

EnergyWatch



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

Something to Think About... Malcolm Gladwell Says AI Will Make Human Judgment More Vital by Phil Goldstein, Web Editor for BizTech - As artificial intelligence advances in the workplace, humans will need to solve mysteries amid large volumes of data that machines cannot. Artificial intelligence may replace some jobs, but it will also highlight the importance of human judgment in the workplace, forcing human workers to use emotional and analytical reasoning machines lack, writer Malcolm Gladwell said during an appearance at the Citrix Synergy 2017 conference in Orlando, Fla. Gladwell — the author of several books including *The Tipping Point*, *Blink* and *Outliers* — pointed to a 2007 essay by Gregory Treverton, who served as chairman of the National Intelligence Council. In the article, Treverton noted that puzzles are problems people solve by acquiring additional information. Mysteries, on the other hand, are problems people only solve by making sense of the information already before them. Mysteries, Gladwell said, are problems caused by “an excess of data, not a surfeit of data.”

The distinction is important, Gladwell continued, because “you have to know the kind of problem that you’re faced with if you’re going to figure out a solution to it.” More importantly, Gladwell noted that Treverton believed the world’s business, educational and governmental institutions were set up primarily to deal with puzzles, not mysteries, to gather more information. In the future, thanks to technology, experts will need to be mystery solvers, not puzzle solvers, and will need to be “practiced in the incredibly complex art of making sense of complexity.” People often ask whether AI will replace human beings, Gladwell said. “The answer is, no, it does not. What it does do for us is clarify what the role of human beings ought to be.”

What the world needs, he said is “people who can act socially, not just operationally. People who can be analysts and not just collectors of information. People who are comfortable with uncertainty. People who are able to have that kind of complicated, intimate, sensitive, real conversation with a parent or a patient and get that core of the problem on the table.” The bad news is that the role of experts will get a lot more difficult, Gladwell said. The good news, he said, is that “in the future, we are not getting rid of human judgment, we are much more in need of human judgment.”

<https://biztechmagazine.com/article/2017/05/citrix-synergy-2017-malcolm-gladwell-says-ai-will-make-human-judgment-more-vital>



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LED EnergyWatch...

1. **DOE New Report on the Impact of Color Shift on Reliability - LED Luminaire Reliability: Impact of Color Shift**, developed by the LED Systems Reliability Consortium (LSRC) under the auspices of the Next Generation Lighting Industry Alliance, is available online. The purpose of the new report is not to define limits for specific applications, but rather to enable a better understanding of how and why color shifts. Further research is needed to develop improved predictive models that will enable manufacturers and consumers to understand the tradeoffs and make informed decisions regarding LED lighting performance requirements and product capabilities.
<https://energy.gov/eere/ssl/downloads/led-luminaire-reliability-impact-color-shift>
2. **DOE's Third Connected Lighting Systems (CLS) Workshop** - held two weeks ago in Santa Clara, CA. It's no secret that the explosion of connectivity triggered by the advent of the Internet of Things (IoT) is also impacting the lighting industry – to such an extent as to constitute what many are calling a "second lighting revolution." The first lighting revolution, of course, was ushered in by LEDs – which, because of their ease of integration with microelectronics such as network interfaces and sensors, have helped make the second revolution possible. Thought leaders from the lighting and IT industries came to grips with the reality of what it will take to bring this second lighting revolution, with all of its enormous potential, to full fruition. For those of you who missed the workshop, the presentations are posted on:
<https://energy.gov/eere/ssl/2017-connected-lighting-systems-workshop-presentations-and-materials-0>
3. **OLED World Summit to be Held 21-22 SEP in San Francisco** - Smithers Apex announced the 2017 OLEDs World Summit program agenda: <http://www.oledworldsummit.com/2017> It will focus on the current state of the market, new applications and innovations and what the future holds for OLEDs with presentations from Cynora, Acuity Brands, Kateeva, JOLED, and more. Program highlights include:
 - OLED Lighting in Automotive Applications-- State of Art and Future Demands presented by Audi
 - The Future TV is Here, It's OLED from LG Display
 - Presentation from Pixelligent on the Applications of Xicornia Nanocomposites of High Refractive Index Light Extraction
4. **DOE Announces Awardees of First Phase of SBIR-STTR Grants for 2017** - The U.S. Department of Energy Office of Science has awarded four Small Business Innovation Research (SBIR) and one Small Business Technology Transfer (STTR) grants for projects targeting critical advances in solid-state lighting (SSL) technology. The five Phase I Release 1 grants will explore the technical merit and commercial potential of different innovative concepts or technologies that are expected to contribute to the achievement of the price and performance goals described in DOE's SSL R&D Plan. The five SBIR-STTR Phase I Release 1 grants directly related to SSL are
 - 1) Pixelligent Technologies LLC
 - 2) Lumisyn, LLC
 - 3) OLEDWorks, LLC
 - 4) SC Solutions, Inc.
 - 5) MicroLink Devices, Inc.

