

EnergyWatch



November 2018

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Live as if you were to die tomorrow. Learn as if you were to live forever. Mahatma Gandhi

Something to Think About...

Overage by Hank Bergson, Former President & CEO, NEMRA



Overage it's a word that exists in our business, loved by some and hated by others. It is frequently a topic of conversation or a word that works its way into those industry seminars many of us attend.

Overage has been around long before I started in the electrical industry some 50 years ago. Why has it continued to persist despite its controversial nature? To my mind the answer is both simple and at the same time complex. To some it smacks of greed "get as much as you can", to others it is part of the return on investment on a job, to others it's a point of envy driven by their self-perceived position in the channel of distribution and some feel entitled to a larger share of the "profits"

immaterial to the services provided in securing an order. The complexity is staggering and filled with all the human emotions that money or the lack there off create.

To me the answer to overage is rather simple. "Overage exists because manufacturers allow it to exist". Peculiar to the lighting specification business most manufacturers feel that the commission earned by their independent sales representatives is adequate compensation for the time, effort, expense and sales expertise that goes into securing a lighting package specification and holding that specification thru delivery, installation, and payment. Frankly nothing could be further from the truth, the hard and soft costs borne by the independent lighting representative frequently far exceed their commissions. Thus, the need to recover those costs and receive a profit for their efforts. Most manufacturers have no clue what the Independent Representative has to do to "get the order" and furthermore they don't want to know, they just want the order!

Couple with this the fact that some manufacturers encourage overage because they share in the overage dollars if they are billed as part of the cost of the product by splitting by some percentage the overage with the representative.

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Want to get rid of overage? Raise the commissions!

Today some of what used to be overage has taken on the form of billable rep services such as layout engineering, training, product set-up and programming or other value added services provided by the rep as part of the lighting package but the goal is the same an appropriate return on investment for the Independent Representatives services in securing the specification, warding off the value engineers and getting the order.

Bottom line the problem, if there is one, has never been the size of the pie it is strictly the argument about how it is divided. Overage is here and will probably stay here as a tool for the customer to get the products and systems they specify.

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LED EnergyWatch...

1. ***Rebates for LEDs Are Available Across the Country*** - Depending on your location, you may be eligible for a sizeable rebate when installing LED solutions in your existing facility or new construction project. Rebate programs often have requirements products must meet in order to qualify. They may require a certain wattage, shape, warranty or listing by an organization such as Energy Star or Design Lights Consortium. Many programs require that you receive pre-approval before you purchase or install any lighting. The average time it takes to get pre-approval across North America is 29 days. You should make sure to start the process early so you don't miss out on any money. Some programs may advertise a flat \$40 per lamp rebate, but often these rebates are capped at a certain percentage of project cost. <http://www.briteswitch.com/led>
2. ***IES Live Webinar Series*** - Each month the IES presents a live webinar with topics beneficial to IES Members and others in the lighting community. We invite you to register: <https://www.ies.org/> If you have any questions concerning the webinar series, please contact membership@ies.org
3. ***IES Technical Memorandum on the Use of Solid State Lighting in Sports Lighting Applications*** - This document is intended to be a supplement to the IES RP-6-15, *Recommended Practice for Sports and Recreational Area Lighting*. RP-6-15 covers design and application information critical to sports lighting that is not contained in this document. This document should not be used as a replacement for RP-6-15. This document presents light sources that are relatively new to the lighting industry and are currently being used or considered for use in sports and recreational lighting applications. Where appropriate, the new sources will be compared and contrasted with traditional sources. This document is meant to focus on mainly recreational sports lighting, encompassing the same breadth of projects as noted in RP-6-15. The lighting requirements for professional sports and the related broadcasting issues are not addressed in this document. <https://www.ies.org/product/technical-memorandum-on-the-use-of-solid-state-lighting-in-sports-lighting-applications/>



