

PRESIDENT'S QUOTE:

To our valued customers and colleagues,

I hope everyone enjoyed LIGHTFAIR. I would like to extend a special thank you to everyone who stopped by the Amerlux display and viewed our new product offerings. The Amerlux Ecotectural product offering continues to expand and was widely accepted as the "first in class" product release at LIGHTFAIR.

Clearly energy conservation and sustainable lighting systems are a focus of our entire industry. We are very proud of the energy saving, sustainable lighting products we have developed and continue to evolve here at Amerlux. Please enjoy our monthly energy newsletter and once again thank you for visiting us at LIGHTFAIR.

Chuck Campagna,
President & CEO

NATIONAL ENERGY ISSUES TO WATCH:

1. **Celebrate Earth Day** - On April 22, 1970, 20 million people across America celebrated the first Earth Day. It was a time when cities were buried under their own smog and polluted rivers caught fire. Now Earth Day is celebrated annually around the globe. Through the combined efforts of the U.S. government, grassroots organizations, and citizens like you, what started as a day of national environmental recognition has evolved into a world-wide campaign to protect our global environment.



2. **The Home Depot Gives Away One Million Efficient Lights on Earth Day** - The Home Depot planned to give away one million compact fluorescent lamps (CFLs) on Earth Day, which was last Sunday, April 22nd. CFLs use only about a quarter of the energy used by incandescent light bulbs and can last as much as 10 times longer. The Home Depot sold more than 50 million CFLs in 2006, rivaling Wal-Mart's plans to sell 100 million CFLs this year. The company has also started installing new "Eco Options" displays that will feature CFLs and other ecologically beneficial products, having already identified 2,500 such items in its product line. The Home Depot has also begun the process of replacing the incandescent bulbs in its lighting department displays with CFL bulbs. The bulb replacement is underway at 200 stores and will be expanded to others later this year. 04/25 EERE



3. **Alliance to Save Energy Joins Lighting Efficiency Coalition** - The Alliance to Save Energy, Washington, D.C., recently joined the Lighting Efficiency Coalition, led by Philips Lighting, to advocate policies that will transform the U.S. marketplace to energy-efficient lighting products by 2016. It is the intent of the Alliance and the other founding coalition members to expand the group to include all stakeholders - manufacturers of lighting fixtures and bulbs, trade associations, and environmental and consumer groups. Members of the coalition have pledged to push for government and utility incentives that would encourage consumers and businesses to replace their traditional incandescent light bulbs with energy-efficient alternatives, including compact fluorescent bulbs (CFLs), halogen bulbs, efficient incandescents, and eventually new technology such as light-emitting diodes (LEDs). The group will also advocate wider use of higher-efficiency fluorescent lighting in commercial buildings and more energy-efficient street lighting systems. 04/17 EC&M

4. **Canada Will Ban Incandescent Light Bulb Sales By 2012** - The Canadian government will ban the sale of incandescent light bulbs by 2012, as part of a plan to cut greenhouse gas emissions in half by 2015 and help residents save on energy bills. Australia was the first country in the world to announce a plan to ban the less efficient incandescent bulb. The country will phase out the sale of incandescent bulbs by 2009. In the United States, New Jersey and California are considering bans on incandescent light bulbs, in favor of the more energy-efficient CFL. Chile and the European Union also are considering incandescent light bulb bans. 04/26 HCN

NATIONAL ENERGY ISSUES TO WATCH (continued):

5. **Ban the Bulb? NEMA Responds** - The members of the Lamp Section of the National Electrical Manufacturers Association have announced a joint industry commitment to support public policies that will transform the U.S. market to more energy-efficient lighting within a decade. There is a growing number of proposals at the international, state and local levels that would eliminate the presence of certain general-service incandescent lamps in the marketplace. Citing this as an issue of national importance, NEMA is calling on the U.S. government to devise a federal solution in order to avoid confusion in the marketplace.
Posted April 9, 2007 www.nema.org

6. **EPA Act Bill May Extend to 2012 with Even More Savings** - On March 8, 2007, the Energy Efficiency Incentives Act of 2007 was introduced in both the US House of Representatives and the Senate; it is a provision to extend the energy-efficient commercial buildings tax deduction carried in EPA Act 2005 to 2012, with an additional two years to build. The extension notably increases the square-foot tax deduction for buildings with 50 percent whole-building energy cost savings from \$1.80 to \$2.25. It also raises from \$.60 to \$.75 the square foot tax reduction for single systems, such as lighting, HVAC and the building envelope, if savings meet the criteria set forth in the legislation.
04/'07 Electrical Contractor

