



New Jersey's Clean Energy Program Residential CFL Impact Evaluation and Protocol Review

ENERGY STAR® Products Program - Lighting



FINAL

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1. Executive Summary

The New Jersey Board of Public Utilities' Office of Clean Energy provides New Jersey's Clean Energy Program (NJCEP). Administered through NJCEP, the ENERGY STAR® Products Programs¹ provided incentives for four types of consumer products: compact fluorescent lamps (CFLs; 2003-2005), Room Air Conditioners (2003-2006), Clothes Washers (2005), and a Programmable Thermostat Pilot (2005). To calculate savings for these installations, the Programs use the "New Jersey Clean Energy Program Protocols to Measure Resource Savings" (Protocols)².

KEMA was contracted to conduct a New Jersey residential CFL impact evaluation and a review of the energy savings calculation protocols used for assessing CFL installations. The KEMA evaluation covers program years 2003-2005. The CFL ENERGY STAR Products Program component, which accounts for 6.7 percent of total NJCEP tracked savings and 1.4 percent of committed expenditures³, involved a buy down of retailer purchase costs from CFL suppliers (through an RFP issued to manufacturers). Because the program incentives were delivered upstream (that is, to suppliers rather than directly to consumers), program records include information on the total number of program-discounted CFLs purchased by the major retailers participating in the program. There is however, no information on how many bulbs were actually sold by each retailer and no information on to whom the bulbs were sold.

This report has two primary functions:

1. To offer recommendations for revisions to the savings calculation Protocols so that going forward, the calculations using these Protocols provide more accurate statements of savings accomplishments; and
2. To provide a retrospective assessment of program accomplishment as part of a due-diligence review of past utility program effectiveness on behalf of ratepayers.

¹ During the evaluation period (2001-2006) this program changed names several times (e.g. ENERGY STAR Products, Residential ENERGY STAR Lighting Program). This evaluation report focuses on NJCEP's upstream CFL initiative.

² *New Jersey's Clean Energy Program, Protocols to Measure Resource Savings, Revisions to September 2004 Protocols*, December 2007.

³ Percents based on program year 2005 activities reported in the NJCEP annual financial report.

The second function is addressed with an ex-post impact evaluation. The ex-post impact evaluation was designed to support potential Protocol revisions as mandated by the first function. The impact evaluation focuses on the measures that generated the majority of the savings for the programs. The results produced by this impact evaluation provide key revisions to important Protocol equations. In addition to the direct impact evaluation input, KEMA engineers performed a review of Protocol equations and the recommended inputs.

1.1 Protocol Review

The ENERGY STAR CFLs measure is a subset of the Residential ENERGY STAR Lighting Program. The Residential CFL Protocol is related to the Protocol for the Residential Low Income Program's Efficient Lighting measure. The two measures use the same algorithm, though the values entered are different. Upon evaluating the Protocols used to calculate savings from installation of screw-in ENERGY STAR CFLs, it was apparent that some of the original assumptions and variable terms used could be improved to reflect more accurate statements of savings accomplishments.

The existing Protocols, equations and input variables, are shown below.

$$\text{Electricity Impact (kWh)} = \left(\frac{CFL_{\text{watts}}}{1000} \right) * CFL_{\text{hours}} * 365 * ISR_{CFL}$$

$$\text{Peak Demand Impact (kW)} = (CFL_{\text{watts}}) * \text{Light CF}$$

Where:

CFL_{watts} = Average difference in watts between baseline and ENERGY STAR CFL

CFL_{hours} = Average hours of use per day per CFL

ISR_{CFL} = In-service rate

Light CF = Coincidence Factor for lighting.

**Table 1-1
Original Algorithm Input Values**

Variable	Type	Value
CFL _{watts}	Fixed	48.7 ⁴
CFL _{hours}	Fixed	3.4 ⁵
ISR _{CFL}	Fixed	84% ⁶
Light CF	Fixed	5% ⁷

Upon conducting a review of other program protocols and CFL studies used by other programs, we recommend changes that will:

- Create consistency between this current evaluation and past studies;
- Simplify comparisons between measures reducing confusion; and
- Update algorithmic inputs to reflect more accurate data and therefore more accurate assumptions about energy usage.