<http://science.energy.gov/sbir/>.



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5. ***How LEDs Can Make Adaptive Front-Lighting System Smarter*** - One of the emerging automotive lighting technologies of today is adaptive front-lighting systems (AFS). It is indeed a promising system aimed at increasing safety for the driver and passengers, as well as the oncoming traffic. AFS technology can improve visibility by using mechanical actuators to turn the headlight beam while the car is turning, which allows better visibility for the driver, who can detect obstacles even before he takes a turn. Some products with advanced AFS technology can also adjust the beam shape as per the road conditions. Such advanced AFS technology can change the projection of the headlight, allowing to form different beam shapes as per the road conditions. <http://bizled.co.in/how-leds-can-make-adaptive-front-lighting-system-smarter/>

6. ***OLED & Laser Emerging as Potential Automotive Lighting Technologies*** - At present, LED has emerged as one of the widely adopted technologies in the automotive industry. However, there are some more technologies that go beyond LED technology and are very beneficial as automotive lighting. These technologies like OLED and laser are emerging and will soon revolutionize the automotive industry. OLED is 100 times thinner than a strand of hair, consumes less energy, and has long lifespan. OLED offers homogenous illumination at an extremely wide angle without casting shadows. This facilitates clear visibility and recognizability, which can vastly enlarge road safety for drivers. Matrix laser headlights consist of a digital micromirror device (DMD), which uses a high-powered laser to illuminate a matrix of nearly half a million micromirrors. Each micromirror can be tilted at a speed of up to 5,000 times per second. Hence, the light from such headlights can selectively mask specific areas of the road, creating the perfect light conditions for any given driving condition. <http://bizled.co.in/oled-laser-emerging-as-potential-automotive-lighting-technologies/>

7. ***Li-Fi Tested in US Subway Terrorist Attack Scenario*** - The durability of Li-Fi, the system that delivers an internet service via the lights, has been tested during a terrorist attack drill in the United States. pureLiFi, the company behind the technology, teamed up with Verizon, Nokia and Aegex Technologies to host the attack scenario at the Disaster Preparedness and Tactical Training Centre in Georgia. The aim of the test was to demonstrate that Li-Fi communications could be sustained during a terrorist outrage, and could remain resilient under pressure in order to provide critical communications. The event, which was code named Operation Convergent Response (OCR), tested Li-Fi's ability to maintain a real-time, bi-directional communications network that would be able to enable a communications and command center to take charge of a developing situation. <http://luxreview.com/article/2017/06/-li-fi-tested-in-subway-terrorist-attack-scenario->

8. ***New LED Technology Boosts Wi-Fi Bandwidth Tenfold*** - Researchers at Oregon State University (OSU) have developed a new technology that can increase the bandwidth of WiFi systems by 10 times, using LED lights to transmit information. The technology could be integrated with existing WiFi systems to reduce bandwidth problems in crowded locations, such as airport terminals or coffee shops, and in homes where several people have multiple WiFi devices. Experts say that recent advances in LED technology have made it possible to modulate the LED light more rapidly, opening the possibility of using light for wireless transmission in a free space optical communication system. The prototype, called WiFO, uses LEDs that are beyond the visual spectrum for humans and creates an invisible cone of light about 1 m sq in which the data can be received. To address the issue of a small area of usability, the researchers created a hybrid system that can switch between several LED transmitters installed on a ceiling, and the existing WiFi system. <http://bizled.co.in/new-led-technology-boosts-wi-fi-bandwidth-tenfold/>



