

PRESIDENT'S QUOTE:

To our valued customers and colleagues;

As you read this newsletter, you can see that energy efficiency has become a major issue from the federal level down to the state and local levels. New energy programs are being developed, new electrical standards and building codes are being set, to help consumers reduce energy and save on energy costs. Amerlux is doing its part by designing and manufacturing lighting fixtures that use less energy and last longer. The Cylindrix II LED (C2TV-LED) track head does just that. The C2TV-LED is designed around the latest high-output white LED technology and provides light output equivalent to many 50-75 watt halogen lamps while using less than 1/3 the power and lasting more than 10 to 15 times as long. Check with your local representative or visit our website, www.amerlux.com, to find out more about this product and many more low-wattage, energy-efficient lighting solutions.

Chuck Campagna,
President and CEO



C2TV-LED

NATIONAL ENERGY ISSUES TO WATCH:

1. **DOE Pursues Zero-Net Energy Commercial Buildings** - DOE launched the Zero-Net Energy Commercial Building Initiative (CBI) on Tuesday, with the goals of developing new commercial buildings that produce as much energy as they use and making these buildings marketable by 2025. Such zero-net energy commercial buildings will minimize their energy use through cutting-edge energy efficient technologies and will meet their remaining energy needs through on-site renewable energy generation.
<http://www.energy.gov/news/6454.htm>
2. **DOE Unveils Initiative to Promote Energy Efficiency in Hospitals** - DOE launched the EnergySmart Hospitals initiative on July 23, with the aim to increase the use of energy efficient technologies in hospitals across the United States. The EnergySmart Hospital initiative will provide hospitals with design strategies, advanced energy design guides, technology assessments, case studies, training sessions, and an interactive Web site to help hospitals increase their energy efficiency. The nation's 8,000 hospitals are among the most energy intensive commercial buildings in the United States, with more than 2.5 times the energy intensity and carbon dioxide emissions of commercial office buildings. Last year, hospitals spent more than \$5 billion on energy. Unlike many other commercial buildings, hospitals must remain fully operational 24 hours a day, seven days a week and provide services during power outages, natural disasters, and other events that would force other facilities to close. 07/30 EERE
3. **Adoption of 2008 National Electrical Code Gains Momentum** - Public officials in several states have embraced new safety standards, voting to adopt the 2008 National Electrical Code (NEC) with minimal or no amendments, and America's heartland has taken the lead on acceptance. The Code is scheduled to take effect in Arkansas, Colorado, South Dakota and Wyoming by August 2008. Enforcement began in North Dakota and in several Illinois jurisdictions in April 2008. New Mexico accepted the Code for July enforcement, and it already has been implemented in Idaho, Massachusetts, Oregon and parts of Alabama. Additionally, Code enforcement is scheduled to commence by the beginning of 2009 in Texas, Iowa and Utah. 07/'08 Electrical Contractor
4. **GE Pumps \$4 Billion Into Renewables** - Putting \$100 million into three New York wind farms pushed renewable energy investments past the \$4 billion mark this week for GE Energy Financial Services.
5. **Pickens Says Oil Won't Go Below \$100** - Texas oil billionaire T. Boone Pickens said on Thursday crude prices may soon fall as low as \$110 a barrel amid falling gasoline demand, but should not sink below \$100 because the United States depends heavily on oil imports. 08/15 Reuters
6. **DOE Guarantees \$10 Billion in Loans for Green Energy Projects** - The U.S. Department of Energy (DOE) is offering \$10 billion in loan guarantees for projects involving energy efficiency, renewable energy, and advanced transmission and distribution. The agency is seeking projects relating to biomass, geothermal, solar, and wind energy, as well as projects involving hydropower, alternative fuel vehicles, and energy efficiency. In addition to general energy-efficiency projects, the solicitation specifically requests projects relating to energy-efficient building technologies and efficient electricity transmission, distribution, and storage. DOE intends to issue loan guarantees for standalone projects, as well as projects relating to manufacturing technologies and the large-scale integration of renewable energy, energy efficiency, and energy-storage technologies into the electrical grid. Applications are due on Dec. 31. Go to the Loan Guarantee Program website www.lgprogram.energy.gov/index.html for more information.

