A MONTHLY NEWSLETTER FROM AMERLUX®

Happy New Year Everybody



Amerlux, a wholly-owned subsidiary of Delta Electronics, has been a catalyst for change in the lighting industry since 1984—simply by listening to the marketplace.

Interior Spaces

Our lighting designer toolkit encompasses a broad spectrum of tools that help you shape how occupants perceive the interior characteristics of your space: commercial downlights, linear systems, multiples, track heads, wall mounts, troffers, cylinders and pendants. All share the same award-winning pedigree: ours.

Exterior Spaces

Weather-proof, water-resistant and vandal-proof—not to mention Dark Sky-friendly. Our extensive lineup of exterior architecture lighting fixtures accentuates modern structures by providing safe, balanced lighting to outdoor venues, including land-scapes, parking lots, garages and streetscapes.

Technology in Spaces

From color-tuning and color-rendering to antimicrobial lighting and WiFi and Bluetooth controllability, design professionals and facility executives who employ the best lighting and control technologies effectively monitor and control their most critical asset: their bottom line.

Amerlux - Commercial Lighting Manufacturer | SPEC-Grade Lighting

National LED Market Observer

1. Al Like ChatGPT Is an Inevitable Part of Construction's Future by Dr Graham Kelly - Construction today is more open to innovation than ever before, allowing us to assess, analyse and improve many different aspects of the construction process. When it comes to asking the question, what does the digital future of the construction industry look like, who better to ask than ChatGPT! Ask just about anyone today, what is the biggest topic in construction tech right now and the answer will be artificial intelligence (AI). All in construction has the potential to help organisations realise value throughout the whole project lifecycles, including design, procurement, construction and operations. It can also help to overcome challenges in safety, costs, scheduling, maintenance and so much more. Here are some key trends and aspects shaping the digital future of the construction industry:

Don't fear the future: Al, BIM and a tech-led construction industry (pbotoday.co.uk)

- 1. Building Information Modelling (BIM)
- 2. The Internet of Things (IoT)
- 3. Augmented reality (AR) and virtual reality (VR)
- 4. Drones
- 5. 3D printing



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- 2. **Driving Decisions with Data: A.I. Models Increase Project Resource Efficiency by Jim Romeo** A.I. is a hot topic and is making huge inroads into industrial sectors. Across every sector, there's an all-out sprint to harness A.I.'s power to build efficient business practices. The construction industry is no exception, and helpful data such as weather conditions, material costs, usage, labor expenditures, schedule data, change order data and more can be collected. A.I. is used in estimating software and other data science applications in construction in a way that is boosting the bottom line of projects that have been somewhat unpredictable. A.I. can be used to help preserve resources, make better estimates and produce more fruitful project results. A.I. is everywhere, improving estimating, budgeting and planning. There's more to come as A.I. applications are refined and larger data models are used. For the electrical contractor, the applications may potentially be a game changer in the use of data to drive more efficient operations and work practices. Driving Decisions With Data: A.I. models increase project resource efficiency Electrical Contractor Magazine (ecmag.com)
- 3. A.I. is Streamlining Lighting People's Workflows We learned that lighting people of all job functions have been evaluating and utilizing AI to accelerate performance and increase accuracy of various business tasks. Engineers are assisted in evaluating complex data. Estimators double-check aspects of project quotations. Marketing people brainstorm with AI to write better copy. From our anecdotal conversations, it seems more common for one or two people on a team to be dabbling or experimenting with AI, rather than having entire teams dedicated to projects aimed at exploiting AI technology. We set out to discover how various lighting-related software platforms are utilizing AI technology. Here's what we learned: A.I. is Streamlining Lighting People's Workflows (inside.lighting)
- 4. **Construction Starts Expected to Lag Through Mid-2024** Total construction starts fell 15% in November, dropping to a seasonally adjusted annual rate of \$927 billion, according to Dodge Construction Network. Nonresidential building starts fell 29% during the month, residential starts lost 6%, and nonbuilding starts dropped 2%. As a result, starts are expected to be weak through the mid-point of 2024 before growth resumes. Construction Starts Hit 10-Month Low, Declining 15% in November L Dodge Construction Network
- 5. **LightSPEC West Returns April 17-18, 2024** Following on the 2022 inaugural event, LightSPEC West 2024, the west coast's lighting & design experience, returns **April 17-18, 2024 in Anaheim, California**. The Lighting Controls Association is proud to be a sponsor of this event. LightSPEC West provides education and solutions for buyers and specifiers of commercial, architectural, industrial, and high-end residential and decorative lighting products, controls, and technologies. <u>LightSPEC West | April 17-18, 2024 | Anaheim, CA</u>
- 6. **EW's 2024 Market Planning Guide** When you dig deeper into economic factors that will have the biggest impact on business conditions in the electrical market, you soon uncover one central challenge that influences most others inflation. Inflation seems to be slowly moving in the right direction after rising to levels not seen in decades during and shortly after the COVID shutdown. But if inflation stalls at current levels, the challenges the electrical market is currently having with higher product prices, the slowdown in spending on construction projects or business expansion because of higher borrowing costs, and tough times in the housing market because of higher mortgage costs will continue. The higher interest rates could also tamp down demand for the stocks of publicly held electrical manufacturers, distributors and contractors. While no one seems to be expecting gangbusters growth in 2024, next year the \$146.9-billion electrical wholesaling industry should still see a steady flow of solid business opportunities. 2024 Market Planning Guide | Electrical Wholesaling (ewweb.com)