- 9. 5 Charts That Illustrate the Remarkable LED Lighting Revolution** - “The rapid adoption of LEDs in lighting marks one of the fastest technology shifts in human history,” Goldman Sachs stated in a new report. The accelerated deployment of light-emitting diode (LED) bulbs is on track to save U.S. consumers and businesses \$20 billion a year in electricity costs within a decade, which would lower U.S. CO2 emissions by some 100 million metric tons a year! The growing global effort to speed up LED adoption could ultimately cut global energy costs and carbon pollution 5 times as much. Let’s look at some key charts and facts that illustrate the LED lighting “miracle,” which is every bit as remarkable—and every bit as unheralded by the major media—as the solar miracle, the battery miracle, and the electric vehicle miracle. As recently as 2009, this country didn’t have even 400,000 installations of common home LED bulbs, according to the November 2015 Department of Energy report “Revolution... Now The Future Arrives for Five Clean Energy Technologies.” And yet by 2012, we had 14 million—and by 2014 we had whopping 78 million installations. <https://lumiron.com/2017/06/20/5-charts-illustrate-remarkable-led-lighting-revolution/>
- 10. As Lighting Companies Move to IoT Services, Everything in the Business Model Must Change by Mark Halper** - <http://www.ledsmagazine.com/> As lighting vendors try to shift from the century-honed practice of selling light bulbs to selling services based on Internet of Things (IoT) connectivity, they are looking at nothing less than overhauling just about everything in their corporate structure and value chain by implementing radical new business models. The reshaping spans across a wide range of practices, such as targeting a potential customer's CEO rather than the facilities manager; altering salesforce incentives and compensations; replacing internal computer systems; and much more. So spelled out a change specialist from lighting giant Osram, in a presentation at the Smart Lighting Conference 2017 <http://www.smartlighting.org/>
- 11. LED Street Lighting’s Impact on Sky Glow by James Brodrick** - A DOE study looks at upright, lumen output, spectral power distribution and other variables. Recently, there’s been some concern as to whether LED street lighting is more likely to cause sky glow than conventional (typically, high-pressure sodium) street lighting. Compared to sodium light sources, LEDs do produce a larger portion of their output in shorter wavelengths, which scatter more readily in the atmosphere than do longer wavelengths. To further investigate this issue, the U.S. Department of Energy (DOE), together with experts in atmospheric scattering and astronomy, conducted a study of the expected contributions to sky glow from converting high-pressure sodium (HPS) street lighting to broader spectrum (i.e., white light) sources, with specific focus on LEDs. The study’s report, *An Investigation of LED Street Lighting’s Impact on Sky Glow*, presents the contributions of LED conversions relative to HPS baseline conditions. <https://energy.gov/eere/ssl/street-lighting-and-blue-light>
- 12. Can Retail Reboot? by Leonora Desar** - Retail stores, which some lighting manufacturers rely on for their bread and butter, are closing at an alarming rate. The news isn’t all bad. There are several niches within retail where lighting is used now more than ever to draw people in, such as in grocery stores or high-end retail, which is thriving. They aim to create a sensory experience, from architectural lighting effects to mirrors that show customers how an outfit looks in different color temperatures, from a day at the beach to dining by candlelight. To remain competitive, designers and manufacturers will have to up their game—especially when it comes to creating scenarios that are memorable on social media platforms such as Facebook. Smart lighting can provide a myriad of benefits. <https://www.ies.org/lda/>



- 13. *Conversation with President George W. Bush, 43rd President of the United States*** - President Bush will offer his thoughts on his eight years in the Oval Office, the challenges facing our nation in the 21st century, and the power of freedom at the 40th World Energy Engineering Congress (WEEC) on September 27-29, 2017 at Georgia World Congress Center, Atlanta, GA.
<http://www.energycongress.com/>
- 14. *LED Industry Directory*** - 157 Pages – 1,600 Companies – 3,500 Contacts. The LED Industry Directory is an annual desktop reference guide for executives, managers and technical professionals that design, manufacturers, service and distribute Solid State Lighting. Inside this high-quality publication is a comprehensive, industry-wide listing of LED designers, manufacturers, distributors, installers, suppliers, consultants, government agencies and information sources worldwide – all indexed by numerous product and service categories to provide a useful resource guide. The LED Industry Directory contains important market and vendor information organized in a way to make it a valuable reference tool. If you prefer to order by phone, please call Marc Vang at 1-800-803-9488 x131. <http://www.ledjournal.com/main/wp-content/uploads/2012/04/LED-PDF-Sample1.pdf>
- 15. *First Quarter 2017 Year-Over-Year LED A-Line Lamp Shipments Up, Incandescent, Halogen, and CFL Shipments Decline*** - LED A-line lamp shipments decreased 8.1 percent in 1Q 2017 compared to 4Q 2016. However, LED A-line lamps continued a year-over-year climb increasing 4.7 percent compared to 1Q 2016. Incandescent and halogen shipments posted a quarter-to-quarter decrease in 1Q 2017 compared to 4Q 2016, 14.9 percent, and 24.8 percent respectively. CFL lamps posted a quarter-to-quarter increase of 18.5 percent. Incandescent, halogen, and CFL lamp shipments all decreased in a year-over-year comparison of 1Q 2017 to 1Q 2016 decreasing 5.7 percent, 12.4 percent, and 39.9 percent respectively. Halogen A-line lamps account for 45.1 percent of the consumer lamp market, followed by LED A-line lamps which account for 32.0 percent. CFLs and incandescent split the remaining 1Q 2017 consumer lamp market accounting for 13.3 and 9.6 percent respectively. Incandescent A-line lamps largely consist of 15W and 25W lamps. www.NEMA.org
- 16. *Expanded NEMA Lighting System Index Edges Higher in First Quarter 2017*** - The first quarter of 2017 saw a 1.4 percent increase compared to 4Q 2016 but a 3.4 percent decline when compared to 1Q 2016. Emergency lighting, fixtures, and lighting controls posted quarter-over-quarter increases while the remaining components declined during the same period. The same components also posted year-over-year increases, but were offset by the decline in ballasts – HID and florescent, LED drivers, large lamps, and LED replacement lamp shipments. www.NEMA.org
- 17. *New Standard Minimizes Cable Energy Loss for Power over Ethernet Lighting Systems*** - Today the National Electrical Manufacturers Association (NEMA) released a new installation standard designed to ensure minimal energy loss for PoE lighting systems. ANSI Accredited Standards Committee on Lighting Systems published ANSI C137.3 *American National Standard for Lighting Systems—Minimum Requirements for Installation of Energy Efficient Power Over Ethernet (POE) Lighting Systems*. NEMA serves as the secretariat for the standard. The energy efficiency of a POE lighting system depends on three elements: power source equipment (PSE) efficiency, powered device (PD) efficiency, and cable energy losses. This standard specifies cable and installation practices to limit the electrical energy losses of the cable between the PSE and the PD.
<http://lists.nema.org/t/34920/294699/3378/1/>