NATIONAL ENERGY ISSUES TO WATCH (continued):

7. **ASE Picked to Operate National Energy Lab** - The U.S. Department of Energy says it has selected the Alliance for Sustainable Energy to manage and operate the National Renewable Energy Laboratory. The cost-plus award-fee contract is valued at approximately \$1.1 billion, subject to annual appropriations, during the five-year contract period. The contract includes a five-year extension option. Officials said the Golden, Colo., laboratory is the nation's premier renewable energy and energy efficiency research, development, demonstration and deployment institution. It employs 1,200 science and support personnel. <http://www.ase.org/> 07/30 UPI
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8. **ACEEE Introduces a New State Energy Efficiency Policy Resource** - The American Council for an Energy-Efficient Economy (ACEEE) unveiled a new Web resource for state policymakers and energy efficiency advocates. This site is the initial phase of ACEEE's new State Energy Efficiency Policy Web site, an ongoing project under the umbrella of ACEEE's State Energy Efficiency Policy Activities. The site serves as an easy-to-use online database of energy efficiency policies in the states, searchable by state or by policy. <http://aceee.org/energy/state/index.htm>
9. **International Investment Flows into Surging U.S. Renewable Energy Market** - The U.S. renewable energy market is large—and growing—and many international investors are starting to view it as the next hot global opportunity for investments and business expansion. Cumulative installed renewable energy capacity represents only about 2.4 percent of U.S. generation capacity, excluding large hydro, but U.S. markets will continue to experience significant growth, spurred by state government support, concerns about climate change, increasing conventional power costs, and improvements to renewable energy performance and economics. With key global markets like Germany and Japan slowing over the past few years in terms of renewable energy market growth, the U.S. is positioned for significant investment. 07/'08 Electric Light & Power
10. **LED Lighting Standards Arrive** - Scientists at the National Institute of Standards and Technology (NIST), in cooperation with national standards organizations, have taken the lead in developing the first two standards for solid-state lighting in the U.S. Standards are important to ensure that products will have high quality and their performance will be specified uniformly for commerce and trade. These standards—the most recent of which published last month—detail the color specifications of LED lamps and LED light fixtures, and the test methods that manufacturers should use when testing these solid-state lighting products for total light output, energy consumption and chromaticity, or color quality. Source: Craig DiLouie, Editor LightNOW News www.Lightsearch.com
11. **EI Updates Energy Saving Tools for Homes and Businesses** - America's electric companies are leaders in developing programs and services to help their customers use electricity more efficiently. View the latest survey of electric utility energy efficiency programs from around the country. <http://www.getenergyactive.org/wisely/progs.pdf>
12. **Fans of L.E.D.'s Say This Bulb's Time Has Come** - The nation's Big Three of lighting — General Electric, Osram Sylvania and Royal Philips Electronics — are embracing a new era of more efficient technologies, like halogen, compact fluorescent and solid-state devices. Encouraged by legislation and the rising cost of energy, as well as concerns about greenhouse gases, consumers are swapping out incandescent bulbs. Philips is working to decrease the penetration of compact fluorescent bulbs. "We are not spending one dollar on research and development for compact fluorescents," said Kaj den Daas, chairman and chief executive of Philips Lighting. Instead, the bulk of its R&D budget, which is 5.2 percent of the company's global lighting revenue, is for L.E.D. research. Philips is betting the store on the L.E.D. bulbs, which it expects to represent 20 percent of its professional lighting revenue in two years. 07/28 NY Times
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13. **NAED Launching New Certification Program** - The National Association of Electrical Distributors (NAED), St. Louis, is developing a new certification program for distributors, manufacturers and others in the channel: the Certified Electrical Professional (CEP). The first tests for both inside and outside sales will be offered in June 2009. Applicant bulletins will be sent in March 2009 and actual applications will be available in April 2009, the association says. The NAED Education and Research Foundation Board of Directors unanimously approved the Education and Development Council's (EDC) recommendation to develop an industry certification program that would validate the training, baseline knowledge and skills required for key positions in the industry. Initial certification offerings will be for inside sales and outside sales, and NAED plans to offer certification for additional positions in the future. The Certified Electrical Professional credential is available to both distributor and manufacturing professionals. www.naed.org

