



Complaint and Action Request Docket No. 14-035-T08

1 message

Ekstrom, Brian <Brian.Ekstrom@graybar.com>

Wed, Jul 23, 2014 at 11:26 AM

To: "datarequest@pacificcorp.com" <datarequest@pacificcorp.com>, "dave.taylor@pacificcorp.com" <dave.taylor@pacificcorp.com>

Cc: "psc@utah.gov" <psc@utah.gov>

We are concerned with the disadvantage Graybar Electric, An Electrical Wholesale Supply Company doing business in Utah since the 1940's, has been given in regards to our Big box competitors like Lowes and Home Depot and the upstream incentives on LED lamps / down lights. We are seldom able to sell LED screw in lamps and LED down light trim kits to our customers (who are primarily industrial and commercial end users and contractors).


Our customers walk in our counter/store and want to purchase LED trim kits but when they see our pricing is higher than what they can get at Lowes or Home depot and then when we tell them that in order to get an incentive they need to fill out paperwork and get pre-approvals before they are able to purchase the lights, they walk out the door and drive down to Home depot or Lowes, purchase them there and then go and install them in the commercial or industrial building they are working in. If the incentives are coming from an Up Stream model you will continue to give companies like us a significant disadvantage. Our sales have fallen so much we hardly stock these products anymore.

Thanks,

Brian Ekstrom, LC | Lighting Business Development Manager | **Mobile (801) 209-9281** | brian.ekstrom@graybar.com
2841 S. 900 W. | Salt Lake City, UT 84119 | Office (801) 975-1115 | Toll Free (800) 727-2270 | Fax (801) 973-4314
www.graybar.com - Works to Your Advantage



Any prices quoted in this email are Subject to Graybar's Standard Terms & Conditions.

 **258093Action Request Due July 25, 2014 7-9-2014.doc**
30K