



**November 2017**

A MONTHLY E-NEWSLETTER FOR MEMBERS AND  
ASSOCIATES OF LIGHTING COUNCIL AUSTRALIA

# ILLUMINATIONS

**Welcome** to the ninth edition of our E-newsletter, produced to keep Members and Associates informed about developments in lighting and related technology areas.

This newsletter will also keep you informed about new regulations, policies and on-going consultation with Federal, State and Territory Governments as well as key industry events. We welcome feedback and items for potential publication.

## In this edition

- Chairman's Column
- CEO's Column
- Kim Craig re-elected as Lighting Council Australia Treasurer
- Leader of the Opposition, Bill Shorten, addresses business community
- Hanson's One Nation and Coalition Frontbencher Pyne write to Minister Frydenberg
- Member Visits
- Member Profile - Pat Galvin, AGLO Systems
- Assistant Minister Karen Andrews visits Dux Lighting
- Sub-industry Group Meeting
- Smart Utilities Test Pitch
- Support for Australian Businesses
- Recessed residential LED luminaires

## Chairman's column



I am very pleased to report to members some positive developments on the MEPS for LEDs policy issue. Richard Mulcahy and his team have worked very hard in recent weeks to ensure that parliamentarians across the country are aware of the proposal and the risks it presents.

Minister Frydenberg's Department wrote to affected stakeholders on 7 November 2017, saying that the Department was undertaking to revise details of the proposed policy, delaying the submission of the Lighting Decision Regulatory Impact Statement to the Energy Council Ministers COAG meeting scheduled for later this month.

What this means in practical terms is that Lighting Council Australia has achieved a temporary win for its members. It does not mean, however, that the Department is walking away from its earlier intention to heavily intervene in this industry.

A copy of the media release is available [here](#).

## CEO's column



Lighting Council Australia welcomed the recent commitment from the Department of Environment and Energy to undertake additional consultation with industry before proceeding with the MEPS for LEDs policy proposal.

I wrote to the Secretary of the Department recently outlining some very serious concerns that Lighting Council Australia and industry participants had regarding the policy development process to this time.

The letter conveyed governance concerns regarding the composition of the advisory team. In my view, the government should be receiving frank, informed and unconflicted advice from key experts, and then weighing this advice against industry recommendations to develop informed perspectives on the MEPS for LEDs issue. Unfortunately, we have not seen this to date.

The correspondence also expressed industry's frustration with the Department failing to account for industry's recommendations, or to even

The Board and I have directed Lighting Council Australia to maintain a strong position on this issue. Richard Mulcahy wrote to the Secretary of the Department seeking assurances about the process going forward.

The Board and Lighting Council Australia will keep our members apprised of developments on this important issue. I would also like to pass on my thanks to the great number of Members who wrote to their local representatives to advocate for the industry and to express concern about the MEPS for LEDs policy. Your contributions have certainly made an impact, particularly in the federal parliament.

I hope also that you will all maintain your commitment to inputting into the development of a more acceptable policy approach. Your engagement as our members is critical to Lighting Council Australia developing well-considered and representative policy alternatives.

Tony Todaro  
Chairman

undertake a sincere effort to calculate the cost to industry, how this cost will flow to consumers, and how the policy will affect the kinds of LED lights sold in Australia under the MEPS policy.

Members will be kept apprised on developments in this area.

I would also like to share with members some positive reflections from my recent meetings with state energy ministers and other parliamentarians across the country. Lighting Council Australia is universally well-received, with parliamentarians often expressing surprise at the level and scope of manufacturing activities and job-creation in this industry in Australia. Members should be proud that they belong to an industry that creates value for the community in the way of providing high-quality and energy efficient lighting, but also jobs and economic activity that benefits all. I will continue to work hard to ensure that political decision-makers know about our Members' good work, and continue to raise the profile of this industry.

Richard J Mulcahy  
Chief Executive Officer

## Hanson's One Nation and Coalition Frontbencher Pyne write to Minister Frydenberg

[One Nation Party Senator Pauline Hanson has weighed in to oppose the MEPS for LEDs proposal. The Senator has written to Minister Frydenberg to express her opposition to the policy on the grounds that it is an unnecessary and damaging intervention into the market.](#)

Lighting Council Australia had previously met with Senator Hanson and her advisors to discuss this issue, and to discuss the lighting industry more generally.