NATIONAL ENERGY ISSUES TO WATCH (continued):

14. **Lighting Awards Program** - The 29th annual High-Benefit Lighting Awards Program is underway. Sponsored by the National Lighting Bureau, the program is open to virtually anyone associated with an indoor or outdoor lighting installation: owners, designers, facility or property managers, contractors, manufacturer's representatives, utility employees and end users, among others. For more information about the NLB awards program, visit www.nlb.org
15. **ALA Annual Conference** - The 2008 American Lighting Association (ALA) will take place from Sept. 14-16 at the Gaylord National Resort and Conference Center near Washington, D.C. Topics for seminars to be presented at this year's event include certification, tax legislation, sales management, and energy efficiency. http://www.americanlightingassoc.com/members/conference_main.php
16. **October 28-29, 2008** - <http://www.naesco.org/events/conference/annual/default.htm>



STATE ENERGY ISSUES TO WATCH:

1. **New York City Revises Building Codes** - The 2008 New York City Codes went into effect across all five boroughs on July 1, the first major modernization of the city's building codes in nearly 40 years. The 2008 New York City Codes are based on the 2003 International Building, Plumbing, Mechanical, Fuel Gas and Fire Codes. The new codes reference modern standards that incorporate updated scientific data. 07/'08 FacilitiesNet
2. **Statehouse, Other State Buildings Get Energy Check** - Wal-Mart is teaming up with the state of New Hampshire to recommend how to make the Statehouse and two other state buildings more energy efficient. In a program involving the retail giant and the National Governors Association, New Hampshire is getting a grant to allow energy audits of the Statehouse, the Transportation Department and the Safety Department. Wal-Mart provides a team that spends two days in each facility and will suggest energy improvements based on technology the company has used in thousands of its buildings around the world. The team will look at everything from lighting, heating and air conditioning to thermostats, insulation and windows. 07/29 AP
3. **Maine Businesses Face Higher Electric Rates** - Starting in September, some Maine businesses will be facing double-digit increases in their standard offer electric rates. The Public Utilities Commission on Tuesday approved new energy prices, which apply to customers that have not made their own electricity supply arrangements. Large business customers of Central Maine Power will see their standard offer prices rise 32 percent, while those for medium-size customers will go up 23 percent. For Bangor Hydro customers, the figures are just under 20 percent for large businesses and 21 percent for medium businesses. PUC Chairman Sharon Reishus said the higher rates reflect increases in wholesale electricity costs, largely due to hikes in fuel costs for power plants fired by natural gas. 08/30 AP
4. **New Rebates on Tap in Pennsylvania** - Small businesses in Pennsylvania can apply for rebates to pay for 20 percent of the cost of a lighting upgrade from the Sustainable Energy Fund (SEF), Allentown, Pa. The SEF is a non-profit organization dedicated to the use of renewable energy, clean energy technologies, energy conservation and education that was founded in 1999 by the Pennsylvania Utilities Commission (PUC). The rebate is available to businesses with less than 100 employees. The lighting upgrades must cost at least \$5,000. The maximum rebate is \$2,000. For more information about the program: <http://www.thesef.org/kb/?View=entry&EntryID=68>

STATE ENERGY ISSUES TO WATCH (continued):

