A MONTHLY NEWSLETTER FROM AMERLUX®

JUNE 2023

Been reading a lot about Artificial Intelligence (AI) lately.....especially in the classroom.

There are pros and cons like anything new, especially in the area of technology......feel in the long run, it will make us all smarter. Just read this in Electrical Wholesaling concerning Distribution Sales: Al-Powered Sales | Electrical Wholesaling (ewweb.com)

Al-Powered Sales by Benj Cohen

A former cowboy boots salesperson at a billion-dollar distributor used Al-powered software to learn how to sell to customers and quickly generate sales.

Distributors need to lean on technology and Al to increase a sales rep's time to value considerably.

It's no longer a winning strategy for distributors to increase sales by hiring more reps. Even though that's been a tried-and-true strategy for years, it's just too expensive. Distributors must do more with less. A sales tool powered by artificial intelligence (AI) can help outside sales reps increase productivity and accomplish these three key objectives:



#1. Ramp new sales reps quickly. With <u>sales insights from Al</u>, new sales reps don't need extensive industry or product knowledge to become immediately successful. They only need to follow the Al's recommendations for who to call and what to talk about when. If a customer is due to reorder, the Al knows it. If a product is out of stock, it can suggest a substitution. With an Alpowered sales tool, sales reps have a cheat sheet to success and even new sales reps can operate like seasoned experts.

#2. Prioritize accounts with actionable insights. With AI, sales reps don't waste time planning and can spend more time selling. All analyzes data from every sales channel in the organization for a 360° view of each customer. It can determine the biggest revenue opportunity or churn risks so a sales rep can prioritize accounts to visit. Identify upsell and cross-sell opportunities to grow wallet share. Sales reps don't need years of experience with your product catalog when they have an AI-powered sales tool at their fingertips. The tool gives sales reps a comprehensive view of everything they need to sell, including product insights such as inventory, pricing, and substitutes for stock-outs. By highlighting categories where a customer is underspending, AI-powered sales tools give sales reps sales plays to unlock additional sales opportunities.

#3. Automate quote follow-ups. Manually tracking quotes and follow-ups isn't efficient. An Al-powered sales tool can automate many tasks, such as quote follow-ups, alleviating the burden of administrative tasks for your sales reps. Freeing your sales reps from manual data entry leaves them more time to sell.

Looking Forward: Embracing Technology to Do More with Less

With the right technology supporting your sales reps, you can think outside the box when recruiting and hiring sales reps. That's exactly what distributors must do in a tough talent market. When you embrace technology to increase sales reps' time to productivity, you can do more with less. The next time you encounter a salesperson with the personality and drive you like but with no distribution sales experience, go ahead and give them a chance if you have the technology to support them.



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National LED Market Observer

- 1. **Colorado to Ban Fluorescent Light Bulbs by 2025** Colorado's House Bill 23-1161, called Environmental Standards for Appliances, passed the state's Senate on May 1, and Governor Jared Polis has indicated he will sign it into law. The bill is a sweeping set of standards on shower heads, faucets, ventilating fans, air purifiers, electric vehicle supply equipment, gas fireplaces, and thermostats. It also contains a key provision about fluorescent light bulbs. Colorado will become the third state in the U.S. to ban fluorescent bulbs along with California and Vermont also claiming energy savings and the danger of having mercury in fluorescent bulbs. Colorado to Ban Fluorescent Light Bulbs by 2025 lightED (lightedmag.com)
- 2. **EV Charger Rebates: Understanding the Different Types of Programs** Interest in electric vehicle supply equipment (EVSE) has skyrocketed over the past couple of years, and many in the electrical industry have embraced this rapidly growing segment. Rebates and incentives are integral to the EV chargers' sales process. However, navigating through the nearly 500 active rebate programs in North America can be challenging for contractors, distributors, and manufacturers. Understanding the different types of rebates and how they work can is key to succeeding in this market. **Take a look at the 5 main types of rebate programs for EV chargers at:** EV Charger Rebates: Understanding the Different Types of Programs (briteswitch.com)