Lighting Council Australia welcomes One Nation's support for the industry.

Coalition Minister Christopher Pyne has also written to Minister Frydenberg expressing concerns about the proposal, and seeking assurances about the policy.

# Leader of the Opposition, Bill Shorten, addresses business community

Lighting Council Australia CEO Richard Mulcahy recently attended a business luncheon with the Hon Bill Shorten MP, Leader of the ALP, hosted by the Australian Chamber of Commerce and Industry.

Mr Shorten outlined the Opposition's priorities and plans for economic growth and supporting Australian business. Mr Shorten's speech came at a highly uncertain time in Federal politics, with the recent dual citizenship issue triggering multiple by-elections and considerable change in the Senate.

Richard Mulcahy briefed Mr Shorten about the MEPS for LEDs issue, with Mr Shorten inviting Lighting Council Australia to brief his relevant staff.

Lighting Council Australia has recently met with key shadow ministers and their staff, and is committed to working with parliamentarians of all political persuasions.



*Mr Mulcahy and the Hon Bill Shorten MP*

## Kim Craig to continue as Lighting Council Australia Treasurer

After the election of the Board of Directors and Chairman last month, nominations were sought within the group for the position of Treasurer.

Kim Craig has been re-appointed to the position of Treasurer unopposed

# Member Visits

This month, CEO Richard Mulcahy and Corporate Affairs Manager, Timocles Copland, visited Perth-based members Mondoluce and Lumitex.

In a stunning product display that also serves as a boardroom, Lighting Council Australia representatives met with Mondoluce's Joe Iammarrone (Technical Manager and Director), Kevin Wilson (General Manager), Darren Marshall (Project Manager), and Gerry de Wind (Managing Director). Mondoluce is a business that specialises in high-end, European decorative lighting and offers design services for clients. The company is over 20 years old and operates mainly in the commercial space. The team has decades of experience in the lighting industry and has recently appointed a new General Manager in Kevin Wilson who aims to offer a fresh perspective on the business. The team believes that Lighting Council Australia can play a key part in advocacy with architectural industry bodies to facilitate a paradigm shift away from design and construct type contracts, towards a model that achieves better outcomes for clients.

Richard Mulcahy and Timocles Copland met with Lumitex's Phil Delich, Laurie King, and Ray Sarich. Lumitex is an Australian-owned company that services customers with LED lighting solutions. The company dedicates a small portion of its operations to supplying to wholesalers, but by far the main business activity is design and supply for commercial construction. Lumitex portfolio includes projects in education, warehousing, retail, carparks and health with clients throughout Australia and overseas. Phil Delich has been actively involved in Sub-industry Groups and technical meetings for many years and is a strong advocate for standards development in Australia.



*Richard Mulcahy meets the Lumitex team*

# Member Profile - Pat Galvin, AGLO Systems



Pat started in the lighting industry as a sales representative for DeDeCe specifically selling Kliktube Systems. In the three decades since, Pat worked for a number of lighting companies in Sydney and Melbourne, ultimately establishing Aglo Lighting in 2003.

Since that time, Aglo has grown from a one-man business to a 40-plus employee organisation with a turnover in excess of \$10M per annum.

Aglo Systems has developed four pillars of business - Project Lighting Solutions; Custom Design & Manufacture; Lighting Efficiency Upgrades; and Sports & Area Lighting. Pat has been heavily involved with the transition of technologies in the lighting industry from Incandescent/Fluorescent/Halogen to the latest in LED technology. Regular trips to manufacturers and lighting fairs in Europe and Asia has been invaluable in building the knowledge of the lighting industry for all Aglo staff. Pat believes the knowledge gained in dealing first hand with all types of markets and clients, matching their needs with the best the lighting market can offer has been critical to the success of Aglo.

Aglo has an experienced team of designers, engineers and project managers which gives the business great depth in dealing with a wide range of projects.

Pat has a strong and long-standing commitment to Lighting Council Australia, and sits on the Board of the organisation.

Outside of work, Pat is passionate about horse racing. He lives in Melbourne with his family.

