

EnergyWatch



April 2024

<http://attardimarketing.com/>
<http://energywatchnews.com/>

Oh, somewhere in this favored land the sun is shining bright,
The band is playing somewhere, and somewhere hearts are light;
And somewhere men are laughing, and somewhere children shout,
But there is no joy in Mudville—mighty Casey has struck out.

[Brooklyn Dodgers - Ebbets Field - Frank Sinatra - There Used To Be A Ballpark - YouTube](#)

Something to Think About...

Effective Sales Presentation Skills by Bill Attardi - March Madness and Baseball in March every year.....As Mr. Gleason used to say, "How sweet it is!" Who do you like this year? Do I hear GO HUSKIES / GO YANKEES! In my house I do, well I may be the only one as my lovely Linda is a Phillies fan, well, she was born and raised in Philadelphia so what choice does she have. She bought me a book all about the history of that team... maybe I will read it someday if I know where I put it.

But I digress.....this is about giving an effective sales presentation to a group of customers, and closing that sale. Not as easy as it sounds. As many of you know, I teach at Monmouth University, for over 20 years, and my message to the abecedarians is develop your oral and written communications skills to the best of your capability. How you communicate will determine your success with your chosen career and your success in your relationships, personal and in your work.

Highly Developed Oral & Written Communications Skills



First of all, you owe your audience a good performance and that is directly related to your preparation. Maybe some of you remember Sam Huff, who more or less defined the middle linebacker position. Hall of Famer for the NY Giants. Quote: *When I turned pro, I told the owners that I will play the game on Sunday for free because I love playing the game of football but you have to pay me a lot of money for the practices during the week!* Presentation day is Sunday.... Enjoy it, give it your best, but be sure you work hard at practice. So let me start with PREPARATION:

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1. Preparation Strategy – *The Will to Prepare to Win*

- Come fully prepared...
- Always start with knowing your audience / your customer
- Why You?
- What is Your Objective
- The Power of PowerPoint: Verbal & Visuals working together
- Fundamentals of Effective Visuals – *Visual Esperanto*
- Effective use of color to connect with your audience
- Creative Opening / Meaningful Content / Compelling Close
- Create closing slide first – all roads lead to your destination

2. Presentation Strategy – *Bring to the meeting something no one else knows...*

- It's always a Selling Situation
- Connect with your audience
- What is your Call to Action
- Rationale to take that action / Reasoning
- Project the attitude of your audience

3. Organizing the Presentation – *FFAB (Features / Functions / Advantages / Benefits)*

- Create clear / thought starter slides – six by six rule
- Creative Opening – your first impression
- Meaningful Content – relevant to your audience
- Compelling Close – lasting impression
- Say it with color
- Create a climate for learning

4. Techniques in Presenting – *When you stop getting better, you stop being good*

- Plan & Promote Interaction
- Eye contact – *you are talking to individuals that happen to be in a group*
- Be clear on the process and Get Confirmation
- Confirm understanding on a continuing basis
- Re-enforce the need to continue the process
- Project Acceptance and Handle Resistance

5. Personal Delivery – *Mechanics of Communicating Effectively Orally*

- The Audience – maintain control
- Your Body – commanding positioning
- Your Voice – clear / articulate / no verbal distractions
- Room set-up.....proper lighting and 45° angle to your audience
- Audience reads left to right – you stand on their left; slides on their right

You owe your audience a good performance!



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National LED EnergyWatch...

1. **LEducation 2024 Concludes with Record Success and Ambitions for 2025** - The LEducation Trade Show and Conference, organized by the Designers Lighting Forum New York, wrapped 2024 with record-breaking attendance, welcoming more than 10,000 registrants from all aspects of the lighting industry. LEducation celebrated its 18th year in New York City March 19–20 at the New York Hilton Midtown, becoming North America’s largest annual lighting industry event. With an expanded show floor, a record-high number of exhibitors, and an array of new features and networking opportunities, the show was the largest to date. <https://leducation.org/>
I was there and it truly was unbelievable....best lighting show in years...

