

4.2.7 Future Directions

Johnson et al. (1981) offer several recommendations for increasing the market penetration of solid-state ballasts which are still relevant today:

- (1) fund research that would produce a complete lighting system (including fixture, solid-state ballast, and tubes) that is lighter weight and less expensive than current options;
- (2) encourage utility officials to include solid-state ballasts in their commercial and industrial conservation programs;
- (3) conduct a direct mail campaign to energy managers; and
- (4) advertise the technology in trade publications that reach architects, engineers and builders, and the specifying community. Solid-state ballasts have been promoted by several utility rebate programs, and industry representatives believe that the rebates have promoted the product (Mullins, 1988).

4.2.8 Sources of Information

Interviews

Ron Lesea, XO Industry, Inc., Mountainview, California, March 1988.

Ron Remley, Advance Transformer Company, Chicago, Illinois, March 1988.

Tom Rufner, Magnatech Triad, Huntington, Indiana, March 1988.

Barbara Schuldt, Fyrnetic, Elgin, Illinois, March 1988.

Sam Shrenker, SPD Electronics, Inc., Orange, New Jersey, March 1988.

Howard Taps, Electronic Ballast Technology, Torrance, California, March 1988.

Rudolph R. Verderber, Lighting Systems Research, Lawrence Berkeley Laboratory, Berkeley, California, March 1988.

Documents

American Council for an Energy-Efficient Economy and Energy Conservation Coalition. 1986. "Federal R&D on Energy Efficiency: A \$50 Billion Contribution to the U.S. Economy," White Paper on the Consequences of Proposed FY 1987 Budget Cuts, Washington, D.C.