- 3. **RESEARCH:** Lighting Market to Reach \$163B by 2027 The global lighting market size is projected to reach USD 163.72 billion by 2027. The increasing usage of LED lights in photography and housing is fueling the market. In addition, LEDs are also used to grow plants at home and in research laboratories, selected for their low energy usage and color optimized for the plant's growth. This information was given by **Fortune Business Insights™** in a report, titled, **"Lighting Market, 2020-2027."** As per the report, the market stood at USD 118.33 billion in 2019. It is set to exhibit 4.3 % during the forecast period between 2020 to 2027. Request a sample copy at: https://www.fortunebusinessinsights.com/enquiry/request-sample-pdf/lighting-market-101542 Lighting Market to Reach \$163B by 2027 lightED (lightedmag.com)
- 4. **Are You Being Served? by Susan Bloom** Distributors know that the services they provide to their customers can differentiate them from their competitors and help them grow sales and market share. Leon Mowadia Jr., COO, Facility Solutions Group (FSG), and Frederick Smith, energy service/lighting specialist at Richards Electric-Springfield Electric, a Sonepar Company, discuss the value of different manufacturer-driven services to their businesses as well as some of the manufacturers who stand out in the service department and are successfully moving distributor purchase decisions beyond just product and price. Here, Mowadia and Smith discuss the value of different manufacturer-driven services to their businesses and the criteria they use to evaluate them:
 - Training and development
 - Project support
 - Marketing support
 - Merchandising/POP support
 - Warranty support
 - Customer and channel focus

TED Magazine - May 2023-A - Are You Being Served? (tedmagazine-digital.com)



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- 5. California Title 24 Regulation of Grow Lights California's energy code, Title 24 2022, became effective January 1st, 2023. In it were new code requirements for indoor horticulture spaces, including grow light requirements. This was in part motivated by a large surge in energy use after the 2018 legalization of recreational cannabis in the State. Urban indoor grow facilities took off and energy use increased 162% in 2022 over 2017. The regulations define Controlled Environment Horticulture (CEH) and set requirements for lighting, HVAC, dehumidification, and greenhouse envelope. There are two primary approaches to Title 24 requirements on grow lights:
 - 1. Minimum efficacy requirements, and
 - 2. A time-switch and multi-level lighting control requirement.

These requirements apply to new construction, additions to existing CEH facilities, conversion of a warehouse to a CEH, and replacing 10% or more of current grow lights in an enclosed space. <u>California Title 24 Regulation Of Grow Lights | LightNOW (lightnowblog.com)</u>