2. **Allegiant Stadium Lights Up with Color-changing LEDs** - Gopher Stage Lighting worked with the electrical contractor to select and install an ETC system to handle lighting controls for [Allegiant Stadium](#) in Las Vegas, home to the Las Vegas Raiders and host of Super Bowl LVIII. The field and seating area are lit by color-changing LED sports lights, which add effects and color when the home team (Raiders or UNLV) scores or introduces their players, as well as other impactful moments such as when the national anthem is played. Plush suites – and even clubs – use the latest automated fixtures and LED effects to offer VIPs special treatment. All the food stalls, back of house areas and player areas feature top-notch lighting. All of this is controlled by an ETC system. <https://www.facilitiesnet.com/lighting/tip/Allegiant-Stadium-Lights-Up-with-Color-changing-LEDs--53138>



3. **GSA Issues Guidance on LEDs and Controls** - Depending on a building’s age and lighting system, lighting can account for up to 25 percent of its electricity use. Acknowledging this, maintenance and engineering managers who convert to LED lighting in their facilities typically save 50 percent of electricity over a fluorescent baseline, and lighting controls can save even more lighting energy. To support the transition of federal facilities to more energy-efficient lighting technology, the General Services Administration's Green Proving Ground program, in collaboration with Pacific Northwest National Laboratory, recently released “LED Lighting and Controls Guidance for Federal Buildings.” Topics discussed in the guide include financial inputs for lighting decisions, LED lighting and system features, steps for designing a lighting control system, energy-savings capabilities and enhanced performance capabilities. [GSA provides guidance on procuring and using energy-efficient lighting in federal buildings | GSA](#)
4. **EV Charger Rebate Trends for 2024** - The electric vehicle (EV) market is experiencing unprecedented growth, with 1.2 million EVs sold in the US in 2023 alone, capturing a notable 7.6% share of the total market. And the momentum is only building – industry experts predict that by 2024, EVs will claim 10% of the market share. However, as EV adoption accelerates, so too must our infrastructure. Currently, there are approximately 130,000 public EV chargers in the US, but the push is on to establish 500,000 chargers by 2030. Rebates and incentives are essential in this market, but they're much more complex than their energy efficiency counterparts. We've been diligently monitoring these programs since 2021 and have just completed our thorough 2024 analysis of EV charger rebate programs. See the major trends for EV charger rebates in 2024 at: [EV Charger Rebate Trends for 2024 \(briteswitch.com\)](#)



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5. ***US Electricity Prices Outpace Annual Inflation*** - US electricity costs rose at a rate of 3.6% over the last 12 months, while inflation rose 3.2%, according to Bureau of Labor Statistics data. Industry observers attribute the rise to the increasing cost of transmission and fuel price volatility, and some see little chance of the trends abating in the near term. And federal policies aimed at electrifying end uses and reducing emissions could lead to even higher prices. [US electricity prices outpace annual inflation | Utility Dive](#)

6. ***U.S. Regular Gasoline Prices (dollars per gallon) on the Rise Across the Country - Gasoline and Diesel Fuel Update - U.S. Energy Information Administration (EIA)***

	03/04/24	03/11/24	03/18/24	week ago	year ago
U.S.	3.350	3.376	3.453	0.077	0.031
East Coast	3.240	3.265	3.349	0.084	0.040
New England	3.166	3.182	3.250	0.068	-0.025
Central Atlantic	3.343	3.332	3.394	0.062	-0.012
Lower Atlantic	3.190	3.241	3.342	0.101	0.086
Midwest	3.269	3.287	3.309	0.022	0.047
Gulf Coast	2.949	2.945	3.099	0.154	0.077
Rocky Mountain	3.014	3.077	3.166	0.089	-0.465
West Coast	4.229	4.296	4.380	0.084	0.015
West Coast less California	3.768	3.862	3.994	0.132	-0.058

7. ***FAA Announces Grants to Improve Airports Across the United States*** - Through the Bipartisan Infrastructure Law, a total of **\$5 billion has been allocated (\$1 billion annually from 2022-2026)** to provide competitive grants for airport terminal development projects that address the aging infrastructure of the nation's airports. These grants will fund safe, sustainable and accessible airport terminals, on-airport rail access projects and airport-owned airport traffic control towers. The size and scope of the projects to come will mean numerous well-paying job opportunities for professionals across all facets of the construction industry, from concrete to electrical. <https://www.faa.gov/bil/airport-terminals>

