



# ***lites.asia* Regional Lighting Policy Meeting**

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# Lamp Sampling Activities in Six Southeast Asian Countries

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# Overview

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- Objective and scope of the lamp sampling activities in the 6 Southeast Asian countries
- Brief introduction of the activities
- Overview of market characteristics
- Lessons Learned and Recommendations

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# Objective

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## The Lamp Sampling activities in the 6 Southeast Asian countries

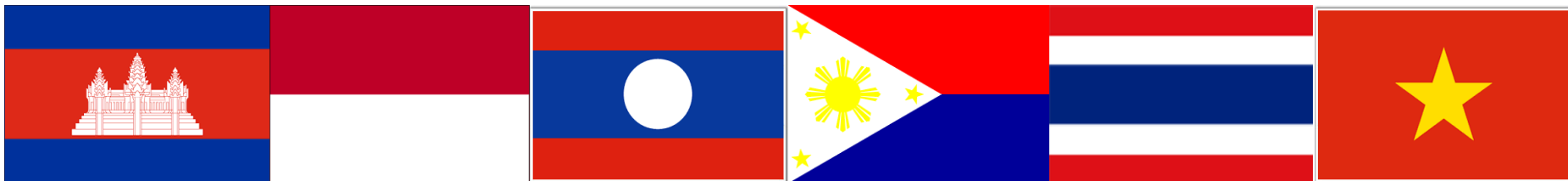
The Lamp Sampling activities aim to support the 6 SEA countries in their **capacity building** efforts to strengthen their national and regional resources for efficient lighting MVE which are the essential activities to ensure a sustainable transition to efficient lighting.



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# Scope of Lamp Sampling

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**Cambodia**

**Indonesia**

**Lao PDR**

**Philippines**

**Thailand**

**Vietnam**

## ■ Key activities

- Identify and sample EE lamps (for indoor applications) in the 6 target countries
- Pack and ship lamps to the GELC in Beijing for testing.

## ■ Lamp types

- Only omnidirectional CF and LED lamps for General Lighting Service (GLS)

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# Scope of Lamp Sampling

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## CF Lamps



## LED lamps



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# Introduction

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## 4 major steps in this activity

### Preparation

(briefing on protocols and planning of activities)

### Retailer surveys

### Lamp Samplings and witnessing

### Packing and Shipping



# Preparation

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## Ensuring common understanding among participating countries

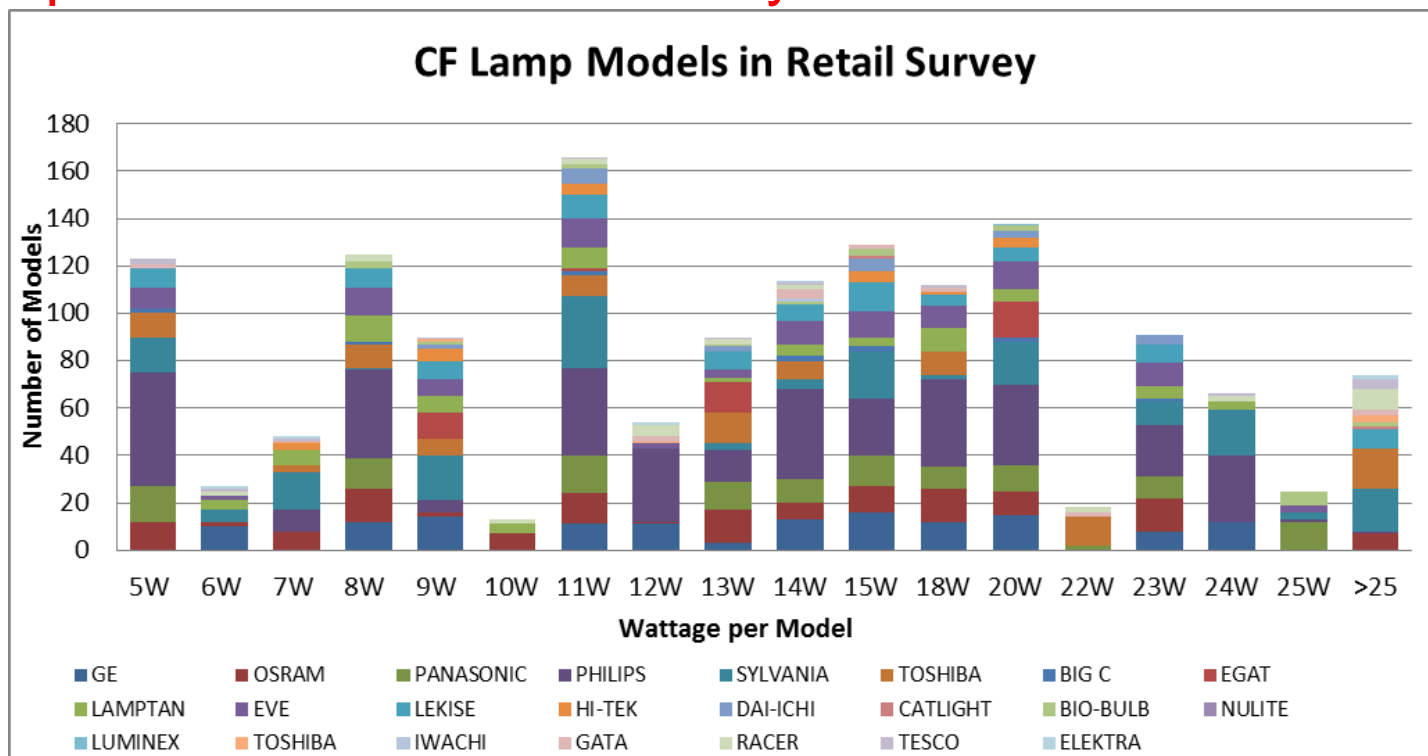
- Designation of country's focal point
- Conclusion questionnaires and Lamp Sampling sheets
- Briefing on protocols and procedures (prepared by GELC)
  - IIEC's representative in each country contacted and provided brief requirements to the country designee
  - GELC and IIEC organized a teleconference meeting prior to an implementation of the activity for each target country
- Conclusion of lamp sampling plan