Our recommendations are as follows:

1. Change the terms “Energy Impact” to “kWh Savings,” “Peak Demand Impact” to “kW Savings,” “Light CF” to “CF,” and “CFL_{watts}” to “ΔW” to remain consistent with the rest of New Jersey Protocols;
2. Correct the error in the algorithm for kW Savings (Peak Demand Impact) by dividing by 1000 to convert Watts to kilo-Watts (kW).

⁴ Market Research, “Impact Evaluation of the Massachusetts, Rhode Island and Vermont 2003 Residential Lighting Programs”, Final Report, October 1, 2004, p. 43 (Table 4-9)

⁵ Ibid., p. 104 (Table 9-7). This table adjusts for differences between logged sample and the much larger telephone survey sample and should, therefore, have less bias.

⁶ Ibid., p. 42 (Table 4-7). These values reflect both actual installations and the % of units planned to be installed within a year from the logged sample. The logged % is used because the adjusted values (i.e. to account for differences between logging and telephone survey samples) were not available for both installs and planned installs. However, this seems appropriate because the % actual installed in the logged sample from this table is essentially identical to the % after adjusting for differences between the logged group and the telephone sample (p. 100, Table 9-3).

⁷ RLW Analytics, “Development of Common Demand Impacts for Energy Efficiency Measures/Programs for the ISO Forward Capacity Market (FCM)”, prepared for the New England State Program Working Group (SPWG), March 25, 2007, p. IV.

3. Compare the variables ΔW (CFL_{watts}), ISR_{CFL} , and CF to other, more recent studies and updated appropriately, while the variable CFL_{hours} should be revised based on metered data from more recent studies.
4. Use the ΔW values from the most recent New Jersey study, as they align with industry trends in other states and are derived from New Jersey data.
5. Use CF value based on the 2007 New England Study⁸ and adjusted for the New Jersey peak period.

Given these recommendations, the algorithms and their inputs are updated as follows:

$$kWh\ Savings = \left(\frac{\Delta W}{1000} \right) * CFL_{hours} * 365 * ISR_{CFL}$$

$$kW\ Savings = \left(\frac{\Delta W}{1000} \right) * CF$$

Where:

ΔW = Average difference in watts between baseline and ENERGY STAR CFL

CFL_{hours} = Average hours of use per day per CFL

ISR_{CFL} = In-service rate

CF = Coincidence Factor.

Table 1-2
Updated Algorithm Input Values

Variable	Type	Value	Source
ΔW	Fixed	48.5	2009 New Jersey CFL Study
CFL_{hours}	Fixed	2.8	2009 New England Study
ISR_{CFL}	Fixed	83.4%	2009 New Jersey CFL Study
CF	Fixed	9.9%	2007 New England Metering Study

⁸ Ibid.

1.2 Ex-Post Impact Evaluation

The methodology used to conduct the ex-post impact evaluation involved a number of interdependent tasks including calculating gross energy and peak demand savings (gross impacts); upstream measurements of free ridership; an examination of potential spillover effects; and measurements of net savings. Using the revised algorithm inputs and assumptions described above, these measurements relied upon primary and secondary data including New Jersey consumer telephone surveys, program and non-program sales data elicited from retail and manufacturer through telephone surveys, CFL Program tracking data, reliable and applicable proxy meter data from a previous study (2009 New England Study), and Protocol algorithm values consistent with past studies from residential CFL programs in other states.

Among purchasers, the CFL customer survey was tailored to estimate gross and net program impacts as well as understand New Jersey resident CFL awareness, purchasing incidence and behavior, and non-purchaser behavior. Additionally, the survey examined future CFL purchase potential and barriers, tracked CFL purchase locations and installation by room-type, and explored incidences of stockpiling and storage, and CFL installation expansion potential and barriers.

Gross impact calculations involved:

- a) Determination of the number of 2003-2005 ENERGY STAR Products Program CFLs;
- b) Calculation of displaced wattage;
- c) Determination of estimated installed Program CFL usage per day; and
- d) Estimation of Program CFL in-service rate.

Free ridership⁹ estimates were based on telephone interviews conducted with retailers and manufacturers regarding their program and non-program sales. A free ridership fraction for each manufacturer was given a weight according to the volume of 2004-2005 program CFLs sold

⁹ Program attribution is another term used to describe the influence of the program on a program participant's decision to make energy efficiency improvements. In this report program attribution would be calculated as 1 – Free Ridership.

through the program by each participating retailer and a weighted average free ridership fraction computed.