# Assistant Minister Karen Andrews visits Dux Lighting

Lighting Council Australia is strengthening links with the federal government with Assistant Minister for Vocational Education and Skills, and Federal Member for McPherson, visiting Dux Lighting in Currumbin, Queensland. Assistant Minister Andrews met with Director Adam Wildman and co-owner Matt Wildman for a tour of the manufacturing floor and to discuss the challenges of running a small business in the current legislative and regulatory environment.

Adam Wildman explained that in his view there is a gap in the vocational education framework, with employers struggling to identify graduates and young Australian employees with CAD experience and skills practical to the electrical industry. The visiting delegation was then shown a number of new products Dux Lighting is manufacturing and developing, demonstrating innovation in maintainability and aesthetics. The tour concluded with Matt Wild demonstrating the assembly of the Dux Button. He explained to Assistant Minister Andrews that he had been involved in lighting manufacture since he was a teenager.

**The period of change raises significant risks but ample opportunities to reduce costs, redefine work flows, and do more work that was previously undertaken overseas back into Australia.**

Directors of businesses in fields such as manufacturing should follow developments in this area as the traditional understanding of the separation between human functions and machine functions begins to blur.



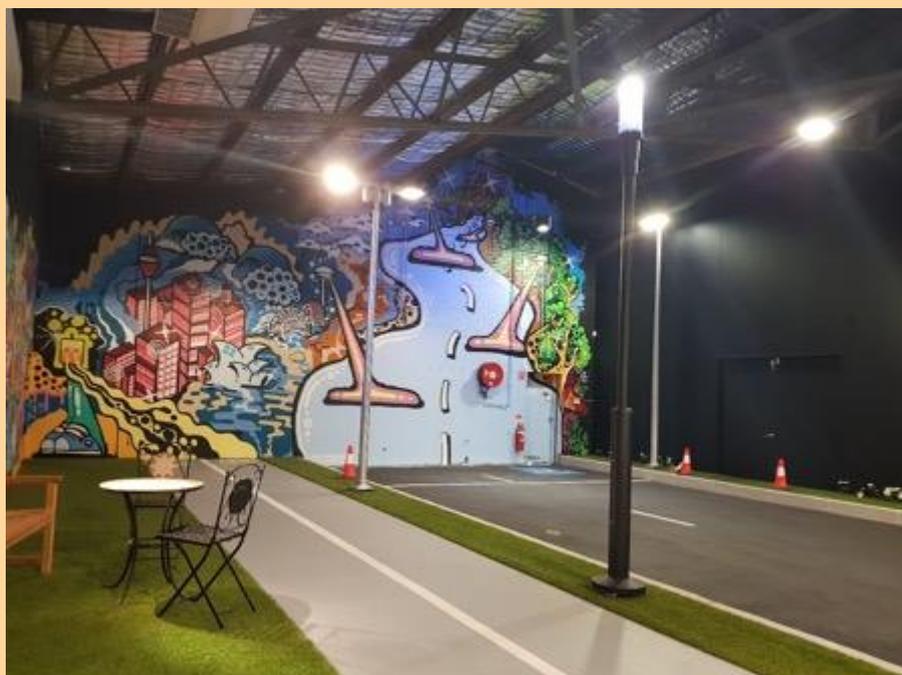
*Caption: Matt Wildman (Dux Lighting), Assistant Minister Karen Andrews, Adam Wildman (Dux Lighting), and Timocles Copland (Lighting Council Australia)*

# Sub-industry Group Meeting

On 14 November, Lighting Council Australia held its quarterly series of Sub-industry Groups at OAK Electronics in Artarmon, Sydney. SSL/Lamps, Street Lighting and Lighting Controls met to discuss standards development, state based energy schemes, and the Street Lighting and Smart Controls council. There was passionate discussion in both the SSL and Controls group on the topics of LED MEPs regulations and Lighting Council Australia's current campaign to minimise the impacts of the policy on industry and consumers, while still achieving improvements in energy efficiency. Hot topics for the Street Lighting group centred around the Federal Government's current consultation on the proposed ratification of the Minamata Convention, and how poor-quality COB Lamps could flood a captive market. Chris Childs from Oak Electronics also took the opportunity to show his impressive showroom for street lighting and smart controls which is pictured below.



