

# EnergyWatch



July 2018

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<http://energywatchnews.com/>

***Something to Think About... Life is Good NOW*** - Maybe you heard.....

Chris Brown received the Life Time Achievement Award from EdisonReport at Lightfair this year:  
<https://energywatchnews.com/chris-brown-life-time-achievement-award/>



Chris and I agree that the best of times is right NOW! It really is the best of times for us. Good friends like to share those good times. We really are blessed. Well, since that joyous night at Lightfair, I've been thinking: Why? Why do two good friends feel that after a lifetime in the lighting industry, why do we feel that NOW is the time we love life the most. I think I found the answer.....

Life really comes in stages. I'm sure you heard of this before but maybe not quite this way. Going back many many many years, it was the HAVE TO stage. Growing up within a family unit, you know you have to go to school; you have to study; you have to eat your spinach; if you lived with Italian parents, you have to finish everything in your plate or you have to sit there until you do; you have to go in the Army (yes folks, back when I was growing up, it was a have to); you have to leave the house (another have to in my family).

Then the era of WANT TO began: you want to get married; you want to have children; you want to go to work for Westinghouse Lamp (after the Army, that's what I wanted to do in 1965); you want to get an MBA; you work hard because you want to succeed; you want to make enough to support you family; you want to be sure your kids get a good education (remembering that they are in the have to stage). The WANT TO stage is an interesting time. You don't always get what you want, sometimes the opposite happens, you get blasted with what you just do not want. But you realize that "this too shall pass" and you move on. With the support of family, friends, loved one, you work it out and the want to era continues.....

Then the best of times that Chris and I talk about happens.....it's the GET TO stage. You get to wake up every morning and thank God for making it this far; you get to still work in this wonderful lighting industry; you get to go to lunch every month with lifetime high school friends; you get to go to lunch every month with friends you worked with most of your life (for me it's the Westinghouse crowd

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as well as Philips); you get to go to your kids weddings; you get to meet your daughters-in-law (I have three sons and they married the most wonderful women I have ever met...what a blessing); you get to be there when your grandkids are born (I have 8...4 and 4); you get to go to their soccer games, their hockey games, their baseball / softball games, their basketball, lacrosse, football, on and on; you get to go to Day with Grandpa; you get to go to their graduations; you get to be with the love of your life (Linda is her name for me..... another blessing). I can go on and on in this wonderful GET TO stage. My hope is that you can too.

What a journey.....we moved from HAVE TO to WANT TO to GET TO. Of course, and I acknowledge, life is more complicated than this. Some are not so lucky and may not experience any of these stages for whatever reason, or, at the very least, have more negative than positive feeling during their stages of life. That's sad but my intention is to encourage you to think about the good times, to make the effort to remember those precious times in your life that made you happy. It may be more times than you realize and if you are lucky enough to live during the GET TO stage, thank God for this blessing and enjoy your life to its fullest.

## LED EnergyWatch...

1. ***Apple's Next iPhones Might All Use OLED Screens*** - Apple could be giving the OLED market a boost, as word is circulating that the company will use the technology for displays in all its new iPhone models in 2019, a big step up from the current one model. The company is planning three new iPhones next year, all of which will use OLED rather than the LCD screens that have been common in the Apple line, according to several general news sources including *Reuters* and *Bloomberg*. OLEDs emit light from an entire surface. Apple currently offers only one OLED-equipped iPhone — the premium-priced \$999 iPhone X, pictured above. By 2019, its entire new line of iPhones might deploy the technology. <https://www.ledsmagazine.com/articles/2018/05/apples-next-iphones-might-all-use-oled-screens.html>
2. ***LED Lights to Grow Salad for Astronauts*** - LED GROW lights are set to be used to grow tomatoes and fresh salad leaves to feed astronauts on board the International Space Station, Nasa has revealed. The team are adjusting the lighting conditions to optimize plant growth in various conditions and then replicate those settings in the Advanced Plant Habitat on the ISS, meeting the sophisticated needs of space food production. Via radiation with light of different wavelengths, the growth cycles of plants can be controlled and accelerated, allowing the plants to be harvested either more often or as required. <http://luxreview.com/article/2018/06/led-lights-to-grow-salad-for-astronauts>
3. ***Lighting Intervention Improves Sleep and Mood for Alzheimer's Patients*** - A tailored lighting intervention in nursing homes can positively impact sleep, mood and behavior for patients with Alzheimer's disease, according to preliminary findings from a new study. People with Alzheimer's disease and related dementias may experience sleep problems, wandering, and associated daytime irritability. This study tested whether a tailored daytime lighting intervention could improve sleep and behavior in Alzheimer's patients living in long-term care facilities. Compared to baseline and to the inactive lighting condition, the lighting intervention significantly decreased sleep disturbances, depression and agitation. While all measures improved, the most significant improvement was seen in sleep quality. <https://aasm.org/lighting-intervention-improves-sleep-and-mood-for-alzheimers-patients/>