8. ***One Floral Begins LED Lighting Trial with Sollum Technologies*** - Greenhouse plant grower One Floral Group is conducting its first-ever foray into LED lighting with SUNaa LED grow lights supplied by Sollum Technologies. Based in Leamington, Ont., One Floral has been propagating a variety of flower and vegetable crops distributed to clients across North America. With a particular focus on developing floral solutions, One Floral has decided to conduct a trial with LEDs, with the goal of bringing more efficiency to their operations and cultivate an increasing variety of products. [One Floral begins LED lighting trial with Sollum Technologies - LEDinside](#)



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- 9. *LightSPEC West Delivers Timely Education Sessions*** - CEU programming, product demonstrations, and networking opportunities abound during the two-day event centered on architectural lighting in the built environment. Supported by Endeavor Business Media EBM [LightSPEC](#) and *LEDs Magazine*, the biennial conference and expo will be held at the Anaheim Convention Center on April 17–18, 2024. At the time of this update, more than 1,100 influential buyers engaged in the architectural solid-state lighting market have already registered to attend. LightSPEC West is geared toward professionals involved in the production, distribution, specification, design, and application of LED-based architectural lighting products in the built environment. Qualified professionals can register for free through April 1 at lightspecwest.com
- 10. *Washington State Will Become 8th Fluorescent Ban State*** - The Washington State legislature passed House Bill 1185, which will ban mercury-containing fluorescent lamps. Washington will become the 8th state to ban most fluorescent lamps. The bill is now on its way to Governor Inslee’s desk to be signed into law, which is expected. Some key provisions of the bill include:
- Beginning January 1, 2029, a manufacturer, wholesaler, or retailer may not knowingly sell a compact fluorescent lamp (CFL) or linear fluorescent lamp (LFL) in the state.
 - In-state manufacturers, wholesalers, and retailers in possession of CFLs and LFLs on January 1, 2029 may exhaust their existing stock through sales to the public until July 1, 2029.
 - Exceptions to the ban include special purpose mercury-containing lights.
 - A violation is punishable by a civil penalty not to exceed \$1,000 for each violation in case of first violation. Repeat violators’ civil penalty is not to exceed \$5,000 for each repeat.
- The full passed legislative text can be found [here](#). [Washington State Will Become 8th Fluorescent Ban State \(lightnowblog.com\)](#)
- 11. *Applications Open for 2024 Renew America’s Schools Prize*** - The DOE will award \$180 million to K-12 school districts to help them lower energy use and costs, improve indoor air quality, and foster healthier learning environments. The program will award the \$180 million to districts across the country that engage in strategic partnerships to build capacity and implement energy upgrades at K-12 schools, lowering energy use and costs, improving indoor air quality, and fostering healthier learning environments. Eligible improvements — like new HVAC and ventilation systems, building envelope and lighting projects, alternative fuel (such as electric) vehicles and infrastructure, and renewable energy technologies — will improve energy performance and/or lead to improvements in student, educator, and staff health. **Submissions are due on Thursday, June 13 at 5PM ET.** [2024 Renew America’s Schools Prize](#).
- 12. *Smart Lighting Offers Major Benefits by Howard Riell*** - In addition to energy efficiency, smart systems can produce cost savings, healthier workspaces and safer facilities. Smart lighting projects offer the potential for major energy savings and improved aesthetics at institutional and commercial facilities. Facility managers are tasked with balancing project costs and energy efficiency improvements with many other benefits, such as improved comfort for building occupants, better security and design aesthetics, that these projects can provide. It’s a balancing act with potentially very high stakes. Smart lighting systems can schedule lights to turn off automatically or dim them to conserve energy, and “offer numerous benefits for facilities across various industries,” says David Buerer, director of product management for Leviton Lighting & Energy Solutions. [Smart Lighting Offers Major Benefits - Facilities Management Insights \(facilitiesnet.com\)](#)