Spillover was qualitatively assessed to capture potential dynamics associated with the market. Finally, program-level net savings were calculated by averaging chain-level free ridership estimates, weighting these estimates by the volume of program-discounted CFLs sold by each retailer, and combining 2004 and 2005 annual free ridership estimates. A program-level net-to-gross ratio was determined using the following formula:

$$1 - \text{Program-Level Free ridership} = \text{Net-to-Gross Ratio}$$

1.3 Results

1.3.1 Surveys and Interviews

Evaluators conducted interviews with manufacturers and retail chain representatives representing more than 90 percent of total program CFL sales in New Jersey between 2004 and 2005. Evaluators successfully completed a total of 409 consumer surveys, of which at least 100 consumers purchased CFLs between 2003 and 2005. Additionally, we also conducted 112 surveys of consumers who had purchased CFLs that were not subsidized by New Jersey's Change-a-Light program.

1.3.2 Gross Impacts

We estimated annual gross energy and demand savings for 2004 and 2005 (Table 1-3). As shown in the table below, we estimated gross energy savings for the two-year program at about 129,000 MWh and gross peak demand savings at 12.5 MW. Data sources for the key impact parameters are shown in Table 1-4.

**Table 1-3
Gross Energy and Peak Demand Savings, 2004-2005**

Gross Savings	Program Year		Overall
	2004	2005	
Energy (MWh)	78,175	51,230	129,405
Peak Demand (MW)	7.6	5.0	12.5

**Table 1-4
Key Impact Parameters and Sources**

Parameter	Source
1. Number of CFLs	Program records
2. Displaced Wattage (Watts)	Computer-Assisted Telephone Interviewing (CATI) Surveys with residential customers
3. Hours of Use per Day	2009 New England Study
4. CFL In-Service Rate (installation rate)	CATI Surveys with residential customers

1.3.3 Spillover

The following are general observations made by manufacturers in the “Change-a-Light” program. They qualitatively reflect program spillover.

- Almost all manufacturers mentioned observing an increasing variety of CFLs widely available in stores and that consumers and retailers have grown more accustomed to the types that were discounted by the program. This is especially true in the Hardware, “Do It Yourself” (DIY) and Big Box retail channels, but greater variety is also seen in nontraditional CFL markets in the last two years, such as convenience stores.
- New Jersey’s Change-a-Light program is given credit for helping to expand the market for CFLs to newer market channels. Several manufacturers explained that as sales growth from traditional outlets is slowing, they have begun expanding into nontraditional outlets such as supermarkets, drug stores and ethnic markets. Sales representatives are finding it easier to move into these channels and credit this program with having educated the retail buyers, making them more receptive to increasing the range and exposure of CFLs in their stores.
- Manufacturers that sell to discount stores (such as dollar stores) report that they see zero spillover – dollar stores will only stock CFLs that they can sell for a dollar (which is currently possible only when there is a discount). Similar effects are reported by other manufacturers that sell to the low-end retailers. One respondent said that rather than market transformation or spillover, he perceived only robust price elasticity for CFLs that has remained unchanged among consumers over the last few years. That is, this representative indicated that consumers weren’t changing their behavior, rather they were simply responding to price.

1.3.4 Free ridership

Free ridership results are shown in Table 1-5. As shown, the overall program-level freeridership estimate is 15.4 percent.

**Table 1-5
Freeridership Estimate (Weighted by Number of Program CFLs), 2004 and 2005**

Program Year	Weighted Results	
	Estimated Freeridership	Std Err
2004	14.4%	±5.3%
2005	16.4%	±5.0%
Overall	15.4%	±5.5%

1.3.5 Net Impacts

After applying annual free ridership estimates to the annual gross savings estimates for 2004 and 2005 separately and adding the resultant savings across program years, net energy savings for the two-year program are approximately 110,000 MWh and net peak demand savings are 10.6 MW, as shown in Table 1-6.

**Table 1-6
Gross and Net Energy and Peak Demand Savings, 2004-2005
(does not include Spillover)**

Gross Savings	Program Year		Overall
	2004	2005	
Energy (MWh)	78,175	51,230	129,405
Peak Demand (MW)	7.6	5.0	12.5
Net Savings			
Energy (MWh)	66,918	42,829	109,746
Peak Demand (MW)	6.5	4.1	10.6

2. Introduction

This report provides an evaluation of New Jersey's Clean Energy Program's ENERGY STAR Products Programs which provide incentives for four types of consumer products. The programs calculate savings for these installations using the "New Jersey Clean Energy Program Protocols to Measure Resource Savings" (Protocols)¹⁰. The KEMA evaluation covers program years 2003 through 2005.