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4. ***Human-Centric Lighting May Be the Key to Feeling Better at Work*** by Lynne Peeples - Reaching behind a low bookshelf slightly taller than a typical 5-year-old—and one topped with a Seattle Seahawks gnome and stuffed kangaroo—Sara Barbee presses a button labeled “Alert.” Intense bluish light fills her classroom, and nearly all 17 kindergarteners respond with a collective “Whooooaaaaa.” Scientists believe that exposure to bright, blue-rich white light during the day, and to softer, amber hues at night, helps restore the human body’s natural circadian rhythm, a deeply ingrained, physiological drumbeat that, many experts argue, has been disrupted to ill-effect by our constant exposure to standard incandescent or fluorescent lighting — and more recently, to the relentless glow of electronic screens. Too little light from the blue end of the visible spectrum during the day, or too much of that same light at night, research suggests, can cause an internal clock to slip off beat, setting off a cascade of potential consequences. <https://qz.com/1289804/human-centric-lighting-may-be-the-key-to-feeling-better-at-work/>
5. ***Hospital Lighting System Market to Show Robust Growth in Coming Years*** - P&S Market Research report that the global hospital lighting system market size was 5.1 billion in 2016, and is projected to reach \$8.5 billion by 2023, growing at a CAGR of 7.6% during 2017 – 2023. Proper lighting in a hospital plays a significant role to make the patient calm during treatment and provide better illumination to medical practitioners and staff to improve productivity. The products offered for hospital lighting system includes troffers, surface-mounted lights, surgical lamps, and wraparounds. Emitting diode (LED), fluorescent and incandescent are the different technologies used in these products. The increasing investment in lighting of hospitals by government and private players is one of the prime growth factors of its market. Lighting in hospitals can affect task performance, well-being and patient health. It also makes a major impact on visitors to feel whether the space is clean and safe and is capable enough to offer better treatment for faster recovery. <https://www.psmarketresearch.com/market-analysis/hospital-lighting-market>
6. ***Wireless Technologies to Comprise 55% of Connectivity IC Shipments in 2018*** - Driven by the colossal Internet of Things (IoT) opportunity, wireless technologies - including wireless local area network (WLAN), Bluetooth, cellular and low-power wireless - will account for 55% of connectivity integrated circuit (IC) shipments in 2018, according to IHS Markit. Over the next five years, wireless connectivity will play an increasingly crucial role in market segments including automotive and transportation, commercial and industrial electronics, communications, computers, consumer and medical. The move to 5G will trigger significant investment across the value chain from 2020 to 2030, with US\$2.4 trillion in capital expenditures during this time frame, IHS indicated. 5G will start by addressing enhanced broadband uses cases, but industry, not humans, will be the chief 5G driver. Most growth in new subscriber connections will come from industrial use cases rather than consumer markets. <https://www.digitimes.com/news/a20180613PR201.html>
7. ***WHITE PAPER - Intelligent Buildings: Smart Lighting as the Backbone for Buildings Automation Provided by Arm, USA*** - With a growing focus on human-centric workspaces, building owners and operators are looking beyond energy efficiency, and considering smart lighting as the backbone for advanced building automation applications. Download this white paper and learn:
- 1) Advanced applications based on a smart lighting system
  - 2) Critical factors for a successful smart lighting deployment
  - 3) Arm’s processor technology and Mbed IoT platform enable chip-to-cloud security
- <https://app.smartsheet.com/b/form/f7ab1f0cc0f84f5cb3679e4d63b216e8>



8. **Micro LED & Mini LED Market Expects Explosive Business Opportunities** - Micro LED displays and Mini LED backlight technology have been the focus of spotlight in this year's exhibitions of consumer electronics and display technology. Major manufacturers including Samsung, Sony, and AUO have showcased related conceptual products. It is also said that Samsung may mass-produce ultra-large Micro LED TVs, driving more manufacturers to invest in Mini LED R&D. According to the latest report of LEDinside, a division of TrendForce, the market value of Micro LED and Mini LED products is estimated at US\$1.38 billion by 2022. <https://www.ledinside.com/>
9. **Hospital Lighting Market to Double by 2026 to \$10.4B** - According to the publisher, the Hospital Lights Market is accounted for \$5.10 billion in 2017 and is expected to reach \$10.42 billion by 2026 growing at a CAGR of 8.3% from 2017 to 2026. Growing government initiatives for energy efficiency programs in hospitals, rising number of hospitals in developing economies, lower operational cost, cheaper cost and the increasing acceptance of LED based lighting products are some of the key factors responsible for the market growth. In hospitals, infrastructure lighting is one of the main aspects. The effect of Ambient lighting in hospital rooms impacts a variety of activities in hospitals. These lights are valuable which accomplish visual tasks and thereby reducing errors and controlling the body's circadian system. Moreover, it also influences the mood and insight of patients and healthcare staff. Hence, hospital lighting and its efficient implementation is being considered as a critical parameter in the hospital infrastructure development. 6/18 BusinessWire
10. **8' DLC Tube Category Brings New Rebate Options** - While 4' fixtures represent a large portion of the commercial market, many people don't realize there are many 8' fixtures out there. In industrial, education and retail applications, 8' fixtures are fairly common with some of them still being T12. That means they present a huge opportunity for energy savings. Originally there were few 8' LED tubes on the market, so most customers would have to use a retrofit kit to convert the 8' fixture to use 4' tubes instead. Eventually 8' LED tubes entered the market, but without a DLC category there were few rebates available. Since the addition of the 8' DLC tube category, there are now more than 5 times the number of utilities with rebates available for 8' tubes and almost double that for 4' tubes and retrofit kits. <http://www.briteswitch.com/news/8ftretrofits.html#tube>
11. **Now LEDvance Joins Price Rise Wave** -LEDvance has become the latest company in North America to announce a price increase. Its traditional non-LED lighting equipment will now be subject to a six to eight per cent hike. The LED products will not be subject to a price increase. The move follows similar announcements by other US big brands in recent weeks, including Acuity, Eaton and Venture. In a letter, the vice president of trade sales for the US and Canada, Matt McCarron, told customers: 'The advancement of solid-state lighting technology is having a dramatic effect on the lighting industry. As a result of this shift, volumes of traditional lighting products have been reduced resulting in the loss of scale benefits and ultimately raising costs on traditional products. <https://www.ledvance.com/>
12. **Fusion Optix Acquires Asserts from Rambus Lighting Division** - Fusion Optix, an American based manufacturer of LED components reported the news of the company acquiring precision production equipment related to light guides and optical firms, quality control testing equipment and other asserts from the former Lighting Division of Rambus. According to Fusion Optix, the new equipment will be installed at its headquarters in Woburn, Massachusetts, USA and the company is expecting the acquisition will increase the capabilities of in-house production and engineering. <https://www.ledinside.com/>