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- 7. Milwaukee Airport's LED Lighting Upgrade Illuminates Savings and Safety Milwaukee Mitchell International Airport, the largest airport in Wisconsin and the only airport in the state with service from all the major domestic airlines, expects to host about 6 million passengers in 2023. As in many large organizations, airport officials had been looking for opportunities to control costs and reduce their facilities' environmental impact. For Dale Hardy, electrical supervisor for the airport, lighting system upgrades presented such opportunities. Specifically, Hardy says he saw potential benefits in replacing the existing high-intensity discharge (HID) lights on the airport's tarmac and metal halide (MH) roadway lights with LED luminaires. "We are hoping in the next year or two that we can work on changing and updating the fluorescent lighting in our terminal areas, concourses C and D," he says. Milwaukee Airport's LED Lighting Upgrade Illuminates Savings and Safety Facilities Management Insights (facilitiesnet. com)
- 8. Ford and Xcel Energy Plan to Team Up to Jointly Install 30,000 EV Chargers by 2030 Ford Pro, the commercial division within Ford Motor Co., and Xcel Energy, an electric utility, plan to jointly deploy 30,000 electric vehicle (EV) charging ports in Xcel Energy service territories across the U.S. by 2030 with most upfront costs offset by Xcel for qualifying business fleet customers. Xcel Energy will install the charging infrastructure for business customers that qualify for and enroll in an approved EVSI program in the customer's service location, with most upfront costs offset by Xcel Energy. Ford Pro will provide Ford Pro Charging equipment and post-installation customer service and support. Starting in 2024, the 30x30 program will be available through Xcel Energy's EVSI (Electric Vehicle Supply Infrastructure) program in Colorado and Wisconsin. The 30x30 program will seek opportunities for expansion in future states over the next six years within Xcel Energy's service territories, pending regulatory approvals, including Michigan, Minnesota, New Mexico, North Dakota, South Dakota and Texas. Ford and Xcel Energy Plan to Team Up to Jointly Install 30,000 EV Chargers by 2030 I Electrical Wholesaling (ewweb.com)
- 9. **Electrical Contractor's December 2023 Lighting Special Issue** Lighting is a top money-maker for electrical contractors, and ELECTRICAL CONTRACTOR Magazine has a special edition this month with the following articles: <u>EC Mag Electrical Contractor Magazine</u>
 - Painting the Town as Intended: Proper lighting can maintain colors by Jeff Gavin
 - Spotlighting the Workspace: Demands and opportunities for office lighting design abound by Claire Swedberg
 - <u>Cultivating With Light: Controlled environment agriculture drives product innovation, energy savings and installation opportunities</u> by Susan DeGrane
 - Staying Current for Success: LVC Companies installed lighting, surveillance and more around Minneapolis by Susan DeGrane
 - <u>Scalable Wireless Lighting: Bluetooth Mesh lighting controls join the mainstream</u> by Claire Swedberg
- 10. **Test Your Knowledge of Integral Lighting Controls** More than perhaps any other building system, lighting is pervasive. Present in ceilings throughout commercial facilities, connected LED lighting offers myriad valuable opportunities from facilitating smart building features that enhance occupant comfort and productivity to enabling significant energy savings. To the latter point, 2020 <u>research</u> by the DesignLights Consortium (DLC) revealed that networked lighting controls (NLC) can boost the energy savings potential of LED lighting projects by an average of 49%, and up to 70% in some building types. A follow-up study this year found that integrating NLCs with HVAC systems can save substantially more. So, NLCs are clearly effective energy-savers for commercial buildings. Yet, they comprise less than one percent of installed commercial lighting in the US today. How much do you know about integral lighting controls? <u>Test Your Knowledge of Integral Lighting Controls!</u> [EC&M (ecmweb.com)
- 11. **LEDucation REGISTRATION IS OPEN** March 19–20, 2024, New York Hilton Midtown, New York City. Virtual Sessions March 14–15. Over 400 EXHIBITORS will span four exhibition halls and feature new products and transformative technologies that will shape the future. Broaden your knowledge with forty-eight accredited sessions offered virtually and in-person, presented by esteemed professionals in the field. Dubbed the largest lighting show on the East Coast, 2024 is predicted to be another record-breaking year! <u>LEDucation Presented by the Designers Lighting Forum of New York</u>





