

PRESIDENT'S QUOTE:

To our valued partners;

It is quite apparent that the energy savings initiatives across the United States are stepping up in number and intensity. With oil approaching \$100.00 a barrel and the onset of winter approaching fast there doesn't seem like there is enough hours in the day to be able to keep up on new initiatives being put in place. Amerlux hopes that its monthly energy newsletter is helping you keep up to date on everything you need to know. If there is a topic that you feel we have missed or need to add to the monthly letter please let us know!

Sincerely,
Chuck Campagna
President & CEO

NATIONAL ENERGY ISSUES TO WATCH:

1. **Seeing the Light** - Although industrial lighting has historically been a step behind technologies used for other building types, many of the advancements made over the past decade in lighting for other occupancies are finally taking hold in industrial spaces. It's only a matter of time before task-oriented lighting, energy-efficient alternatives, and bi-level lighting designs are installed regularly in industrial buildings across the United States. 09/'07 EC&M
2. **Big News on Bulbs** - A Friday Oct. 5 lead news story, covered almost everywhere, noted (in the words used in a Wall Street Journal headline): "GE Will Speed Contraction of Incandescent-Bulb Business." The article noted that GE planned to close seven plants and lay off 1,400 workers in its incandescent operations; there still (apparently) will be 47 plants open in that segment. The layoffs are on top of 3,000 previously accomplished.



Graphic from the 10/5
Wall Street Journal.

3. **ACEEE Scorecard Rates States on Energy Efficiency** - The top 10 states earn the highest scores based on their records of spending on energy-efficiency programs, building codes, appliance codes, and other programs that work to increase investment in energy efficiency. 09/'07 EC&M

Top 10 States for Energy-Efficiency Policies

1. California, Connecticut, and Vermont (tie)
4. Massachusetts
- 5 Oregon
6. Washington
7. New York
8. New Jersey
9. Minnesota, Rhode Island (tie)

NATIONAL ENERGY ISSUES TO WATCH (continued):

4. **Wal-Mart joins 'Climate Initiative'** - Wal-Mart Stores has announced it will join the Clinton Climate Initiative, a program sponsored by President Bill Clinton with the goal of using purchasing resources to lower prices on "green" products. The two groups will work together to source new products, including going to market at coordinated times in order to maximize purchasing power and drive down costs. One of the first technologies the two groups will explore is the use of energy-efficient LED lights for parking lots and street lamps, which Wal-Mart estimates could save cities 50 percent of their energy costs. 11/02 HCN

5. **Record Gains Bring Labor Pains** - An unprecedented 47 of this year's Top 50 electrical contractors reported an increase in sales from 2005 to 2006. 09/'07 EC&M

THE TOP 10 ELECTRICAL CONTRACTORS

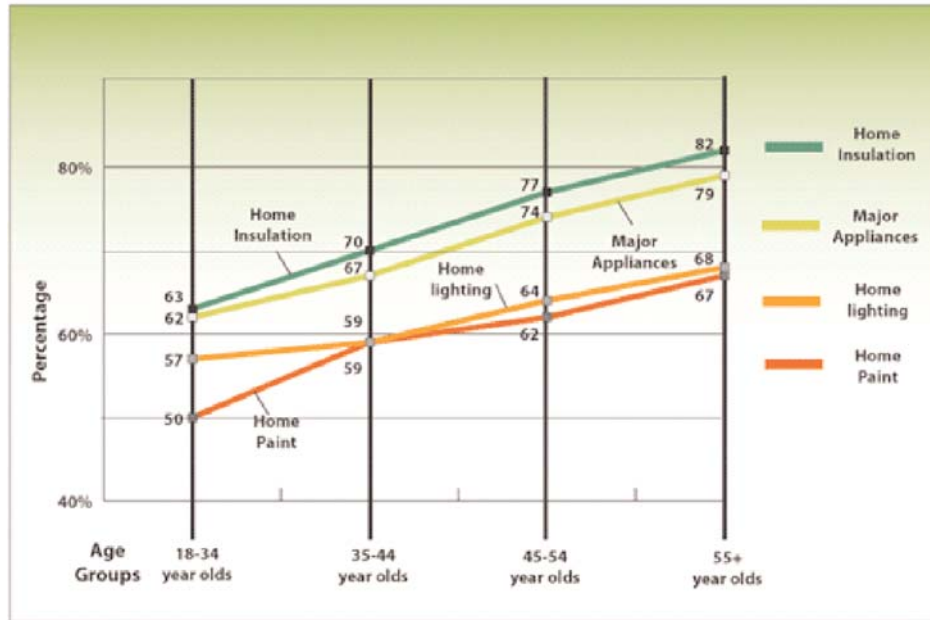
Ranking 2007	Ranking 2006	Company	Headquarters	2006 Sales	% Change (2005-2006)
1	NL	Quanta Services Inc.	Houston	\$1,470,000,000	NA
2	1	EMCOR Group, Inc.	Norwalk, Conn.	\$1,284,681,419	4.9%
3	3	InfraSource Services, Inc.	Media, Pa.	\$714,000,000	25.0%
4	5	Henkels & McCoy, Inc.	Blue Bell, Pa.	\$559,146,000	16.1%
5	4	MYR Group, Inc.	Rolling Meadows, Ill.	\$533,676,000	4.7%
6	8	Bergelectric Corp.	Los Angeles	\$419,190,488	57.6%
7	7	Rosendin Electric, Inc.	San Jose, Calif.	\$370,000,000	37.5%
8	9	M.C. Dean, Inc.	Dulles, Va.	\$332,000,000	25.8%
9	19	MMR Group	Baton Rouge, La.	\$302,000,000	93.6%
10	12	Mass. Electric Construction Co.	Boston	\$296,365,000	29.7%