- 18. *EnOcean and Silvair Partner on Controls for Bluetooth-Connected LED Lighting*** - Going forward, EnOcean will offer its EasyFit products in both the sub-1-GHz models and in Bluetooth versions that operate in the 2.4-GHz band. In both cases, the switches and controls can be commissioned using the NFC (near field communication) capability integrated into many mobile phones and tablets. Silvair, meanwhile, has been one of the driving forces behind the development of Bluetooth Mesh. Silvair has developed a software stack that can be hosted on microcontroller-based Bluetooth ICs from a number of leading vendors such as Texas Instruments. And now EnOcean and Silvair are partners. <http://www.ledsmagazine.com/>
- 19. *Leviton Apple HomeKit-enabled Decora Smart Lighting Controls Now Available*** - Leviton recently announced the release of the Decora Smart™ product offering with support for Apple HomeKit, allowing for customizable lighting control using an iPhone, iPad, iPod touch, Apple Watch or Siri. This new family of products features three devices including 600 Watt and 1000 Watt in-wall dimmers, as well as a 15 Amp switch with multi-way capability. These dimmers and switches are all wireless and individually HomeKit-enabled, requiring no centralized hub or bridge to coordinate the accessories throughout the home. <http://lightingcontrolsassociation.org/>
- 20. *OSRAM Acquires LED Engin*** - Osram has agreed to acquire U.S.-based LED Engin Inc. in San Jose, California. The company has approximately 30 employees and annual sales of around US \$10 million. LED Engin specializes in ultra-bright, ultra-compact solid state lighting solutions for variety of specialty markets including entertainment lighting, ultraviolet, horticulture, tunable white and medical lighting applications. Its products mainly incorporate LED chips from Osram Opto Semiconductors. LED Engin will be integrated into the professional and industrial applications section of the SP business unit. LED Engin products are used in applications where powerful, compact LED light sources or special customized LEDs are required. 6/05 Business Wire
- 21. *Legrand Acquires Server Technology, Inc.*** - Legrand is already present in the datacenter market through companies specializing in VDI cabinets (Ortronics, Electrorack and AFCO Systems Group in the United States, Aegide/Minkels in the Netherlands, SJ Manufacturing in Singapore and Valrack in India), in PDUs as well as KVM switches and their applications (Raritan in the United States) and in pre-terminated solutions (Lastar/Quiktron in the United States). The Group thus rounds out its product offering in the buoyant datacenter market by adding Server Technology, Inc.'s range of intelligent PDUs. More generally, Legrand is strengthening its presence in the growing market for digital infrastructure. <https://www.tedmag.com/>
- 22. *Feilo Sylvania Rolls Out Financing Scheme to Help Buildings Meet Stricter Energy Directives*** - Feilo claims it will offer financing even on small LED lighting projects where banks and other lighting companies won't provide money, starting in Europe followed soon by Latin America and the Middle East. As Feilo Sylvania readies a smart IoT lighting initiative expected as soon as next week, it has quietly rolled out a financing program to help building operators afford new LED lighting, even on small installations where Feilo says financing can be difficult to obtain from conventional sources such as banks. The company is offering terms that are “market rate or just below market rate interest — it depends on the country and it depends on the exact situation with the customer.” Feilo is a Chinese-owned vendor headquartered in London. <http://www.ledsmagazine.com/>



Global LED Energy Watch...