- 13. Call for Speakers at LDI 2024 - LDI Show: Conference: December 4-10, 2024; Exhibits: December 8-10, 2024; Las Vegas Convention Center, West Hall** Are you a designer, programmer, technician, rigging consultant, electrician, technical director, or other entertainment design/technology industry expert? Are you qualified to teach subjects such as AutoCAD, AI Design tools, Game Engines with AI, Midjourney, Cinema 4D, Adobe AI Teach or Photoshop, Scenic Automation, SketchUp? Or are you a manufacturer, distributor, inventor, or R&D guru? We'd love to have you be part of LDI 2024! **Take a moment fill out this survey: [LDI 2024 Call For Speakers](#)**
Submission deadline: April 19, 2024.
- 14. 2024 Commercial Lighting Rebate Outlook by Craig DiLouie** - In 2024, commercial lighting rebates remain a strong incentive for adoption of energy-efficient lighting and controls in existing buildings. Notable trends in prescriptive rebates include continuing widespread availability, softening demand for rebate dollars, more bonus programs, generally increasing average rebate amounts, and strengthening of networked lighting control rebates. Utilities and energy efficiency organizations offer rebates as an investment in reducing electric demand, thereby avoiding the higher cost of acquiring new generating capacity. These programs have traditionally placed a heavy focus on lighting and are primarily targeted to existing buildings. [2024 Commercial Lighting Rebate Outlook \(lightingcontrolsassociation.org\)](#)
- 15. TRAINING: Lighting Controls Association's Commissioning Course Now Available on YouTube** Interested in learning more about The Commissioning Process as it applies to lighting and control systems? Check out this [video webinar](#) based on the popular course at the Lighting Controls Association's Education Express program. By the end, you will be able to: 1) communicate the benefits of commissioning to project participants, 2) comply with commissioning requirements imposed by external agencies such as energy codes, 3) conduct lighting controls functional testing, and 4) develop documentation that supports effective commissioning. [LCA TV: Introduction to Commissioning \(lightingcontrolsassociation.org\)](#)
- 16. Signify Wonders Whether Chrysanthemums Would Do Well Under Red Light Only** - Signify is seeing red in its latest LED horticultural lighting experiment: The company is embarking on a new project to determine whether chrysanthemums would benefit from growing under only red light. While chrysanthemums benefit from blue and far-red (longer wavelength than red) wavelengths under natural light, those two spectra are the most energy intensive in artificial LED lighting. The lighting company has embarked on a series of experiments in which it is trialing chrysanthemum growth under several different lighting conditions — one of which is growing them under only red light, Signify said in a press release. If the flowers do well, the results would provide an option for growers to use less electricity than what they might otherwise tap. [Signify wonders whether chrysanthemums would do well under red light only | LEDs Magazine](#)



Global LED EnergyWatch...

- 17. Paris Convention Centre's Grand Amphitheatre Transitions to LED with Anolis** - The 3,723-seat **Grand Amphitheatre at Paris Convention Centre**, a premium multi-space venue staging a



diverse range of national and international events and entertainment, has recently converted its auditorium lighting to Anolis LED with the installation of nearly 400 x Anolis Ambiane range lighting fixtures. These are dramatically improving its energy efficiency and reducing power consumption for the lighting ... by 300%! The previous PAR 56 500W halogen lighting fixtures had been in residence since the venue's inauguration in 1974, and this new installation is part of a renovation process initially launched in 2020. The Ambiane fixtures are fitted with assorted beam angles and other accessories

like louvres for precision shaping of the output, tailoring it exactly to the room requirements. [Paris Convention Centre's Grand Amphitheatre transitions to LED with Anolis - LightSoundJournal.com](https://www.lightandsoundjournal.com/news/2024/3/2024_03_20_05)

- 18. REPORT: LED Lighting Market Worth \$118.4 Billion by 2029** - The global [LED lighting market](#) is projected to grow from USD 78.9 billion in 2024 to USD 118.4 billion by 2029, registering a CAGR of 8.5% during the forecast period according to a new [report by MarketsandMarkets™](#). The LED lighting market is propelled by a combination of key drivers that have contributed to its widespread adoption globally. Energy efficiency stands out as a primary driver, with LED technology offering significant reductions in energy consumption compared to traditional lighting sources. Signify Holding (Netherlands), Acuity Brands, Inc. (US), Cree Lighting USA LLC (US), ams OSRAM AG (Germany), LG Electronics (South Korea), Dialight (UK), Panasonic Corporation (Japan), Hubbell (US), Savant Systems, Inc. (US), and Zumtobel Group (Germany) are the major companies in the [LED lighting companies](#).

