



PRESIDENT'S QUOTE:

It is very apparent that energy conservation is being looked at in a whole new "light." Finally, we are getting serious about how much lighting affects our energy consumption. We are also finally realizing that there are concrete steps that can be taken to reduce consumption. The key to getting everyone on board with serious energy savings is being able to conserve energy while improving the quality of the lighting.

This is something that is thought of in every product we develop. Saving energy while improving the lighting quality and effect is in the thought process of every product we develop. That is what Amerlux is all about.

Chuck Campagna,
President & CEO

NATIONAL ENERGY ISSUES TO WATCH:

- 1. Big Lighting Firm Leads Move to Phase Out Incandescent Bulb** - Aiming to slow global warming through energy efficiency, a coalition led by the world's largest lighting manufacturer is planning to phase out energy-wasting incandescent light bulbs in the United States by 2016. "This old-style, inefficient light was a great invention that has now outlived its useful purpose," said Brian Dundon, chief executive officer of Philips's North American lighting division. It's not clear how much support a firm phase-out has. Notably absent from the coalition are General Electric, a leading US manufacturer, and bulb maker Osram- Sylvania, the US division of German manufacturer Osram. The coalition's proposed phase-out is not an outright ban. Instead, it would use performance standards, which would quickly weed out technology as inefficient as Edison. Lighting Efficiency Coalition Press Conference 3/18 Christian Science Monitor
- 2. Philips Joins Alliance to Save Energy in Call for Public Policies on Energy-Efficient Lighting** - The Alliance to Save Energy, Philips Lighting North America and other energy-efficiency advocates will join Sen. Mark Pryor (D-Ark.) to call for public policies to speed the adoption of energy-saving lighting by 2016. The Philips-led Lighting Efficiency Coalition is seeking adoption of public policies to accelerate the use of existing energy-efficient lighting products. Among the products to be promoted in this effort are compact fluorescent lamps (CFLs), improved energy-saving halogen lamps, and light-emitting diodes (LEDs) so the nation can gain significant economic, environmental, and energy-security benefits. www.ase.org
- 3. Bulbs in a New Light: CFLs Cost Less than They Used to and Produce a More Natural Light** - Today's energy-efficient light bulb has undergone a makeover. Once criticized as expensive, slow to power up, blue in tone and bulky in shape, many compact fluorescent light bulbs (CFLs) are now indistinguishable from standard incandescents. For these reasons - as well as a growing collective concern about the state of the environment - fluorescents are taking over store shelves, most recently at Wal-Mart, which has pledged to sell 100 million CFL light bulbs in one year. Australia plans to phase out incandescents by 2010. 03/07 Saint Paul Pioneer Press
- 4. Mercury in Energy-Saving Bulbs Worries Scientists** - With an estimated 150 million CFLs sold in the United States in 2006 and with Wal-Mart alone hoping to sell 100 million this year, some scientists and environmentalists are worried that most are ending up in garbage dumps. Because the newer energy-efficient kinds contain tiny amounts of mercury, the hard part is getting rid of them when they burn out. The mercury content in the average CFL - now about 5 milligrams - would fit on the tip of a ballpoint pen, according to the U.S. EPA, and manufacturers have committed to cap the amount in most CFLs to 5 milligrams or 6 milligrams per bulb. The majority of Philips Lighting's bulbs contain less than 3 milligrams, and some have as little as 1.23 milligrams, said spokesman Steve Goldmacher.
- 5. Spring Forward with Energy Savings** - In an effort to save energy this year, people across the country will "spring forward" with daylight savings three weeks earlier than ever before. Wal-Mart, a leader in providing customers with better product choices for a more sustainable lifestyle, encourages shoppers to switch out conventional light bulbs and replace them with energy-saving compact fluorescent bulbs (CFLs) to further enhance the daylight savings time energy saving efforts. 03/09 PRNewswire
- 6. DOE Sets Spending Plan for \$1.474 Billion in New EERE Funds** - DOE released its spending plan last week for funds appropriated by last month's continuing resolution, which included \$1.474 billion for the Office of Energy Efficiency and Renewable Energy (EERE). Compared to the appropriations for fiscal year (FY) 2006, DOE's spending plan will more than double the funding for EERE's programs in hydrogen technology, solar energy, and biomass and biorefinery systems research and development. The plan also increases funding for research in wind energy and energy efficiency technologies for vehicles, buildings, and industries. 3/22 EERE