This report has two functions:

1. To offer recommendations for revisions of the savings calculation Protocols so that going forward, the calculations using these Protocols provide more accurate statements of savings accomplishments; and
2. To provide a retrospective assessment of program accomplishment as part of a due diligence review of past utility program effectiveness on behalf of ratepayers.

The second function is addressed with an ex-post impact evaluation. The ex-post impact evaluation was designed to support potential Protocol revisions as mandated by the first function. The impact evaluation focuses on the measures that generated the majority of the savings for the programs. The results produced by this impact evaluation provide key revisions to important Protocol equations. In addition to the direct impact evaluation input, KEMA engineers performed a review of Protocol equations and the recommended inputs.

2.1 Program Overview

The ENERGY STAR Products¹¹ program involved four products: CFLs (2003-2005), Room Air Conditioners (2003-2006), Clothes Washers (2005), and a Programmable Thermostat Pilot (2005). This evaluation focuses on the lighting component of the Products program (called the "Change-a-Light Program"), which involved a buydown of retailer purchase costs from CFL

¹⁰ *New Jersey's Clean Energy Program, Protocols to Measure Resource Savings*, Revisions to September 2004 Protocols, December 2007.

¹¹ During the evaluation period (2001-2006) this program changed names several times (e.g. ENERGY STAR Products, Residential ENERGY STAR Lighting Program). This evaluation report focuses on NJCEP's upstream CFL initiative.

suppliers (through an RFP issued to manufacturers). Because the program incentives were delivered upstream (that is, to suppliers rather than directly to consumers), program records include information on the total number of program-discounted CFLs purchased by the major retailers participating in the program. However, there is no information on how many bulbs were actually sold by each retailer and no information regarding to whom the bulbs were sold.

Table 2-1 provides a summary of the ENERGY STAR Products Program's overall budget, program expenditures, and tracked savings over the past six years. The lighting component of the ENERGY STAR Products Program accounts for 6.7 percent of total tracked electric savings, and 1.4 percent of committed expenditures¹².

Table 2-1¹³
ENERGY STAR Products Program Summary from 2001-2006

ENERGY STAR Products						
	2001	2002	2003	2004	2005	2006
Program Budget (in 000's of \$)	\$1,661	\$7,533	\$7,305	\$10,023	\$6,830	\$7,714
Actual Expenditures (in 000's of \$)	\$713	\$2,803	\$6,305	\$8,449	\$5,973	\$3,366
Participants	18,500	520	1,530,488	2,054,000	1,280,652	29,586
Tracked KW Savings	93	0	5,086	6,530	4,884	567
Tracked MWh Savings	2,037	0	63,062	97,324	63,509	544
Tracked Dtherms Savings	0	0	0	0	0	108

2.2 Report Organization

Section 3 of this report is a review of the current 2007 Protocols. This review is developed from an engineering perspective using KEMA expertise and secondary sources. It also includes the recommendations based on the ex-post impact evaluation.

The remainder of the report presents the ex-post impact evaluation. Section 4 provides an overview of the evaluation process and a review of the methods employed for the impact evaluation. Section 5 describes the CFL purchaser telephone survey, and Section 6 provides the results from the ex-post impact estimates reflecting the success of the programs during the years 2003-2005.

¹² Percents based on program year 2005 activities reported in the NJCEP annual financial report.

¹³ New Jersey Clean Energy Program. *New Jersey's Clean Energy Program Report submitted to the New Jersey Board of Public Utilities*. Reports from 2001-2006.

3. Review of Protocols

The ENERGY STAR CFL bulbs measure is a subset of the Residential ENERGY STAR Lighting Program. The Residential CFL Protocol is related to the Protocol for the Residential Low Income Program's Efficient Lighting measure. The two measures use the same algorithm, though the values entered are different.

3.1 Overview of Existing Protocol

This section includes an overview and a review of the protocol itself, the algorithms, and the inputs.