- 19. Walsall Council to Convert Streetlights to Low Energy LED Lighting** - Walsall Council, UK plans to convert 23,000 streetlights to low energy [LED lighting](#) is due to reach completion this April. The initiative began in April 2022 and is projected to deliver significant reductions in energy usage and carbon emissions. The council's decision stems from successful trials dating back to 2010, with an impressive 50% reduction in energy and carbon emissions already achieved. With the ongoing upgrade scheduled for completion by April 2024, further savings are anticipated through dimming trials. https://www.ledinside.com/news/2024/3/2024_03_20_05

- 20. LED Expo Thailand's Upcoming 10th Edition** - From 5 - 7 September 2024 at IMPACT Exhibition Centre, Bangkok, Thailand. LED Expo Thailand serves as a premier platform for the latest innovations, trends, and solutions in the LED & Smart lighting industry. As one of the leading events in the ASEAN region, it attracts a diverse audience of industry professionals, decision-makers, and stakeholders eager to explore the advancements in LED technology and contribute to shaping the future. [Enquire To Exhibit - Mex - LED Expo Thailand](#)



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21. *Continual Strawberry Yields Defy Winter Dormancy* - Grodan and Fluence announce the mid-term results of their ground-breaking trial at Wageningen University & Research in the Netherlands. The trial started in August 2023 and aimed at transforming year-round, high-tech hydroponic ever



bearing strawberry cultivation during winter. The innovative use of stone wool growing media and cutting-edge LED technology not only created exceptional plant development, yield, and quality in strawberries, but also kept the plants out of dormancy. This partnership achieved an outstanding yield. It is a superb achievement that the strawberry plants maintained their active growth and stayed out of dormancy during the dark Dutch winter season. This significant milestone brings us one step closer to establishing a year-round high-tech strawberry cultivation method. https://www.ledinside.com/news/2024/3/2024_03_07_02

22. *Sollum Technologies Provides LED Light Solution for Ontario Greenhouses* - LED lighting supplier Sollum Technologies has provided an LED lighting solution for Integral Farms Produce Inc., a family-owned, Mount Brydges, Ont.-based grower that is branching into greenhouse horticulture. As part of the succession plan to hand over the business to the next generation, company owner Michael Arts has installed a lighting solution that will be implemented in its tomato greenhouses to cover a five-acre section of production. “Currently, in the LED light market, there seems to be a lot of unknowns in regards to spectrums, how to grow under LEDs, etc., and Sollum at this moment in time seems to be the ideal choice to fine-tune and hopefully ‘future-proof’ the fixtures we install so we can benefit in the long term from our investment in this lighting system,” Arts said. “I believe the market for LED lighting will see rapid changes in the future as we find out what’s best.” https://www.ledinside.com/news/2024/3/2024_03_12_02

23. *New Space Station Crew Looking at Yet More LED-Based Horticulture* - A new crew rocketed up to the International Space Station last week ready to begin yet another LED-reliant horticultural experiment on the orbiting science lab. As part of their duties, the three U.S. and one Russian astronaut will help examine the effects of ultraviolet rays on plant growth. They will also contribute to an ongoing project in which LEDs help to grow algae as a possible source of oxygen and food in space. As with many ISS experiments, NASA will endeavor to apply results of the UV-B research to applications on Earth as well as in space. [New Space Station crew looking at yet more LED-based horticulture | LEDs Magazine](#)

24. *pureLiFi Unveils Next-Gen Connectivity That Breaks Through Barriers with LiFi* - For those seeking supercharged connectivity, LiFi offers the solution. Unlike traditional wireless technologies such as WiFi and 5G, LiFi communicates wirelessly using light. PureLiFi is set to debut its latest innovations at Mobile World Congress (MWC) 2024 in Barcelona. pureLiFi invites attendees to experience firsthand how LiFi is poised to redefine connectivity using light to break through conventional wireless boundaries. Among the highly anticipated products to be unveiled is the LINXC Bridge™, a collaborative project between pureLiFi and Solace Power. This groundbreaking solution addresses the challenge of providing robust connectivity indoors, particularly for 5G mmWave signals. By leveraging wireless power and LiFi, the LINXC Bridge™ significantly reduces costs and logistical challenges associated with signal transmission from outside to inside buildings. <https://www.led-professional.com/all/purelifi-unveils-next-gen-connectivity-that-breaks-through-barriers-with-lifi>



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LED Technology Watch...

