



July 26, 2001

Dear Residential Ceiling Fan Manufacturer or Other Interested Party:

I am pleased to inform you that the specification for ENERGY STAR[®] labeled residential ceiling fans has been finalized. Your valuable feedback and input throughout the development process has been integral to the design of the specification and is very much appreciated. Please note that EPA considers this specification to be final and has no further plans to revise it at this time.

We are very encouraged by the support the specification has received to date from both retailers and manufacturers. By labeling residential ceiling fans, you'll be providing your customers with an easy way to protect the environment while saving money. ENERGY STAR also presents a great opportunity for manufacturers, retailers, and government to work together towards a common goal—to sell more energy-efficient residential ceiling fans.

The next step in the product development process is for EPA to circulate the Partnership Agreement which provides both the partner commitments and the energy-efficient specification for residential ceiling fans. This Agreement need only be signed once. After that, you can update or expand your participation into other product areas by completing the ENERGY STAR Commitment Form. **Partners who sign and return the Partnership Agreement and Commitment Form by August 6, 2001, will be included as Charter Partners in Residential Ceiling Fans.**

To familiarize you with the Partnership Agreement, we have provided the following list of partner commitments:

- Comply with current product Eligibility Criteria (i.e., the energy-efficient specifications)
- Comply with current ENERGY STAR Logo Use Guidelines (located on the ENERGY STAR Web site at www.energystar.gov/library).
- Qualify at least one ENERGY STAR labeled model within one year of activating the residential ceiling fan portion of the Partnership Agreement
- Provide clear and consistent labeling of ENERGY STAR qualified residential ceiling fans and materials
- Provide to EPA, on an annual basis, an updated list of ENERGY STAR qualifying residential ceiling fan models
- Provide to EPA, on an annual basis, unit shipment data of those residential ceiling fan models that qualify as ENERGY STAR (data will be masked by EPA so as to protect the confidentiality of the partner)
- Notify EPA of a change in the designated responsible party or contacts for residential ceiling fans within 30 days

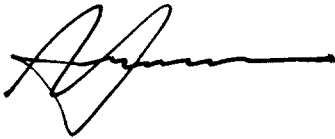
If your company is interested in joining ENERGY STAR for Residential Ceiling Fans or if you have any questions about the Partnership Agreement, please contact me by

phone at (202) 564-9019 or by email at fanara.Andrew@epa.gov. In addition, several testing laboratories have indicated a strong interest in working with manufacturers in qualifying their products. For more information on participating laboratories, contact Pamela Freedman with Ecos Consulting by phone at (503) 525-2700 (ext. 107) or by email at pfreedman@ecosconsulting.com.

Lastly, ENERGY STAR plans to launch the new residential ceiling fan specification at the National Hardwares Show in August 2001. Any company that joins ENERGY STAR for Residential Ceiling Fans between now and the 2001 National Hardwares Show (e.g., Charter Partners) will be eligible to participate in all promotional and marketing activities, irrespective of whether the company has qualified products.

Finally, thank you again for your input throughout the specification development process. I look forward to an ongoing relationship that will benefit your company, consumers, and the environment.

Regards,

A handwritten signature in black ink, appearing to read 'Andrew Fanara', with a long horizontal line extending to the right.

Andrew Fanara, Program Manager
ENERGY STAR for Residential Ceiling Fans