3.1.1 Overview of Protocol

Savings from installation of screw-in ENERGY STAR CFLs are based on a straightforward algorithm that calculates the difference between existing and new wattage, and the average daily hours of usage for the lighting unit being replaced. An in-service rate (ISR) is used to reflect the fact that not all lighting products purchased are actually installed. Table 3-1 shows the original algorithm input values.

ENERGY STAR CFL Bulbs

$$\text{Electricity Impact (kWh)} = \left(\frac{\text{CFL}_{\text{watts}}}{1000} \right) * \text{CFL}_{\text{hours}} * 365 * \text{ISR}_{\text{CFL}} \quad \text{Equation 1}$$

$$\text{Peak Demand Impact (kW)} = (\text{CFL}_{\text{watts}}) * \text{Light CF} \quad \text{Equation 2}$$

Where:

$\text{CFL}_{\text{watts}}$ = Average difference in watts between baseline and ENERGY STAR CFL

$\text{CFL}_{\text{hours}}$ = Average hours of use per day per CFL

ISR_{CFL} = In-service rate

Light CF = Coincidence Factor for lighting.

Table 3-1
Original Algorithm Input Variables

Variable	Type	Value
CFL _{watts}	Fixed	48.7 ¹⁴
CFL _{hours}	Fixed	3.4 ¹⁵
ISR _{CFL}	Fixed	84% ¹⁶
Light CF	Fixed	5% ¹⁷

3.1.2 Review of Protocol

We recommend some renaming of terms, to match terms used elsewhere in the Protocols. We recommend changing the terms “Energy Impact” to “kWh Savings,” “Peak Demand Impact” to “kW Savings,” “Light CF” to “CF,” and “CFL_{watts}” to “ ΔW .” These changes would simplify comparisons between measures and avoid confusion.

The algorithm for kW Savings (Peak Demand Impact) has an error, and should be divided by 1000 to convert watts to kilo-watts (kW).

¹⁴ Market Research, “Impact Evaluation of the Massachusetts, Rhode Island and Vermont 2003 Residential Lighting Programs”, Final Report, October 1, 2004, p. 43 (Table 4-9)

¹⁵ Ibid., p. 104 (Table 9-7). This table adjusts for differences between logged sample and the much larger telephone survey sample and should, therefore, have less bias.

¹⁶ Ibid., p. 42 (Table 4-7). These values reflect both actual installations and the % of units planned to be installed within a year from the logged sample. The logged % is used because the adjusted values (i.e. to account for differences between logging and telephone survey samples) were not available for both installs and planned installs. However, this seems appropriate because the % actual installed in the logged sample from this table is essentially identical to the % after adjusting for differences between the logged group and the telephone sample (p. 100, Table 9-3).

¹⁷ RLW Analytics, “Development of Common Demand Impacts for Energy Efficiency Measures/Programs for the ISO Forward Capacity Market (FCM)”, prepared for the New England State Program Working Group (SPWG), March 25, 2007, p. IV.

Making these changes would result in the following equations:

$$kWh\ Savings = \left(\frac{\Delta W}{1000} \right) * CFL_{hours} * 365 * ISR_{CFL} \quad \text{Equation 3}$$

$$kW\ Savings = \left(\frac{\Delta W}{1000} \right) * CF \quad \text{Equation 4}$$

Following is a discussion of the values used in the equations:

ΔW (CFL_{watts}) – This value is based on a market research study done in New England in 2004. The value is reasonable; though it should be compared to other more recent studies (see section 3.2 below).

CFL_{hours} – This value is based on a market research study done in New England in 2004. This value is used is based on telephone self-reports, which have been consistently proven to be inaccurate compared to metered data (the same report this value was taken from mentions the fact). We recommend revising this value based on metered data and more recent studies (see section 3.2 below).

ISR_{CFL} – This value is based on a market research study done in New England in 2004. The value includes those bulbs which were not installed at the time of the survey, but which customers indicated would be installed in the next year. This value is reasonable; though it should be compared to other more recent studies (see section 3.2 below).

CF (*Light CF*) – This value should probably be renamed to just “CF” to match other protocols. This value claims to be based on a coincident factor study done in New England in 2007. However, the value chosen does not appear in the cited report. We recommend revising this value to match data reported in this report (see section 3.2 below).

3.2 Review of Industry Practice

This section includes a review of studies done on CFL use by other programs.