25. Millwright Industrial Round High Bay by Natuared – naturaLED® is pleased to announce that its Millwright Industrial Round High Bay LED Fixture has been selected for inclusion in the 2023 IES Progress Report, an annual publication dedicated to recognizing significant contributions to the lighting industry. Our naturaLED® Industrial Round High Bay offers the perfect solution for your lighting needs for your industrial application such as steel mills, paper plants, glass factories, machine shops and manufacturing facilities.. This new design allows us to optimize all the beneficial characteristics of LED lights in a high-performance fixture that will endure toughest environments: dirty, dusty, wet and high vibration areas of industrial plants. naturaLED Industrial Round High Bay Lights are extremely durable, yet lightweight, with excellent thermal design. Available in 200W and 340W, 80° (Narrow) or 110° (Medium) beam pattern, and can operate in ambient temperatures of up to 158 degrees Fahrenheit (70°C) at full lumen output.
[MillWright@Industrial Round High Bay \(mynatured.com\)](mailto:MillWright@IndustrialRoundHighBay(mynatured.com))

26. Fluence Launches Next-Generation RAPTR and VYPR Fixtures - The RAPTR 2 and VYPR 4 provide maximum versatility for greenhouse lighting, featuring tunable spectra with optimal light intensity and optical distributions for produce and floriculture growers worldwide. The RAPTR 2 fixture's wide power range (up to 1400 W), multi-channel tunable spectra and up to 5050 $\mu\text{mol/s}$ of light output make it the optimal lighting solution for upgrading HPS fixtures in greenhouse environments. Featuring steerable spectra—including far red—integrated wireless dimming capability and efficacies up to 4.0 $\mu\text{mol/J}$, cultivators can achieve improved crop performance and lower operating expenses with the new RAPTR 2. Featuring the VYPR line's familiar low-profile design, VYPR 4 offers more spectral options, light uniformity at any mounting height, easy installation and higher light intensities with lower energy consumption. [RAPTR Series - Fluence \(fluence-led.com\)](https://www.fluence-led.com) [RAZR Series - Fluence \(fluence-led.com\)](https://www.fluence-led.com)



27. Satco LED Exit Sign & Emergency Light Program - Ensuring buildings stay up to code... Satco has the perfect solution for your commercial, hospitality and multi-family projects. Offered in different configurations to meet most installation demands, our exit and emergency lights ensure your building stays up to code and occupants remain safe. Further proving their reliability, all exit and emergency signs meet OSHA and NFPA requirements. **To learn more about the Satco Exit Sign and Emergency Light Programs, take a look at the links below!**



[Download the Exit and Emergency Light Combo with Battery Backup Product Specification Sheet](#)
[Download the LED Exit and Emergency Light Combo NYC Approved Product Specification Sheet](#)
[Download the LED Exit Signs with Battery Backup Product Specification Sheet](#)
[Download the LED Exit Signs NYC Approved Product Specification Sheet](#)
[Download the LED Edge-Lit Exit Signs Product Specification Sheet](#)
[Download the LED Edge-Lit Recessed Exit Signs Product Specification Sheet](#)
[Download the LED Emergency Lights with Battery Backup Product Specification Sheet](#)
[Download the LED Emergency Lights NYC City Approved Product Specification Specification Sheet](#)
<https://www.satco.com/new-products/article/exit-emergency-light>



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28. Discover Why NaturaLED Post Tops are Different from Competitors by Frank Grobmeier - The naturaLED Post Top has a ton of features that you won't find in all other Post Top fixtures. From selectable color and wattage switches with an easy access port, to a built-in photocell and surge protection, this DLC Premium open round post top light fixture is built to last and qualifies for most utility rebates. Our naturaLED® Post Top CCT3 has designed a sleek, contemporary post top fixture with three vertical arm that creates a clean look. Easy installation to retrofit on standard 2-3/8" tenons. Saving time and money by upgrading to LED. Our durable DLC Premium fixture replaces up to 400 watt metal halide fixtures and produces up to 13,000 lumens. Log onto <http://www.mynaturaled.com/02-pst-pos...> for more details. Watch Frank's video: <https://www.youtube.com/watch?v=72A-DXjP7t8>

29. Smart, Simple Sensing and Dimming or Switching Control by Leviton - Smart Sensors combine occupancy/vacancy sensing with 0-10V dimming or ON/OFF switching to provide a simple commercial grade solution for easy energy savings, local control and code compliance. Smart Wallbox Sensors offer easy programming and configuration. This includes an out-of-the-box default mode for auto-ON/auto-OFF operation with a 10-minute timeout as well as convenient pushbutton programming for common room settings. The Smart Sensor App can also be used to configure and enable additional features like sensor sensitivity, timeouts, daylighting, hold-OFF, partial-ON, partial-OFF and more. Ideal for non-residential and commercial spaces up to 1,100 SF including offices, meeting rooms, and lobbies. Antimicrobial models support cleaning protocols in commercial spaces. An antimicrobial agent in the treated plastic inhibits the growth of mold, mildew, fungus and odor-causing bacteria that cause discoloration, staining, deterioration or corrosion on the surface of the device in between normal cleanings. [Smart Sensors | Occupancy | Vacancy | Dimming \(leviton.com\)](http://leviton.com)



