



**SMUD**

SACRAMENTO MUNICIPAL UTILITY DISTRICT

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P.O. Box 15830, Sacramento, CA 95852-1830; 1-888-742-SMUD (7683)

May 9, 2002

Linda Sandahl  
Program Manager  
Pacific Northwest National Laboratory  
620 SW Fifth Avenue, Suite 810  
Portland, OR 97204

Dear Linda:

The Sacramento Municipal Utility District 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.

We promote ENERGY STAR-qualified CFLs to our customers through a variety of activities and incentives. Our incentives have resulted in the sales of over 55,000 lamps last year, and related activities resulted in many additional sales. Nearly one-third of Sacramento's 450,000 households have recessed lamp fixtures—generally an ideal application for reflector lamps. Once winners are selected, we intend to promote the new CFL reflector products as part of our ongoing energy-efficient lighting activities, and perhaps through special promotions.

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

Sincerely,

Rick Kallett  
Principal Demand-Side Specialist  
Sacramento Municipal Utility District