23. Strategies Unlimited Releases the Top Ten Packaged LED Manufacturers by Revenue -

<http://www.strategies-u.com/index.html>

1. Nichia, Japan
2. Osram Opto Semiconductors, Germany
3. Lumileds, USA
4. Seoul Semiconductor, South Korea
5. Samsung, South Korea
6. Everlight Electronics, Taiwan
7. Cree, USA
8. LG Innotek, South Korea
9. Mulinsen (MLS), China
10. Lumens, South Korea

24. A Landscape of the Future of High Efficient LED Lighting - The world LED lighting market has passed into the maturity stage, of which the saturation makes a few segments struggle. According to stats from LEDinside, a division of market research company TrendForce, the world LED lighting market reached a value of \$29.6 billion in 2016 and by 2017 the number will have possibly amounted to \$33.1 billion, suggesting more room for the penetration rate of LED lighting, currently at 52% and continually to grow. However, price wars and technology competitions that run in the low-end market rankle international LED manufacturers. Hence, as part of Tier 1 companies, fairly competitive in finance and technology, tend to focus on high efficient LED lighting and other niche markets. <http://www.ledinside.com/>

25. Local Players Dominate LED Lighting Fixtures Market - The growth of the global lighting fixtures market, revenue-wise, is estimated to touch US\$215.29 billion by 2021 end. The market will grow at a CAGR of 6.9% till 2021, according to a Transparency Market Research (TMR) study. North America will claim the largest revenue from lighting fixtures, which is expected to reach US\$64.10 billion by 2021. The lighting fixtures revenue of the Asia-Pacific region will touch US\$82.26 billion by 2021, due to its highly-populated countries and rapid industrialization. On the other hand, China's revenue in the lighting fixtures market will reach US\$45.47 billion by 2021. The top global players like Philips, Acuity Brands, Hubbell Lighting, and Cooper Lighting, are facing extreme competition, and to beat this competition, they are adding innovative products into the market, and are focusing on increasing their geographical reach. <http://bizled.co.in/local-players-dominate-led-lighting-fixtures-market/>

26. Will Australia's Largest Smart Light Project Lead to City's Rebirth? - Australia's seaside city of Newcastle has launched a massive new smart lighting scheme, which is set to form the spine of the city's expanding and lavish smart city strategy. Around fifty smart light poles are being installed across the Newcastle area, with a further 300 set to make an appearance over the next five years. The light poles offer not only controllable and dimmable LED lighting, but also Wi-Fi connectivity, speakers through which public announcements can be made and cameras that can offer real-time traffic analysis to authorities. The lighting can be controlled at any time of day using Google maps and it is expected that the poles will also soon be fitted with further environmental sensors, a smart parking system and electrical-vehicle charging stations.

<http://luxreview.com/article/2017/06/australia-s-largest-smart-lighting-project-launched-in-newcastl>



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27. Global Solar Street Lighting Market to Grow 20% till 2024

- Solar street lighting market size is expected to exceed US\$ 15 billion by 2024, according to a new research report by Global Market Insights, Inc. Increasing electricity demand owing to rising consumption is expected to fuel industry growth. Global solar street lighting market size is further segregated on product basis as standalone and grid connected. Standalone product accounted for over 89% of global installation in 2015 owing to increasing demand for clean fuel energy couple with increasing off grid population across the region. In addition, decreasing component cost will subsequently reduce the overall product price by 70%. <http://bizled.co.in/global-solar-street-lighting-market-to-grow-20-till-2024/>



28. Samsung's LM301 packaged LED family achieves 220-lm/W efficacy - Samsung said the new performance level was achieved based on a flip-chip architecture and with the help of new phosphor technology. The maximum efficacy was achieved at a relatively low drive current, and the company has yet to publish a datasheet on the LM301B that details how the LED performs at higher current levels that might be more representative of a real-world lighting application. The efficacy level was reached with a relatively high 80 CRI but also with a cool 5000K CCT. Samsung says the product delivers a 10% performance advantage over competing 3030 LEDs. <http://www.ledsmagazine.com/>

29. Football Club's IoT Sports Lights Are A World First - The Internet Protocol-controlled floodlighting at Sparta '25 football club can be controlled by officials and players using smart phones. The LED lighting system features three settings, 'match' with 100 per cent lighting, 'training' with 50 per cent dimming and 'comfort' with 10 per cent illumination. There is secure, personalized authorization for facility managers and trainers to control the lighting. The system allows only part of a pitch to be lit during training. In addition, the system has the ability to build reports on lighting and energy usage, giving data and intelligence with which to reduce energy costs and make more informed operational decisions. The luminaires are the OptiVision LED gen2 from Philips and the control system is PerfectPlay, also from Philips. <http://luxreview.com/article/2017/06/football-club-installs-iot-connected-sports-lights-in-world-first>