- 13. TALQ Consortium Smart City Protocol Version 2.0 Undergoing Formal Approval** - The TALQ Consortium, which has created a global interface standard and certification scheme for managing smart city applications such as outdoor lighting networks, completed its upgrade to Version 2.0. The consortium based the new version on an easy to integrate protocol with a JSON data schema and RESTful APIs. The organization says that the Version 2.0 will allow very quick integration for companies offering Street Lighting or other Smart City Solutions and will guarantee that cities have interoperability between different vendors. In parallel, the consortium plans to soon publish a White Paper, describing the advantages of the Smart City Protocol and explaining the data model, services, functions, and the RESTful / JSON architecture in detail. <http://www.talq-consortium.org/>
- 14. A Light that Still Burns Bright by Robin Watt at C.N. Robinson Lighting Supply Co.** - In the past, manufacturers, through their reps, built relationships with distributors who had local market resources and were prepared to stock product and pay for it regardless of whether it sold or not. By doing so, the distributors assumed the risk of selling, delivering, invoicing and collecting payment for the product. Currently, the lighting industry is in the grip of the most disruptive technology to date: the light-emitting diode (LED). Analysts predict that the LED lighting market should hit \$50 billion to \$60 billion by 2020. That kind of market buys an enormous amount of improvement and innovation. Since these offerings come from disparate sources, distribution represents the best way to consolidate and advise how to utilize any or all of them. As much as the end user stands to benefit from these developments, making the most of them requires the expert guidance, logistical and financial resources and market research and development that distribution offers. Thankfully, some things don't change. <http://www.ewweb.com/lighting/light-still-burns-bright>
- 15. Interest in Smart Buildings Is Growing by William Atkinson** - Until recently, smart buildings were often thought of individually. These days, they are becoming a trend unto themselves-a real force. As a result, opportunities for electrical contractors, both in traditional electrical work, but especially in low-voltage work, are expected to grow exponentially this year and into the foreseeable future. A new report [https://www.researchandmarkets.com/research/xbg8kv/iot\\_in\\_smart?w=5](https://www.researchandmarkets.com/research/xbg8kv/iot_in_smart?w=5) published by Research & Markets looks at smart building opportunities in the commercial real estate (CRE) market, with a focus on how internet of things (IoT) technologies are being integrated into the CRE market, such as office buildings and warehouses. The report, which evaluates the growth of smart buildings worldwide, adds that North America is expected to lead the IoT smart building market with 36 percent market share by 2023. [https://www.researchandmarkets.com/research/xbg8kv/iot\\_in\\_smart?w=5](https://www.researchandmarkets.com/research/xbg8kv/iot_in_smart?w=5)
- 16. Synergistic Buildings and the Rise of IoT By Michael C. Skurla** - IoT applications will bubble up as the static world of 'cold data' transitions to actionable 'hot data'. Leaving Light + Building this year, two things were clear to me. First, *smart* is a prefix the lighting industry has embraced. Second, marketing teams have embraced the liberal use of the acronym "IoT" in everything from light fixtures to plastic polymers and even paint. At the heart of the matter, lighting is a silo of technology that competes for monetary attention with 28 other building trades on any construction budget. Lighting is rapidly taking on a growing role where the output of light is only a fraction of the responsibility of modern lighting design. This shift requires an ever-increasing knowledge of technologies that once were in different kitchens. As an industry, we must adapt to this changing skill set which includes significantly more understanding of not only other technology and trades within a building but more importantly increasing our exposure outside of the comfort zone of construction circles of influence. <https://www.ies.org/lda/>



## Global LED EnergyWatch...

### 17. World Cup Game on Friday 6/15 Is First to Be Lit with LED -



Egypt will play Uruguay at the Ekateriburg Arena under a new LED lighting installation designed to facilitate 4K and UHDTV transmissions and flicker-free super slow-motion action replays. Supplier Signify, formerly Philips Lighting, promised the billions of television viewers worldwide that the cameras would capture 'all the drama on the pitch, every bead of sweat, taught muscle and grimace'. The LED pitch lighting can also be controlled and synced to music to create spectacular pre-match entertainment. Of the 12 stadiums in Russia,

Signify won the contract to illuminate 10 while Italian manufacturer Disano won two.

