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

March 10, 2005

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 CFL reflector products designed specifically for application in residential insulated-ceiling (IC)-rated, airtight, recessed-lamp 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 Residential ENERGY STAR Lighting Program has resulted in the sales of nearly 360,000 lamps last year, and related activities resulted in many additional sales; our target for 2005 is sales of nearly 280,000 CFLs, although we are to reach the same level of sales as last year. Significantly, 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

Rick Kallett
Principal Demand-side Specialist
Sacrament Municipal Utility District