 billion market. By 2025, LED will account for 98 percent of the global lighting market. India, Asia-Pacific, Latin America, and Africa are set to record the highest growth rates. Other developments include a year-on-year growth rate this year of 16.7 percent for the residential LED lighting market. While residential, outdoor, and retail make the highest contributions at present, office, industrial and hospitality are expected to be future growth sectors. <https://www.frost.com/sublib/display-report.do?id=MC95-01-00-00-00&src=ww2>

24. Strategies Unlimited: The Worldwide Market for LEDs – Market Analysis and Forecast 2017 - In 2016 the LED component market saw a slight stabilization of the price erosion that swept the market in 2015. Though the mid-power LED package market may feel some price stabilization for now, the high-power LED package market may see further price erosions. The top LED package suppliers accounted for more than 60% of the LED package market and many experienced slight growth or negative growth. Strategies Unlimited accounted for the LED package market by analyzing market demand as well as the supply-side activities of more than 50 LED component suppliers. This report analyzes the LED market used in the following sectors: lighting, automotive, displays, mobile devices, signs, and others. Each sector is further broken down by the main application within each sector, as well as by LED power (low power, mid power, high power, and super high power) and material type (InGaAlP, InGaN, RGB). <http://store.strategies-u.com/the-worldwide-market-for-leds-market-analysis-and-forecast-2017/>

25. Over 10 Million LED Bulbs Distributed in UP at Rs 80 (\$1.31) - The citizens of Uttar Pradesh (UP), India have replaced 10 million inefficient bulbs with energy efficient LEDs, distributed under the Unnat Jyoti by Affordable LEDs for All (UJALA) programme. UP has been the fastest state in the country to achieve this remarkable feat. The UJALA scheme is being monitored in a transparent manner through a national dashboard (www.delp.in). As of now, EESL has distributed over 90 million LED bulbs and the programme has led to significant savings to the country and consumers who are using these bulbs. <http://bizled.co.in/over-10-million-led-bulbs-distributed-in-up-at-rs-80/>



- 26. *MLS to Have Full Control of Ledvance*** - The largest China-based LED packaging service provider MLS will spend up to \$580 million acquiring the whole ownership of Guangdong Mingxin Optoelectronic, which holds a 100% stake in Ledvance, originally a lighting business unit of Osram. MLS said the acquisition will give it actual control of Ledvance's business operation. MLS said it will combine its manufacturing capability with Ledvance's complementary marketing resources to enhance Ledvance's international marketing. <http://www.digitimes.com/news/a20170406PD201.html>
- 27. *Strategies Unlimited: Global Luminaires – Market Analysis and Forecast 2017*** - This report analyzes the market for the top luminaire form factors installed and provides detailed forecast and penetration of all technologies by major general lighting applications from year 2016 to 2022. Due to the surging application of the Internet of Things within the lighting market, Strategies Unlimited will also provide the market of connected LED luminaires and offer insight into the various networks and lighting control sensors being embedded within the smart or connected LED luminaires. This report will further break down the lighting market by the major regions and present the evaluation of the general lighting market of the major luminaire form factors. <http://store.strategies-u.com/global-luminaires-market-analysis-and-forecast-2017/>
- 28. *LED Lighting Market in India to Grow at 30% Till 2021*** - According to TechSci Research report. Rising government initiatives, increasing awareness among customers regarding lower power consumption of LED lighting products, and innovative product offerings to drive LED lighting sales through 2021. Being the second most populous country and fifth major electricity consumer, India has been witnessing widening electricity demand-supply gap. Consequently, usage of energy efficient products such as LED lighting products is expected to grow in the coming years. Moreover, rising government support and introduction of innovative LED lighting products by manufacturers has resulted in reduction in prices of these products, thereby offering consumers with more options to choose from, according to their needs and preferences. <http://bizled.co.in/>
- 29. *Lighting Science Announces Transformative Joint Venture with Chinese Lighting Company MLS***
This move enables MLS to further strengthen its multi-channel strategy as Lighting Science private labels products at Home Depot and other retailers and broaden their product offering to offset the LEDVANCE and Forest Lighting portfolios. The joint venture will operate under the name Global Value Lighting and will be based in Rhode Island. Global Value Lighting will capitalize on Lighting Science's extensive technology and intellectual property, including the company's nearly 400 LED lighting technology patents, and MLS's cost-structure and scale as a global LED lighting company. Under the terms of the agreement, Lighting Science will own 51% of the joint venture, with MLS owning the remaining 49%. <https://www.lsgc.com>
- 30. *NEMA Calls on Secretary of Energy to Complete Rulemaking for General Service Lamps*** - The Department of Energy (DOE) began the rulemaking in December 2013 and published two rules on January 19, 2017, addressing only one of the issues that Congress required for the rulemaking. These rules did not address the key issue on which Congress required DOE to act: whether or not standards for general service incandescent lamps should be amended to be more stringent than the standards for those lamps that Congress enacted in EISA-2007. Nor did the rules address robust standards for light-emitting diode (LED) lamps that were originally proposed by DOE in 2016. NEMA has also called upon DOE to establish a robust, economically justified national efficiency standard for general service LED lamps and to consider standards for certain other LED lamps. www.nema.org