6. **DOE launches New K-12 Energy Curriculum Web Site** - DOE announced the launch of a new educational Web site that provides more than 350 lesson plans and activities on energy efficiency and renewable energy for grades K-12. DOE's new "Get Smart About Energy!" Web site includes hands-on activities that address energy fundamentals, energy efficiency, sources of energy, and the environmental impacts of energy use, and all the activities and lesson plans are aligned with the National Science Education Standards. Teacher guides are included with many of the lessons, and all the materials are free and reproducible. The Web site will help to equip today's students with the knowledge and resources to develop cutting-edge energy technologies in the future. The new Web site is part of DOE's EnergySmart Schools Program, which also promotes energy efficient schools. K-12 schools spend more than \$8 billion annually on energy. <http://www.eere.energy.gov/education/lessonplans/>
7. **Re-regulation?** - There's been "a dramatic reversal of support" for it among state utility regulators, according to a survey of these folks done by Standard & Poor's and RKS Research & Consulting. Said the survey: One-third of regulators in currently competitive states say they are now serious considering re-regulating utilities in their jurisdictions. 10/11 TED
8. **Lighting Fixtures** - Global Industry Analysts sees the worldwide market for lighting fixtures exceeding \$94 billion by 2010, according to a report on Lighting.com. Europe is the largest single market, and will pass \$23.5 billion by 2009. 10/17 TED
9. **Lighting Industry Outlook** - This is the title of a 90-page illustrated publication available at Lightsearch.com. Top threats fixture manufacturers see to themselves are general lack of education and product knockoffs. Further, "a significant portion of the lighting industry engages in offshoring as a business strategy," with 72% of fixture makers making products in foreign markets—up from 51% back in 2005. 10/17 TED

NATIONAL ENERGY ISSUES TO WATCH (continued):

10. 'Green' More Important as Consumers Get Older -

Percent of Consumers Who Rate Eco-Friendly as Important (By Purchase Category)



Consumer research firm NPD Group has released results of a survey that shows as consumers get older, their concern about environmentally friendly products increases. In home lighting, 68 percent of respondents 55 and over said eco-friendly products are important, while 64 percent of those between 45 and 54 agreed. Fifty-nine percent of respondents between 35 and 44 believed eco-friendly lighting was important, and 57 percent of those between 18 and 34 agreed. 10/12 HCN

11. **Home Depot Canada Holds Holiday Light Exchange** - Further promoting energy-efficient lighting products, Home Depot's Canadian stores held a "holiday light exchange" this weekend. Consumers were able to bring in their traditional incandescent holiday lights for a \$3-off coupon toward a string of energy-efficient LED lights. The promotion took place Nov. 3 and 4. The LED lights have been promoted as part of Home Depot's newly launched Eco Options program, which brands and promotes environmentally friendly products from several product categories. The company also has been involved in several initiatives promoting the use of compact fluorescent light (CFL) bulbs as opposed to incandescent indoor lighting. 11/05 HCN
12. **Philips Buys LTI** - Philips is acquiring Lighting Technologies International, a U.S. firm founded in 1999 to make high-power xenon lamps or the entertainment industry. 10/17 TED
13. **Announcement on Acquisition of ULT Holdings, Inc.** - Matsushita Electric Works, Ltd. announced today that the company has entered into a share purchase agreement to acquire 100% of the outstanding shares of ULT. This acquisition will allow the MEW Group to develop solid business foundations in three major markets for lighting devices of Japan, Europe and North America. Estimated acquisition price was \$70 million.
14. **Lighting Controls Association Adds "EE203: Lighting & Commercial Energy Codes" to Its Education Express Program** - LCA has announced the availability of EE203, authored by lighting industry educator and journalist Craig DiLouie, a new course added to its popular Education Express program. Residing at the Association's website www.aboutlightingcontrols.org, Education Express provides in-depth education about lighting controls and controllable ballast technology, application, system design and commissioning, as well as meta-issues such as LEED, energy codes and other trends.