<http://luxreview.com/article/2018/06/world-cup-game-is-first-to-be-lit-with-led>

**18. Luminaire and Lighting Control Market: Snapshot** - The luminaire and lighting control industry is going through diverse phases in different regions of the world. Rise in awareness about energy-efficient light models is primarily fueling the demand for lighting control systems. As electricity prices continue to rise, government organizations are switching over to energy-efficient lights to reduce operational costs while improving safety and efficiency. The adoption of luminaire and lighting control is particularly gaining traction in urban areas for efficient lighting solutions. Another factor boosting the luminaire and lighting control market is the rise in living standards of urban communities in some countries. Governments as well as private organizations in these communities are making efforts to attain maximum efficiency in terms of lighting solutions. The luminaire and lighting control market is projected to expand at a CAGR of 5.6% during the forecast period and reach US\$ 111.0 Bn by 2026. <https://www.transparencymarketresearch.com/luminaire-lighting-control-market.html>

**19. Seoul Semiconductor in Unique Position on the Newly-Announced Tariffs on LEDs** - The Office of the US Trade Representative (USTR) announced today that a 25% tariff is scheduled to be imposed on a wide range of products imported to the US from China, including LEDs. Some 80% of the LED industry relies on either LED production or packaging facilities based in China. Seoul Semiconductor is uniquely positioned to provide LED customers an alternative source of supply that will avoid the complications created by the newly-imposed tariffs. Based in Ansan, South Korea, Seoul Semiconductor is the fourth largest LED supplier in the world and manufactures all its LED chips in its facility in Korea. Like virtually every other LED supplier, Seoul has packaging and subassembly facilities in China; however, the company invested in a state-of-the-art manufacturing facility in Vietnam about eight years ago, and that facility became fully operational in March of 2017. Located near Hanoi, the Seoul Semiconductor VINA facility is now the lowest cost high volume LED manufacturing facility in the world, capable of making LEDs cost competitively for a wide range of applications. For more information, Mark McClear, Seoul Semiconductor's president for North America, can be reached directly at: [mark.mcclear@seoulsemicon.com](mailto:mark.mcclear@seoulsemicon.com)



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- 20. Circadian Rhythm Lighting on Aarhus University Hospital** - Foundation grants have made it possible to establish a ground-breaking research project about a stimulating patient environment at the neuro intensive care unit in Aarhus, Denmark. It is a unique solution that integrates Circadian Lighting and functional lighting, noise masking, music intervention, individual info monitors and camera observation. The lighting component fulfils the wish for focused light, functional night light and available daylight. Ergonomic Circadian Lighting contributes to a natural circadian rhythm for patients as well as staff. The functional night light makes it possible for the staff to disturb the patient as little as possible when doing their work at night. Ergonomic Circadian Lighting follows the natural rhythm of the sun. It rises in the morning, is the most intensive in the middle of the day, and at night, a specially designed night light with built-in monitoring is turned on.  
<https://chromaviso.com/en/circadian-lighting/cases/intensive-care-unit-aarhus-university-hospital/>  
 Watch the video: [https://www.youtube.com/watch?time\\_continue=127&v=-m7gHFdtfLc](https://www.youtube.com/watch?time_continue=127&v=-m7gHFdtfLc)
- 21. LEDinside 2018 Chinese Automotive Lighting Market Trend** - Chinese conventional passenger car shipment volume in 2017 has reached 23.8 million units, and is expected to reach 25.5 million units in 2018. The consumption of passenger vehicles in China has grown rapidly, and the penetration of LED in Chinese automotive market has also been significantly increased, which has led to the rapid development of the automotive lighting industry. The quantities of conventional passenger cars are huge, and its LED market value in 2022 is estimated to reach US\$1.9 Billion, with a CAGR (2017-2022) up to 54%.  
[https://www.ledinside.com/intelligence/2018/5/2018\\_chinese\\_automotive\\_lighting\\_market\\_trend](https://www.ledinside.com/intelligence/2018/5/2018_chinese_automotive_lighting_market_trend)
- 22. World's Biggest LED Horticultural Project Doubles in Size** - The massive 28-hectare greenhouse – 350 km south west of Moscow, Russia – currently uses over 120,000 luminaires to boost the growth of tomatoes and cucumbers. The LED lighting has been so successful in enabling year-round growing, improving supply and predictability and saving energy that owner Agro-Invest will now double its size to 68.5 hectares, an area equivalent to 100 soccer pitches. It costs half as much to run as the high-pressure sodium lighting installations it is replacing. The supplier, Signify – formerly Philips Lighting – had proved very accurate in projecting yields. The Putin government is determined that Russia becomes self-sufficient in vegetables and the project is set to significantly secure the supply of domestically-grown tomatoes and cucumbers into the Russian market.  
<http://luxreview.com/article/2018/06/world-s-biggest-led-horticultural-project-doubles-in-size>
- 23. Retail Chain Claire's Slashes Energy Bill by Controlling Smart Lights Over Standard Cable** - Serving another reminder that IoT lighting does not have to entail cutting edge wireless systems or fancy new Ethernet cabling, fashion and accessories retail chain Claire's has slashed energy consumption in a section of a warehouse by connecting new LED lights to data-based controls via existing standard electrical wires. The warehouse in Birmingham, England has deployed powerline communication (PLC) technology from Chepstow, Wales-based enModus to reduce electricity use by 96% compared to the previous lights. The savings come not just from the new batten-style LED luminaires but also from enModus' intelligent system called Wattwave, which monitors and controls individual lights from a central hub, all through conventional power cables supporting an Internet of Things (IoT) connection to lights in the ceiling ranging in height from around 9–46 ft. The UK's LED By Vision provided the lights. <https://www.ledsmagazine.com/>