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- 12. **EW's Top 10 Product Picks for December 2023** Congratulations to the product development teams and marketing managers from Ameriux, Appleton/Emerson, Barron Lighting, Briggs & Stratton, MaxLite, Eaton, DMF Lighting, Juno Lighting/Acuity Brands, Siemens and WAGO for having their products selected as this month's Top 10 product picks. Interested in having one of your company's new products selected as an EW Top Product Pick? Send a brief description (100 words or less) and high-resolution photo (300 dpi or better) to Jim Lucy, editor-in-chief, of Electrical Wholesaling magazine at jlucy@endeavorb2b.com <u>EW's Top 10 Product Picks for December 2023 | Electrical Wholesaling (ewweb.com)</u>
- 13. **PRODUCT SPOTLIGHT | Specialty LEDs & Light Sources** LEDs and illumination sources for specialty applications such as industrial, medical, disinfection, and horticultural. Specialized applications in laboratory, industrial, and pathogen mitigation equipment require robust emitters, hardy packaging, and careful materials and component integration for best performance under demanding operations, from microscopy to quality control to sterilization and beyond. Compiled by Carrie Meadows PRODUCT SPOTLIGHT | Specialty LEDs & Light Sources | LEDs Magazine
- 14. How the IRA and IJA Impact Commercial Lighting Upgrades The Inflation Reduction Act (IRA) and the Infrastructure Investment Jobs Act (IIJA) are two federal laws that present tremendous opportunities for implementing energy-efficient upgrades, such as new interior lighting systems. However, given the intricacies of these laws, understanding how you can counsel clients to take advantage of them for their next project may be daunting. As we come to the end of the year, it's the perfect time to break down the laws' details as they pertain to both tax-exempt and for-profit organizations, review what projects qualify, examine funding sources, and determine the next steps. IRA and IIJA unpacked at: How the IRA and IIJA Impact Commercial Lighting Upgrades | EC&M (ecmweb.com)
- 15. **Lighting's Role in Decarbonization Efforts by Craig DiLouie** Responsible for an estimated 39 percent of global energy-related carbon emissions, buildings present a significant opportunity for reductions. Specifically, 28 percent of these emissions result from operations, including lighting, HVAC, and power. This exceeds even transportation, which accounts for about 24 percent. For lighting, this represents a major opportunity for building owners and managers to invest in optimizing energy efficiency while deriving a great deal of other value made possible by the LED revolution and its novel capabilities.

