

PRESIDENT'S QUOTE:

As energy costs continue to rise throughout the United States and the rest of the world Amerlux is developing the most energy efficient fixtures in the industry. Our new LED track head is energy efficient with excellent color rendition, no UV and no heat. Our new 20 watt CMH wall wash fixture can be mounted at 4 feet on center for a smooth wash from top to bottom. Our new Cylindrix 20 and 39 watt track heads increases our efficiency up to 50% over our initial product release! Amerlux continues to be at the fore front with exciting energy efficient designs that are both practical in use and aesthetically pleasing. Stay tuned for more...we are just getting started!!!

Chuck Campagna
President & CEO

NATIONAL ENERGY ISSUES TO WATCH:

- Green Is the Theme at the IBS Show** - The International Builders' Show is shaping up to be heavy on the "green," with numerous references to the hot eco-friendly market segment. The National Association of Home Builders heavily promoted its new National Green Building Program, launched officially on Feb. 14 in what the group designated as "Green Day" at IBS. The program is meant to link several state and local green building programs with a universal online certification tool, national registry of green homes and green builders, and a collection of educational tools for home builders and home buyers, according to the NAHB. The show also included the NAHB "New American Home," which this year featured an Energy Star-rated and certified green home, following standards designated by the Florida Green Building Coalition, as well as the aforementioned National Green Building Program standards. 02/15 HCN
- Wal-Mart Masters Energy Markets** - Wal-Mart has embarked on a full scale global sustainability initiative. Our environmental goals are simple and straightforward: to be supplied 100 percent by renewable energy; to create zero waste; and to sell products that sustain our resources and our environment. Beginning in November 2004, Texas Retail Energy, a wholly owned Wal-Mart entity, started purchasing wholesale electricity and delivering it to Wal-Mart's facilities within the ERCOT region. Our direct involvement at the wholesale level gives us better visibility of the energy marketplace, makes market pricing transparent, and allows us to manage our load much like an investment portfolio with a variety of suppliers, structures, and terms. 10/06 EnergyBiz
- Just Published: State of Green Business 2008** - In this landmark report, Joel Makower and the editors of GreenBiz.com answer the question: How are U.S. businesses doing in their quest to be more environmentally responsible? It introduces the GreenBiz Index, 20 indicators of progress, tracking the resource use, emissions, and business practices of U.S. companies: carbon, materials, energy, and toxics intensity, clean-tech investments, e-waste recovery, paper use, employee commuting, and more. Download free: <http://www.greenbiz.com/>
- Association of Energy Engineers to Explore Business Opportunities in India** - In August, a group from the Association of Energy Engineers will go to India to explore possible business opportunities. Energy is an enormous issue in India, especially since the Energy Independence and Security Act of 2007, which promotes the export of clean, efficient technology to India. A previous excursion to China and Southeast Asia was a huge success. <http://www.aeecenter.org/StudyMission/2008India.pdf>



- Special Light Bulb Initiatives** - <http://www.onebillionbulbs.com/>
One Billion Bulbs is part of a more comprehensive home energy initiative called the Energy Trek. Energy Trek has a broad scope, covering not only lighting, but appliances, heating/cooling, wind/solar, and transportation. But the first and easiest "energy trek" you can start is the "lighting trek" - conserving energy by changing your light bulbs! The Energy Trek roadmap on lighting can help "lighting trekker" in their home. One Billion Bulbs is a community initiative where we can track our collective progress, both in the US and around the world, on our "trek" toward changing one billion bulbs.
- Rebates Fueling Green Movement** - Rebate programs are alive and well in 2008 and are helping to fuel a surge of new interest in energy conservation. Federal energy legislation, concerns over fuel prices and energy-efficient building standards are also helping to build a new energy consciousness in the United States. 02/08 Electrical Marketing

NATIONAL ENERGY ISSUES TO WATCH (continued):

