



October 23, 2002

Dear Imaging Equipment Manufacturer:

In the coming months, the US Environmental Protection Agency (EPA) will consider the revision of ENERGY STAR[®] specifications for imaging equipment (i.e., printers, faxes, copiers, scanners, and multifunction devices). As a current partner, your input will be very valuable during this process. With this letter, EPA would like to take the opportunity to explain the importance of specification revisions and to outline its future activities.

In order to ensure that the ENERGY STAR label continues to expand the market for energy-efficient products and accelerate the market penetration of energy-efficient technologies, a product area's existing efficiency criteria must be periodically evaluated and revised. As you may know, some of the specifications for ENERGY STAR qualified imaging equipment have been in place since 1997. As ENERGY STAR qualified imaging products capture more and more of the market share, it may indicate that the product criteria should be made more aggressive.

As an existing partner, you know that ENERGY STAR adds value to a category by assuring consumers that products listed are more energy efficient than conventional models. ENERGY STAR does not intend to set a specification that all products in the market can meet. Typically, twenty-five percent of existing models will perform at a level sufficient to qualify for the label. Over time, as the population of a product category becomes more energy efficient, EPA consults with industry to evaluate the product area's requirements.

Preliminary research will soon be undertaken to determine the energy and design characteristics of imaging equipment on the market today. Based on an industry suggestion, EPA is considering the development of one umbrella specification for all imaging products. As it has become more difficult to delineate between a printer, fax machine, or copier and the internal components have evolved to be more similar, EPA intends to investigate the feasibility of a new comprehensive specification, likely with different levels based on size, capacity, or other factors, for all of these products. While this approach has its complexities, EPA is hopeful that it will offer the following benefits:

- Allow specifications to have a longer shelf life;
 - Ensure consistency in terms of product and partner requirements across imaging equipment;
 - Streamline the product development process for manufacturers, as they tend to be involved in multiple imaging products; and
 - Allow specifications to be more easily shared with other domestic and international organizations.
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As EPA begins its research, it also will begin to solicit input from industry both through written comments and verbal feedback at meetings and conference calls. Accordingly, we ask you to appoint an executive within your organization to oversee your participation and to act as a contact with EPA and its consultants. This product area will be revised under the supervision of Craig Hershberg. Craig may be reached at (202) 564-1251 or hershberg.craig@epa.gov.

The revision of this and all ENERGY STAR specifications is an open process, and we welcome your input.

Sincerely,

A handwritten signature in cursive script that reads "Craig Hershberg".

Craig Hershberg, Product Manager
ENERGY STAR for Office Equipment