 Building Operating Management (facilitiesnet.com)



- 16. **Far-Red: The Great Pretender That Can Help Your Crops** There's an impostor creeping around in horticultural lighting circles. And according to Fluence Bioengineering, this shadowy pretender is a force for good that could lead to greater yields and quality in crops such as tomatoes, cucumbers, strawberries, peppers, and lettuce, among others. The masked intruder is none other than far-red light light at the longest end of the red spectrum that is still visible to the human eye, albeit barely. Fluence points out that far red can trick plants into thinking they are in the shade, and thus encourage them to stretch toward areas of more light. While FR is not recommended for every crop, the ability to influence plant growth, leaf size, stem length, and overall morphology has proven critical for commercial growers of vine crops. Far-red: The great pretender that can help your crops | LEDs Magazine
- 17. WHITEPAPER: Take Building Performance to New Heights with Digital Remote Services This Honeywell whitepaper identifies challenges building owners and operators face in operating and maintaining their buildings. It focuses on Honeywell Building Performance Services (BPS), a ready-now Honeywell service that improves building performance, reduces operating costs, accelerates service response times, and increases equipment uptime and asset lifespan. Honeywell BPS is designed to meet the current and future needs of building owners and operators. BPS enables Honeywell customers to replace their reactive maintenance models with a more proactive and predictive approach to maintenance. Predictive maintenance relies on advanced cloud-based data analytics to aid in detecting and addressing anomalies before they become serious problems that can take a customers' equipment offline. Leveraging the customers' building technologies, the BPS uses sensors, the customer's existing building management technology and a secure remote connection to constantly monitor building system performance. Honeywell | Take Building Performance to New Heights with Digital Remote Services (facilitiesnet.com)



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18. **4 Trends in Smart Buildings by Greg Zimmerman** - In the not-too-distant future, there will be no such thing as "smart buildings." Buildings will of course still be hyper-interoperative with a wealth of sensor-collected data and operated by artificial intelligence and machine learning, but people won't think of them as "smart buildings" anymore. There will just be buildings – "smart" will be the norm, the standard way facilities are built and operated. However, the industry is not quite there yet. Here are four of the hottest smart building trends. <u>4 Trends in Smart Buildings - Facilities Management Insights (facilitiesnet.com)</u>

- 1. Real-time monitoring
- 2. Occupancy-based controls
- 3. Cybersecurity
- 4. Digital twins

19. **CLTC Expands Color Lab Research** - Lighting designers, architects, and building owners often want to know which colors of light should be used to optimize the built environment for occupant wellbeing. Unfortunately, this question can be challenging because data supporting the use of specific colors of light for human health and wellbeing is limited. The California Lighting Technology Center (CLTC) at the University of California, Davis, has joined forces with the Center for Mind and Brain, part of the UC Davis College of Letters and Science, to explore this important question in the world of <a href="https://www.human-centric.lighting.cent

Global LED Energy Market Observer:

20. **147 Countries Agree to Eliminate Fluorescent Lamps by 2027** - The Minamata Convention on Mercury was held 10/30 – 11/3, 2023, in Geneva, Switzerland. During the convention, 147 countries agreed to phase out all fluorescent lamps by 2027. This decision will accelerate adoption of LEDs. The EU has agreed to phase out fluorescent lamps sooner, in 2023. CLASP claims that recent global analysis indicates that financial payback periods for LED alternatives to linear fluorescent lamps are improving, from an average of 6.3 months in 2022 to 2.4 months in 2023. More information is available here. 147 Countries Agree To Eliminate Fluorescent Lamps By 2027 | LightNOW (lightnowblog.com)

21. Attention, End Users: Europe Is Banning Fluorescent Lighting - The phase-out is now in full swing, heading toward an August finale. Many lighting users in Europe might not be fully aware of it, but by the end of August, the EU will have banned most fluorescent light sources. That means — among other ramifications — that as countless millions of commercial tubes run their lifetime, the replacement choice will be LED products. The fluorescent freeze-out could bring a revenue boon for LED vendors lasting several years. Ongoing use of fluorescent will not be illegal, but the sale of new general illumination tubes and lamps will be. The ban falls under a European Union directive known as RoHS, which stands for Restriction of Hazardous Substances in Electrical and Electronic Equipment. Attention, end users: Europe is banning fluorescent lighting I LEDs Magazine