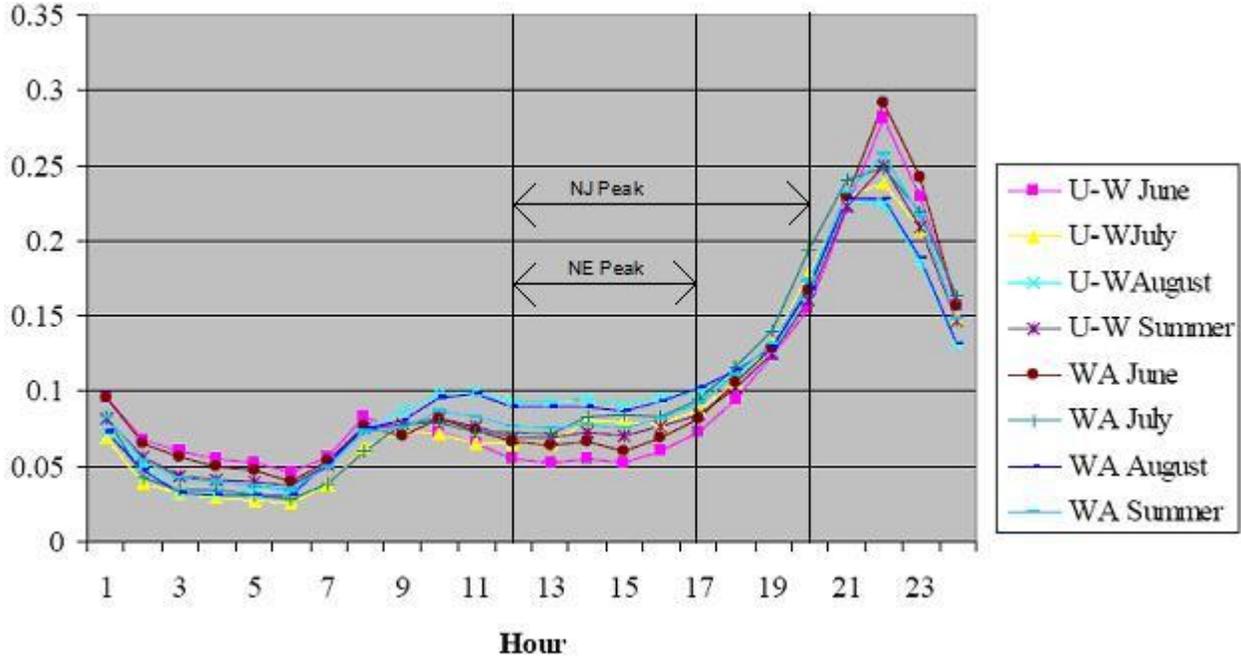
3.2.1 Impact Evaluation of the Massachusetts, Rhode Island, and Vermont 2003 Residential Lighting Programs – by Nexus Market Research and RLW Analytics, 2004

This study is cited in the current New Jersey Protocol for several values. This evaluation included telephone surveys and on-site metering data. The values used by the program from this survey are appropriate except for the hours of use (CFL_{hours}) value. The program used the value from telephone surveys (3.4 hours/day), which have been proven to be inaccurate. The metered data suggests an hours of use value of 2.6 hours/day, which is in line with what other programs report.

3.2.2 Coincidence Factor Study - Residential and Commercial & Industrial Lighting Measures for the New England State Program Working Group – by RLW Analytics, 2007

This study is cited in the current New Jersey Protocol for the value of lighting coincidence factor (CF). However, the value that the program uses is not found in this study. In addition, the peak demand period used in this study (1-5pm weekdays, June-August) is different from that used in New Jersey (12-8pm weekdays, June-August). This greatly skews the value of CF, as residential lighting is used more heavily in the evening, as shown in Figure 3-1 below.

**Figure 3-1
Peak Summer Usage CF Values from RLW Study**



The values shown below in Table 3-2 are gathered from Figure 3-1 above. It shows the difference in CF when measured over the 12-8pm period (as in New Jersey) and the 1-5pm period (as in New England). Based on this table, a CF value of 9.9 percent (0.099) would be more appropriate than the current value of 5 percent.