NATIONAL ENERGY ISSUES TO WATCH (continued):

7. **The Electrical Contractor Holds the Key to High-Performance Buildings** - There is growing nationwide push to ensure that buildings are constructed or retrofitted to be more energy efficient; the need to plan for and monitor a building's energy performance, which is frequently driven by federal and state energy codes, presents the electrical contractor with opportunities to take on new roles and add value to its offerings. A high-performance commercial building, as defined by the DOE, is a building with energy, economic and environmental performance that is substantially better than standard practice. 03/07 Electrical Contractor
- 
8. **GE Gets \$8.1 Million for Solar Research** - General Electric has received an \$8.1 million grant from the U.S. Department of Energy for solar energy research, as part of the agency's Solar America Initiative. The aim of the grant is to help decrease the cost of manufacturing and distributing solar energy to residential and commercial markets. If GE meets solar energy goals set by the federal government, the company is eligible for approximately \$18.6 million in total grant money over the next three years, the company said. Atlanta-based GE Energy is a leading supplier of power generation and energy-delivery products with 2006 revenue of \$19 billion. 3/19 HCN
9. **LED Lighting: A-B-C? 1-2-3?** - A new generation of lighting products known as light-emitting diodes (LED) is improving at an exceptional rate, widening the range of applications in institutional and commercial facilities. As a result of these recent advances, maintenance and engineering managers are working to determine the impact this new technology will have on their facilities, operations and departments. The results of many applications are likely to include longer performance life, lower energy costs and decreased maintenance. The total LED market in 2005 was \$4 billion. General lighting applications made up only 6 percent, or \$240 million, of this market, but managers can expect to see such projects grow to \$1 billion by 2010. 03/07 Maintenance Solutions
10. **2007 Lightfair International (LFI) Tradeshow and Conference May 8-10 in New York** - Topics for conference seminars include trends in residential lighting, LED performance, solar energy, building skin technology, landscape lighting, lighting controls, and exterior lighting ordinances. <http://www.lightfair.com/lightfair/v40/>
- 
11. **Distributed Energy and Renewable Energy Outlook 2007 Conference May 17-18, Boulder, Colorado** - The thirteenth Outlook meeting will review and analyze the latest developments in distributed energy (DE) and renewable energy (RE) markets, technologies, and policies. The complete conference program, including the agenda and registration information, is available at www.idc.com/downloads/DE_RE_Outlook_2007.pdf.
- 
12. http://www.fuelcell-magazine.com/fc_2007conf_index.htm - Fuel Cell 2007 is the fourth annual conference designed for organizations interested in learning more about and applying fuel cell technology. The conference provides an interactive forum for OEMs, designers, engineers and integrators to discuss the latest advancements in the industry. This event will feature presentations from technology-leading companies discussing the innovations behind portable, stationary and automotive fuel cells. The conference is organized by Fuel Cell magazine, and produced by Webcom Communications Corp., the magazine's publisher.
- 

STATE ENERGY ISSUES TO WATCH:

20. **California Can Shine Across the Nation by Enacting Performance Based Lighting Efficiency Legislation, California Assembly Bill 1109** - The California Lighting Efficiency and Toxics Reductions Act will initiate the Nation's most comprehensive and ambitious effort to increase the energy efficiency of lighting products for consumers and business, while reducing and recycling major sources. By using performance standards, rather than banning any particular technology or product.
21. **Honeywell Helps Lodging Owners in California Control Their Energy Costs** - Honeywell today announced it has been awarded a \$4.7-million contract to implement an energy-efficiency program that will significantly reduce electricity use in small hotels and motels throughout the Pacific Gas & Electric (PG&E) service territory in northern and central California. The Cool Control Plus® program from Honeywell Utility Solutions, part of Honeywell Building Solutions, will provide lodging owners with free, energy-saving retrofits designed to eliminate wasteful use of air-conditioning and heating units. In addition, for a 10-percent co-pay, Honeywell will replace outdated interior and exterior lighting fixtures with high-efficiency lamps, as well as install energy-saving technology on cold drink vending machines to curb the energy consumption of refrigeration equipment. 3/13 AP