22. **5% Dip Predicted in 2023 Revenues for Top 10 Lighting Giants** - TrendForce's lighting market research indicates a noticeable improvement in inventory depletion for lighting companies compared to the first half of 2023. Growth has been seen in outdoor lighting orders and renovation projects. However, demand remains subdued across most retail, indoor lighting, and specialized lighting sectors. The gloomy global economy this year has also led to a consolidation phase in the lighting market, resulting in stable overall demand. Consequently, TrendForce anticipates a slight YoY decrease of about 5% in the revenues of the world's top ten lighting manufacturers for 2023. Despite the ongoing uncertainty in the lighting market, after two years of adjustment, a resurgence in demand is anticipated in the second quarter of 2024. 5% Dip Predicted in 2023 Revenues for Top 10 Lighting Giants, Demand Recovery Expected by 2024, Says TrendForce - LEDinside

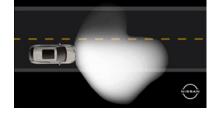


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- 23. **New IKEA JETSTRÖM Smart LED Ceiling Light Panel Launches** The IKEA JETSTRÖM LED ceiling light panel is now on sale in various EU countries. The smart light is available in two sizes, producing a white light which can be adjusted for color temperature and brightness. Control options include a remote, the IKEA app and voice commands. **New IKEA JETSTRÖM smart LED ceiling light panel launches LEDinside**
- 24. **DC Power Distribution's Role in the Race to Net Zero** Since the early 20th century, the electric power grid has used alternating current (AC) to distribute power to buildings. However, nearly all electronic equipment and devices internally operate with DC power via components such as printed circuit boards, diodes, resistors, transistors, and microchips. LED lighting, electrical vehicle chargers, variable speed HVAC systems, and other energy-efficient motors, such as variable speed fans, blowers, pumps, and compressors, within smart building system appliances and equipment also use DC power. More than 70% of the world's generated AC power gets converted into DC power. Combining a DC microgrid with FMP, PoE, and USB infrastructure can collectively provide significant energy savings. DC power distribution's role in the race to net zero | Smart Buildings Technology
- 25. **Net-Zero Building Stock Slowly Picking up Steam** While the number of net-zero energy buildings are rising worldwide, they still represent a very small percentage of the building stock. Progress in renewable energy, improved efficiency software and sustainable materials are cited as primary reasons for the surge. Other contributing factors are the rise in dependency on solar energy, geothermal heating and improved battery storage. Net-zero buildings carry a 5-19 percent premium for institutional and commercial buildings according to the research, with the operations investment paid back over decades through significantly lower utility and maintenance costs. The facility managers and business owners who can demonstrate positive value in net-zero upgrades are having more success getting such projects through to the finish line. Net-Zero Building Stock Slowly Picking up Steam Facility Management Green Quick Read (facilitiesnet.com)
- 26. **Net Zero Building Market Forecasted to Experience Significant Growth** The number of net-zero energy buildings worldwide is forecasted to experience significant expansion in the coming years, according to a new report from global technology intelligence firm <u>ABI Research</u>. Driven by climate imperatives, policy support, and maturing technologies, the market is forecasted to grow at a 29% CAGR through 2027. The report projects over 5,500 commercial and residential net-zero buildings globally by 2027, up from 1,200 in 2022. While still a niche, this growth signals the accelerating transition toward high-performance real estate. Net zero building market forecasted to experience significant growth | Smart Buildings Technology
- 27. Nissan Combats Solstice Night with LED Headlight Technology LEDs allow engineers to design a precise low-beam

headlight pattern that both illuminates the road and reduces glare. Creating a light pattern that blacks out a part of the oncoming lane where other drivers could be bothered by the light creates what Nissan terms "anti-glare notch" in the light that makes it easier for oncoming drivers to see without being dazzled by approaching lights. Meanwhile, the strongest, brightest light is aimed toward the lane of travel. That precision is getting even better thanks to regulatory changes that have finally permitted carmakers to bring active matrix LED lighting to U.S. roads. These headlights turn on and off individual LEDs to let the



shaded "notch" move as needed, so that there is no discrete "high" or "low" beam because the lights automatically provide shade when needed for oncoming drivers. Nissan Combats Solstice Night with LED Headlight Technology - LEDinside



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28. **2024 Predictions for Private Equity** - Looking ahead at 2024, things look more challenging for PE firms, both in the lighting industry and more broadly. Here are four predictions:

- 1. The 2024 presidential election will impact transactions, IPOs, and exit timing. High interest rates and inflation will tamp down PE acquisitions in the first half of 2024.
- 2. Much PE activity that does occur in 2024 will be directed at tech and healthcare markets.
- 3. PEs will pursue Al that achieves cost reductions and operating efficiency. They may use generative Al tools to help minimize operational overhead, augment work to reduce labor costs, and improve overall back-office efficiency.
- 4. Increased carve-out and tuck-in transactions, but less platform deals in 2024. A carve-out allows a PE firm to capitalize on a business segment that may not be part of its core platform operations while still retaining an equity stake in the subsidiary.