- 6. **Signify: Indoor Farming Yields Heartier Crops at Propagation Stage** Yet another reason why commercial horticultural outfits might want to turn to indoor growing for at least a portion of the cycle: Propagation can be superior to the more conventional techniques generally used for plants' early stages. In an online tour of its Philips GrowWise Research Center in Eindhoven, Holland today, Signify pointed out that indoor propagation, away from the weather extremes of greenhouses or other protected outdoor environments, has yielded heartier young tomatoes, cucumbers, bell peppers, and lettuces compared to brethren versions nurtured outdoors. The concept of using LEDs at the propagation stage is not new, and has proven successful in greenhouses with lettuce and tomatoes. Signify: Indoor farming yields heartier crops at propagation stage | LEDs Magazine
- 7. **Far-Red Boosts Tomato Yields, But Requires More Energy** The lighting industry continues cranking out the educational messages about the benefits of using tunable LEDs to grow crops. In one of the latest examples, a Signify study showed that extended supplemental doses of far-red wavelengths increased yields of one tomato variety by 16%. Beware, however, that it takes more energy to emit far-red than it does to support other spectra. So growers should anticipate a noticeable upward spike in electricity bills should they apply far-red in the optimal yield dosage, which in the study was 16 hours a day alongside the same duration of LED lighting in the more visible part of the spectrum known as PAR (photosynthetically active radiation). "The question now is the level at which the use of far-red becomes advantageous in relation to the extra energy consumption," Signify noted. Far-red boosts tomato yields, but requires more energy I LEDs Magazine
- 8. **DALI Alliance to Offer Seminars at 2023 LightFair** The seminars will focus on two important areas in lighting control: smart lighting with D4i-enabled luminaires, and the benefits of the Zhaga-D4i ecosystem. The DALI Alliance will also be present on Booth 2162. On Wednesday 24th May from 5:00–6:00 pm, the DALI Alliance will deliver a seminar on state-of-the-art, energy-efficient lighting control systems with D4i-enabled luminaires. The seminar will start with an overview of key D4i features, and will then explore customer expectations for a modern state-of-the-art lighting control system. The DALI Alliance will also give a joint seminar with the Zhaga Consortium on standardized lighting and control interfaces for indoor and outdoor luminaires, on Tuesday 23rd May from 3.30–4.30 pm. This seminar will explain how the combination of Zhaga and D4i delivers plug-and-play options to the lighting world. If you missed it: DALI Alliance to Offer Seminars at 2023 LightFair (lightingcontrolsassociation.org)
- 9. Video Course: Finding the Right LLLC Solution by Lighting Controls Association BetterBricks, a commercial-building initiative of the Northwest Energy Efficiency Alliance (NEEA), has developed a video course on finding Luminaire Level Lighting Controls (LLLC) solutions for lighting projects. The short video course on finding LLLC solutions for lighting projects shows how to articulate capabilities of LLLC that can address various project needs, as well as research applicable LLLC products using the DLC QPL. The video course provides information on identifying LLLC products and their specific capabilities that are most applicable and/or beneficial to each project. To learn more about the benefits of LLLC and how to use the DLC Qualified Product List to find LLLC-capable products, check out the video course here: https://www.youtube.com/watch?v=TQlyY3Fyn8U&t=126s