- 24. *Le Mans Drivers to Sample LED Eyewear for Alertness*** - There's nothing like a world stage to promote an emerging technology. In international auto racing, the stage doesn't get much bigger than Le Mans, the grueling 24-hour endurance contest and the latest sporting event where Osram will trial specially-adjusted LED lighting to help keep drivers and crew alert. Osram is providing LED-equipped glasses, tunable to blue, to drivers of the two-car BMW M Motorsport team and is outfitting BMW's pit control area with blue-hued luminaires at the event, coming up this Saturday and Sunday at the fabled Circuit de la Sarthe raceway near Le Mans, France. 24 Hours of Le Mans — as it's officially known — pushes drivers to the limit of exhaustion, so Osram is delivering jolts of blue frequency light through eyeglasses to drivers who want it, because the wavelength is known to work as a stimulant. <https://www.ledsmagazine.com/>
- 25. *Current, powered by GE and Jones Food Company Partner to Launch Europe's Largest Indoor Farm*** - The intensive plant nursery, located in North Lincolnshire, England, will be the largest indoor farm in Europe, producing up to 420 tonnes of leafy greens per year across a growing area of 5120m<sup>2</sup>, arranged in racks rising to the height of 11m. To maximize the facility's yield, Current by GE is installing more than 12Km of its new Arize\* LED horticultural lighting solution, with a balanced light spectrum that catalyses optimal growth in every plant and shortens the growth cycle for more intensive production. The equipment is housed within a futuristic, intelligent cleanroom (or "high-care") environment that allows crops to be grown in complete isolation from external contamination – ideal for food production as well as growing high-quality cosmetic and pharmaceutical ingredients. Production of the first crop from the Jones Food Company operation is due to start in autumn 2018. <https://www.businesswire.com/news/home/20180607005249/en/Current-powered-GE-Jones-Food-Company-Partner>
- 26. *LEDVANCE Brings Together Strengths of West and East*** - LEDVANCE hosted a press conference on June 10<sup>th</sup>. The new CEO of LEDVANCE, Jacob C. Tarn Ph.D., with his management team revealed the company strategy "LEDVANCE 2.0". Dr. Tarn described the three characteristics of the LED lighting market: 1. Irrationality 2. Intense business competition 3. Dynamic. The global strategy could no longer respond to this radically changed market dynamics in different areas. Thus, it has been essential for LEDVANCE to adjust its business strategy. Dr. Tarn outlined five core strategic initiatives for LEDVANCE to achieve its long-term vision of becoming the leading LED general lighting company globally: 1. Leadership 2. Business development 3. Research and development 4. Outstanding supply chain management 5. Manufacturing and sourcing. Details at: [https://www.ledinside.com/showreport/2018/6/ledvance\\_creates\\_integration\\_of\\_west\\_and\\_east](https://www.ledinside.com/showreport/2018/6/ledvance_creates_integration_of_west_and_east)
- 27. *Osram Demonstrates Human Centric Lighting Technology at Boston TechJam*** - The eyewear displayed was the version Osram provided for the German ski team in the 2018 Winter Olympic Game in Pyeongchang. Attendees of the event could try on the eyewear and experience the light shift with varying color temperature and intensities that provide desired outcome for the benefit of athletes. Equipped with LED, the eyewear could replicate different levels of daylight, helping the body to adjust to various environments, which is advantageous for athletes as they often need to deal with jet lag or to compete at off hours. The devices were also offered to the BMW Motorsport team during the 24-hour races in 2017 and 2018. HCL focuses on biological circadian system of human body, aiming to utilize the lighting technology to emulate natural light for enhancing the physical and psychological condition of people. The applications of HCL are being used for healthcare, commercial lighting, home lighting and education. <https://www.ledinside.com/>



## LED Technology Watch...

**28. EW's Top 10 Product Picks for June 2018** - Congratulations to the product managers and marketing teams from ABB, Burndy, EarthTronics, Emerson, Forest Lighting, Greenlee, LEX Products, Lutron, Universal Lighting and Wiremold/Legrand for having their new products selected in Electrical Wholesaling's Top 10 Product Picks for this month. If you would like your company's product to be considered for a future Top 10 Product Gallery, email a brief description of the product and a high-resolution image to Jim Lucy, Content Director, *Electrical Wholesaling* magazine. <http://www.ewweb.com/>