NATIONAL ENERGY ISSUES TO WATCH (continued):

15. **LEED-EB Extends Green Rating System to Existing Buildings** - Many corporations have traditionally resisted the idea of "green" buildings for a variety of reasons. There is evidence that this view is changing. The LEED rating system for existing buildings addresses cleaning and maintenance issues, indoor air quality, energy and water efficiency, recycling and systems upgrades to meet green building energy, water, air quality and lighting performance standards. In terms of lighting, LEED-EB addresses 1) light pollution reduction, 2) energy efficiency, 3) performance-related issues such as commissioning and sub-metering, 4) mercury content in lamps, and 5) controllability of lighting systems. White paper by Craig DiLouie at: http://www.aboutlightingcontrols.org/education/papers/2007_LEED-EB.shtml

STATE ENERGY ISSUES TO WATCH:

16. **Dominion Virginia Power's Energy-Saving Light Bulb Program Off to a Bright Start** - Consumers are seeing new light, thanks to Dominion Virginia Power's instant discount program for energy-saving compact fluorescent light bulbs (CFLs). Sales in the first month have totaled 197,609 CFL bulbs, topping the goal of 150,000 bulbs set for 2007. Dominion is providing a \$1.50 discount on single and \$3 on multi-packs of Energy Star-qualified CFL bulbs purchased at The Home Depot stores in Eastern, Central and Northern Virginia. While this year's sales target has been reached, Dominion will continue to offer discounts for the remainder of the 2007 as part of its multi-year program. Dominion set a target of distributing a total of 1.4 million discounted CFLs through 2009 when it launched the program Oct. 1. Because of the initial popularity of the program, the company will expand it to larger goal numbers and will offer the discount at other retailers beginning next year. Details of the expansion will be announced later. 11/05 PRNewswire
17. **Ann Arbor to Install More Than 1,000 LED Streetlights** - Cree, Inc., a leader in LED solid-state lighting components, and the City of Ann Arbor, Michigan, today announced that Ann Arbor will join Raleigh, N.C. and Toronto, in the growing LED City™ initiative. Ann Arbor plans to become the first U.S. city to convert 100 percent of its downtown streetlights to LED technology. The LED City is an expanding community of government and industry parties working to evaluate, deploy and promote LED lighting technology across the full range of municipal infrastructures. <http://www.ledcity.org/> 10/16 AP
18. **Chicago Public Schools to Improve Energy Efficiency with \$17 Million Project** - Chicago Public Schools' (CPS) officials have approved a \$17.6 million performance contract with the Energy Solutions division of TAC. CPS chose to partner with TAC, a world leader in energy services, building automation and security, to improve operations, comfort and efficiency at its administration building. To address the problems at the CPS administration building, TAC will apply a variety of energy conservation measures (ECMs). These include modifying the chilled water system by installing an on-site chiller plant for the building, instead of relying on the district's chilled water system, and adding new steam boilers. Furthermore, a completely new direct digital control (DDC) building management system will operate the mechanical equipment and the new energy efficient light fixtures TAC will install throughout the building. Finally, TAC will replace all the antiquated, poorly insulated windows in the facility. 11/01 BUSINESS WIRE
19. **ComEd Offers Discounts on CFL Bulbs for Homeowners** - Chicago-based Commonwealth Edison Co. (ComEd) is offering residential customers a 60% discount on compact fluorescent light (CFL) bulbs purchased at participating stores in northern Illinois. More than a million bulbs will be available for as low as 99 cents each at more than 350 retail outlets. Through the ComEd Discount CFL Bulb program, customers may purchase up to 12 ENERGY STAR-rated CFL bulbs at a \$2 discount through Dec. 31 or while supplies last. 10/15 EC&M
20. **OPPD Going Green to Save Green** - The Omaha Public Power District is jumping feet first into a conservation and renewable-energy initiative - so much so that even environmental groups, which have sometimes been at odds with the utility, are hopeful. The OPPD board has approved using 1 percentage point of next year's 4 percent rate increase to fund the new program. That translates into about \$5 million annually. The utility plans to develop incentives for customers to conserve and also will look at reducing its own energy use and expand its use of renewable energy. 11/10 Omaha World-Herald
21. **New Santa Fe Homes to Have Energy Audits** - New homes built in Santa Fe in the future will have to do energy audits and post the home's energy rating before it is granted a final inspection approval. City councilors voted unanimously Wednesday to impose the rule, starting next year. It will require developers to hire inspectors certified by the Residential Energy Services Network and to post the results of the inspection prominently before city inspectors approve occupancy permits. The idea is to encourage competition among builders to improve energy efficiency. 10/11 AP

