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**Building Technologies Program**

# On-Line Bulk Purchasing Tool for ENERGY STAR Qualified CFLs

2005 National ENERGY STAR  
Lighting Partner Meeting

April 6, 2005

Las Vegas, NV

1-2 PM



# Agenda

- What is the Weatherization Assistance Program (WAP/Weatherization)?
- What is Weatherization Bulk Purchasing?
- Resources for Targeting this Market
- On-line Purchasing Tool



# What is Weatherization?

- Department of Energy program
- Works with states and local governments to enable low-income families to permanently reduce their energy bills by making their homes more energy efficient
- This country's longest running and perhaps most successful energy-efficiency program
- Over the last 27 years, WAP has provided weatherization services to more than 5.2 million low-income families
- Approximately 100,000 homes served each year



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Low-income households spend  
14% of their annual income on  
energy vs. 3.5% in other  
households.



# What is Weatherization Bulk Purchasing?

- Special incentives offered to Weatherization providers for the bulk quantity purchase of ENERGY STAR qualified products
- Links Weatherization providers and ENERGY STAR suppliers
- DOE provides information to both networks



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# Benefits to Weatherization Providers

- Provides turnkey solutions
- Lowers energy bills for homeowners
- Maximizes energy savings



# Benefits to ENERGY STAR Partners

- Promotes qualified products through another channel
- Increases the potential for additional sales through repeat purchases
- Assists low-income families by reducing their energy costs



# Refrigerators

- Started with refrigerators
- Running a refrigerator represents 9% of the annual energy budget of a typical low-income household
- ENERGY STAR qualified models use at least 15% less energy than required by current federal standards





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Weatherization agencies in Colorado, Ohio, Texas, California, Washington, West Virginia, Indiana, Michigan, Pennsylvania, Wisconsin, and Massachusetts are taking advantage of refrigerator bulk-purchasing opportunities.



# Impact

- Over 28,000 ENERGY STAR qualified refrigerators bulk purchased through the Weatherization initiative since 2002.
- Resulting in:
  - Over \$2M in savings to the low-income clients
  - \$770,000 in purchase price savings to Weatherization agencies



# Texas

- Over 7,000 refrigerators have been purchased for use in the Texas Weatherization Program.
- Approximately \$581,000 in savings to the low-income homeowners
- Approximately \$192,500 in purchase price savings to the agencies
  - That savings doesn't even account for operational and decommissioning cost avoidance.



# CFLs

- Low price product that offers instant kWh savings
- High product availability + wide variety of products
- Quick and easy installation for Weatherization crews



# CFL Market Potential

- 100,000 homes per year x 5 bulbs per home = 500,000 units
- Agencies can purchase products for other programs such as HUD
- Weatherization is a program that has strong community ties
- An energy-efficiency program – Weatherization providers don't need to be “sold” on the idea



# Resources for Targeting the Weatherization Market

- **On-line**
  - **[www.waptac.org/energystar](http://www.waptac.org/energystar)**
    - Information about qualified products
    - Comparison charts
    - 5 Step Checklist
    - Bulk Purchasing information
    - Upcoming tool
  - **[www.energystar.gov](http://www.energystar.gov)**
- **Brochures**
- **Conferences**



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# On-line Purchasing Tool

- Upcoming
- Tool to streamline ordering process and connect buyers and suppliers
- Testing/Feedback



## Welcome to the ENERGY STAR® Bulk Purchasing Tool!

This tool serves as a way to link Weatherization providers with ENERGY STAR partners offering bulk procurement arrangements.

[Suppliers can register](#) on the site to receive immediate information requests from purchasers. After corresponding with purchasers and providing requested information, a purchaser will contact a supplier in order to negotiate a contract.

[Purchasers can register](#) on the site to instantly contact suppliers of ENERGY STAR qualified products. Guidance is provided to assist purchasers in the Request For Information (RFI) process. After corresponding with a supplier and receiving requested information, the purchaser can choose to contact a supplier in order to negotiate a contract.