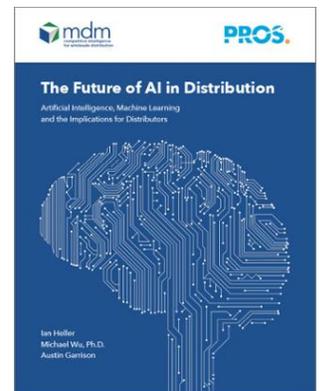
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4. ***IES Lighting Education Development Specialist*** - POSITION SUMMARY: Over two years ago the IES hired its first fulltime Director of Education, and much of our focus since has been the creation and dissemination of educational content to increase the value of membership. In an effort to even further our dedication towards lighting education, the IES is now seeking applicants for a Lighting Education Development Specialist position. Reporting to the Director of Education, the Lighting Education Development Specialist will support in developing and maintaining IES education program activities, project management support, and outreach to support member engagement with IES education activities. This position will be located at the IES headquarters office in New York City, and requires travel flexibility to meet the job demands. <https://www.ies.org/>
HOW TO SUBMIT:
- If you are interested in being a candidate for this position, please submit a CV and cover letter to careers@ies.org
 - Submit original 20-minute lighting educational material presentation in format of your choice.
5. ***Lighting Science Introduces Air Sanitizing Luminaire*** - Lighting Science of West Warwick, RI, launched a new LED luminaire that is said to reduce the airborne pathogens responsible for numerous illnesses. According to Lighting Science, the easy-to-install Cleanse™ is an air-sanitizing luminaire that decreases the levels of airborne particles, including microorganisms. Such health concerns are widely felt in healthcare, schools, gymnasiums and a multitude of public spaces. Cleanse uses an efficient, multi-stage, air circulation and sanitation system. Activated carbon and HEPA filters capture particulates, and UV LEDs (A+C) further clean and deodorize the air. The company says that the process achieves a greater than 99.9% elimination rate among the most common airborne pathogens. Lighting Science says that this elimination results in reduced contamination, less illness, and a lower risk of infection, particularly for immuno-compromised individuals. <http://www.solidstatelightingdesign.com/lighting-science-introduces-air-sanitizing-luminaire/>
6. ***Walmart to Save Energy and Achieve Sustainable Goals with GE Lighting*** - According to GE Lighting, by switching customers from traditional to LED bulbs over the past two years, shoppers will save more than US\$2 billion collectively over the life of the LED bulbs. As part of an ongoing commitment to energy efficiency, Walmart has installed more than 1.5 million LED fixtures across more than 6,000 stores, parking lots, distribution centers and corporate offices in 10 countries. With energy costs traditionally representing one of the company's largest operating expenses, the monumental energy initiative over the past decade has reduced lighting energy consumption and reduced costs by more than US\$100 million. <https://www.ledinside.com/>
7. ***Acuity Sells Spanish Company Carandini*** - Acuity Brands has quietly unloaded its \$23 million Spanish lighting company Carandini, as it tries to stay steady in what CEO Vernon Nagel described this week as a "challenging lighting market." The sale came to light when the buyer, Spain's \$85.2 million LEDS C4, issued a press release last week, saying that "LEDS C4...announces its acquisition of Carandini." In a peculiar omission, the release did not mention Acuity as the seller. Acuity also distanced itself publicly from the details. It did not issue a press release about the move. Rather, Acuity first mentioned the sale in passing within its fourth quarter financial statement yesterday, keeping both Barcelona-based Carandini and Torà-based LEDS C4 (both are in Catalonia) nameless while burying reference to "the sale of the company's Spanish lighting business" within a long, convoluted list of actions that it excluded from adjusted results. <https://www.ledsmagazine.com/articles/2018/10/shhhh-acuity-sells-spanish-company-carandini.html>