**Table 3-2
Hourly Breakdown from RLW Study**

Hour	12	1	2	3	4	5	6	7	8
CF	0.080	0.080	0.080	0.080	0.085	0.095	0.115	0.130	0.175
				1-5pm Avg:		0.083	12-8pm Avg:		0.099

3.2.3 CFL Metering Study Final Report – by KEMA, 2005

This study presents a thorough analysis of CFL usage during peak periods. It is primarily based on metered data, and so is more accurate than self-reported data, especially for hours of use. A larger, more comprehensive study is currently underway, and the findings should be reviewed for consideration in future Protocol reviews.

Figure 3-2 below shows the CF values from this study in graphical format.

**Figure 3-2
Peak Summer CF Values from California Study**

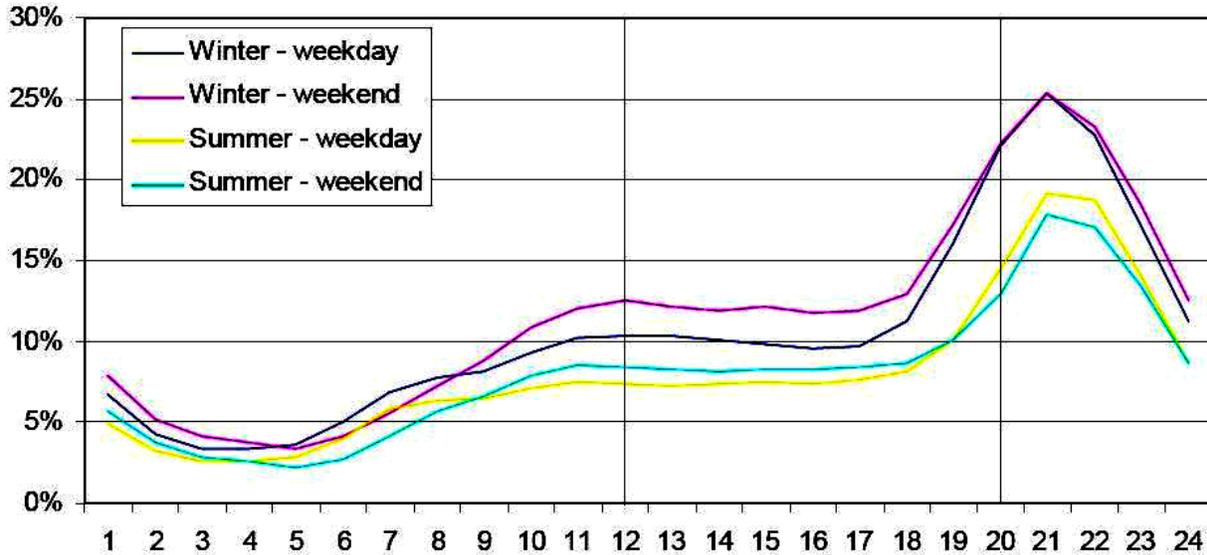


Table 3-3 below shows the numeric values from Figure 3-2 between 12-8pm. The average over New Jersey’s peak demand period results in a CF value of 8.4 percent (0.084), which is higher than the 5 percent currently used by New Jersey but lower than the value reported by the aforementioned RLW study.

**Table 3-3
Hourly Breakdown from California Study**

Hour	12	1	2	3	4	5	6	7	8
CF	0.08	0.08	0.08	0.08	0.08	0.08	0.08	0.11	0.15
12-8pm Avg:									0.084

The values given in the California study are shown below in Table 3-4. The California study did not include a baseline study, and so did not make any determinations about the difference in wattage (ΔW). The CFL_{hours} value is less than currently used by New Jersey (3.4 hour/day), but closer to that that found by the 2004 and 2009 New England studies (2.6 hours/day from the 2004 study, and 2.8 hours/day from the 2009 study, see below). The ISR_{CFL} value is very close to that used by New Jersey.

**Table 3-4
California Study CFL Values**

Variable	Type	Value
CFL _{hours}	Fixed	2.28
ISR _{CFL}	Fixed	80%
Light CF	Fixed	8.4%

3.2.4 Wisconsin ENERGY STAR® Products Program Compact Fluorescent Lighting Installation Rate Study – by Glacier Consulting, 2005

This study focused primarily on installation rate. It found an installation rate of 75 percent for CFLs sold with instant rebates, and of 85 percent for CFLs sold with mail-in rebates. These rates are comparable to data from other programs.