[www.waptac.org](http://www.waptac.org)

**Login**  
Username   
Password

Logged in as **Guest**



## Welcome to ENERGY STAR® Bulk Purchasing

The ENERGY STAR partners listed on this site have agreed to provide discounts to users for bulk purchases of ENERGY STAR qualified products.

You can use this Web site to initiate anonymous communication with these partners. This communication will hopefully result in your organization securing a written contract with one of our partners for the bulk purchase of ENERGY STAR qualified products.

### How does the process work?

1. Choose a product.
2. Complete and submit the product-specific questionnaire.
3. ENERGY STAR partners will be notified via email.
4. The partners will have the opportunity to respond to your request.
5. You will be notified via email when a partner responds to your request. All subsequent responses will be posted on this web site without email notification.
6. Log into this Web site and check your responses.
7. Decide whether or not to follow up with any of the partner responses.
8. Continue the communication via this Web site.

### Is this process anonymous?

This process is anonymous. When you post a bulk purchase request on this Web site, the request will not include your contact information. The partners will respond to your request via this Web site, so all communication will take place anonymously via this site.

We will post the city and state in which you are located. This is necessary to allow the partners to make a more informed response to your requests. After corresponding with a supplier and receiving all requested information, you can use a supplier's contact information to contact them to negotiate a contract.

[Submit a Bulk Purchase Request](#)

[Check Supplier Responses](#)

[View/edit Registration Information](#)



## ENERGY STAR® Bulk Purchasing Request Form

### Step 1: Choose a product from the list below

You can only select one product at a time. You will have the opportunity to request a quote for another product at the end of this process.

- ☒ ENERGY STAR Qualified CFLs
- ☐ ENERGY STAR Qualified Refrigerators

Next

## ENERGY STAR® Bulk Purchasing Request Form

### Step 2: Complete the Product Request Form

#### Bulk Purchase Request for ENERGY STAR Qualified CFLs

Please complete as many fields as possible with as accurate information as you can provide. Our partners will use this information to determine what type of bulk purchase contract they can offer your organization.

Note: required fields are marked with an asterisk (\*).

\* Request Name:

Please provide the following information to be sent to partners as part of your request.

#### 1. \* Model Type

Consider the possible lighting applications of the end-user when selecting an ENERGY STAR qualified CFL model type. Bare-spiral CFLs are most common and will fit most lighting applications. Bare-mini-spiral models are small enough to fit in most flush mounted ceiling fixtures and ceiling fans with light kits. Covered CFLs are better for specialty applications where the CFL is likely to be exposed. For instance, covered A-lines can be used in table lamps, hanging pendant lights, ceiling fans, or outdoor enclosed fixtures; covered globes are designed for use in bath bars or other decorative fixtures; covered reflectors are used in mostly recessed can fixtures. Make sure to review the manufacturer's information on the best application for the product you select.

- ☐ Bare-mini-spiral
- ☐ Bare-spiral
- ☐ Bare-twin Tube
- ☐ Bare-triple Tube
- ☐ Bare-quad Tube
- ☐ Bare-circline
- ☐ Covered A-line
- ☐ Covered Bullet
- ☐ Covered Candle (medium base only)
- ☐ Covered Globe
- ☐ Covered Reflector
- ☐ Covered Post



Bare-mini-spiral



Bare-spiral



Bare-twin Tube



Bare-triple Tube



Bare-quad Tube



Bare-circline



Covered A-line



Covered Bullet



Covered Candle



Covered Globe



Covered Reflector



Covered Post

## 2. Lumen Output

The best way to select an ENERGY STAR qualified CFL to replace an incandescent bulb is to compare the light emitted, or lumen output, of the products. This technique is used because comparing the wattage using a 3:1 or 4:1 ratio does not provide the full range of ENERGY STAR qualified CFLs that can meet your light output needs. For example, if you want to replace a 60-watt incandescent that has a light output of 800 lumens you may find ENERGY STAR qualified CFLs with lumen outputs of 800 lumens that range from 11 to 20 watts. A good rule of thumb is to always choose the ENERGY STAR qualified CFL with the light output you need, and then choose the product with the lowest wattage.

