



**Department of Energy**  
Washington, DC 20585

September 18, 2009

Dear ENERGY STAR CFL Stakeholders:

I understand some Energy Efficiency Program Sponsors are facing severe challenges to the continuation of programs for general service CFLs. I am concerned, should these programs experience cuts in funding or outright cancellation, many of the gains we have achieved with this market in the last couple of years could be reversed.

I feel compelled to take this opportunity to share my understanding of where the market for CFLs is at a national level and where it is likely to go in the near future.

- Sales of CFLs have declined 25% from their peak in 2007. Sales in some regions such as Vermont and parts of Massachusetts have declined 35-50% from their peak. Shipments of CFLs are down 49% in 2009 over 2007 levels.
- Only one in four bulbs purchased is a CFL. Seventy five percent of medium screw-based sockets still contain incandescents in regions that historically had invested strongly in CFL promotions. Other regions have even higher saturation levels of incandescents. Two thirds of these sockets require only general service CFLs.
- The great majority of households (60-70%) have fewer than 8 CFLs (20% saturation).
- Median household socket saturations are notably lower than mean saturations. This is because there are many households with few bulbs and a few households with many bulbs which skew the distribution.

	<b>Median</b>	Mean
California	<b>14%</b>	21%
Vermont	<b>13%</b>	21%
Tacoma Power service territory	<b>16%</b>	28%

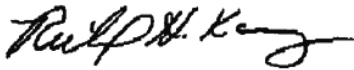
These numbers paint a troubling picture. In these tough economic times, CFL programs are especially important in getting consumers past the first cost barrier that often prevent adoption of energy efficient products.

For those who believe the Energy Independence and Security Act of 2007 will make CFLs the default choice for consumer lighting needs, I again urge caution. The phased standards are implemented progressively between 2012 and 2014, however the timing of the actual impact on the availability and sales of standard incandescents prior to that period is much less certain. To be clear, incandescent lamps will not be banned, rather their efficiency will improve slightly, but will use two to three times the energy of a CFL. Consumers will still have a choice between more efficient incandescents, CFLs, and eventually LED replacement lamps.

The market for CFLs is far from transformed. DOE has been monitoring and reporting on the CFL market as reflected in the first edition of the ENERGY STAR CFL Market Profile ([http://www.energystar.gov/ia/products/downloads/CFL\\_Market\\_Profile.pdf](http://www.energystar.gov/ia/products/downloads/CFL_Market_Profile.pdf)). Based on additional data and analysis that DOE has continued to gather, it's apparent that the market is headed in the wrong direction. This will be the subject of a presentation I will be making at the upcoming AESP brown bag webinar on September 24 (<http://aesp.org/cde.cfm?event=269205>). In my opinion, utility programs promoting CFL adoption throughout a residence should grow, not shrink. The market needs these programs to compete with well established technologies that cost a fraction up front, and use much more energy.

I encourage you to let me know how the Department can work with you to not only preserve these programs but to grow them. The consequences of curtailing these programs will jeopardize the great strides we have made since 2005.

Sincerely,

A handwritten signature in black ink, appearing to read "Richard H. Karney". The signature is fluid and cursive, with a long, sweeping tail on the final letter.

Richard H. Karney, P.E.  
ENERGY STAR Products Manager