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- 10. **TRAINING:** Launching in 2023, the Lighting Education Resource Network (LERN) The IALD Lighting Education Research Network (LERN) will be a global program connecting lighting professionals with high quality educational content provided by sponsors and vetted by the IALD. Educational content created by manufacturer partners will be reviewed by IALD members to ensure excellence and provide content with credibility and endorsement from IALD. Over the months ahead, more information will be provided about IALD online learning platform being developed. Those interested in knowing more about what LERN will provide -- or partners interested in being course content providers -- are encouraged to visit the LERN website: About IALD LERN
- 11. **ASHRAE Standard Addresses Zero Net Energy** <u>ASHRAE</u> has released a new standard to measure zero net carbon and energy goals in buildings. ANSI/ASHRAE Standard 228-2023, Standard Method of Evaluating Zero Net Energy and Zero Net Carbon Building Performance, sets requirements for evaluating whether a building or group of buildings meets a definition of "zero net energy" or a definition of "zero net carbon" during building operation. The standard draws from ASHRAE Standard 105, among others, to address energy and carbon flows across a site boundary, their measurement, and their balance. <u>ASHRAE Standard Addresses Zero Net Energy</u> <u>Facility Management Energy Efficiency Quick Read (facilitiesnet.com)</u>
- 12. Why Lutron Vive Lighting Controls The Benefits of Wireless Wireless lighting control helps make both new and existing commercial buildings efficient, comfortable and productive. Vive by Lutron is a simple, scalable, wireless lighting control solution designed to meet today's energy codes and budgets in both new and existing commercial buildings. Vive wireless systems install up to 70% faster than wired solutions, saving time, money, and labor costs. Vive is simple to design and offers flexible, code-compliant solutions for new construction and retrofits. https://assets.lutron.com/a/documents/3672673ea_vive_application_guide.pdf Watch the video: https://www.youtube.com/watch?v=nswhbTiUU4w
- 13. **TALQ Consortium Releases Updated Smart City Protocol** The TALQ Consortium, which developed the Smart City Protocol, a global OpenAPI interface standard for smart city device networks, has published version 2.5.0 of the protocol. The continuous evolution of the protocol ensures the adaptation of the interface standard to changing market needs. Version 2.5.0 introduces a new Lighting Asset Management profile, which addresses a long-standing demand from cities to be able to manage and track their street lighting assets more effectively. The latest TALQ protocol (both data model and API definitions) is available publicly and free-of-charge: GitHub-TALQ-consortium/TALQ-specification
- 14. **No Decision on LightFair 2025 Venue** EdisonReport has previously reported that LightFair would be in New York for future shows throughout the remainder of this decade. We have now learned that LightFair is open to different venues and no decision has been made on the 2025 location. We think this is a smart to consider new locations. "The date and location of LightFair 2025 has yet to be officially determined. Attendee and exhibitor surveys will be issued following the 2023 LightFair Trade Show and Conference, with results guiding our decision about future locations and dates that best suits industry needs," said Dan Darby, show director. The Future Illuminated | LightFair Commercial Lighting Tradeshow
- 15. **Registration Open for ArchLIGHT Summit 2023** Attendee registration is now open for the 2023 ArchLIGHT Summit, which will take place at the Dallas Market Center on September 19-20, 2023. This year's event offers more than 30 CEU-accredited sessions covering a wide variety of topics plus an exhibition hall. <u>ArchLIGHT Summit: Schedule</u>
- 16. **Hawaii and Colorado to Ban Fluorescent Lamps** Two more states are joining Vermont and California in banning fluorescent lamps. Hawaii's legislature passed <u>HB 192 / SB 690</u>, and sent it to the Governor's desk for signing, which is expected. The bill, once signed, will phase out mercury-containing lamps, such as fluorescent lamps. Colorado's House Bill 23-1161, called Environmental Standards For Appliances, passed the state's Senate on May 1, and Governor Jared Polis has indicated he will sign it into law.



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- 17. **Egress And Emergency Lighting in a Controls World by Steve Mesh** Egress and emergency lighting are critical elements of building design. During periods of occupancy, a clear, unobstructed path out of the building must be illuminated, including during an emergency or an event when normal power is lost. This ensures occupants can exit the building safely at all times. Egress lighting illuminates a continuous path out of the building during normal operation. Emergency lighting activates during a power outage and includes lighting providing egress illumination in addition to exit signs. In some cases, luminaires are dedicated to the purpose; other times, they may play multiple roles. This article attempts to present key considerations related to controlling egress and emergency lighting. Egress And Emergency Lighting in a Controls World (lightingcontrolsassociation.org)
- 18. **DALI, Meet IoT** A New Lighting Standard for the Next Era by Oraig DiLouie In 2019, the DALI Alliance launched D4i, a fresh version of the Digital Addressable Lighting Interface (DALI) standard for the internet of things (IoT) era. This version redefines intraluminaire communication and enables live, real-time data acquisition for measuring, monitoring and plug-and-play installation. As such, it offers a viable path to luminaire -level control and lighting playing a part in the IoT. DALI is a set of rules that defines how devices operate together. Recognized as an international standard since 2002, it ensures control actions are carried out in an accurate and repeatable manner, such as predictable, standardized dimming performance. It was introduced as a digital solution that offers consistent and flexible lighting control as a standardized alternative to 0–10V analog. As lighting controls technology evolved toward digitalization, wireless communication and delivery of IoT strategies, so did DALI. Electrical Contractor DALI, Meet IoT (ecmagdigital.com)

Global LED Energy Market Observer:

19. **The International Day of Light (IDL) May 16** - The International Day of Light is held on 16 May every year because it is the anniversary of the first successful operation of a laser in 1960 by Theodore Maiman. The laser is a perfect example of how a scientific discovery can yield revolutionary benefits to society in communications, healthcare, and many other fields. The International Day of Light (IDL) is an annual, global initiative celebrating light and the role it plays in science, culture and art, education, and sustainable development. Communities worldwide participate in activities that demonstrate how light in all its applications can help achieve the goals of UNESCO – education, equality, and peace. IALD - International Association of Lighting Designers (IALD)



- 20. **RESEARCH: Ambient Lighting Market Predicted to Reach \$125B by 2030** According to a comprehensive research report by Market Research Future (MRFR), <u>Ambient Lighting Market</u> Research Report: By Type, Applications, Region Forecast Till 2030, the market is anticipated to acquire a valuation of approximately USD 125.81 Billion by the end of 2030. The reports further predict the market to flourish at a robust CAGR of over 9.98% during the assessment timeframe. The global ambient lighting market is expected to witness significant growth in the coming years, according to the latest report by Market Research Future. The report reveals that the market is driven by the growing demand for smart lighting solutions, which provide enhanced user experience and energy efficiency. <u>Ambient Lighting Market Predicted to Reach \$125B by 2030 lightED (lightedmag.com)</u>
- 21. **Remanufacturing with The Regen Initiative** Remanufacturing requires a complete change in mindset, production and process from the linear take, 'make waste' economy, where old light fittings are discarded and replaced with new. In most cases, the process involves keeping the original luminaire material, known as the Core, and converting the light source to LED. The aim of The Regen Initiative partners is to work together and collaboratively to provide more efficient lighting that stands the test of time without compromise, challenging the status quo and striving to provide solutions without sacrificing quality or compromising on safety or ethical standards. Retaining fluorescent is no longer an option due to its imminent obsolescence. The only options remaining seem to be a) replace old fluorescent with new LED lighting or b) remanufacture old fluorescent and upgrade to LED. https://www.theregeninitiative.com/



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22. IALD Enlighten Europe 2023 | 30 June - 1 July | Berlin, Germany - Returning to the European continent for the first time since 2018, the Enlighten Europe conferences are bringing back the camaraderie and professional advancement of two days spent in the company of lighting design professionals from around the world. Educational sessions, deep-dive talks with peers, announcements from the IALD directly, and more, are all brought to your doorstep. Register at: Home - IALD Enlighten Europe 2023 (event.com)

Monthly Feature:

Yogi Berra's speech ain't over till it's over your head by Dan O'Neill, ST. LOUIS POST-DISPATCH May 19, 2007: St. Louis native Yogi Berra accepted an honorary degree from St. Louis University and delivered the commencement speech for 1,900 graduates and 10,000 in attendance at Scottrade Center. Yogi doesn't so much command the English language as he corkscrews it. It is part of what makes this baseball Hall of Famer and pride of the Hill one of America's endearing figures. So here is:

Thank you all for being here tonight. I know this is a busy time of year, and if you weren't here, you could probably be somewhere else. I especially want to thank the administration at St. Louis University for making this day necessary. It is an honor to receive this honorary degree.

It is wonderful to be here in St. Louis and to visit the old neighborhood. I haven't been back since the last time I was here. Everything looks the same, only different. Of course, things in the past are never as they used to be. Before I speak, I have something I'd like to say. As you may know, I never went to college, or high school for that matter. To be honest, I'm not much of a public speaker, so I will try to keep this short as long as I can.

As I look out upon all of the young people here tonight, there are a number of words of wisdom I might depart. But I think the most irrelevant piece of advice I can pass along is this: The most important things in life are the things that are least important. I could have gone a number of directions in my life. Growing up on the Hill, I could have opened a restaurant or a bakery. But the more time I spent in places like that, the less time I wanted to spend there. I knew that if I wanted to play baseball, I was going to have to play baseball. My childhood friend, Joe Garagiola, also became a big-league ballplayer, as did my son, Dale. I think you'll find the similarities in our careers are quite different. You're probably wondering, how does a kid from the Hill become a New York Yankee and get in the Hall of Fame? Well, let me tell you something, if it was easy nobody would do it. Nothing is impossible until you make it possible.