Use the Incandescent to ENERGY STAR Qualified CFL Equivalency Chart to select the proper minimum and maximum CFL lumen output to replace an incandescent bulb. NOTE: Limiting the range of lumen output will help to refine the results received from manufacturers.

Min  Max

**Incandescent to ENERGY STAR Qualified CFL Equivalency Chart**

Incandescent Wattage	Equivalent Qualified CFL Lumen Output (lumens)
40W	Minimum lumen output: 450
60W	Minimum lumen output: 800
75W	Minimum lumen output: 1100
100W	Minimum lumen output: 1600
150W	Minimum lumen output: 2600

## 3. Lifetime

ENERGY STAR qualified CFLs have a minimum lifetime requirement of 6,000 hours, but can have rated lifetimes up to 15,000 hours. Choose a lifetime range to receive a variety of products, or choose the same minimum and maximum value to identify a specific lifetime. See the ENERGY STAR Qualified CFL – Rated Lifetime Chart to estimate the lifetime of qualified CFLs.

Min  Max

**ENERGY STAR Qualified CFL – Rated Lifetime Chart**

ENERGY STAR Qualified CFL – Rated Lifetime	Residential Use in Number of Years (Based on 3 hours/day)
6,000 hours	5 years
8,000 hours	7 years
10,000 hours	9 years
12,000 hours	11 years
15,000 hours	13 years

## 4. Special Usage

Only use this option when looking for an ENERGY STAR qualified CFL to fulfill a specific lighting application. Selecting a specific application will limit the model type, wattage and lumen output available.

☐ 3-way

☐ Dimmable

12,000 hours	11 years
15,000 hours	13 years

#### 4. Special Usage

Only use this option when looking for an ENERGY STAR qualified CFL to fulfill a specific lighting application. Selecting a specific application will limit the model type, wattage and lumen output available.

- ☐ 3-way
- ☐ Dimmable
- ☐ Bug Lamp
- ☐ Table Lamp Use
- ☐ Torchiere Lamp Use
- ☐ Sconce
- ☐ Hanging Pendant Fixture
- ☐ Ceiling Mounted Fixture
- ☐ Recessed Can
- ☐ Ceiling Fan
- ☐ Decorative/Vanity Use
- ☐ Outdoor Floodlight
- ☐ Outdoor Enclosed Fixture (post lamp, porch fixture)

#### 5. Color Correlated Temperature (CCT)

Color Correlated Temperature is the perceived color of light. Many ENERGY STAR qualified CFLs have a color correlated temperature similar to soft white incandescent bulbs, 2700-3000K (Kelvin). ENERGY STAR qualified CFLs with a CCT above 3000K have a whiter or "cooler" light appearance, and a qualified CFL with a CCT outside 2700-3000K must label the CCT on the product packaging. Selecting a specific CCT will limit the number of products available. The CCT Chart to the right indicates lighting applications and light descriptions per Kelvin temperature.

- ☐ 2500 - 2700K
- ☐ 2700 - 3000K
- ☐ 3000 - 3500K
- ☐ 3500 - 4100K
- ☐ 4100 - 5000K
- ☐ 5000 - 6500K

CCT Chart		
Kelvin Temperature	Lighting Applications	Light Description
2500 - 2700K	Homes	Warm White
2700 - 3000K	Homes, Restaurants	Soft White
3000 - 3500K	Homes, Restaurants, Public Reception Areas	White
3500 - 4100K	Homes, Libraries, Public Areas, Offices	Cool White
4100 - 5000K	Homes, Offices, Classrooms, Retailers	Cool White
5000 - 6500K	Medical Facilities, Jewelers	Daylight