LED Technology Watch...

31. EW's Top 10 LED Picks for April 2017 - April's Top 10 LED Products are in and EW's editors would like to congratulate the product management teams from Acclaim Lighting, Atkore, EPCO, Focal Point llc, Leviton, Maxlite, Modern Forms, WAC Lighting and Wattsoppe. 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

32. EW's Top 10 LED Picks for March 2017 - Our March, 2017 picks are in for the Top 10 LEDs of the month and we would like to congratulate the folks from Barron Lighting, Douglas Lighting Controls, Focal Point, Hubbell Lighting, HyLiteLED Lighting/ARVA, Killark Lighting, Leviton, Nora Lighting, Tridonic 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/>

33. Ushio America Introduces New Ubiquity™ LED T5 Direct Replace Lamps - The Ubiquity LED T5 Direct Replace lamps offer an easy and safe energy-saving retrofit solution for F54T5 fluorescent lamps on most Programmed-Start electronic ballasts. There's no need to rewire fixtures or disconnect ballasts. Just replace the existing fluorescent tube with the Ubiquity LED T5 tube for instant energy savings. It's easy and energy efficient! By not tampering with the fixture wiring or bypassing the ballast, the original UL and CSA Listing on every fixture is preserved. The Ubiquity LED T5 Direct Replace lamps are made with a shatterproof glass tube. The tube is frosted to prevent glare and allow the 240° visible light area to create a quality lighted environment. Tested to NSF standards, these lamps are ETL Sanitation Listed and suitable for use in areas where food is prepared. These DLC qualified lamps are available in 4000K and 5000K color temperatures and has a 50,000 hour rated life with a 5-year warranty. www.USHIO.com



34. Keystone's SmartSafe LED Emergency Back-up Solutions - SmartSafe is an innovative and easy-to-install family of solutions which enable the incorporation of emergency lighting capabilities into a broad range of direct-wire LED tube, fluorescent, and standard LED fixtures. Keystone's SmartSafe has achieved winning status and many awards including the 'Power Sources' category within EC&M Magazine's 2017 'Product of the Year' Competition, an annual initiative which has recognized the most ground-breaking, inventive, safe, and energy-efficient products in the electrical contracting arena since 2000. The SmartSafe kit includes not only the battery and LED driver but also an LED module. www.KeystoneTech.com



National Energy Watch...