7. **Proposed Energy Facelift for Federal Buildings** - The United States federal government is the single largest consumer, and the single largest waster, of energy in the world. On March 28, 2007 Alliance President Kateri Callahan testified before the Senate Environment and Public Works Committee on a new measure, The Public Buildings Cost Reduction Act (S. 992), that would accelerate efforts to improve the energy efficiency of federal buildings managed by the General Services Administration. Among the efficiency-boosting measures that could be undertaken are improvements in building insulation, updating heating and cooling systems, and installation of energy efficient lights.
www.ase.org

8. **Research: Task Lighting Effects on Preferred Office Lighting and Energy Savings** - In 2004, National Research Council Canada (NRC) published a research paper after conducting a study to evaluate whether office task lighting reduces users' preferred ambient light level, which can lead to energy savings. The research results suggest that people want adequate lighting on all room surfaces and comfortable luminance ratios between room surfaces. Researchers concluded that current recommended practice for ambient lighting on the desktop of 40-50 fc is appropriate, based on average user preferences. However, NRC also concluded that recommended practice for vertical partition illuminance should be revised upward to 20-25 fc.

9. **Havell's Buys SII Sylvania Group** - Havell's, a leading Indian manufacturer and supplier of lighting products and electrical equipment for domestic and industrial purposes, recently signed a definitive agreement to acquire SII Sylvania from its owners. The transaction price of 227.5 million Euros is financed by an international consortium led by Barclays Capital. The transaction includes all entities of SII Sylvania in Europe, Latin America, and Asia Pacific and is to close in April 2007.

10. **Sustainable Energy Planning + Energy Auditing Online Seminars from AEE** - registrar@aeecenter.org

Creating A Sustainable Energy Plan	Energy Auditing Fundamentals
A 6-Hour Distance Learning Seminar Earns 0.6 CEU / 6 PDH Presented in 3 two-hour live online sessions New Program Starts June 11	A 4-Hour Distance Learning Seminar Earns 0.4 CEU / 4 PDH Presented in 2 two-hour live online sessions New Program Starts June 11

11. **The West Coast Energy Management Congress (EMC)** is the largest energy conference and technology expo held on the U.S. West Coast specifically for business, industrial and institutional energy users. Sponsored by AEE. www.energyevent.com



NATIONAL ENERGY ISSUES TO WATCH (continued):

12. **NAESCO Northwest Regional Workshop** – June 14-15, 2007 – Grand Hyatt, Seattle, WA - Transforming the Energy Efficiency Buzz into Sustainable Policies, Practices, and Projects. The workshop focuses on how the energy services industry can most effectively understand and navigate the new channels of opportunity. <http://www.naesco.org/meetings/seattle/registration.htm>



13. **ASHRAE 2007 Annual Meeting June 23-27, 2007 in Long Beach, CA** - www.ashrae.org/longbeach

Meeting highlights include:

- A diverse technical program focused on conserving natural resources in buildings.
- A presentation by Bertrand Piccard, Adventure is a State of Mind: the Metaphor of the First Around-the-World Balloon Flight.
- A presentation by Bernard Amadei, Ph.D., founding president of Engineers Without Borders – USA, who discusses the challenges faced by engineers in addressing unprecedented demand will exist for energy, food, water, land, transportation, waste disposal, health care and infrastructure.
- A presidential inaugural address by incoming ASHRAE President Kent Peterson, P.E., at the President's Luncheon, 12-2 p.m., Monday, June 25.

STATE ENERGY ISSUES TO WATCH:

14. **Empire State Building Seeks Best of the Brightest** - Hours before sunrise today, two lighting behemoths faced off at the Empire State Building, vying for a \$5 million contract to bring 21st century illumination to New York's tallest skyscraper. The two companies, Color Kinetics and Philips Electronics, had installed test lights to illuminate floors 72 to 81 at the north and south sides of the Art Deco building's western facade. The contest bathed the building in "intelligent illumination," employing a new generation of computer-controlled high-brightness light-emitting diodes — or L.E.D.s — that are capable of producing millions of different colors and an infinity of patterns. In the test early this morning at the Empire State Building, the existing lights, in white above, competed against L.E.D. lights from Phillips, the red light to the right, and Color Kinetics, the red light to the left.



