



Electrical Wholesale Distributors are excluded from LED rebate program

1 message

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To: psc@utah.gov

To whom this may concern:

I recently just discovered that there is a motion to eliminate any and all Electrical Wholesale Distributors from the LED rebate program. I find this very disappointing and would ask to not allow this to happen.

As an electrical contractor, one of our sales pitches to any customer/home owner interested in LED's is the fact they can have a rebate. Now whether or not the prices goes from \$20/lamp to \$10/lamp does not concern me. What concerns me is the nepotism towards major companies like Home Depot, Lowes, Walmart, Costco, etc.

First and foremost, after many years of installation in the electrical field, I know that what products those companies sell are not "top grade." We as electrical contractors prefer to give our clients the right to choose what they want to pay for in value and quality. When the clients only have to choose from what major companies give them, it defeats the purpose of what this country was founded on, the right to choose.

Secondly, not all homeowners understand the concept of what a replacement lamp is and their options. From my own personal experience, different brands have made it easy for electrical contacts to match what existing look, and how it operates with existing dimmers. If you only give the options of what the major companies offer, this may cause the homeowners to spend more in replacing dimmers, or it may do the opposite. People who do not understand that there are compatibility issues with dimmers and led lamps, feel cheated when the lamps pulsate and flicker. That may cause people to loose the motivation to buy replacement lamps.

My whole point to this is that we are the movers and shakers. Most home owners look to their electrical contractors to give them the options. For them, its all about time, and time they do not want to spend making the wrong decision. If you remove the option for wholesalers to sell, you will loose the ability to promote LED's.

Since the over all goal is to drive people to lowering the electrical consumption, I suggest keeping the program with wholesaler's involved. As mentioned, I don't care what the price is you choose on the rebate, but do not remove the wholesalers from this.

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Many Thanks.

Best,

Kris Olsen
Olsen Electric, INC.
VP