8. **DOE Webinar on November 8: Sky Glow Comparison** - The increasing presence of sky glow—a reduction of night-sky visibility from greater levels of scattered light—has been a topic of growing concern among the lighting community for some time. But, short of following general design guidance, there are few simple means of estimating a lighting product’s specific influence on the phenomenon, or of identifying the most effective approaches for addressing it. The Building Technologies Office (BTO) is interested in this research topic as it impacts the installation of energy efficient LED street lighting. On November 8 at 1:00 pm EST, Bruce Kinzey of Pacific Northwest National Laboratory will describe and demonstrate use of the Sky Glow Comparison Tool in an hour-long webinar. <https://www.energy.gov/eere/ssl/articles/webinar-november-8-sky-glow-comparison-tool>
9. **White Paper: The Future of AI in Distribution** - Learn how leading companies are using artificial intelligence and the threats and opportunities these technologies pose for distributors. MDM’s latest white paper, sponsored by PROS, provides a plain-English description of what artificial intelligence (AI) is and what it means for distributors. Featured writers include PROS Chief AI Strategist Michael Wu, Ph.D., Concourse Capital founder Austin Garrison, and MDM COO and President Ian Heller. This report will help you understand the capabilities your most sophisticated competitors are developing, and what it means for your customers and your ability to compete. <https://www.mdm.com/free-reports>
10. **Eaton Fosters Future Lighting Designers with Annual SOURCE Competition** - Power management company Eaton of Peachtree, City, Georgia USA, called for entries for the company’s 42nd Annual SOURCE Awards, Eaton’s lighting design competition devoted to fostering the next generation of lighting professionals and developing new industry talent. The company wants to encourage university students studying architecture, design, engineering, or related disciplines to enter the conceptual lighting design competition. The firm intends for the competition to foster understanding, knowledge, and demonstrate lighting as a primary design element. The deadline to submit entries is February 25, 2019. In May 2019, at LIGHTFAIR International in the city of Philadelphia, Eaton will announce the winning students and their faculty advisors. <http://www.eaton.com/us/en-us.html>
11. **New DLC Report: Energy Savings Potential of DLC Commercial Lighting and Networked Lighting Controls** - New research demonstrates energy savings potential that can significantly reduce our energy load over the next ten years and beyond. Energy saving opportunities for residential utility lighting programs will soon be largely exhausted due to growing market saturation and EISA federal standards set to take effect in 2020. Commercial and industrial (C&I) utility lighting programs, however, face a very different fate. The type of product addressed by EISA - screw base lighting – accounts for only 10% of fixtures and sockets installed in C&I buildings versus 90% of residential. Lighting product types used by C&I facilities are primarily indoor linear fixtures (72% of installed products). In each C&I product category, the large installed base coupled with relatively low LED market saturation offers significant potential for future energy savings, particularly when paired with networked lighting controls. Regardless of state or region, a path exists to maintain C&I lighting portfolios at or above current levels until at least 2028. <https://www.designlights.org>



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- 12. DLC 4.4 Goes Into Effect on 18 OCT** - The DesignLights Consortium® (DLC) is pleased to release the final version of SSL Technical Requirements Version 4.4. This Technical Requirements update consists of new policies that will allow high performance, energy efficient horticultural lighting products, DC and PoE products, and field-adjustable light output products to be qualified and listed on the DLC QPLs. These revisions will be added to the Technical Requirements as Version 4.4 and go into effect on Thursday, October 18, 2018. Register for the webinars or review the new requirements at: <https://www.designlights.org/workplan/>
- 13. DLC Delays Technical Requirements 4.4** - Due to unforeseen delays in development, the effective date for Technical Requirements V4.4 will be postponed until the end of the month. The postponed effective date affects DLC requirements for horticultural lighting products, DC/PoE products, and field-adjustable light output products. The DLC will send notice of the new effective dates shortly. Please continue to use Application Forms for Technical Requirements V4.3 at this time, and until Technical Requirements V4.4 go into effect. The DLC Team
- 14. DLC Introduces Performance Guidelines for Grow Lights** - These guidelines set an efficiency baseline at the level of 12 percent more efficient than second most efficient type of grow lights on the market, high-pressure sodium. So, any grow lights that meet their standard of efficiency in terms of PPF (photosynthetic photon efficacy), expressed in $\mu\text{mol}/\text{J}$, must at least 12 percent more efficient than high-pressure sodium lights. The guidelines are meant for all types of LED grow lights. These include the kind with just white light and those with multiple colors. DLC intends to further refine the distinction among grow lights of sole source versus those for greenhouses, and also those that are analogous to high bay lights, and perhaps other applications that emerge. <http://www.solidstatelightingdesign.com/dlc-introduces-performance-guidelines-for-grow-lights/>
- 15. DOE Test Procedures for Integrated Light-Emitting Diode Lamps; Final Rule** - On July 1, 2016, the U.S. Department of Energy (DOE) published a final rule adopting a test procedure for integrated light-emitting diode (LED) lamps to support the implementation of labeling provisions by the Federal Trade Commission, as well as the general service lamps rulemaking, which includes LED lamps. This final rule amends the LED lamps test procedure by allowing for time to failure measurements to be taken at elevated temperatures consistent with the ENERGY STAR program requirements. The effective date of this rule is October 22, 2018. For further information contact Ms. Celia Sher, (202) 287-6122. Email: Celia.Sher@hq.doe.gov <https://www.regulations.gov/document?D=EERE-2016-BT-TP-0037-0005>
- 16. Daylighting and LEDs Team Up to Meet Energy Efficiency Standards by Rita Tatum** - When tunable LEDs are combined with daylighting, they do help meet new energy efficiency standards, such as the American National Standards Institute (ANSI), ASHRAE and Illuminating Engineering Society (IES) Standard 90.1-2016, “Energy Standards for Buildings Except Low-Rise Residential Buildings.” Standard 90.1 is the benchmark for commercial building energy codes in the United States. In the 2016 edition, interior lighting power density limits were revised primarily because of the increased efficacy of LEDs. Currently being developed, Standard 90.1-2019 is expected to include additional LED technology advances, further reducing space type and building lighting power density values. <https://www.facilitiesnet.com/lighting/article/Daylighting-and-LEDs-Team-Up-to-Meet-Energy-Efficiency-Standards--18042>