2024 Predictions For Private Equity | LightNOW (lightnowblog.com)

Monthly Feature:

Don't Fear the Future: Al, BIM and a Tech-Led Construction Industry - New technologies, such as Al, are playing an increasingly important role in construction and should be embraced to push the sector's boundaries, says Dr Graham Kelly, Managing Director, BIM Academy www.bimacademy.global

The quickly evolving field of construction technology is increasing demand for a new way of thinking and a new set of skills. The construction technology ecosystem is therefore shifting industry need to a digital-first approach, which for some offers a significant amount of opportunity and yet for others perhaps trepidation and caution. However, I do believe that we should not fear the future. With a focus on positive future thinking, we need to be looking ahead to technology solutions that will help our industry survive and indeed thrive. What we also need to be mindful of is that people are driving the future of technology, not the other way round – we should never exclude or ignore the human element of technical evolution.

Al like ChatGPT is an inevitable part of construction's future

Construction today is more open to innovation than ever before, allowing us to assess, analyse and improve many different aspects of the construction process. When it comes to asking the question, what does the digital future of the construction industry look like, who better to ask than ChatGPT!

Ask just about anyone today, what is the biggest topic in construction tech right now and the answer will be artificial intelligence (AI). All in construction has the potential to help organisations realise value throughout the whole project lifecycles, including design, procurement, construction and operations. It can also help to overcome challenges is safety, costs, scheduling, maintenance and so much more. So when I asked ChatGPT what tech is driving construction, these are the top five answers – interestingly, AI isn't in the top five, and BIM is at the top of the list! "The digital future of the construction industry is expected to be transformative, leveraging advanced technologies to improve efficiency, sustainability and overall project outcomes.

Here are some key trends and aspects shaping the digital future of the construction industry:

1. Building Information Modelling (BIM)

BIM is a digital representation of the physical and functional characteristics of a building or infrastructure. It allows for collaborative planning, design, construction and management of projects in a 3D virtual environment. BIM helps reduce errors, improve communication among stakeholders and enhance project visualisation.

2. The Internet of Things (IoT)

loT is being increasingly integrated into construction processes through sensors placed on construction equipment, materials and even workers. This enables real-time monitoring of equipment health, project progress and environmental conditions. This data can be used to optimise construction schedules, improve safety and enhance decision-making



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3. Augmented reality (AR) and virtual reality (VR)

AR and VR technologies are being used for virtual project walkthroughs, training simulations and on-site visualisation. These technologies can enhance collaboration among stakeholders, improve design validation and provide a more immersive experience for project planning and execution.

4. Drones

Drones are used for surveying, mapping and monitoring construction sites. They provide a cost-effective and efficient way to gather real-time data on project progress, identify potential issues and improve overall project management. Drones also enhance safety by reducing the need for manual inspections in hazardous areas.

5. 3D printing

3D printing is gaining traction in construction for creating components on-site. This technology can significantly reduce construction time, minimise -waste and enable the creation of complex and customised structures."

Pushing our boundaries

Technology plays a crucial role in the construction industry for various reasons and in many different ways. As we can see from the above response from ChatGPT, we have so much technology available to use to help streamline the construction process, why would we fear this?

From efficiencies in productivity, greater precision and accuracy, cost savings, time savings, safety improvements, greater collaboration and communications to increased sustainability, we can see the list on the areas we have improved upon and continue to improve is long and still growing.

As construction becomes more complex and challenging, technology is providing the solutions to enhance efficiency, transparency and decision-making. It is only by pushing our own boundaries that change is possible. And it is only by embracing change that we can generate new ideas that will have a positive impact on the future of the built environment.

The future is not to be feared, the future is there to be shaped and moulded by humans wielding the power of technology.

Don't fear the future: Al, BIM and a tech-led construction industry (pbctoday.co.uk)

