

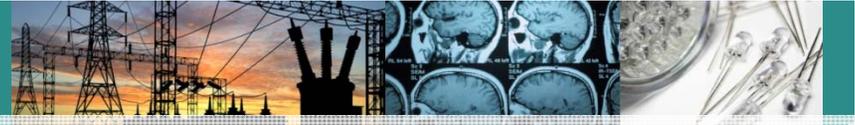


The Association of Electrical and
Medical Imaging Equipment Manufacturers



ENERGY STAR Lighting Roadmapping Industry Overview

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Driving Forces

Industry wants to make products that people want to buy

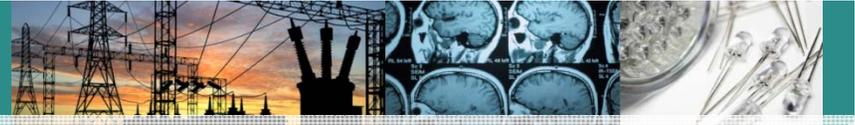
- Initial purchase
- Follow up purchase

Product to sell

- Advertising, marketing, contracts, etc.
- Incentive programs; MFR-run, Local, State and *Federal*

So, what are MFRs going to be making in 5-10 years?

- It's a rhetorical question: The answer is, "Whatever people want to and are willing to buy"
- What they want, why they want it and whether they find it affordable (will actually buy it when available) are what matter
- Today's discussion can help inform that, for all parties involved, specific to our ENERGY STAR lighting programs



Landscape and Outlook



CFL rebates are still active and they are selling

- Arguably decreasing, but slowly, and not consistently by region (i.e. locally managed)
- Concerns re Hg, alternative lamps wanted



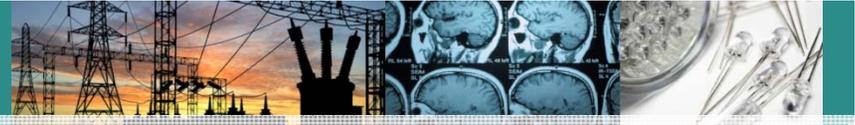
LED lamps are gaining market share

- LED incentives and “ooh, shiny” interest are both increasing
- Good news to QA: many useful standards are already in place, carried over from other self-ballasted products



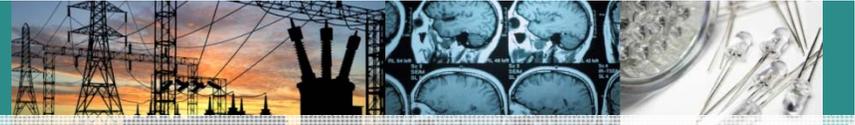
Other technologies?

- Some envisioned, but nothing mainstream, yet



Suggestions to Improve Program

- 💡 Keep energy-efficiency focus
- 💡 Weigh non-energy criteria against their cost requirements, time requirements, and their influences on consumer acceptance
- 💡 Can verification testing be streamlined?
 - We think so
 - After EE, focus on bellwethers which indicate good performance and/or acceptance
 - Focus on reduced time and expense to complete test
 - Lessons learned from other programs?
 - Ex. DOE LED Lighting Facts is implementing plan which decreases verification testing frequency of line of products following successful tests of early selections



Moving Forward, Lamps Spec

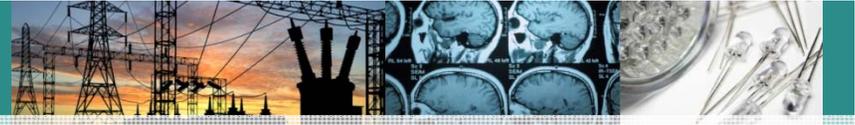
Focus on easy improvements

- Add technologies desired by the market for which some or all needed standards exist. Ex. additional ANSI bases and shapes, Standby Power (i.e. additional perf features).
- Color requirements

Dimming

- V1 wait and see. Need to evaluate the requirements and see what works and doesn't
- Need more time for additional standards to finish development
- NEMA Premium Lighting Systems Components Program

Consider/discuss potential reductions in requirements, due to overlap, cost/time impacts, market interest



Moving Forward, Luminaires Spec

Review Success of Spec and Implementation

- Note areas which might be improved on
- Are any areas underserved by the Spec, overemphasized?
- Survey results were interesting

Identify competing/complementary programs

- Participation duplication is expensive, as is accommodating multiple programs requirements in a single product
- Focus on ways to coordinate, it's not a battle

Consider/discuss potential reductions in requirements, due to overlap with other programs, cost/time impacts, market interest



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Thank-You!

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