- 17. Mini LED Applications to be Launched in 2019 and Micro LED Displays in 2021** - Mini LED is one of the key technologies for 2019 and will be making its way into the displays of consumer electronics. On the other hand, Micro LED technology, which has been on the spotlight in the recent years, is expected to be applied on displays in the market by 2021, according to the forecast of LEDinside. In the second half of 2018, many LED producers and panel makers have begun mass producing Mini LED products. Many companies have begun vertical integration to push the development of Micro LED technology. <https://www.ledinside.com/>
- 18. Alabama Power Grows Crops in a Shipping Container with LED Lighting** - Alabama Power has established an innovation project to grow food in a shipping container retrofitted with LED lighting provided by Freight Farm. The aim of the project is to find out if the cost of using electricity to power indoor agriculture is more efficient and feasible in comparison with traditional agriculture. The company started to cultivate lettuce, herbs, edible flowers and other vegetables in the beginning of 2017 after it installed a 40-foot hydroponic container. The container offered by Freight Farm is a fully assembled, hydroponic farming system with a seed germination table and 256 vertical towers which can hold up to 17 small heads of lettuce each. <https://www.ledinside.com/>
- 19. Harvesting Natural Lighting by Kadie Yale** - Humans weren't made to live without natural light. While there are many ways humans evolved that society has moved away from, studies continue to show that exposure to natural light has increased benefits. It's no wonder that buildings around the world are choosing to find more ways of bringing natural light into interiors. The benefits of natural light have been studied for more than a decade, but the findings are now being utilized across the board in architecture and design—particularly in offices where artificially lit cubicles are on the way out. The reasons primarily have to do with one's circadian rhythm. <https://www.buildings.com/news/industry-news/articleid/21729/title/harvesting-natural-lighting>
- 20. Legrand and Lumileds Announce Partnership** - Legrand, North & Central America and Lumileds announced a partnership agreement that will bring to market a simple-to-integrate and easy-to-install plug and play solution that delivers high-quality tunable-white light. Under this agreement, Lumileds will provide intelligent light sources (LUXEON-based solutions) through its award-winning Matrix Platform that are uniquely characterized and programmed to work with Legrand's Wattstopper® blanco® tunable white logic modules within the Wattstopper Digital Lighting Management (DLM) lighting controls solution. Lumileds joins existing Legrand partnerships in tunable-white light engine as the exclusive LED array provider. <https://www.legrand.us/>
- 21. President Trump Speaks About Administrative Agenda, Jobs, Economy at NECA 2018** - For the first time in its history, the NECA Show hosted a sitting president. On Tuesday, Oct. 2, U.S. President Donald Trump addressed the closing general session at NECA 2018 in Philadelphia. In his speech, Trump spoke about his administration's agenda and policies, jobs, and the economy, and he credited organizations such as NECA with making strides in workforce development. Trump delivered an address to the audience that summarized his administration's agenda and achievements, touching on the economy, trade, U.S. manufacturing, military spending and more. He alluded to future plans that are in the works, such as further boosts to manufacturing jobs and trade deals with South Korea and Japan. "As NECA works toward growing the electrical construction industry, we are fully committed to meeting President Trump's goal by pledging to create career opportunities for 60,000 American workers over the next five years," said NECA President David Long. <https://www.ecmag.com>



Global LED EnergyWatch...