5. **PA Approves Utility Plan for Electric Rate Spike** - State regulators gave the green light Thursday to a power company's plan to help customers brace for a coming increase in electric rates. The Public Utility Commission unanimously approved a "rate stabilization plan" by PPL Electric Utilities that involves residential and small-business customers paying slightly higher bills in the coming year and a half in order to minimize a drastic increase expected when the company's rate cap expires in 2010. An average customer who signs up for the plan would see 5 percent to 8 percent annual increases until 2012, rather than a projected jump of about 34 percent in 2010. <http://www.pplelectric.com/> 08/07 AP
6. **Get Ready to Pay \$20 More for Electricity: TVA Plans 20% Rate Increase** - TVA power rates could increase by up to 20 percent Oct. 1, TVA Chief Executive Tom Kilgore said Wednesday. He said he expected the fuel cost adjustment to increase the total power bill for residential customers between 10 and 20 percent, but warned a higher increase is possible. TVA - the nation's largest public utility - provides wholesale electricity to 159 distributors serving 8.8 million consumers in Tennessee and parts of Alabama, Mississippi, Kentucky, Georgia, North Carolina and Virginia. 08/07 The Decatur Daily
7. **New Program Urges Hoosiers to Conserve Energy** - A new statewide program urges Indiana residents to help the environment by taking a pledge to save energy and reduce waste. The Indiana Department of Environmental Management's Hoosiers Care program offers tips on conserving energy, such as switching to compact fluorescent light bulbs. The pledge is available online at <http://www.hoosierscare.in.gov>
8. **Consumer Advocate Says Save-A-Watt is Bad Deal** - An advocate for consumers warned state regulators this morning that Duke Energy's energy efficiency proposal, called Save-a-Watt, is a bad deal for Duke's customers. In a hearing before the N.C. Utilities Commission in Raleigh, energy consultant Richard Spellman denounced Save-a-Watt as an overpriced proposal that would deliver minimal efficiency to customers. Spellman has said that under Save-a-Watt, a compact fluorescent light bulb that costs \$1.65 at Wal-Mart would end up costing Duke's customers \$18.23. Under Save-a-Watt, customers would be paid financial incentives to invest in technologies and upgrades to make their homes and businesses more efficient. All ratepayers would pay for the incentives, technologies, program administration and other costs through their monthly bills. 07/31 The News & Observer
9. **Xcel Energy Proposes Energy Efficiency Program** - Xcel Energy has proposed a \$138 million program to cut Colorado's energy demand by providing rebates and incentives to customers for energy efficient appliances and practices. The plan, announced Monday, would be financed by a surcharge on customers' monthly bills next year and in 2010. If state regulators approve the plan, Xcel said an average residential electric bill would increase by \$1.16 per month. Monthly bills for the average small-business customer would rise by \$2.03. Minneapolis-based Xcel Energy is Colorado's largest electric and natural-gas utility with 1.6 million customers. 08/12 AP
10. **Oncor Encourages Consumers to "Make Their Mark" on Energy Use with CFL Light Bulbs** - Oncor and  seven other Texas electric utilities announced today that they are sponsoring the Texas Statewide ENERGY STAR® Residential Lighting Program, which is designed to encourage consumers to use ENERGY STAR qualified CFLs from retailers. Oncor, along with local manufacturers, is providing retailers financial assistance so that they can offer discounts on CFLs. This action will make them more comparable in cost to incandescent bulbs. These discounts will be clearly marked at the retail locations and will range from 30 percent to more than 70 percent less than the original retail price. Discounted CFLs will be available at participating retail locations in Oncor's service territory through December 2009. <http://www.oncor.com/> 07/28 BUSINESS WIRE
11. **Energy Efficiency Experts Help Texas Utilities Launch Statewide Lighting Program** - Eight Texas utilities are joining to launch a statewide ENERGY STAR® residential lighting program. Their efforts from this year alone will help save \$97.5 million in energy costs over the next seven to 10 years, according to numbers from the EPA. Ecos, an energy efficiency and environmental solutions firm was hired by the utilities to design and implement the program, which encourages the use of energy-efficient CFLs. The program which invites Texans to "Make their Mark" on energy savings, kicked off July 15 and expects to have over 1.5 million CFLs in homes around the state by the end of the year. www.MakeYourMarkTX.com
12. **Rocky Mountain Power Pursuing Rate Increase** - Wyoming's largest electrical utility, Rocky Mountain Power, is asking state regulators for permission to increase rates by 7.1 percent, although residential rates would go up only by 2.75 percent. Officials with the Utah-based company say the increase is needed to cover the cost of Wyoming's growing demand for electricity. They say the increase would raise \$33.5 million a year, money that would be used to build new power generation capacity and power lines. 07/30 AP