30. LEDVANCE Commits to the Clean Energy Ministerial's Global Lighting Challenge - to sell 2.5 billion LED lamps by 2023. The Clean Energy Ministerial is a forum of countries working together to promote the global transition towards clean energy generation and consumption. The Global Lighting Challenge, launched in the winter of 2015, is a campaign focused on deploying 10 billion high efficiency, high quality affordable light bulbs, in an effort to combat climate change. The sale of LEDVANCE by OSRAM to a Chinese investment consortium, consisting of the strategic investor IDG Capital, and the LED packaging manufacturer MLS CO., LTD. (MLS) and therefore gains now access to cost-efficient LED components for its LED products. <https://www.ledvance.com/company/press/press-releases/>



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LED Technology Watch...

31. EW's Top 10 LED Picks for June 2017 - Our Top 10 LED picks for June are in. Congratulations to the product managers and the marketing teams from Acclaim Lighting, Eaton, EYE Lighting, Focal Point, Forest Lighting, Hubbell Lighting, Kichler Lighting, Legrand/Wattsoppe, Maxlite and Modern Forms. 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. Logistics and EarthTronics Lighting Lead to Efficiency - Metal Halide to Fluorescent to LED. Bay Logistics warehouses and ships products for EarthTronics, a Michigan-based, energy-efficient lighting solutions company. EarthTronics LED bulbs, linear LEDs and LED fixtures are sold under the EarthBulb brand name to commercial and industrial facilities, hotels, restaurants, retail stores and



residential homes. All EarthBulb lamps provide more than 80 percent energy savings. At its Spring Lake facility, Bay Logistics replaced its antiquated metal halide fixtures with six-lamp, high-bay, T8 fluorescent fixtures to illuminate its rectangle, 200,000 square-foot metal fabricated warehouse. EarthTronics recommended the company invest again in its high-energy-efficient, smooth-dimming, 15-watt T8 LED linear tube that delivers 146 lumens per watt, producing 2200 lumens. It features glass-tube construction that ensures proper cooling to

support high lumen maintenance for a 50,000-hour rated life. The new T8 LED is engineered to work with popular dimming systems found in many meeting and conference rooms, as well as in energy-saving, daylight-harvesting applications. It was an excellent fit.

<http://www.earthtronics.com/logistics-lighting-lead-efficiency/>

33. Cree® LED Solution at Florida Atlantic University - Installed in two four-story parking garages, it is projecting to save \$2 million in energy and maintenance costs.

More than 700 lamps were installed in the garage interiors. The university elected to go with Cree® VG Series LED parking structure luminaires. The VG Series is designed to deliver optimal, low-glare illumination with a revolutionary optical system. With the 10-year limited warranty, the VG Series eliminates the need for spot or group re-lamping. For the garages' upper decks, FAU installed Cree OSQ™ Series area lighting. The OSQ luminaires provide advanced thermal management and a clean, modern housing with versatile mounting options. And in the stairwells, the Cree® LS Series linear luminaire offers a slim design with flexible mounting options. All three Cree fixtures are easy to install and virtually maintenance free.

<http://lighting.cree.com/applications/case-studies/florida-atlantic-university>



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34. Learn How to Install the Cruze LED Retrofit Kit from Eaton -

<https://www.youtube.com/watch?v=58vI1ZW8iPk>

35. Deco Lighting GO-LED Retrofit Kit -



This innovative retrofit kit features modern styling with an Architectural Narrow lens designed to upgrade the look of aging fluorescent troffers in interior spaces from offices and classrooms to hospitals and retail spaces. The GO-LED is stocked in 2x2 and 2x4 sizes with multiple lumen packages and delivers up to 130 lumens per watt for next-generation energy savings coupled with a modern aesthetic, making it a go-to solution for interior retrofit projects. Available in 2x2 (25W/35W) and 2x4 (35W/45W) packages

- CRI: 83; Light Output: Delivers up to 5600 lumens at 4000K.
- DLC-listed for utility rebates (see spec sheet for models currently listed)
- Linear ribbed acrylic lens overlay balances efficiency and aesthetics
- Lifetime Ratings: L70 - 218,000 Hours, L80 - 131,000 Hours, L90 - 54,000 Hours

<https://www.getdeco.com/stockattack>

36. The Eaton Archeon Small LED Roadway Luminaire - Delivers all the performance benefits of the latest Eaton LED platforms and technologies with a modern, yet familiar cobrahead form factor. This discrete LED solution with the patented, high-efficiency AccuLED Optics™ system, provides uniform and energy conscious illumination for municipal streets and highways. Our customer focused features include single latch tool-less entry, industry leading surge protection options, with superior lumen maintenance and performance, all in an economical, architectural design. The Archeon Small LED roadway luminaire is available in 14 standard lumen packages per optic making it the ideal LED replacement for 50W to 150W HPS cobraheads. UL/cUL listed for wet locations with IP66 optics.