- 22. NEMA Welcomes U.S.-Mexico-Canada Trade Agreement Announcement** - The agreement, entitled the United States-Mexico-Canada Agreement (USMCA), contains a series of commitments of material importance to U.S. electroindustry manufacturers, including in the areas of market access, standards and conformity assessment, and regulatory cooperation. It is expected NAFTA will remain in force until the USMCA enters into force at a date to be determined in 2019 or 2020. <https://www.nema.org/>
- 23. Vodafone and Current by GE Test Energy Efficiency and Productivity Enhancement in Smart Office Pilot Project** - Vodafone's London headquarters already has LED lighting. The headquarter office is now piloting a new multi-sensor network that Current by GE developed to improve office space utilization and the employee experience. The IoT system is controlled via a unique data visualization software, which shows occupancy rates and aggregates the building management information. Also, Vodafone IoT technology directly connects the GE's multi-sensor network to the cloud. The Smart Space team at BuroHappold, experts in real-time data visualization, human behavior analytics, and people movement, worked with Vodafone and Current to devise the data visualization solution that achieved these outcomes. The EG Tech Awards, which celebrate digital transformations in real estate technology, recently recognized the project for excellence in Property Productivity category, highlighting the potential for both energy efficiency and digital productivity enhancement in next-generation office buildings. <http://www.solidstatelightingdesign.com/>
- 24. Osram's New Automotive LED Enables Headlights to Project Symbols onto the Road** - Osram Opto Semiconductors developed Oslon Boost HX, a new automotive LED which helps headlights to achieve high resolution and to project information onto the roads. Oslon Boost HX was developed with the help of Osram Opto Semiconductor's extensive knowledge in projection technology, which typically uses high-current LEDs. The new LED delivers luminance of more than 200 cd/mm² and its chip with high ampacity can be operated at 3 A/mm². Its 2 mm² chip emits at least 1,400 lm at a current of 6 A. According to Osram, the new product is designed to be integrated with digital mirror device (DMD) systems to allow for a wider range of applications, such as projecting guide lines to indicate the width of a car to remind the driver to negotiate roadworks more safely. <https://www.ledinside.com/>
- 25. Osram Opto Joins the ISELED Alliance Expanding the Ecosystem for In-Cabin Auto Lighting** - The ISELED has defined RGB LED modules with an integrated controller that can deliver new SSL capabilities in an automotive cabin, including dynamic cabin lighting, roof lighting, functional lighting (for reading, etc.), display backlighting, and more. The fundamental building block of the ISELED technology is an RGB light point or node that includes the three LEDs along with an integrated digital controller. The alliance further defines a 2-wire digital bus capable of 2-Mbps data rates that can connect more than 4000 of the RGB nodes that would likely be supplied as flexible strips. Moreover, ISELED Alliance members will deliver the software and other system elements needed to enable new auto cabin-lighting applications. <https://www.ledsmagazine.com/>