- ☐ 2500 - 2700K
- ☐ 2700 - 3000K
- ☐ 3000 - 3500K
- ☐ 3500 - 4100K
- ☐ 4100 - 5000K
- ☐ 5000 - 6500K

CCT Chart		
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3000 - 3500K	Homes, Restaurants, Public Reception Areas	White
3500 - 4100K	Homes, Libraries, Public Areas, Offices	Cool White
4100 - 5000K	Homes, Offices, Classrooms, Retailers	Cool White
5000 - 6500K	Medical Facilities, Jewelers	Daylight

6. Warranty

There is a minimum two year warranty for ENERGY STAR qualified residential use lighting products.

- ☐ 2 years ☐ Greater than 2 years ☒ No Preference

7. \* Estimated Order Quantity

8. Responses Due By (mm/dd/yy)

9. Additional Comments/Questions (Suggested Contractual Language)

NOTE: We will provide our partners with the city and state in which you are located. This is necessary to allow them to make a more informed response to your request.

Submit



## ENERGY STAR® Bulk Purchasing Requests

Date	Request Name	Type
2/4/2005	<a href="#">CFLs 1</a>	CFL
2/4/2005	<a href="#">Ref 1</a>	Refrigerator
3/8/2005	<a href="#">One</a>	CFL
3/8/2005	<a href="#">One</a>	CFL
3/8/2005	<a href="#">One</a>	Refrigerator
3/8/2005	<a href="#">CFLs 12</a>	CFL
3/9/2005	<a href="#">RO CALL</a>	CFL
3/9/2005	<a href="#">RO CALL 2</a>	Refrigerator
3/10/2005	<a href="#">NYSERDA Test #1</a>	CFL
3/10/2005	<a href="#">NYSERDA Test #2</a>	Refrigerator
3/14/2005	<a href="#">Staci</a>	CFL
3/15/2005	<a href="#">TestRequest</a>	CFL
3/21/2005	<a href="#">Bill test</a>	Refrigerator
3/24/2005	<a href="#">cfl team test</a>	CFL
3/24/2005	<a href="#">contractual language</a>	CFL
3/28/2005	<a href="#">One</a>	CFL

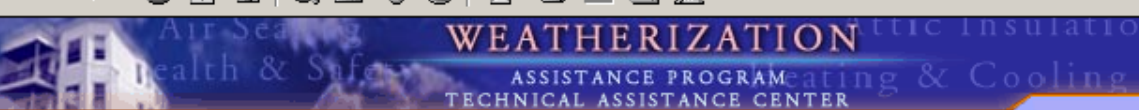


ENERGY STAR® Qualified CFL request "cfl team test" to supplier "Testing INC"

Message from Purchaser	3/24/2005 4:42:26 PM
<p>1. * Model Type Bare-mini-spiral</p> <p>2. Lumen Output 450 - 1599</p> <p>3. Lifetime 6000 - 6000</p> <p>4. Special Usage</p> <p>5. Color Correlated Temperature (CCT) 2700 - 3000K</p> <p>6. Warranty 2 years</p> <p>7. * Estimated Order Quantity 500</p> <p>8. Responses Due By (mm/dd/yy) 4/15/2005</p> <p>9. Additional Comments/Questions</p>	

Message from Supplier	3/24/2005 4:55:53 PM
<p>1. Product specifications that cannot be accommodated listed with comparable specification alternatives and any necessary explanation: no</p> <p>2. Estimated price quote (if one can be provided at this time): \$3/CFL</p> <p>3. Shipments can be provided in quantities of: 500</p> <p>4. Units can be delivered directly to location of the final use: No</p>	





## Welcome to ENERGY STAR® Bulk Purchasing

This Web site has been established to allow users to submit bulk purchase requests, and allow you to respond to these requests.