# Retailer Surveys

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Identifying popular models of CF and LED lamps that need to be purchased in each country



Example of the market survey results

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# Lamp Sampling and Witnessing

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## Purchasing correct lamps and ensuring integrity of the lamp sampling activities

- IIEC's representatives in collaboration with the country designee conducted the lamp samplings
- 80 and 20 models of CF and LED lamps were purchased
  - CFLs = 640 samples
  - LED lamps = 400 samples
- The lamp sampling sheet was used to distinguish the models and ensure the integrity of the program (signatures of the country designee needed)

# Packing and Shipping

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## Ensuring that all goods will be delivered in good condition

- Goods were sent by trustworthy air freight forwarders.
- IIEC provided guidelines and assisted target countries regarding packing and shipping issues.
- IIEC worked in close collaboration with the selected courier companies and the country designees.

# Overview of Market characteristic

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## CAMBODIA

Country	Common types of Lamp Retailer*	Availability of Multiple Brands of Lamps	Most common wattage ranges	Most popular models	Most popular Colour Temp.
Cambodia	<b>Medium-sized electrical hardware shops</b> Specialized lighting shops, small shops	YES	11 – 18 W (CF) 5 – 9 W (LED)	11W (CF) 5W (LED)	Day light (6,500K)

\*Data collected in Phnom Penh



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# Overview of Market characteristic

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## INDONESIA

Country	Common types of Lamp Retailer*	Availability of Multiple Brands of Lamps	Most common wattage ranges	Most popular models	Most popular Colour Temp.
Indonesia	<b>Medium-sized specialized lighting shops</b> Supermarkets, hypermarkets	YES	5 – 8 W (CF) 5 – 9 W (LED)	8W (CF) 7W (LED)	Day light (6,500K)

\*Data collected in Jakarta



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# Overview of Market characteristic

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## LAO PDR

Country	Common types of Lamp Retailer*	Availability of Multiple Brands of Lamps	Most common wattage ranges	Most popular models	Most popular Colour Temp.
Lao PDR	<b>Small retailers</b> Electrical hardware shops, specialized lighting shops	YES	5 – 9 W (CF) 5 – 7W (LED)	5W (CF) 7W (LED)	Day light (6,500K)

\*Data collected in Vientiane



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# Overview of Market characteristic

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## PHILIPPINES

Country	Common types of Lamp Retailer*	Availability of Multiple Brands of Lamps	Most common wattage ranges	Most popular models	Most popular Colour Temp.
Philippines	<b>Hypermarkets</b> Specialized lighting shops	YES	11 – 18 W (CF) 5 – 9W (LED)	11W (CF) 7W (LED)	Day light (6,500K)

\*Data collected in Manila



# Overview of Market characteristic

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## THAILAND

Country	Common types of Lamp Retailer*	Availability of Multiple Brands of Lamps	Most common wattage ranges	Most popular models	Most popular Colour Temp.
Thailand	<b>Hypermarkets</b> Specialized lighting shops, Electrical hardware shops	YES	11 – 20 W (CF) 5 – 7W (LED)	11W (CF) 5W (LED)	Day light (6,500K)

\*Data collected in Bangkok



# Overview of Market characteristic

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## VIETNAM

Country	Common types of Lamp Retailer*	Availability of Multiple Brands of Lamps	Most common wattage ranges	Most popular models	Most popular Colour Temp.
Vietnam	<b>Small specialised lighting shops</b> Small electrical hardware shops, small shops	NO	11 – 15 W (CF) 5 – 7W (LED)	5W (CF) 7W (LED)	Day light (6,500K)

\*Data collected in Hanoi



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# Summary of Market characteristic

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Country	Most Common type of Lamp Retailers	Most popular models
Cambodia	<b>Medium-sized electrical hardware shops</b>	11W (CF) 5W (LED)
Indonesia	<b>Medium-sized specialized lighting shops</b>	8W (CF) 7W (LED)
Lao PDR	<b>Small retailers</b>	5W (CF) 7W (LED)
Philippines	<b>Hypermarkets</b>	11W (CF) 7W (LED)
Thailand	<b>Hypermarkets</b>	11W (CF) 5W (LED)
Vietnam	<b>Small specialised lighting shops</b>	5W (CF) 7W (LED)

The most popular wattage range of CF and LED lamps in these 6 target countries appear to be those for replacement of 25 – 60W incandescent lamps.