STATE ENERGY ISSUES TO WATCH (continued):

13. **New Energy Standards Approved in California** - The California Energy Commission recently approved dozens of energy-efficiency building standards for new construction. Title 24, 2008 Building Energy Efficiency Standards, regulates construction of residential and non-residential buildings. The new standards have been updated to include new code regulations for lighting; windows; roofing; skylights; swimming pool and spa equipment; and heating, ventilation and air conditioning equipment and controls.
<http://www.energy.ca.gov/title24/2008standards/>
14. **Anchorage Joins LED City Initiative to Improve Light Quality and Reduce Energy Costs** - Cree, Inc. and the Municipality of Anchorage today announced Anchorage's participation in the LED City® program, an international program that promotes the deployment of energy-efficient LED lighting. Anchorage Mayor Mark Begich announced his city's participation in conjunction with an energy-related initiative calling for the retrofit of all 16,000 municipal roadway lights with high-efficiency LED fixtures. The LED fixtures from BetaLED are expected to use 50-percent less energy than current streetlights, which could save the city \$360,000 annually at today's energy prices.
07/29 PrimeNewswire

MONTHLY FEATURE:

Ameren Illinois Utilities Announce Energy Efficiency Initiatives to Benefit Business Customers - Business customers throughout the Ameren Illinois Utilities service territory now have a new, reliable source of up-to-date information that can help them realize significant financial benefits. "We have created ActOnEnergy.net, a dynamic new Web site to provide the most current information about our electric energy efficiency programs and how they can save our business customers money on energy efficiency projects as well as on their future electric bills," said Keith Martin, manager of Customer Service and Energy Efficiency for the Ameren Illinois Utilities.

ActOnEnergy™ for My Business <http://www.actonenergy.net/business.asp>

Your participation may result in multiple benefits to you and your employees:

- Energy-efficiency modifications to your buildings or systems can reduce energy consumption and decrease your energy costs.
- These projects typically provide added benefits like improved worker comfort and productivity.
- The energy you save will have an environmental impact by reducing your carbon footprint, which helps decrease the need for additional power plants in the future.

The Ameren Illinois Utilities' programs for business customers offer:

- Cash back and incentives—starting June 23, 2008—for energy-efficient lighting, heating and cooling systems, and projects of all types and sizes. These incentives will help your business offset the cost of these projects and stretch your energy dollar.
- Energy efficiency assessments
- Training

You'll want to visit ActOnEnergy.net often to learn the benefits and eligibility requirements as programs continue to roll out. Currently, two types of programs are offered:



Standard Incentives

Act On Energy Standard Incentives provide fixed cash-back amounts for common electric energy-efficiency projects for lighting, HVAC, refrigeration, and motor systems purchased and completed after June 23, 2008. To find out more about these easy-to-apply-for incentives, click [here](#).



Custom Incentives

Act On Energy Custom Incentives provide customized cash-back amounts for electric energy-efficiency projects that are not available under Standard Incentives. Custom Incentives require pre-approval before purchasing the equipment. To learn how to apply for a custom incentive for a project you are considering, click [here](#).