**29. Experience the Power of Crestron Mercury + Zoom Rooms** - Crestron, an industry leader of workplace technology solutions that enable people to work more productively, announced an extension of their relationship with Zoom Video Communications, Inc., the leading provider of enterprise video and web communications technology, to offer an integrated solution for A/V presentation, conferencing, and collaboration beyond the Crestron Mercury experience to larger, integrated spaces, with the TSW Touch Screen line. With this expanded partnership, Crestron and Zoom are able to integrate the entire Crestron ecosystem of control; including DM NVX, AV, fully integrated-audio, lighting, and shades with the native Zoom Rooms experience. <https://www.crestron.com/>



**30. Times Square Lighting Introduces Mosaic** - The Mosaic Series features tunable color and a high CRI output and includes tunable white from 1800K-8000K with a CRI of 90+ across the entire temperature range. Rich blues, ambers, reds, violets, and greens can be added in gradients or can thoroughly saturate the output of the light. Interchangeable reflectors allow beam angles between 10° and 60°. This fixture is perfect for retail applications such as car dealerships and clothing stores but is equally well suited for illuminating artwork or using in an archtainment setting. <http://www.tsilight.com/?s=mosaic>



**31. EarthTronics Introduces New LED Troffer Series** - EarthTronics launched the company's new line of contemporary LED Troffers, the LED Troffer Series for healthcare, office, retail and other commercial applications for retrofit and new construction projects. The company designed the LED Troffer Series for installation in 2'x2' and 2'x4' grid ceilings. The Troffer LED fixtures from EarthTronics come in 4000K and 5000K and feature an 80+ CRI. The 2'x2', 30-watt LED Troffer model delivers 3780 lumens, while the 34-watt 2'x4' model LED provides 4289 lumens. So both can operate at up to 126 lumens per watt (LPW). The troffers come with a durable white finish and feature a slim design and a 50,000-hour performance life. <https://www.earthtronics.com/products-page/led-fixtures/troffer/>



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**32. New LED Vapor Tight Slim Strip Lights from Litetronics** - Litetronics introduces its new LED Vapor Tight Slim Strip Lights, a family of uniquely rugged and low-profile fixtures that are ideal for space-constrained industrial applications requiring a durable and energy-efficient solution. Available in 4' and 8' versions that consume 30 and 55 Watts respectively and deliver a powerful 130 lumens per watt, the line of fixtures optimally supports commercial, industrial, and institutional lighting needs within corridors/hallways, storage areas, stairways, parking lots, gas stations, car wash/auto body operations, and a broad range of other applications subject to harsh, wet, or otherwise challenging conditions. Measuring just 1.5 inches in diameter, the DLC Premium-certified fixtures' slim IP67-rated design -- ensuring protection against dust, water, and other liquids -- is both impact- and corrosion-resistant. Rated for both indoor and outdoor use. Fully-sealed with an extruded housing and tightly-fitted end caps, the Vapor Tight fixtures' lightweight design -- the 4' version weighs only 1.8 pounds and the 8' version weighs just 2.6 pounds. [www.litetronics.com/led-vapor-tight-slim-strip](http://www.litetronics.com/led-vapor-tight-slim-strip)



**33. Acclaim Announces New Specification Grade Linear One Series Cove and Graze LED Fixtures** - Assembled in the USA, modular design linear LED fixtures, in 1- or 4-foot sections for interior or exterior, are available in a wide range of color temperatures, CRI and beam angles with no visible cables for a clutter-free environment. The Acclaim Lighting Linear One series utilizes an end-to-end modular design, making it an incredibly adaptive, efficient, and versatile linear light system designed for Exterior and Interior, linear, low profile, single-color, high-output LED fixtures designed to enhance creativity capabilities for wall grazing and cove applications. Linear One is available in 2700K, 3000K, 3500K and 4000K with at 80 and 90 CRI. Its wide range of beam angles include 10° x 10°, 30° x 30°, 60° x 60°, 100° x 100°, 10° x 25°, 10° x 40°, 10° x 70°, and 40° x 70°. Linear One even offers 1 to 100 percent dimming through its internal 0-10 volt driver or Triac / DMX dimming through an optional UDM (universal dimming module). [www.accliamlighting.com](http://www.accliamlighting.com)



**34. A.L.P. Adds New Edgelit Panel Equipment** - A.L.P. Lighting Components, manufacturer of LED lighting components and fixture kits, has added to its capacity to produce molded edgelit lighting panels. Taking advantage of Rambus closing its Brecksville, OH facility, A.L.P. purchased a 1,650-ton press, molds and other equipment to be installed in its Charlevoix, MI plant. A.L.P.'s LexaLite® brand has been at the forefront of edgelit technology for more than three decades, with preeminent production resources, expertise, and mold inventory. A.L.P. is currently the only North American manufacturer capable of injection molding both 1'x4' and 2'x2' edgelit panels. By using standard molds with custom inserts, A.L.P. can quickly and inexpensively manufacture prototypes and low-volume production runs. <http://www.alplighting.com/uploads/downloads/Press5b2bc9515.pdf>