- 26. Signify Releases Interact Pro for Small and Medium-Sized Businesses** - Signify (formerly known as Philips Lighting), announced Interact Pro, the latest addition to its Interact IoT-ready portfolio. The company says that the Interact Pro is the first multitasking, smart lighting system, and software developed for small and medium-sized enterprises (SMEs). Interact Pro is an app and dashboard that lets SMEs control and manage their lighting. The app enables businesses to work smarter while reducing energy consumption and aiding the productivity and well-being of employees. The Interact Pro app works seamlessly with Interact Ready lamps, luminaires, and sensors from Philips. The system gives employees the ability to select the best light to suit their eyesight, tasks, and the time of day. <http://www.solidstatelightingdesign.com/>
- 27. Everlight Wins Patent Lawsuit Against Nichia In China** - China's intellectual property authorities has dismissed Nichia's claim that Everlight Electronics' China patent concerning flip-chip LED packaging technology, CN 101 400 197, is invalid, which is tantamount to upholding its validity in China, according to industry sources. Everlight indicated that it has flip-chip LED packaging patents in Taiwan, the US, China, Japan, South Korea and the EU and has widely used the technology in LED backlighting, lighting and automotive lighting, as well as mini LED backlights for gaming notebooks and automotive displays. <https://www.digitimes.com/news/a20181019PD200.html>
- 28. Halogen Lighting Heads into the Sunset While LEDs Are on the Rise** - From Sept. 1 this year, almost all halogen lighting will be phased out in Europe to make way for more efficient and cost-effective solutions. This is the last of a number of European Union (EU) Eco-Design measures, which were first put into place in 2009 to bring the industry closer to meeting targets set out under the energy strategy for 2020. The final deadline designed to bring the industry closer to meeting the energy strategy came into play on Sept. 1. This will see mains-voltage non-directional halogen lamps banned, marking the phasing out of almost all halogen lighting. Refrigerator and oven lamps, halogen capsules, linear R7s bulbs, and low-voltage halogen lamps such as MR16 will remain available. <https://www.ledsmagazine.com/>
- 29. Zumtobel Flashes Up As New 'Official Lighting Partner' for German Soccer Team** - Allianz Arena said in a press release that it hopes to have the Zumtobel LED lights installed and operating by next year, in what it described as the first of three phases of new Zumtobel lighting. In the second phase, Zumtobel will replace 13-year-old fluorescent lighting in stairways that lead from concourse areas to the inside of the stadium with LED spotlights. In the third phase, scheduled for completion in 2020, Zumtobel will replace the balloon-shaped lights in the esplanade area outside of the stadium, which attracts about 3.5 million visitors a year between soccer and other events such as catered indoor functions and parties. Signify is still very much present at the facility, providing not only the iconic LED façade lighting, the ultra-HDTV-friendly field lighting, and the stoke-them-up-and-calm-them-down player lights, but also hospitality, parking, and other fixtures. <https://www.ledsmagazine.com/>



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30. China Increases Duty Drawback Rates for Luminaires to Fight the Trade War - The Chinese government has launched new policies to reduce the impacts of the U.S. tariffs on Chinese exporters. One of them is to raise duty drawback rates for the exported products. The policy will become effective on November 1st, 2018. The Ministry of Finance of China has issued the policy to increase duty drawback rates to 16 percent for luminaires and related lighting products. According to the official announcement, the goal of the revision is to optimize export tax policy and to respond to the complexity of the international situation. <https://www.ledinside.com/>

LED Technology Watch...

31. Electrical Wholesaling's Top 10 LED Picks for October 2018 - Congratulations to the product managers and marketing teams from Acclaim Lighting, Bartco Lighting, ESL Vision, Fulham, HyLite, JLC Tech, Keystone Technologies, MaxLite, Nora Lighting and WAC Lighting for having their new products selected for Electrical Wholesaling's Top 10 New LED Picks for October, 2018. Do you have a product you would like us to consider for our future monthly picks? Send a brief description of the product and high resolution image (300 dpi or better) to Jim Lucy, Content Director, *Electrical Wholesaling* at jim.lucy@informa.com

32. MaxLite Launches Indirect Troffer for Architectural Interior Lighting Applications - Ideal for office, education, hospitality, health care environments, the MaxLite Indirect Troffer uses voluminous, high efficiency reflectors to fill the room with visually comfortable, low-glare, LED illumination. Available as a 2x2' or 2x4' fixture to fit standard grid applications, the Indirect Troffer achieves exceptional efficacy above 125 lumens per watt, earning the fixture placement on the DesignLights Consortium (DLC) Premium Qualified Products list. In addition to the energy savings, the light quality and fixture aesthetic are best-in-class for the product tier. The 25- and 32-watt models ship standard with a 0-10V dimming driver that enables smooth dimming down to one percent of full light output. The Indirect Troffer may be paired with IntelliMax, MaxLite's intelligent wireless lighting controls system. <https://www.maxlite.com/products/indirect-troffer>



