



NORTHWEST ENERGY EFFICIENCY ALLIANCE

March 25, 2005

Linda Sandahl
Program Manager
Pacific Northwest National Laboratory
620 SW Fifth Avenue, Suite 815
Portland, Oregon 97204

Dear Linda:

The Northwest Energy Efficiency Alliance (the Alliance) is pleased to offer this letter of support for the **R-CFL Technology Innovation Competition** that is being organized by Pacific Northwest National Laboratory on behalf of the U.S. Department of Energy. We understand that the program's purpose is to encourage the introduction and sales of CFL reflector products designed specifically for application in residential Insulated Ceiling (IC) rated, airtight recessed can fixtures.

The Alliance is a non-profit group of electric utilities, state governments, public interest groups and industry representatives committed to bringing affordable, energy-efficient products and services to the marketplace. Since the Alliance's current residential program activities are focused on promoting all ENERGY STAR qualified lighting products at retail and in new construction, we anticipate that once winners are selected, we will be able to support the new CFL reflector products to be added to the selection of products promoted through our program.

In the Northwest, sales of ENERGY STAR CFLs continue to grow. The Alliance's program efforts at retail to promote CFLs resulted sales of more than 5 million units in 2004. The success of the Alliance's ENERGY STAR Homes Northwest component, an aggressive program to promote energy efficiency in new construction, depends on the availability of quality, affordable lighting products to builders in the market. In order for a new home to achieve the ENERGY STAR label under the Builder Option Package (BOP) for the ENERGY STAR Homes Northwest program, 50% of the sockets in the home must have ENERGY STAR lighting installed, including CFLs and fixtures. This requirement is almost impossible to achieve without addressing performance issues associated with reflector lamps.

The goal of the ENERGY STAR Homes Northwest program is for one out of every five new homes built in the Northwest to be certified as ENERGY STAR. With the support of our utility partners, many who plan to offer incentives for ENERGY STAR lighting in new homes, this goal should be easily achievable. Based on industry estimates, the average new home built has 20 recessed cans installed. Even if builders in the Northwest only filled half of them with CFLs to meet the Alliance's program specification for lighting, they would represent approximately 300,000 compact fluorescents lamps annually.

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Please keep us informed of the progress of the solicitation as it moves forward.

Sincerely,

Marci Sanders

Marci Sanders
Senior Manager, Residential Sector
Northwest Energy Efficiency Alliance