**35. Cree's New LED Is Its Most Basic Bulb Ever** - Cree's newest flagship bulb, a 60-watt replacement LED that sells in a two-pack at Home Depot for about \$8, is its most affordable yet. Cree got there by borrowing a page from the bargain bulb playbook and going with a cheaper, less distinctive design, but fortunately, the performance is still solid. In my tests, the bulb was brighter than advertised and quite good at dimming, too. Most reassuring of all, it still comes with Cree's category-leading 10-year warranty. At 843 lumens bright, Cree's bulb puts that light out from a power draw of 10 watts, which is pretty much the going average for a dimmable 60-watt replacement LED these days. <https://www.cnet.com/products/cree-60w-replacement-led-2018/review/>



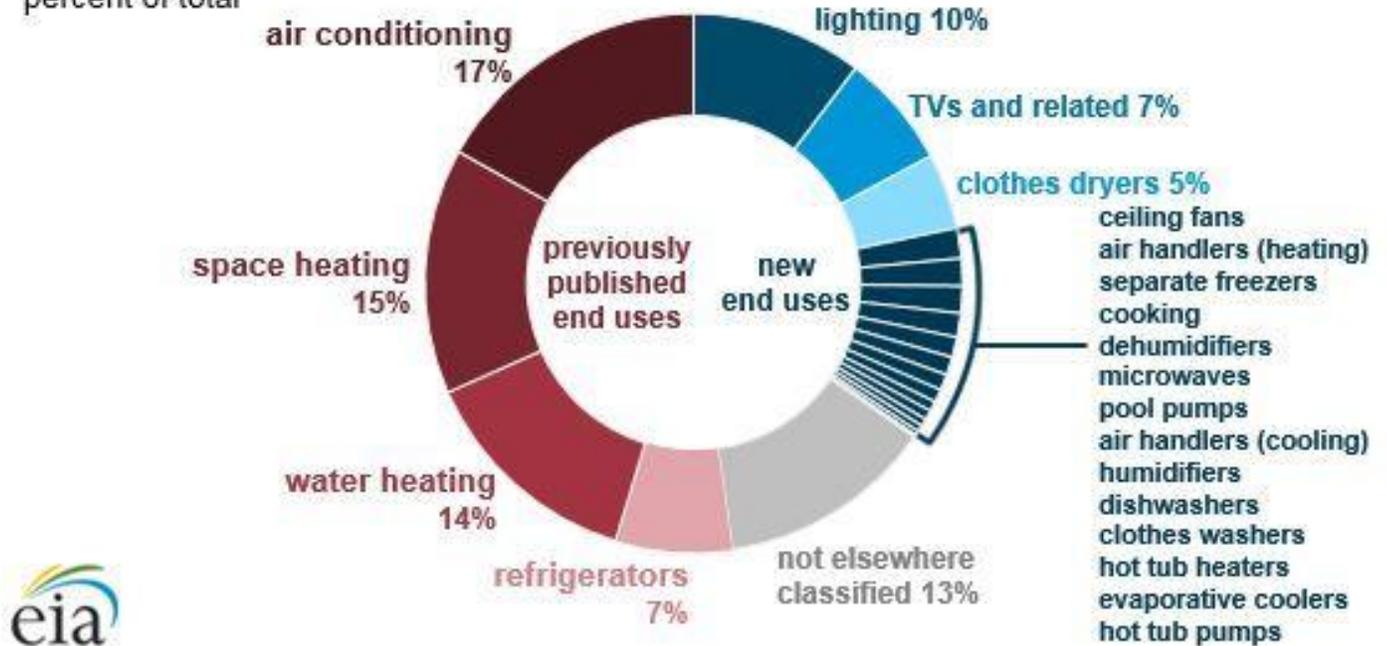
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## National Energy Watch...

36. *The 2015 Residential Energy Consumption Survey (RECS)* - Produced by the U.S. Energy Information Administration (EIA), it was recently updated to include additional energy end uses to include lighting and other equipment commonly found in homes. Notably, EIA estimated that lighting consumes 10% of total electrical energy consumption. <https://www.eia.gov/>

**Residential electricity consumption by end use, 2015**  
percent of total



37. *The 2018 Electrical Wholesaling Top 200* - Find out who made #1. Along with the ranking of the Top 200 electrical distributors by 2017 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. Along with the ranking of the Top 200 electrical distributors by 2017 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. This year's Top 200 is sponsored by Epicor. <http://www.ewweb.com/>

38. *Atlanta Fed Raises U.S. Second Quarter GDP View to 4.8 Percent* - The Trump economy is not only growing but accelerating according to the newest forecast from the Atlanta Federal Reserve's [GDPNow](#) model. The forecast sees consumer spending growth and private fixed investment growth increased from 3.4 percent and 4.6 percent, respectively, to 3.5 percent and 5.4 percent, respectively based on the May [employment report](#), the construction spending report, and the [Manufacturing ISM Report](#) – all with better than expected numbers. Those same reports, that came out Friday 6/15, pushed the GDP forecast for Q2 to 4.8%. <https://www.reuters.com/>