04/20 NY Times

15. **NY Utilities' First Steps on Energy Goals** - Utility companies are lauding Gov. Eliot Spitzer's new goals for reducing energy consumption, but strategies for meeting Spitzer's call for "15 by 15" – or reducing 15 percent of the forecast electricity use by 2015 – are in the embryonic stages.

05/02 Newsday

16. **Governor's Mansion to Become Greenhouse Model** - Silda Wall Spitzer, wife of Gov. Eliot Spitzer, wants to turn the governor's mansion built in 1875 into a modern model of energy efficiency, an inspiration for home and business owners to do the same, and a place for children to learn the benefits of environmental concern. The goal of the \$650,000 effort - \$200,000 paid from state energy efficiency grants available to all New Yorkers - will include cutting the current \$86,000-a-year electric bill to less than \$60,000. The measures include adding solar panels, including one over the pool house; using new energy efficient light bulbs; replacing old appliances as they wear out with efficient models; using hybrid vehicles; using electric mowers plugged into the solar power source in the car port. The effort will be expanded to other state buildings and is part of the governor's plan to cut the state's demand for electricity by 15 percent by 2015.

05/01 AP

17. **New Jersey Utility to Spend on Solar Power** - NJ's largest utility company said yesterday that it planned to spend \$100 million over the next two years to expand the use of solar power. The company, Public Service Electric and Gas, said it would make loans to developers who installed solar panels on homes and businesses. The loans, to be repaid over 15 years, would cover 40 to 50 percent of the cost of the panels.

04/20 NY Times

18. **State Looks to Save Watts as a Light Bulb Goes On** - Governor Deval Patrick of MA received nothing but praise when he announced he had upgraded the lighting in his State House office, ditching his old incandescent bulbs for energy-saving fluorescents. Patrick's order directs agencies to slash energy use 20 percent below 2002 levels by 2012 and 35 percent by 2020. It also requires them to cut their greenhouse gas emissions to amounts 25 percent below 2002 levels over the next five years, 40 percent by 2020, and 80 percent by 2050.

04/19 Boston Globe



STATE ENERGY ISSUES TO WATCH(continued):

19. **More Than 430,000 Free Energy-Saving Light Bulbs to be Given to Consumers -**
To celebrate Earth Day - while providing relief from recent electric rate hikes - a partnership of local governments and a consumer group Saturday will give away more than 430,000 energy-saving light bulbs, representing enough electricity to illuminate the Sears Tower for a full-year - to Chicago-area consumers. Under the program, which is sponsored by the Northern Illinois Energy Project (NIEP), a nonprofit partnership of the Citizens Utility Board, the Cook County State's Attorney's Office, and the City of Chicago, free bulbs will be distributed at 40 Wal-Mart stores throughout the region, making this one of largest free lighting programs in Chicago-area history. 04/18 U.S. Newswire

20. **PUCT Releases Proposal to Expand Energy-Efficiency Programs -** Austin, Texas-based Public Utility Commission of Texas (PUCT) recently released a draft rulemaking proposal intended to improve and expand the energy-efficiency programs managed by Texas' regulated electric utilities. The commission hopes to conclude its rulemaking by August. A Texas law adopted in 1999 requires investor-owned electric utilities to offer cost-effective energy efficiency programs to meet at least 10% of the utility's annual electric load growth. The utility programs are often oversubscribed and under-funded. The commission will include in its rulemaking any changes to energy efficiency law that occur during the 80th Session of the Texas Legislature, which is scheduled to adjourn in June. 04/17 EC&M

21. **WA's PSE Combats Climate Change, Rising Energy Costs and Demand with Aggressive Energy-Efficiency Programs, More Renewable Power -** To combat climate change and rising wholesale energy costs, Puget Sound Energy (PSE) is putting more and more resources into helping its customers conserve electricity and natural gas. PSE provides a broad array of conservation services for residential, commercial, and industrial customers. These include customer rebates on energy-efficient appliances, furnaces, heat pumps, water heaters, and lighting. Also provided are customized grants that typically cover 50 to 70 percent of the cost for upgrading or installing energy-intensive commercial and industrial equipment. 05/02 BW