



National Grid USA Service Company, Inc.

Laura G McNaughton
Manager, Residential Energy Efficiency

April 19, 2002

Linda Sandahl
Pacific Northwest National Laboratory
620 SW Fifth Avenue, Suite 815
Portland, OR 97204

Dear Linda:

National Grid USA is pleased to offer this letter of support for the CFL Reflector Products Technology Procurement that is being organized by Pacific Northwest National Laboratory on behalf of the U.S. Department of Energy and the Northwest Energy Efficiency Alliance. We understand that the program's purpose is to encourage the introduction and sales of new, CFL reflector products designed specifically for application in residential Insulated Ceiling (IC) rated, airtight recessed can fixtures, and to help build their initial sales.

Our New England retail companies, Massachusetts Electric, Narragansett Electric, Granite State Electric, and Nantucket Electric serve 1.5 million residential customers. We are involved in several regional energy efficiency programs that need this product. These include the Northeast Energy Efficiency Partnership ENERGY STAR Lighting program and the New England ENERGY STAR Homes program. The ENERGY STAR Lighting program provided rebates for 2.3 million CFL, fixtures and torchieres in 2001 alone. We also sponsor retailer support to all lighting, including frequent store visits, POP materials and salesperson training. We have invested in consumer advertising as well, winning the ENERGY STAR Partners Communications Award each year for the past three years. Once winners are selected, we intend to provide rebates, marketing, and retailer support of the new CFL reflector products as part of our ongoing energy-efficient lighting activities.

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

Sincerely,

Laura G. McNaughton

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