33. Eaton Launches LumenSafe Video Monitoring - Power management company Eaton of Peachtree City, Georgia USA, launched the LumenSafe™ Integrated Network Security Camera system. The system enables cities, municipalities, public facilities, and businesses to integrate connected video technology onto Eaton's LED-based outdoor lighting fixtures. The camera produces a bandwidth-hungry video stream so networks such as ZigBee or Bluetooth Mesh will not suffice to backhaul the video. Eaton will support Wi-Fi, cellular, and Ethernet connectivity as options. The camera is initially available with Galleon and Navion luminaires.



<http://www.solidstatelightingdesign.com/eaton-launches-lumensafe-video-monitoring/>



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34. Sigma Luminous Introduces the New Luminous Hawk LED High Bay - We are proud to introduce the 3rd generation Hawk LED High Bay. And best of all, they're in stock now! These DLC premium listed high bays are an excellent choice for any warehouse, factory, and more!

- 100W, 150W, 200W, and 240W outputs
- 4000K/5000K and 120-277/480V available
- DLC Premium, 1-10v dimming standard
- Installs via eye bolt or yoke bracket
- Optional built in motion sensor and acrylic or aluminum reflectors

Click the link below to download the spec sheet:

<https://sigmaluminous.com/product/luminous-hawk-03-led-high-bay/>



35. Leviton Decora Smart with Wi-Fi Lighting Controls - Take advantage of simple and affordable hubless lighting automation – simply replace your customer's existing dimmer or switch and they gain scheduling, control from anywhere, plus voice control via Alexa or Google. You can even tie in their Nest thermostat or their Samsung SmartThings hub, if desired, to create a complete home automation solution. <https://www.leviton.com/en/products/brands/decora-smart> Watch the Leviton Decora Smart video: https://www.youtube.com/watch?time_continue=1&v=KrZaGls9dBk

36. Cree Releases LXB Series Linear High-Bay Luminaires - The company released the new LXB Series fixtures to meet the need resulting from the nearly half of all new construction and fluorescent retrofit high-bay installations that specify linear high-bay LED fixtures. The high bays provide up to 160 lumens per watt (LPW) and are eligible for DLC® Premium certification. Cree claims that the Series offers payback as soon as 1.5 years and it qualifies for maximum rebates. According to Cree, installers can use existing wiring and mounting hardware to replace linear fluorescent and HID high-bay fixtures quickly and easily at mounting heights of up to and greater than 50 feet. Furthermore, the LXB Series offers a broad range of outputs from 12,000 to 60,000 lumens in 4000K or 5000K correlated color temperatures (CCTs). <https://www.cree.com/>



37. EarthTronics Introduces Canopy LED Series – The New IP65-rated, energy saving fixtures offer high lumens and CRI for exceptional visual clarity for Entryway, Perimeter, Parking Garages and Low Bay Commercial and Industrial Security Illumination. The Canopy LED Series is available in 35- and 55-watt versions in 4000K and 5000K color of light, providing 4730, 4900, 7430 and 7700 lumens, respectively. The 4000K LEDs provide 135 lumens per watt, while the 5000K LEDs produce 140 lumens per watt for efficient performance. Each fixture in the Canopy LED Series supplies a high 80+ CRI for excellent visual acuity and accepts 100 – 277-volt AC power supply. These fixtures may be accepted for utility rebates in many markets. For more information about the Canopy LED Series, visit <https://www.earthtronics.com/products-page/led-fixtures/canopy/>



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38. U.S. Architectural Lighting Expands Its Linear EXT LED

Product Line - Three new wall-mounted models feature the same architectural design as the company's Linear EXT site/area luminaires. With six distribution patterns, LXT Wall Mounts incorporate U.S. Architectural Lighting's PLED Optical Modules, also used in the company's Razar Generation Series.