*Attendees of the Sub-Industry Group Meeting on 14 November at Oak Electronics, Sydney*



*An impressive display at Oaks Electronics, Sydney*

# Smart Utilities Test Pitch

Austrade, the Commonwealth Government's Trade Engagement Agency, has written to Lighting Council Australia to encourage its members to apply for the opportunity to participate in an Australian Smart Cities technologies virtual pitching session to a major market leader in India.

Tata Group, India's largest multinational conglomerate valued at \$130b, is directly involved in projects addressing the urban challenges faced by more than 100 rapidly expanding Indian cities.

Tata Projects is looking for international partners to complement their smart infrastructure capabilities for their A\$4billion project pipeline. Tata is seeking international technology and solutions in Smart Utilities which includes smart lighting.

Tata Projects will select 4 top Austrade applicants who will have a closed session for 15 minutes to pitch directly to Tata Project's Vice President and Head of Smart Cities. Pitch date is **Monday 11 December 2017**.

## How to apply?

Submit your responses to the following questions:

- Your organisation's unique smart utilities capabilities (100 words)
- A case study on your organisation's successful smart utilities-related technology solutions (100 words)

Please send your submission to [gabrielle.hall@austrade.gov.au](mailto:gabrielle.hall@austrade.gov.au) by **COB (AEST) Wednesday 22 November 2017**. See this link for more details.

# Support for Australian Businesses

This information has been provided by AusIndustry.

The Australian Government Department of Industry, Innovation and Science through AusIndustry provides Australian businesses with information and advice to help them innovate, grow and be competitive.

AusIndustry is simplifying and streamlining access to information and advice. Through [business.gov.au](http://business.gov.au), contact centre 13 28 46 and our National Outreach Network of offices in all states, territories and many regions, businesses can get information and help.

Do you want free, online resources to support you throughout the lifecycle of your business? [business.gov.au](http://business.gov.au) is a one-stop shop for business information, forms, services and tools. The site offers you simple and convenient access to business information from all three levels of government – so you'll find support and information to help you, no matter the stage of your business.

Free tools and resources from [business.gov.au](http://business.gov.au):

[Advisory Services](#) can help you find free or low-cost business experts in your state or territory

- [Find Grants & Assistance](#) to help you grow your business
- [Planning tools and templates](#) to help you develop business, marketing, and emergency management and recovery plans for your business
- [Checklists](#) guide you through the various stages of your business, whether you're just starting out or ready to grow.

AusIndustry also connects businesses to specific government assistance programs, like the Entrepreneurs' Programme and the R&D Tax Incentive.

The Entrepreneurs' Programme provides support for businesses, researchers and entrepreneurs including: advice from private sector experienced Advisers and Facilitators; co-funded grants to commercialise novel products, processes and services; funding to take advantage of growth opportunities; and connection and collaboration opportunities.

The [R&D Tax Incentive](#) is the Government's single largest investment in business innovation and is a vital part of the effort to support growth and new opportunities. Businesses in nearly every sector of the economy benefit annually and the support it provides in offsetting some of the costs of undertaking research and development

For more information, visit [business.gov.au](http://business.gov.au) or call **13 28 46**.

# Recessed residential LED luminaires

## Proposal to increase the certification requirements for recessed residential LED luminaires

The Australian and New Zealand standards committee dealing with electrical safety risk classification is proposing to increase the risk classification and certification requirements for recessed residential LED luminaires with permanently attached drivers. If the proposal is supported by the committee, the change would require these products to be certified (by a state electrical safety regulator or third-party certifier) and registered on the ERAC National Database before being placed on to the market in Australia. The test standard for these products is AS/NZS 60958.2.2.

The proposed definition excludes commercial and industrial products. As a result, it is likely that product markings, such as "For commercial and industrial use only", as well as the intent of the supplier during the marketing and sale of these products will determine whether a product is judged to be residential or commercial/industrial. For example, if sold at a major retail outlet such as Bunnings an electrical safety regulator would likely judge a product to be intended for residential use. If an electrical contractor purchases a product that is marked "for commercial/industrial use only" and installs the item in a residence, the electrical contractor would become need to meet the requirements of the higher risk classification.

A public comment draft of the proposal is available [here](#)

**If you have any comments regarding this proposal, please reply to [dcrossley@lightingcouncil.com.au](mailto:dcrossley@lightingcouncil.com.au) before Friday 12 January 2018.**



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