



Providing quality water, power and service at a competitive price that our customers value

May 2, 2002

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

Dear Linda:

The Snohomish County Public Utility District No. 1 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.

Over the past year-and-a-half, our residential customers have purchased nearly a half million high quality CFLs through our Residential CFL Program. All bulbs are sold through a network of forty participating retailers. Participating retailers purchase bulbs at a discounted price (*bought down by the PUD*) from three participating manufacturers or distributors. In exchange for lower wholesale prices, retailers agree to set prices no higher than a certain level *and* honor \$3 PUD discount coupons that the utility makes readily available to its residential customers.

The first CFLs permitted in our program were those listed in the PNL Subcompact program. We're excited about a similar effort involving the new CFL reflector products. And, we look forward to bringing the high quality CFL floods into our program.

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

Sincerely,

A handwritten signature in black ink that reads "Gary Lintz". The signature is written in a cursive style with a large, stylized "G" and "L".

Gary Lintz
Product Manager, Energy Services
Snohomish County PUD No. 1