STATE ENERGY ISSUES TO WATCH (continued):

22. **Experts Seek Energy Efficiency** - Kansas may be decades behind other states when it comes to making the most of its energy use, but the state is on track toward moving closer to the forefront. Among the possibilities: establish a statewide residential building code, to promote energy-saving materials and design components; and offer tax incentives to spur conservation efforts. Even helping the public understand the benefits of switching from incandescent to compact fluorescent light bulbs – for an energy savings of \$55 per bulb, even when the higher purchase price is included – would go a long way toward making the Sunflower State a leader in efficiency efforts.
10/12 McClatchy-Tribune Regional News
23. **California Governor Shoots Down ‘Green Building’ Laws** - In a vote of support for the lumber industry in California, Gov. Arnold Schwarzenegger vetoed three legislative bills on Oct. 14, saying they went too far in their effort to promote sustainable building practices. Schwarzenegger opposed two laws that would have required state buildings to meet, at a minimum, a LEED gold rating or its equivalent in design, construction and/or operation. The third bill, also passed by California’s Democratic-controlled legislature, would have directed a state agency, in consultation with others, to develop green building standards for residential occupancy. Schwarzenegger opposed using mandates to achieve these goals.
10/17 HCN
24. **California Passes Legislation Promoting Energy Efficiency** - Gov. Arnold Schwarzenegger recently signed a package of legislation promoting energy efficiency, conservation, and pollution reduction. Among the bills signed was AB 1109: The California Lighting Efficiency and Toxics Reduction Act, which prohibits the manufacturing for sale or the sale of certain general purpose lights that contain hazardous substances. In addition, the bill requires the California Energy Commission to adopt energy efficiency standards for all general purpose lights.
10/31 EC&M

MONTHLY FEATURE:



http://text.nyscrda.org/programs/Green_Buildings/default.asp

NYSERDA - New York State Energy Research and Development Authority provides computer modeling, design charrette coordination, assistance in obtaining LEED® certification, Executive Order 111 assistance, New York State Green Buildings Tax Credit assistance, green materials recommendations, commissioning and life cycle costing analysis to building design teams to help make new and rehabilitated commercial, industrial, and institutional buildings green.

What is Green Building?

Green Building is the design and construction of buildings giving careful consideration to three main elements: healthy indoor environment, maximum energy efficiency and conservative, thoughtful use of natural resources.

Who says it's a green building? Is there a certification process?

There are several ways to denote a building's "greenness." In the US, and now world wide, green buildings are certified through an independent third party, the US Green Building Council's program, Leadership in Energy and Environmental Design (LEED®). For more information on LEED® and the USGBC visit <http://www.usgbc.org>

MONTHLY FEATURE (continued):

Under the LEED® certification program green building design focuses on five main categories

- 1) Sustainable Sites - The Sustainable Sites category encourages good stewardship of the land, taking care to minimize adverse project impacts on surrounding areas during and after construction. This category requires the building owner to consider appropriate site selection, urban redevelopment, and brownfield development. It also encourages the use of alternative transportation to the facility, reducing site disturbance, and storm water management. Credit is also given to projects that achieve a reduced heat island effect and reduce light pollution.

- 2) Water Efficiency - The Water Efficiency category encourages the thoughtful use of water. Credit is given to building and landscape designs that reduce the use of potable water for irrigation and waste water. Credit is given for a total reduction in potable water use through various water conservation strategies in the building.

- 3) Energy and Atmosphere - The Energy and Atmosphere category requires that the building undergo fundamental commissioning to insure that the building systems are operating in the way they were designed to operate. This category also requires that the building achieve a minimum energy performance, and that it eliminate the use of CFC-based (Chlorinated Fluorocarbon) refrigerants in new building heating, ventilating, air conditioning and refrigerating. Credit is given for projects that further optimize energy performance, use renewable energy generated onsite, and purchase green power from a utility company. Additional credits are given for more extensive commissioning and long term continuous measurement and verification of building performance.

- 4) Materials and Resources - The Materials and Resources category requires that collection and storage of recyclables is provided for in building design and operations. This category also encourages the use of recycled materials, locally manufactured environmentally responsible materials and certified wood. Credit is given to projects that can re-use a portion of the existing building on the site and to projects that implement a construction waste management plan.

- 5) Indoor Environmental Quality - The Indoor Environmental Quality category seeks to ensure that green buildings have optimal lighting, thermal comfort and healthy indoor air quality for their occupants. The category requires that the building meets a minimum IAQ performance standard, and controls environmental tobacco smoke. Credits are given for carbon dioxide monitoring, increased ventilation effectiveness, indoor air quality management during and after construction, the use of low emitting materials, coatings, paints and finishes and allowing occupants to control the systems in their personal workspace.