http://www.cooperindustries.com/content/public/en/lighting/products/roadway_lighting/901207.ssd.html

37. High performance LED Highbays from Venture Lighting - Venture Lighting's linear highbays are low profile, durable, and designed for long life and low maintenance. They are designed to quickly and easily upgrade existing H.I.D and fluorescent fixtures. Each unit comes equipped ready with easy to hang 4 point V-hooks and chains. Versatile and easy to install either suspended, pendant, or surface mount (pendant and surface mount accessories sold separately). The housing and die formed end caps are made of cold-rolled, rigid steel, which resists twisting and bowing. Clear polycarbonate lens is standard while a frosted lens model is also available. <https://www.venturelighting.com/led-lighting/indoor-lighting-fixtures/linear-highbay/>



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38. Lumileds Launches Multi-Die Emitter for Outdoor Fixtures - Lumileds introduced the LUXEON MX, a multi-die emitter that delivers industry leading efficiency and flux for outdoor fixtures and high bay lighting applications. Lighting fixtures benefit from the emitter's 1,200 lumen, 150 lm/W efficacy, at 85°C* which enables a system efficiency of 120 lm/W when driven at 700 mA. With these developments, Lumileds has maximized emitter efficiency and lifetime. Most impressively, the LUXEON MX makes it possible for luminaire makers to meet the efficiency and quality requirements of the DesignLights Consortium® (DLC) Premium V4.1. <http://www.lumileds.com/LUXEONMX>



National EnergyWatch...

- 39. The 2017 Electrical Wholesaling Top 200** -Electrical Wholesaling's annual listing of the 200 largest distributors of electrical supplies is the most in-depth ranking of the largest players in the electrical market available anywhere. Along with the ranking of the Top 200 electrical distributors by 2016 sales revenues, Electrical Wholesaling's editors provide in-depth analysis of which companies are growing fastest, are making the most acquisitions and investment in their companies, and have the highest sales-per-employee. <http://www.ewweb.com/top-200/2017-electrical-wholesaling-top-200>
- 40. NEMA Supports Modernization of North American Free Trade Agreement** - On June 12, the National Electrical Manufacturers Association (NEMA) provided formal written comments to the U.S. government welcoming the administration's initiative to modernize and update the North American Free Trade Agreement (NAFTA). NEMA presented its general objectives, as well as recommendations in several areas, including technical regulations, customs and trade facilitation, rules of origin, intellectual property protection, government procurement, digital trade, and services. NEMA also requested to testify at a June 27 public hearing on NAFTA of the interagency Trade Policy Staff Committee. <http://www.nema.org/>
- 41. The 2017 Utility Energy Efficiency Score** - This first edition of the *Utility Energy Efficiency Scorecard* assesses the 51 largest US electric utilities across a range of energy efficiency metrics. The metrics fall into three categories critical to utility-sector efficiency: (1) quantitative savings and spending performance, (2) program diversity and emerging areas, and (3) targets, business models, and evaluation. Eversource MA and National Grid MA both performed best, tying for the top spot. The other top 10 utilities include Pacific Gas & Electric, Baltimore Gas & Electric, Eversource CT, Southern California Edison, San Diego Gas & and Electric, Commonwealth Edison, Portland General Electric, Xcel Colorado, and Xcel Minnesota. The *Scorecard* gives utilities, regulators, and other stakeholders a baseline and roadmap they can use to track performance and strengthen utility-sector energy efficiency. <http://aceee.org/research-report/u1707>