Of course, times were different. To be honest, I was born at an early age. Things are much more confiscated now. It seems like a nickel ain't worth a dime anymore. But let me tell you, if the world was perfect, it wouldn't be. Even Napoleon had his Watergate. You'll make some wrong mistakes along the way, but only the wrong survive. Never put off until tomorrow what you can't do today. Denial isn't just a river in Europe. Strive for success and remember you won't get what you want unless you want what you get. Some will choose a different path. If they don't want to come along, you can't stop them. Remember, none are so kind as those who will not see. Keep the faith and follow the Commandments: Do not covet thy neighbor's wife, unless she has nothing else to wear. Treat others before you treat yourself. As Franklin Eleanor Roosevelt once said, 'The only thing you have to fear is beer itself.' Hold on to your integrity, ladies and gentlemen. It's the one thing you really need to have; if you don't have it, that's why you need it. Work hard to reach your goals, and if you can't reach them, use a ladder. There may come a day when you get hurt and have to miss work. Don't worry, it won't hurt to miss work.



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Over the years, I have realized that baseball is really just a menopause for life. We all have limitations, but we also know limitation is the greatest form of flattery. Beauty is in the eyes of Jim Holder. Half the lies you hear won't be true, and half the things you say, you won't ever say. As parents you'll want to give your children all the things you didn't have. But don't buy them an encyclopedia, make them walk to school like you did. Teach them to have respect for others, especially the police. They are not here to create disorder, they are here to preserve it. Throughout my career, I found good things always came in pairs of three. There will be times when you are an overwhelming underdog. Give 100 percent to everything you do, and when that's not enough, give everything you have left. 'Winning isn't everything, but it's better than rheumatism.' I think Guy Lombardo said that. Finally, dear graduates and friends, cherish this moment; it is a memory you will never forget. You have your entire future ahead of you. Good luck and Bob's speed.

Yogi Berra Finally Gets the Credit He Deserves, Story by Peter Moore - Yes, he's the master of the malaprop. (Or "bonaprop," as the New York Times columnist William Safire called it, which is when the "mistake" or made-up word is better than the correct one.) But Yogi's baseball record is also a kind of tongue twister, because there's so much to give him credit for. He's a baseball Hall of Famer, a three-time MVP, a 13-time champion as a player and manager and he holds a ball-bag full of World Series records: games played (75), at-bats (259), hits (71), doubles (10), singles (49), games caught (63) and catcher putouts (457). And he hit the first pinch-hit home run in World Series history. He holds the record for his errorless streak behind the dish: 148 games, in 1959. "No one will ever match his streak," says former Yankee catcher and World Series-winning manager Joe Girardi. "No one will ever even approach it." And by all accounts, he set records as one of the nicest people ever to play or manage the game, as well.

But Yogi had a lesser-known claim to fame away from the baseball diamond. At 18, in 1942, he was a renowned catching prospect coming out of American League ball in St. Louis, and he had a rookie contract with the Yankees (plus \$500 signing bonus!) in his back pocket. So what did the phenom do? With World War II looming, he enlisted in the U.S. Navy, even though he didn't know how to swim, and then doubled down by volunteering for a secret mission. That's how he found himself on a rocket boat during the D-Day invasion, giving cover to soldiers landing on Omaha beach. The day after the invasion, his mission was to pull his dead comrades out of the water. Yogi was wounded during the invasion, but never filed for his Purple Heart. His reasoning: He didn't want to worry his mother. It's the deeply American story of an Italian kid from St. Louis, the son of immigrant parents, who became admired for his good nature and decency. Yogi Berra Finally Gets the Oredit He Deserves (msn.com)



