

March 18, 2003

Richard H. Karney, P.E.,
Manager, ENERGY STAR Program
Building Technologies Program
Department of Energy
Washington, DC 20585

Dear Richard:

The purpose of my correspondence is to discuss the three zone and four zone ENERGY STAR program and detail why our company supports the four zone proposal. Tempered Glass, Inc. manufactures insulating glass for the southeastern United States and has been in business since 1984. We currently purchase only pyrolytic low-e glass as we've not made the investment in furnace equipment to support the sputter coat low-e products. The cost of a new furnace is in excess of one million dollars and we can't justify this investment at this time just to run some of the new low-e products.

If the three zone criteria were to be adopted we would most likely be out of business in a few years. Also if the three zone criteria was adopted the glass manufacturers could not produce enough product to fulfill the demand. Those fabricators that currently have the ability would become a monopoly to the sputter coat low-e product being required forcing companies like ourselves out of business.

One of the existing glass manufacturers PPG, only offers their sputter coat low-e products through a small group of certified fabricators. When asked they have no desire of increasing the number of fabricators which again would restrict the ability of fabricators like ourselves to be competitive if we had the ability to fabricate their products.

Our industry requires a level playing field. As newer products are developed the fabrication industry will change but we need to be able to adjust over a longer time frame. My analogy would be the same as the automobile industry being required to adapt their automobiles to the use of hydrogen alternative fuels within a short time frame.

Tempered Glass, Inc. supports the four zone proposal as it will maintain a competitive market place for all types of high performance low-e glass products. We hope you understand our concerns and our support for adopting the four zone proposal.

Regards,

Douglas A. Sampsel
President