7. **Wal-Mart Partners with the National Governors Association to "Green" State Capitols** - Wal-Mart Stores, Inc. <http://www.walmartfacts.com/articles/5687.aspx> and the National Governors Association (NGA) www.nga.org announced the formation of the "Greening State Capitols" partnership. The unique public-private partnership between NGA and Wal-Mart will offer energy audits of capitol complexes and provide recommendations on efficiency improvements and estimates of how much energy and money each state can save. During a two-day auditing process, Wal-Mart will send a team of engineering experts to survey the state capitol facilities and suggest energy efficiency improvements based on technologies Wal-Mart has successfully deployed in many stores, clubs and other facilities around the world. The areas covered by the audit will include:
- Lighting
 - Heating, ventilation and air-conditioning systems (HVAC)
 - Refrigeration and other equipment
 - Technologies such as programmable thermostats
 - Building structure, including insulation and windows.
8. **Increasing the Efficiency of Energy: UCSB Institute Invents Better Methods for Usage** - UC Santa Barbara research could lead to more efficient lights in your home, better refrigeration, less expensive solar cells and improved power-generation turbines. To advance such ideas to make more efficient use of energy, the university this week is unveiling its Institute of Energy Efficiency. Perhaps closest to market is work at the university's Solid State Lighting and Energy Center on light-emitting diodes, which could equate to huge savings in electricity. Lighting and information displays account for 22 percent of U.S. domestic energy consumption, according to the institute. Incandescent bulbs are 4 percent efficient. Fluorescent lighting is 25 percent efficient. LEDs are more than 50 percent efficient and have the potential to become even more so. UCSB scientists have developed a LED white light that, if scaled up to replace significantly less efficient current bulbs, could create savings of \$115 billion in the U.S. by 2025. The next step is commercialization. Already, the Solid State Lighting and Energy Center is working with businesses on moving its technologies forward.
<http://www.engineering.ucsb.edu/energyefficiency>
9. **GE Plugs Into Electric Car Investments** - General Electric Co. said Wednesday it invested over \$24 million in an electric-car maker and its battery supplier as part of an effort to push the technology toward the mainstream. 03/05 AP
10. **FSG Buys LBS** - Austin, Texas-headquartered Facility Solutions Group (FSG), which not too long ago acquired O.K. Electric Supply in Perth Amboy, N.J., has acquired Denver-headquartered Light Bulb Supply (LBS). With the addition of LBS's distribution centers in Colorado and New Mexico, FSG now has 28 branch locations. 02/28 TED
11. **New E-Mon D-Mon Green Class Meters** - E-Mon's new Green Class Meters offer environmental & energy-conscious users the ability to monitor and record the impact of energy conservation efforts. The meter provides a scrolling display of energy usage in kWh & dollars and estimated CO2 emissions. For details contact E-Mon at (800) 334-3666 or www.emon.com/ecm12.asp





NATIONAL ENERGY ISSUES TO WATCH (continued):

13. Sustainable Energy Management + Green Buildings/LEED Online Seminars from AEE –
Valerie Oviatt registrar@aeecenter.org

<p>Creating A Sustainable Energy Plan</p>	<p>Sustainable Green Buildings: Introduction to LEED® for New Construction & Existing Buildings</p>
<p>A 6-Hour Distance Learning Seminar Earns 0.6 CEU / 6 PDH Presented in 3 two-hour live online sessions New Programs Start Feb. 20 and Apr. 2</p>	<p>A 4-Hour Distance Learning Seminar Earns 0.4 CEU / 4 PDH Presented in 2 two-hour live online sessions New Program Starts April 7</p>

STATE ENERGY ISSUES TO WATCH:

14. **NJ Governor Corzine Nominates BPU Chief for Another Term** - Jeanne Fox, president of the NJ Board of Public Utilities when it had stored more than \$80 million in a private bank account outside Treasury Department purview, has been nominated for another six-year term by Gov. Jon S. Corzine. Under Fox's watch, the board set up a ratepayer-funded account in a private bank without the Treasury's knowledge or consent. A scathing draft audit, kept secret for years, found the Clean Energy account had terrible records, no controls and was plagued by cronyism. Fox is married to Steve DeMicco, a prominent Democratic political strategist who has managed campaigns for Corzine, former Gov. James E. McGreevey and U.S. Sen. Robert Menendez. She earns \$141,000 for the cabinet-level position. 02/28 NJBiz
15. **BPU Gets a Few Wind Offers** - Newark's PSEG and Winergy Power Holdings said today they have submitted a proposal to the New Jersey Board of Public Utilities (BPU) to build a 350 megawatt wind farm about 16 miles off the coast of Cape May and Atlantic counties. Also making BPU bids were Fishermen's Energy of New Jersey, a group representing fishing vessel companies and waterfront dock owners in South Jersey, and Blue Water Wind NJ Energy, which has proposed a 348 megawatt wind farm comprised of 116 turbines off the coast of Atlantic City. In October 2007, the BPU's Office of Clean Energy approved a grant of up to \$19 million to fund a wind project off the coast of New Jersey that would power roughly 125,000 homes. The BPU is not obligated to award the money. 03/04 The Star-Ledger
16. **New York Launches Clean Energy Workforce Training Initiative** - The New York State Energy Research and Development Authority (NYSERDA) unveiled a \$6-million clean energy workforce training initiative on Monday. NYSERDA will invest more than \$4 million in a range of clean energy sectors including solar photovoltaic systems, small wind turbines, and biogas energy systems. An additional \$2 million is included in the Governor's Executive Budget for developing the solar workforce through programs at community colleges across New York State. The intent of the new efforts is to help develop a workforce that can design, install, and maintain renewable energy systems to ensure the successful implementation and promotion of renewable energy technologies in New York State. 02/27 EERE
17. **Energy-Efficiency Home Improvements More Affordable Than Ever** - Con Edison residential customers will save energy and money with new financial incentives for energy-efficiency home improvements through the NYSERDA's Home Performance with ENERGY STAR® Program. <http://www.getenergysmart.org/> Customers save on the initial costs of home improvements with special financing as low as 1.99 percent or up to 25 percent cash back. The improvements through Home Performance with ENERGY STAR will allow customers to save for years to come through energy bills that can be reduced up to 40 percent. 02/29 PRNewswire