STATE ENERGY ISSUES TO WATCH (continued):

25. **LIPA Turning on Bulb Rebates** - The Long Island Power Authority on Monday plans to re-launch a rebate program to promote the use of energy-efficient fluorescent light bulbs as extended daylight savings gets under way. Under the program, running Monday through April 30, LIPA will rebate to the companies selling the bulbs \$1 per bulb per pack for Energy Star spiral compact fluorescent bulbs, \$3.50 on third-party-tested specialty lamps, and \$2.50 per bulb per pack on PNNL heat-tested reflectors for high-hats.

03/08 Tribune Business News

26. **Cutting Utility Bills, Saving the Planet** - Clem Piscitelli's proverbial "lightbulb moment" came the summer of 2006. That's when he noticed his monthly electric bill, typically around \$1,700, topped \$2,600 for the second month in a row, "a nice chunk of change" for his Hamden Conn. grocery store, West End Market. The problem? Even though more entrepreneurs are becoming wise to the long-term consequences of climate change, finding time in the day to switch gears and focus on energy efficiency is still a challenge - and finding attractive capital to pay for those efficiency upgrades is even harder. While utility companies and the government typically offer a variety of loans, rebates, and tax incentives to encourage energy efficient-improvements, those incentives often aren't enticing enough to small-business owners. Applying for loans can be time consuming, and a rebate that covers 50% of the cost is still useless to a business that can't pony up the other half. Then one of his customers, an employee at the local utility company, United Illuminating, told him about a program for small businesses that he could use to upgrade to a new, energy-efficient lighting system without paying any upfront costs. The program works this way: The utility company - with help from the state's energy efficiency fund - finances the upgrades as an interest-free loan, and the loan payments appear as a line item on the monthly electric bill. The payments are scaled to the amount the business saves every month by using energy-efficient equipment, so its monthly bill stays the same. Once the loan is paid off, the bill goes down. The strategy, called on-bill financing, has proven successful for small business customers at United Illuminating.

03/08 Business Week

28. **Solar Lamps Will Switch to Electric** - There's a light at the end of the tunnel in Cheektowaga, NY starting next month, and it's electric, not solar. The town had planned to replace 498 gas-powered lights on 40 streets with solar lights as part of an energy performance contract with Johnson Controls. After residents complained in December 2004, the town halted the program.

04/12 Buffalo, NY

MONTHLY FEATURE:

Flex Your Power is California's website for energy efficiency and conservation information.


<http://www.fypower.org/>



Flex Your Power is California's statewide energy efficiency marketing and outreach campaign. Initiated in 2001, Flex Your Power is a partnership of California's utilities, residents, businesses, institutions, government agencies and nonprofit organizations working to save energy. The campaign includes retail promotions, a comprehensive website, an electronic newsletter, educational materials and advertising. Flex Your Power has received national and international recognition, including an ENERGY STAR Award for excellence. The campaign's primary funding comes from the Public Goods Charge as approved by the California Public Utilities Commission (CPUC), as well as contributing Munis and Partner organizations and companies.

Rebates, Incentives & Services

Find financial incentives and technical help for energy-efficient appliances, equipment, lighting and buildings. Utility companies, water agencies and public and private organizations offer a variety of programs to help you make your home, business or new project more efficient.

<p>Rebates, Incentives & Services Locator</p> 	<p>Find Rebates and Services in Your Zip Code Enter your ZIP code and find appliance, lighting, and energy efficiency rebates and services.</p>
--	--

California businesses collectively spend more than \$15 billion a year on heating, cooling, lighting and other energy uses. Much of this cost is unnecessary. While high and variable energy costs will continue to impact their bottom line, companies of all types and sizes can take action to reduce these impacts.

MONTHLY FEATURE (continued):

Commercial Energy End-Use Breakdown (2000)

Renovations and retrofits that replace older systems with more efficient technology in existing buildings can reduce a business' energy costs by as much as 30%.

- Step 1: Benchmark your facility.
- Step 2: Conduct an energy audit. Investigate energy efficiency options.
- Step 3: Develop an energy management program.
- Step 4: Find the information and products you need to start saving now.
- Step 5: Measure your results.

