



LED retrofits - Get what you think you are paying for

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It is common knowledge that LED lighting is energy efficient. So the underlying LED advantage to go from here to there is savings. Another LED advantage is longevity - less maintenance. You will probably run through two or three cars before you need to replace LED lighting - and that assumes you keep your cars for a long time. So if LED lighting delivers significant energy savings and substantially lower maintenance costs - what's not to like? Why not just do it ?

Before jumping into the LED pond, take a minute to consider some navigational issues. If you're going to go LED, you need to do it right. You need to make sure that you get what you think you are paying for. You need to take time to understand what is going on under the surface to avoid unforced errors. Right approach - no unforced errors.

Unforced errors? Start with the product itself. There are many LED lamps on the market with varying levels of quality. Just go to the Internet and see for yourself. Consider the issue of consistency of color. LED lamps now come in a range of colors from 3,000K or below - which is the color equivalent of an incandescent lamp; to 3,000 - 4,000K for office lighting; to 5,000 - 6,500 for "day light" or security lighting. The problem? With lower quality LED lamps, the color from one lamp to another may vary. LED color variation can be a serious unforced error when lamping in the same area. Pricing? That speaks for itself. You want confidence that you are receiving competitive pricing. The warranty? Here you need to understand how LED lighting works. LED lamps don't burn out like an incandescent, they just dim over time. So the key warranty provision is the minimum level of light output maintained over the warranty period. A warranty that talks about "failure" is a non-starter. A lamp producing 15% of its original output has not "failed," but is virtually useless. Be sure as well that the manufacturer stands behind all of the components of the product, not just some.

Solution? "Trust." Source a trusted supplier who can both successfully navigate the process so that you get what you think you are paying for as well as has extensive experience with rebates, so that you can get more that you paid for.

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