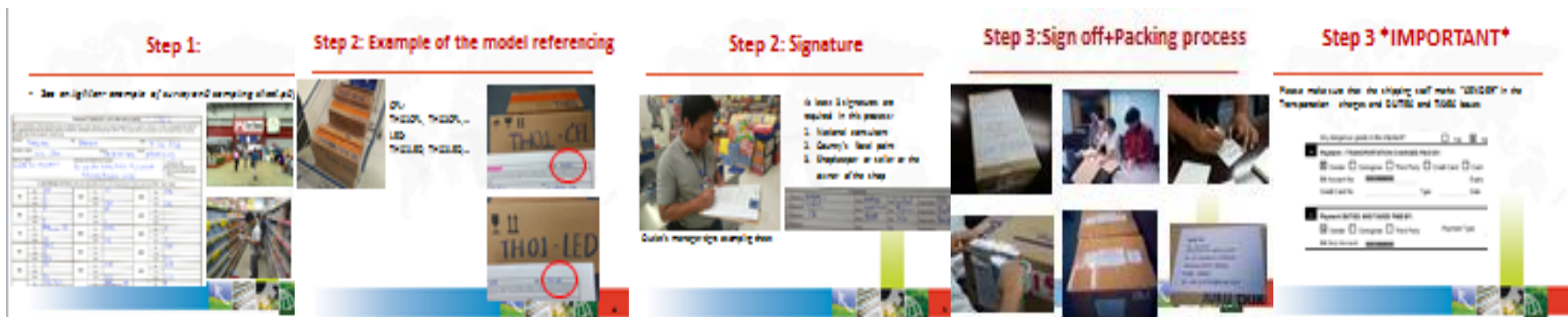


# Protocol Briefing – Issue

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Issue: Most participating countries unable to follow all the requirements specified in the protocols with only one teleconference

Action: Additional visual aids (presentations) prepared to assist the briefing session



## Visual aids

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# Lamp Sampling - Issue

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Issue: Small retailers and some large retailers do not carry sufficient number of lamps, which are from the same batch number (same mfg date)

Action: Most samples were purchased from only large retailers. (Protocols suggest samples shall come from large and small retailers.)



**Large retailers eventually chosen**

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# Preparation and Sampling – Lessons Learned & Recommendations

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## Lessons Learned

Protocol's requirements are relatively complex causing some difficulties to the participating countries in understanding and complying all requirements.

## Recommendation

Lamp sampling protocols and procedures should be simplified and made flexible, while maintaining integrity of the sampling process.

# Packing - Issue

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Issue: Packing a large quantity of lamp samples requires preparation of appropriate materials and approaches.

Action: Specialized shipping/packing companies were chosen to ensure proper packing.



**Packages of all samples from each country weigh around 60kg with total volume around 1-2 cu.m.**

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# Packing – Lessons Learned & Recommendations

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## Lessons Learned

Specific packages and packing methods are required for air freight of fragile goods. Packing of these products has to comply with the packing regulations imposed by courier companies.

## Recommendation

Professional packing service providers to ensure compliance with requirements for shipments of hazardous materials, such as mercury-added lamps (CF lamps).

# Shipping - Issue

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Issue: Availability of courier services - many air freight forwarders in Cambodia refused to ship lighting products

Action: Extra efforts and time were mobilized in seeking the shipping companies that are willing to provide services.



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# Shipping – Lessons Learned & Recommendations

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## Lessons Learned

Shipping of fragile and hazardous materials by air freight can be complicated, and may not be allowed in some countries.

## Recommendation

Prior to implementation of the lamp sampling activities, feasible shipping options should be explored. Sea freight could be included as an option.

# Clearance of goods – Issue

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Issue: Air freight forwarders are not familiar with the “customs duty & tax paid by sender” option. As a result, the Chinese customs office quarantined the goods upon arrival in Beijing.

Action: Extra efforts were spent for modification of air way bills, allowing shipping companies to pay all duties and taxes.





# Shipping – Lessons Learned & Recommendations

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## Lessons Learned

Requirements on the sender of goods to pay customs duty caused confusion and delay in the whole shipping process.

## Recommendation

A budget for customs duty and tax should be allocated to the testing lab (or the recipient of goods), so that the clearance of the goods can be fast track.

# Thank you



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