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- 39. GE Dropped from Dow Jones Industrial Average, Replaced by Walgreens** - General Electric Co., an original member of the Dow Jones Industrial Average, is being removed from the renowned stock index to be replaced by Walgreens. New CEO John Flannery, who took over in mid-2017, vowed in November to jettison \$20 billion worth of business assets over the following year or two and announcing that the company's dividend would be halved, sending GE's stock on one of its sharpest price dives closing at \$12.95 Tuesday during which GE lost its crown as the largest U.S. manufacturer by market capitalization. <https://www.bizjournals.com/>
- 40. GE Can't Get Rid of Its Light Bulb Business** - It's been nearly a year since cash-strapped GE revealed plans to sell the struggling light bulb business and focus instead on moneymakers like jet engines and MRI machines. But GE has yet to find a taker for the iconic unit. The company is in "active discussions" with potential suitors for the lighting division. The struggle to sell the light bulb unit underscores the dim outlook for the lighting industry that GE. GE's lighting sales plunged by 59% last year to just under \$2 billion. Although lighting long defined GE, today it's the company's tiniest division, accounting for less than 2% of its \$122 billion in annual revenue. GE has decided to shift focus onto three core areas: healthcare, power and aviation. The lighting slump isn't special to GE. It's an industrywide problem driven by low prices and the popularity of LED lights that last for decades, limiting the need to replace them. <http://www.hartfordbusiness.com/>
- 41. Current, GE Sale is on Track** - The *Edison Report* website has posted a copy of a memo from Kevin Hefferman, Current General Manager, US & Canada that there are 5 key bidders, one of which is ABB. The company has solicited and received first-round bids for both the residential GE Lighting business and the commercial lighting products in the Current, powered by GE business including the Daintree IoT unit. <https://edisonreport.com/current-ge-sale-is-on-track/>
- 42. Intel, AT&T & GE Partner for Smart City Project in Portland, OR** - Street lights connected to the internet are monitoring the volume and speed of traffic in the center to Portland, Oregon. Over 200 traffic sensors are mounted inside the street lights at three dangerous and busy streets, hoping to ultimately reduce the number of accidents on the streets. The sensors record counts of vehicles and pedestrians and track vehicle speeds 24 hours a day. Traffic engineers from the Portland Bureau of Transportation will mine the data produced by the sensors to improve safety and optimize the flow of traffic in the city. Only the cities of Atlanta and San Diego have installed similar safety sensors and Portland is the first to test the sensors ability to count bikes. 6/18 BusinessWire
- 43. Atlanta Braves' New Network Transforms Its Business** - On April 14, 2017, the Atlanta Braves opened their home schedule at SunTrust Park, the centerpiece of a \$1.1 billion megaproject that was years in the making and included the stadium and a large mixed-use development called the Battery Atlanta. In addition to the stadium, the Braves would be building 1.5 million square feet of homes, retail shops, office buildings and restaurants around SunTrust Park. The Battery Atlanta is also home to a 4,000-seat music venue and a four-star hotel. Their vision included a one-network concept, in which everything — the club's back-office network; the Wi-Fi in the ballpark and the Battery; the networks used to manage the sprinklers, lights and other ballpark operations; and all third-party service providers, from the food vendors to parking attendants — would run on a single network. The club deployed a comprehensive suite of Cisco products and services. <https://biztechmagazine.com/>



## Monthly Special Feature...

**Global LED Indoor Commercial Lighting Market Will Reach USD 15.87 Billion in 2018** - According to the latest report from LEDinside, a division of the market research firm TrendForce, 2018 Commercial Lighting, Smart Lighting and Panel Light Market Report, the global LED indoor commercial lighting market will reach USD 15.87 billion in 2018, accounting for 42% of the global LED lighting production value, moreover, the global LED commercial lighting is estimated to achieve CAGR of 3% during 2018-2021, growing slower than previous years, mainly resulting from the price decrease of LED lighting products and the reduction in market installation.

According to LEDinside, the top ten commercial lighting manufacturers contain Philips Lighting, Acuity Brands, Panasonic, LEDVANCE, Eaton Lighting, Toshiba, NVC, Fagerhult, YANKON and Hubbell.

2017 Commercial Lighting	
1	Philips Lighting
2	Acuity Brands
3	Panasonic
4	LEDVANCE
5	Eaton Lighting
6	Toshiba
7	NVC
8	Fagerhult
9	YANKON
10	Hubbell

Commercial intelligent lighting will take up 33.5% of the global intelligent lighting market scale in 2018, reaching USD 2.53 billion. Digitalization can bring more new business models and value growth opportunities, therefore commercial lighting is the largest application of intelligent lighting at present, It is expected that the global intelligent lighting market will keep growing in next few years, reaching USD 13.4 billion by 2020.

Panel Lighting Market Trend: In the European and the US markets, 600mm is the most common specification, mostly with dimming function, warm white, and generally with service life of more than 40,000-50,000 hours. In addition, Japanese panel lights have high light quality, developing toward smart lighting to realize remote control, also focusing on incorporating local culture into products to meet the market needs better, which lead to more flexible product sizes.

<https://www.ledinside.com/intelligence/2018/4/global-led-indoor-commercial-lighting-market-will-reach-usd-15-87-billion-in-2018-says-ledinside>



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