30. WaveLinx by Cooper Lighting Solutions - Cooper Lighting Solutions' new CAT devices are the latest expansion of the company's WaveLinx system. They include a full range of wired devices connected by "Cat 5" cable that seamlessly integrate with the WaveLinx PRO wireless solution. Users experience the convenience of wireless with the reliability of wired, all through a simple and intuitive mobile app. WaveLinx CAT is your distributed wired lighting control system for single room and connected spaces that helps significantly reduce the building's energy consumption from a single room/space to a whole building using category CAT5 cable for applications that require occupancy-based, daylighting, or manual light control. The devices automatically discover each other and self-commission. A secure mobile application provides the ability to customize installations for your education, office, and healthcare applications.



[WaveLinx CAT: Simple, Code-Compliant, and Scalable Distributed Wired Lighting Control System for Single and Connected Spaces | Cooper Lighting Solutions](http://www.cooperlighting.com)



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Monthly Special Feature...

Smart Lighting Offers Major Benefits by Howard Riell - In addition to energy efficiency, smart systems can produce cost savings, healthier workspaces and safer facilities. Smart lighting projects offer the potential for major energy savings and improved aesthetics at institutional and commercial facilities. Facility managers are tasked with balancing project costs and energy efficiency improvements with many other benefits, such as improved comfort for building occupants, better security and design aesthetics, that these projects can provide. It's a balancing act with potentially very high stakes. Smart lighting systems can schedule lights to turn off automatically or dim them to conserve energy, and "offer numerous benefits for facilities across various industries," says David Buerer, director of product management for Leviton Lighting & Energy Solutions.

Seeking efficiencies

An obvious benefit of smart lighting is energy efficiency. Integrated occupancy/vacancy sensing and daylighting technology automatically adjust light levels based on occupancy, available daylight, and scheduling to help reduce both energy consumption and electricity costs. Those cost savings are achieved thanks to reduced installation expenses due to fewer components to install, smaller energy bills, and lower maintenance costs due to longer lifespans. Code compliance means that systems meet energy requirements for codes and standards like IECC, ASHRAE 90.1, and California Title 24. Customization and control allow managers to easily adjust lighting scenes to enhance the ambience of a space and improve functionality for its occupants. Yet another plus is enhanced security, as automated lighting schedules and occupancy sensors combine to create a more secure environment. Smart lighting can also improve occupant wellbeing and productivity of employees and building occupants. Adjustable lighting conditions can contribute to more pleasant and efficient environments. Scalability and future integration start with a basic installation and expand the system as needed.

Budget benefits

The amount of energy and money that facilities can save with smart lighting systems depends on a variety of factors, including the size and type of the facility, the existing lighting infrastructure, the specific smart-lighting features implemented and local energy rates, Buerer says.

"Smart lighting systems offer substantial savings in energy and maintenance costs, with estimates showing up to a 90 percent reduction in lighting energy consumption and a 30 percent to 70 percent cut in overall lighting expenses," he says.

Additional benefits include an extended LED lifespan, rapid return on investment and improved operational efficiency. With potential incentives from rebates and enhanced work environments, the business case for smart lighting is "compelling," Buerer says. "However, it is essential to examine the specifics of each facility through an energy audit to gauge individual potential savings. Ongoing monitoring and optimization remain critical for long-term benefits."

Smart lighting clearly plays a crucial role in enhancing comfort, security and design aesthetics for building occupants. Some managers, however, fail to realize that lighting is "more than just a visual feature," Buerer says. "It significantly impacts the wellbeing of building occupants and security measures while contributing to the aesthetic appeal." When lighting systems support a building's security through features like motion activation, they act as a deterrent to potential threats, and integrate into comprehensive safety systems to guide occupants on safe evacuation routes.

[Smart Lighting Offers Major Benefits - Facilities Management Insights \(facilitiesnet.com\)](http://facilitiesnet.com)



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