### How does this process work?

1. The purchasers complete a standard bulk purchase request form and submit it to this Web site. You will be notified via email that a new request has been posted.
2. Log into this Web site and check the purchaser requests.
3. Choose to reply to a request and complete the standardized response form.
4. Your response will be posted on this Web site for the purchaser to review.
5. The purchaser will receive email notification that a partner has sent them a response. All subsequent responses will be posted on this web site without email notification.
6. The purchaser will log into this Web site and check their responses.
7. The purchaser will be able to respond to you via this Web site, or they may choose to respond to you directly.

### Is this process anonymous?

The purchasers will supply their contact information when they register with this Web site, but only the city and state in which they are located will be included in the information posted with their request.

Your contact information will be sent to a purchaser if you choose to respond to a request. This will allow the user to contact you directly to continue bulk purchasing contract discussions. However, the user may choose to continue to respond anonymously via this Web site.

[View Purchaser Requests](#)

[View/edit Registration Information](#)

[Bulk Purchasing Homepage](#) [Supplier Homepage](#) [www.waptac.org](http://www.waptac.org)

Logged in as **sell** [Log Out](#)

## ENERGY STAR® Bulk Purchasing Requests

Received	Type	Request Name	Purchaser City	Status
2/4/2005	CFL	<a href="#">Happy CFL Request</a>	p,	New Message from Purchaser
2/4/2005	Refrigerator	<a href="#">Happy Fridge Request</a>	p,	New Message from Purchaser
2/4/2005	CFL	<a href="#">CFLs 1</a>	Silver Sprung, MD	New Message from Purchaser
2/4/2005	Refrigerator	<a href="#">Ref 1</a>	Silver Sprung, MD	New Message from Purchaser
3/8/2005	CFL	<a href="#">One</a>	Silver Sprung, MD	Deactivated by Supplier
3/8/2005	CFL	<a href="#">One</a>	Silver Sprung, MD	New Message from Purchaser
3/8/2005	Refrigerator	<a href="#">One</a>	Silver Sprung, MD	New Message from Purchaser
3/8/2005	CFL	<a href="#">CFLS 12</a>	Silver Sprung, MD	New Message from Purchaser
3/9/2005	CFL	<a href="#">RO CALL</a>	Silver Sprung, MD	New Message from Supplier
3/9/2005	Refrigerator	<a href="#">RO CALL 2</a>	Silver Sprung, MD	New Message from Supplier
3/10/2005	CFL	<a href="#">NYSERDA Test #1</a>	Silver Sprung, MD	Deactivated by Supplier
3/10/2005	Refrigerator	<a href="#">NYSERDA Test #2</a>	Silver Sprung, MD	New Message from Purchaser
3/14/2005	CFL	<a href="#">Staci</a>	Silver Sprung, MD	New Message from Purchaser
3/15/2005	CFL	<a href="#">TestRequest</a>	Silver Sprung, MD	New Message from Purchaser
3/21/2005	Refrigerator	<a href="#">Bill test</a>	Silver Sprung, MD	New Message from Purchaser
3/24/2005	CFL	<a href="#">cfl team test</a>	Silver Sprung, MD	Deactivated by Purchaser
3/24/2005	CFL	<a href="#">contractual language</a>	Silver Sprung, MD	Deactivated by Supplier
3/28/2005	CFL	<a href="#">One</a>	Silver Sprung, MD	New Message from Purchaser
3/30/2005	Refrigerator	<a href="#">CRO Call</a>	Silver Sprung, MD	New Message from Purchaser
3/30/2005	Refrigerator	<a href="#">Johns Fridge</a>	Silver Sprung, MD	New Message from Purchaser
3/30/2005	Refrigerator	<a href="#">crocall</a>	Silver Sprung, MD	New Message from Purchaser
3/30/2005	Refrigerator	<a href="#">Jane Doe</a>	Silver Sprung, MD	New Message from Purchaser
3/30/2005	Refrigerator	<a href="#">Test</a>	Silver Sprung, MD	New Message from Purchaser
3/30/2005	Refrigerator	<a href="#">CRO Call</a>	Silver Sprung, MD	New Message from Purchaser
3/30/2005	Refrigerator	<a href="#">cro call</a>	Silver Sprung, MD	New Message from Purchaser
3/30/2005	Refrigerator	<a href="#">mwro cal</a>	Silver Sprung, MD	New Message from Purchaser
3/30/2005	Refrigerator	<a href="#">Wisconsin-test</a>	Silver Sprung, MD	New Message from Purchaser
3/30/2005	Refrigerator	<a href="#">wi</a>	Silver Sprung, MD	New Message from Purchaser