PLED Optical Modules are field replaceable and field rotatable to accommodate any site considerations. Linear EXT Wall Mounts are available in three sizes ranging from 20 LEDs to 60 LEDs with 4000K standard LED CCT. Other color temperatures can be specified. Amber LEDs (PCA phosphor converted) and True Amber (TRA)) are also offered. <http://www.usaltg.com/>



39. New Sigma Luminous Zone LED Shoebox - Available Now! The 3rd Generation of the Luminous

Zone LED Shoebox is available in 100W, 150W, 200W and 240W, and 300W outputs. All outputs are available with high voltage inputs. These fixtures can come with Type III, IV, or V optics. They come standard with 1-10v dimming, photocell and surge protectors, and with their efficiencies of 125+ lm/W, they're DLC premium listed. They come through your choice of mounts - splfitter, direct mount, yoke mount or universal mount. It also has optional motion sensors to suit the needs of any area. For more information, please visit:

<https://sigmaluminous.com/> or call (866) 755-3563.

Watch the video: <https://www.youtube.com/watch?v=LdZwduTqvBY>



40. Lumileds Drives Efficacy to Over 200 lm/W in Popular 2835 Package - Lumileds today introduced

the LUXEON 2835 HE, which achieves unprecedented efficacy of over 200 lm/W, while providing market defining color consistency. Expanding on the successful LUXEON 2835 Line, the new LED is optimized to deliver high efficacy and 2-step MacAdam ellipse color consistency in applications such as troffers and high bay/low bay fixtures. LUXEON 2835 HE is available in a wide range of color temperatures and CRIs of 70 to 90 to address a variety of general lighting designs. For more information on the LUXEON 2835HE, see <https://www.lumileds.com/luxeon2835line>

41. Venture Lighting's NEW Full Cutoff LED Wallpacks - Venture Lighting's Full Cutoff LED

Wallpacks are low profile, light weight, and designed for long life with low maintenance and great performance. These die cast aluminum luminaires are designed to quickly and easily upgrade existing HID wallpack fixtures. These highly efficient fixtures utilize specially designed optics which are designed to place light where it is needed without uplight.



- Efficacy up to 120 lumens per watt
- Electrical: 50/60Hz, 120-277V
- Suitable for wet locations
- Operating temperature: -40°C up to 40°C
- Die cast Aluminum housing
- 0-10V dimming standard

<https://www.venturelighting.com/led-lighting/outdoor-lighting-fixtures/led-wallpacks/full-cutoff-wallpacks/>



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Monthly Special Feature... *REVIEWED: Residential Streetlights by Alan Tulla -*

Here we're focusing on light fittings which are used for residential roads, as opposed to other locations such as traffic routes, town centers, main roads, freeways and motorways.

In the European standard, EN13201, these residential roads are classified as P Class (P for pedestrian). The IES North American standard RP-8-14 has different classifications and the fixtures here would mainly be used for what are called 'local' roads in the US. However, the standards are similar in that they both place the emphasis on horizontal and vertical illumination. The vertical illumination helps you recognise people's faces. The horizontal illumination means you can clearly see objects when you approach them from any direction.



This compares with traffic route lighting where more emphasis is placed on the brightness (luminance) of the road surface and what can be seen directly in front of the driver. The lighting recommendations in the standards are based on many factors such as traffic volume, the interaction and potential conflict of vehicles with pedestrians, the amount of parked cars, crime rate and whether it's an urban or rural location.

Typically, average horizontal illumination values are 2 to 15 lux and minimum vertical values at face height are 0.6 to 10 lux. Uniformity is also important: shadows can make obstacles harder to see or they can be confusing for people with poor vision. These engineering criteria are often quite strict. Furthermore, manufacturers offer a wide range of optical distributions, so you might want to use a professional street lighting designer to ensure your scheme complies.

It's worth remembering that streetlights are rarely replaced (compared with, say, retail fixtures) and may have to last 30 years or more. For this reason, future proofing is especially important.

'Smart cities' is an unstoppable trend and you most probably will want to add controls and sensors (temperature, movement, illumination level etc) at a later date.

Make sure your lantern has good connectivity and is easily upgradeable. Examples are the ANSI 7-pin NEMA socket and the Zhaga System Ready, SR, socket.

Finally, remember that overall power consumption is always important. A few less Watts/Volt-Amps per lantern means big cost savings over the life of the installation. The total cost of ownership should be your guiding principle. <http://luxreview.com/article/2018/10/lux-recommends-residential-streetlights>



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