- 35. *Government Budget Cuts Could Hurt EnergyStar*** - While preserving ENERGY STAR is vital for energy efficiency in many ways, it's only one among many important efficiency programs on the chopping block. The full budget has not been released yet, and Congress certainly won't approve it in its current form, but House Republicans are eager to reduce funding for many of these programs. The threat of deep cuts is real. <http://aceee.org/blog/2017/03/energy-efficiency-budget-cuts-could>
- 36. *Energy Benchmarking Policies Lead to Installation of Energy-Saving Technologies*** - New York City facility managers who measure the energy performance of their buildings are investing in energy-saving technologies and operational improvements in order to improve their buildings' energy efficiency, according to a survey <http://www.nema.org/Technical/HPB/pages/default.aspx> conducted by the National Electrical Manufacturers Association (NEMA) in 2016. The survey found that 84% of facility managers who benchmarked their facilities' energy use made a low- or no-cost operational change to improve their buildings' performance, while 82% invested in new equipment to improve their buildings' energy performance. The most common investments included lighting and lighting controls, heating and cooling upgrades, and energy mgt. systems. <http://www.nema.org/>
- 37. *General Electric Wants Out of the Lightbulb Business*** - Sale of business that once defined GE, co-founded by Thomas Edison, could fetch \$500 million. The commercial lighting business rolled into GE's newer company Current is not part of the sale discussion. While nearly all of GE Lighting products are manufactured and assembled overseas, Nela Park is where innovation and design for the company's lighting products occurs. The consumer lighting segment, including the commercial portion, had about \$2.2 billion in revenue last year, or less than 2 percent of GE's total. Its lightbulbs and fixtures are among the few remaining GE consumer products. <https://www.wsj.com/articles/ge-weighs-sale-of-consumer-lighting-business-1491415326>
- 38. *Smart Cameras Will Help Spokane Light Its Roads More Intelligently*** - Fresh off a smart lighting project in which it relies in part on intelligence sent by remote IBM Watson computers, controls company Echelon is now also beefing up its ability to think on its own, as it has installed a trial roadway LED lighting system in Spokane that uses onsite intelligent cameras to detect traffic patterns and adjust illumination accordingly, without tapping remote information. Spokane marks the first deployment for a patent-pending system that Echelon calls InSight Cognitive Vision, which it is marketing as an Industrial Internet of Things (IIoT) technology to support smart city and smart campus applications such as traffic-adaptive lighting. <http://www.ledsmagazine.com/>
- 39. *Pittsburgh Pirates Install Eaton's Advanced LED Lighting and Controls System at PNC Park*** - Eaton's advanced Ephesus light-emitting diode sports lighting LED system gives facility operators unsurpassed control to enhance the viewing experience for spectators while reducing energy use by as much as 75 percent. The Pirates become one of five Major League Baseball teams playing home games under Eaton's LED sports lighting solution this season. They join the Texas Rangers, who last season became the first team to install Eaton's lighting and controls system, as well as the Minnesota Twins, Los Angeles Angels and Cleveland Indians, who are also installing the system this season. <http://ephesuslighting.com/product/stadium-pro/>



Monthly Special Feature...

<http://www.lightfair.com/lightfair/V40/index.cvn?id=10447>

NEW for East Coast! IoT & Smart Lighting Forum

The IoT (Internet of Things) is a concept sweeping many facets of life but what really is the Internet of Things? Smart Lighting is usually defined as the use of IoT to achieve energy efficiency and maintenance. Simply put, Forbes magazine defines the IoT as, "the concept of basically connecting any device with an on and off switch to the Internet (and/or to each other)."

So for lighting, this essentially means connecting luminaires and control systems to the Internet, and by default to one another and potentially other building systems. But what does that mean for lighting and what are its implications? This forum strives to address both the potential and challenges of IoT and whether Smart Lighting truly extends beyond using connectivity for energy efficiency and maintenance.

Date	Time	Course	Title	Speakers
Wed, May 10	8:00am - 8:25am		Breakfast Presentation by ENLIGHTED, INC. - Forum Sponsor	ENLIGHTED, INC.
	8:30-9:30am	L17IT01	The Growing Threat of Turf Wars, and Why They Are a Barrier to the Development and Deployment of Connected Lighting	Michael Poplawski, Mike Welch
	10am-11am	L17IT02	Intelligent Building Lighting and the Impact of the Internet of Things (IoT)	Ron Zimmer
	11:30am- 12:30pm	L17IT03	IoT Facility Design: Why IT, Engineers, and Operations Should Talk Before Concrete Is Poured	Kathryn Caspar
	2-3pm	L17IT04	Lighting & IT Collaboration, When Lighting Is Living on or Connected to the Corporate Intranet	Scott Ziegenfus
	3:30-4:30pm	L17IT05	Cyber Security Hygiene for Lighting Systems	Thomas Blewitt
	5-6pm	L17IT06	Connected Lighting: The Future of Our Cities	Konkana Khaund, Munish Khetrapal, William Bien



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