



John Sartain
Marketing Manager

White-Rodgers
8100 West Florissant Avenue
P.O. Box 36922
St. Louis, MO 63136-9022

February 27, 2006

T (314) 553-3212
F (314) 553-3641
E john.sartain
@white-rodgers.com

Gwen Duff, Senior Associate
ICF Consulting
1725 Eye Street NW, Suite 1000
Washington, DC 20006

Dear Gwen:

As an original partner of the EnergyStar thermostat program, White-Rodgers supports the goals of the EnergyStar program. Also, as an original partner, we appreciate the challenges presented in crafting the original thermostat specification as well those uncovered in the specification revision process. Through this process one constant remains, that being the goal of reducing energy consumption by providing the tools to manage indoor temperature appropriately.

All partners share the goal of making programmable thermostats easier to use, however, the challenge of revising the specification to encompass ease of use in programmable thermostat design was beyond the scope of attainable agreement amongst the partners. To a large extent this is due to the pace of evolution of design in electronic and programmable thermostats. Overall, programmable thermostats have become easier to use and continue to evolve in this direction. Today programmable thermostat evolution is out-pacing their adoption and use by homeowners. When homeowners use programmable thermostats appropriately, studies document they achieve greater energy savings when they setback and, in turn, enjoy greater comfort. The data in the Energy Center of Wisconsin study shows overall energy savings achieved between manual setback and programmable setback at parity. Detail contained in the Wisconsin study shows users of programmable thermostats setback to a greater degree attaining greater savings than those who manually setback. In turn, the data also shows users of programmable thermostats enjoy more comfortable temperatures due solely to the convenience provided by their programmable thermostats. Data in the Wisconsin study shows those who manually setback, compromise to achieve energy savings parity by finding the middle ground in the levels of their comfort and setback temperatures. In other words those who manually setback do not setback to the same level because they must endure the recovery from their setback temperatures and the also sacrifice to a point the level of comfort of occupied temperatures.

White
Rodgers

February 27, 2006
Page Two

We feel the core message of a EnergyStar Thermostat educational campaign should be centered on satisfaction and comfort attained by proper use of electronic and/or programmable thermostats and the secondary message be targeted at attainable energy savings with proper temperature management. Most homeowners are aware that setting back their thermostats saves energy. An educational campaign increasing knowledge of setback savings among homeowners with mechanical thermostats will not significantly increase the practice of setbacks within this demographic. Whereas education campaign educating homeowners on proper temperature management and showing how it can be attained with little or no inconvenience is likely to be adopted in greater numbers than the known manual alternative. Daily manual manipulation in conjunction with a compromise in setback and comfort temperatures is viable only in attaining energy savings, but it is not the future practice of indoor temperature management to be adopted in mass.

Additionally, we feel including mechanical thermostats in the education campaign would send the wrong message. The future of increasing energy savings clearly rests with electronic and/or programmable thermostats new technologies, as well as engendering a behavioral change. Inclusion of mechanical thermostats in the education campaign today would promote a technology with a limited future and could slow the pace of adoption of newer technologies offering greater promise. We hope the educational message can be crafted and presented in a manner that promotes proper temperature management alongside the technologies of the future. Today's electronic programmable thermostats meet these criteria, they provide the user the ability to manually setback and also provide the means to enjoy greater savings and comfort by utilizing their automated programming capabilities.

Regards,



John Sartain
Marketing Manager

JS/ln