STATE ENERGY ISSUES TO WATCH (continued):

18. **Con Edison to Initiate Energy Demand Reduction Programs in Lower Manhattan and Middle of Staten Island** - Con Edison www.conEd.com/EnergyNY is targeting both Lower Manhattan and the middle part of Staten Island with demand reduction programs designed to reduce customer electric demand, even as the company is concurrently embarking on its most aggressive substation building program in 30 years. Public Energy Solutions of Englewood, N.J., a subsidiary of Comverge Inc., will work with customers in Lower Manhattan to reduce electric consumption by 67 megawatts by 2012, while Free Lighting Corporation of Houston, Texas will work in Staten Island's mid-Island area to reduce energy demand by one megawatt, also by 2012. A single megawatt can power approximately 1,000 homes. The program encourages customers to reduce electric demand by installing energy efficient lighting, air conditioning and refrigeration; and both residential and commercial customers may qualify for financial incentives that are available, in some instances, to offset installation costs. 03/05 Market Wire
19. **Georgia Power Reaches Out to Seniors Through Compact Fluorescent Light Bulb Giveaways** - Georgia Power and Senior Connections in DeKalb County will team up to provide free compact fluorescent light bulbs (CFLs) and energy efficiency information to seniors during visits to several neighborhood senior centers. Georgia Power's energy services team in DeKalb County will visit Senior Connections' five centers and Lou Walter Senior Center to distribute 1,000 CFLs to seniors participating in the events. While there, the team will also discuss the benefits and cost savings associated with switching from standard light bulbs to CFLs and get participants to take the ENERGY STAR Change A Light pledge. 02/26 PRNewswire
22. **Orange County, Florida Will Speed Up Permitting for Energy-Conscious Projects** - Orange County developers who go green could avoid regulatory red tape. Commissioners decided Tuesday to streamline the construction permit process for projects that embrace eco-friendly and energy-saving designs. 03/05 The Orlando Sentinel
22. **OG&E Files Plan to Cut Electrical Demand** - Oklahoma Gas and Electric Co. on Wednesday became the second of the state's major utilities to file proposals intended to reduce customers' electricity demands. OG&E's filing proposed initial "Quick Start" plans to reduce demands for power. Plans include a program that would provide incentives through third-party lighting contractors to reduce how much power lights in commercial buildings use, and a rebate program for residential customers who buy compact fluorescent lights to replace old incandescent bulbs. 02/28 The Daily Oklahoman
23. **Just Don't Call Them Green** - Parr Lumber, a 39-unit chain of western lumberyards, components plants and cabinet outlets in five western states, has started a new initiative that combines sustainable building materials, energy efficiency and installed sales. The pro-dealer's "High Performance Homes" program is an innovative shade of green. But don't call it that. High Performance Homes is being marketed as a building envelope that controls heat, air and moisture. Parr Lumber will design, build and deliver the shell, which will meet or exceed the criteria set by the U.S. Green Building Council's LEED criteria. 02/21 HCN
24. **Arizona to Become 'Persian Gulf' of Solar Energy** - Abengoa Solar is planning to take 3 square miles of desert southwest of Phoenix and turn them into one of the largest solar power plants in the world. The Spanish company which has plants in Spain, northern Africa and other parts of the U.S., could begin construction as early as next year on the 280-megawatt plant in Gila Bend - a small, dusty town 50 miles southeast of Phoenix and could be producing solar energy by 2011. Abengoa would build, own and operate the \$1 billion plant, named the Solana Generating Station. Solana will be enough to supply up to 70,000 homes at full capacity. 02/23 AP
25. **New Mexico Act Requires Utilities to Save Energy** - New Mexico Governor Bill Richardson signed a bill last week that requires the state's electric and natural gas utilities to provide their customers with cost-effective energy efficiency resources. By 2014, the state's electric utilities must achieve energy efficiency gains equal to 5% of their total sales in 2005, increasing to 10% of their 2005 sales by 2020. The utilities could achieve these gains through such efforts as a rebate program for energy efficient appliances, home weatherization programs, or programs to give away or discount compact fluorescent light bulbs. 03/03 EERE



MONTHLY FEATURE:

Some Lamp and Ballast Sales Results from 2007: THINK GREEN!