ENERGY STAR® Qualified CFL request "CFLs 1" from purchaser in Silver Sprung, MD

Message from Purchaser 2/4/2005 3:26:10 PM

1. * Model Type Bare-mini-spiral
2. Lumen Output 450 - 799
3. Lifetime 6000 - 6000
4. Special Usage 3-way, Dimmable
5. Color Correlated Temperature (CCT) 2500 - 2700K
6. Warranty 2 years
7. * Estimated Order Quantity 500
8. Responses Due By (mm/dd/yy) 02/07/05
9. Additional Comments/Questions nononononono

Please provide the following information to be sent back to the requesting user.

<b>1. Product specifications that cannot be accommodated listed with comparable specification alternatives and any necessary explanation:</b> <div style="border: 1px solid black; height: 100px; width: 100%;"></div>
<b>2. Estimated price quote (if one can be provided at this time):</b>

Please provide the following information to be sent back to the requesting user.

1. Product specifications that cannot be accommodated listed with comparable specification alternatives and any necessary explanation:

2. Estimated price quote (if one can be provided at this time):

3. Shipments can be provided in quantities of:

4. Units can be delivered directly to location of the final use:

☐ Yes ☐ No

5. Additional Comments/Questions

Submit

Mark as Read / No Response

ENERGY STAR® Qualified CFL request "RO CALL" from purchaser in Silver Sprung, MD

Message from Purchaser	3/9/2005 1:37:51 PM
<p>1. * Model Type Bare-mini-spiral</p> <p>2. Lumen Output 450 - 799</p> <p>3. Lifetime 6000 - 8000</p> <p>4. Special Usage 3-way</p> <p>5. Color Correlated Temperature (CCT) 2500 - 2700K</p> <p>6. Warranty 2 years</p> <p>7. * Estimated Order Quantity 150</p> <p>8. Responses Due By (mm/dd/yy) 5/3/05</p> <p>9. Additional Comments/Questions This is a test for DOE RO call.</p>	

Message from Supplier	3/9/2005 1:39:33 PM
<p>1. Product specifications that cannot be accommodated listed with comparable specification alternatives and any necessary explanation: Can accommodate all requests.</p> <p>2. Estimated price quote (if one can be provided at this time): \$xxx</p> <p>3. Shipments can be provided in quantities of: 1</p> <p>4. Units can be delivered directly to location of the final use: Yes</p>	

3-way

5. Color Correlated Temperature (CCT)  
2500 - 2700K

6. Warranty  
2 years

7. \* Estimated Order Quantity  
150

8. Responses Due By (mm/dd/yy)  
5/3/05

9. Additional Comments/Questions  
This is a test for DOE RO call.

Message from Supplier

3/9/2005 1:39:33 PM

1. Product specifications that cannot be accommodated listed with comparable specification alternatives and any necessary explanation:  
Can accommodate all requests.

2. Estimated price quote (if one can be provided at this time):  
\$xxx

3. Shipments can be provided in quantities of:  
1

4. Units can be delivered directly to location of the final use:  
Yes

5. Additional Comments/Questions  
This is a test.

Please enter your comments below.

Submit

Mark as Read / No Response



# Feedback

- Experiences with affordable housing providers or Weatherization agencies
  - Comments or advice on working with this market
- Comments about on-line tool
  - Would it increase/streamline your business?



# Contact Information

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