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- 42. *The Pompeo Group Forms Strategic Alliance with Tounge Associates*** - Partnership Accelerates Path to More Successful Lighting, Electrical & IoT Mergers. Whether a multi-national corporation or a family business, Tounge Associates' expertise in the Merger and Acquisition field combined with The Pompeo Group's nearly three decades of lighting industry experience can assist lighting, energy, IoT and electrical companies source the right buyer, the best merging partners or the most strategic acquisition targets to help them reach their financial and/or corporate objectives. Visit www.pompeo.com or www.toungeassociates.com
- 43. *Rexel Energy Solutions Continues to Expand for Stronger ESCO Support Nationwide*** - Rexel Energy Solutions, a stand-alone operating business within Rexel USA, has continued to add ESCO Sales Representatives for stronger national coverage of ESCO customers. They announced their plans to expand their ESCO support infrastructure earlier this year. In addition, they've recently opened four new locations in Salt Lake City, UT, Carrollton, TX, King of Prussia, PA, and Farmingdale, NY. Recent additions to the ESCO Sales team include:
- Scott Gaston, National ESCO Sales, based in Denver, Colorado.
 - Josh Lippiatt, National ESCO Sales, based in Hinckley, Ohio.
- Learn more at www.rexelenergy.com
- 44. *HID Lamp Indexes Decline First Quarter 2017 in Year-Over-Year Comparison*** - NEMA's shipment index for high intensity discharge (HID) lamps post a decline in shipments in 1Q 2017 compared to 1Q 2016 with sodium vapor posting a 22.4 percent decline, metal halide a 19.6 percent decline, and sodium vapor a 19.2 percent decline. Quarter-over-quarter results were mixed with sodium vapor and mercury vapor posting increases of 8.1 percent and 9.0 percent, respectively, in 1Q 2017 compared to 4Q 2016 while metal halide posted a decline of 7.1 percent for the same period. Metal halide lamps accounted for 61.8 percent of the HID market in 1Q 2017, while sodium vapor and mercury vapor account for 34.2 percent and 3.9 percent, respectively. www.NEMA.org
- 45. *Linear Fluorescent Lamp Indexes Decrease in the First Quarter of 2017*** - The linear florescent lamp index continues a downward trend, T5, T8, and T12 lamps all posted a quarter-over-quarter decrease for 1Q 2017 compared to 4Q 2016 of 0.7 percent, 3.7 percent, and 12.4 percent, respectively. The index for T8 lamps which account for 62.4 percent of the consumer lamp market decreased on a year-over-year basis by 17.4 percent in 1Q 2017 compared to 1Q 2016. T5 and T12 shipments also continued to decline decreasing by 26.6 and 19.4 percent respectively on a year-over-year basis. NEMA/BIS has added T-LED shipments to the market penetration graph to begin tracking their impact on the market. When more historical data is available T-LED shipments will be added to the index. In 1Q 2017 T-LEDs accounted for 15.3 percent of the florescent lamp shipments. T5 lamps claim a 9.2 percent share of the 1Q 2017 market and T12 lamps 13.1 percent. www.NEMA.org
- 46. *City of Chicago Contracts with Ameresco to Modernize and Connect Largest City*** - Working with Silver Spring Networks, Inc., a leading networking platform and solutions provider for the Internet of Important Things™, the project is believed to be the largest city-led wireless smart street light program in the U.S., and will connect more than 250,000 street light fixtures across Chicago. The four-year modernization project is expected to transform Chicago's street light system by replacing approximately 85 percent of the City's existing street lights with smart LEDs. The multi-phase project will commence this summer. 6/27 AP



Monthly Special Feature...

2016 and 2017 MDM Market Leaders / Top 25 Electrical Distributors

2016

1. [Sonepar North America](#)
2. [WESCO International](#)
3. [Graybar](#)
4. [Rexel](#)
5. [Consolidated Electrical Distributors \(CED\)](#)
6. [Anixter International Inc.](#)
7. [Border States Electric](#)
8. [Crescent Electric Supply Company](#)
9. [City Electric Supply](#)
10. [W.W. Grainger \(electrical/lighting\)](#)
11. [Mayer Electric Supply](#)
12. [EIS Inc.](#)
13. [Elliott Electric Supply](#)
14. [McNaughton-McKay Electric Company](#)
15. [The Reynolds Company](#)
16. [State Electric Supply Company](#)
17. [North Coast Electric](#)
18. [Turtle & Hughes](#)
19. [Kendall Electric](#)
20. [Summit Electric Supply](#)
21. [Wholesale Electric Supply Co. Of Houston](#)
22. [Kirby Risk](#)
23. [Van Meter Inc.](#)
24. [Werner Electric Supply Company](#)
25. [Dakota Supply Group](#)

2017

1. [Sonepar North America](#)
2. [WESCO International](#)
3. [Graybar](#)
4. [Anixter International Inc.](#)
5. [Rexel Holdings USA/Revel Canada](#)
6. [Consolidated Electrical Distributors \(CED\)](#)
7. [Border States Electric](#)
8. [Crescent Electric Supply Company](#)
9. [City Electric Supply](#)
10. [W.W. Grainger \(electrical/lighting\)](#)
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For the Top 25 and for the 2017 Distribution Trends Special Issue:

<https://www.mdm.com/2017-top-electrical-distributors>

- [Better Business Outlook for Industry](#)
- [Commentary: Is an Amazon-Grainger Deal Next?](#)
- [Culture as a Competitive Advantage](#)
- [Sales Models: From Lone Wolf to Pack Hunting](#)
- [Amazon Elevates 'Right-Now' Expectations](#)
- [3 Ways Amazon is Disrupting Distribution](#)
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