3.2.5 New England Residential Lighting Markdown Impact Evaluation – by Nexus Market Research, RLW Analytics, and GDS Associates, January 20, 2009

This impact evaluation included a survey on bulb placement and delta watts and a logger study which monitored hours of use by both room type and month. The delta watts value was determined to be 45.7 watts. The weighted average (weighted based on delta watts) hours of use was determined to be 2.8 hours/day. The study did not attempt to accurately determine in-service rate, but anecdotally found an in-service rate of 90 percent. Table 3-5 below shows the results of the bulb placement survey.

**Table 3-5
New England Bulb Placement**

Room Type	# of Bulbs	% of Bulbs
Family/Living Room/Den	273	24%
Kitchen/Dining Room	240	21%
Bedroom	187	16%
Bathroom	167	14%
Basement	111	10%
Hallway/Foyer /Stairs	107	9%
Other	69	6%
Overall	1,154	100%

3.2.6 New Jersey Residential CFL Usage Survey – by KEMA, 2009

The survey completed as part of this evaluation looks at the difference in wattage between baseline and CFL bulbs (ΔW), the installation rate, and the hours of operation. Table 3-6 shows the ΔW values for bulbs installed during (2003-2005) and after (2006-2008) NJCEP’s Change-a-Light initiative. The weighted average in-service rate (ISR_{cfl}) is 83.4 percent.

**Table 3-6
Delta Watts Data from New Jersey Study**

Data	Baseline				CFL				Difference
	Mean	Min	Max	Std Dev	Mean	Min	Max	Std Dev	
2003-2005	66.3	8	150	24.8	17.9	5	39	7.0	48.4
2006-2008	66.9	3	160	23.9	18.4	3	39	6.6	48.5

As part of this survey, KEMA collected data on numbers of lamps installed in the various room types. Using this data, KEMA applied the hours of use numbers from the 2005 California Metering Study to the room types obtained through this survey. The weighted average hours of operation (CFL_{hours}) resulting from this analysis is 2.4 hours/day. The data from the 2005 California Metering Study was used because the more recent results from the 2009 New England Study were not available at the time this hour of use analysis was being conducted. Furthermore the delta watts data from the 2009 New England Study could not be used in this analysis because it was not collected by room type.

3.3 Recommendations

We recommend changing the terms “Energy Impact” to “kWh Savings,” “Peak Demand Impact” to “kW Savings,” “Light CF” to “CF,” and “CFL_{watts}” to “ΔW,” simply to remain consistent with the rest of the New Jersey Protocols.

We also recommend correcting the error in the kW savings algorithm, dividing by 1000 to convert watts to kilo-watts (kW).

The algorithms would then be as follows:

ENERGY STAR CFL Bulbs

$$kWh\ Savings = \left(\frac{\Delta W}{1000} \right) * CFL_{hours} * 365 * ISR_{CFL} \quad \text{Equation 5}$$

$$kW\ Savings = \left(\frac{\Delta W}{1000} \right) * CF \quad \text{Equation 6}$$

Where:

ΔW = Average difference in watts between baseline and ENERGY STAR CFL

CFL_{hours} = Average hours of use per day per CFL

ISR_{CFL} = In-service rate

CF = Coincidence Factor.

Table 3-7 below shows values for ΔW, CFL_{hours}, and ISR_{cf} compared between the various studies discussed above.

**Table 3-7
Comparison of Values from Various Studies**

Study	Delta W	ISR _{CFL}	CFL _{hours}
New England 2004	48.7	84.0%	2.6
California 2005	N/A	80.0%	2.3
Wisconsin 2005	N/A	75% / 85%	N/A
New Jersey 2009	48.5	83.4%	2.4
New England 2009	45.7	90%	2.8

We recommend the program use the 2009 New Jersey Study's ΔW value of 48.5 (bulbs installed between 2006 and 2008), as it is recent, New Jersey-specific, and is very close to the 2004 New England study.

We recommend the CFL_{hours} value from the 2009 New England study, as it is recent, from a similar geographic area, and based on room type installation results which were similar to those determined by the New Jersey study. The 2005 California Metering Study data was determined to be not sufficiently applicable to New Jersey when compared to the 2009 New England study results.

To determine the applicability of the 2009 New England study CFL_{hours} results to New Jersey, we compared room type installation rates from the two studies together. Table 3-8 below shows a comparison of the room type installation rates from New Jersey and New England, and CFL_{hours} from the New England study (reported by Room Use Category rather than room type). It should be noted that outdoor lamps are excluded from this table.

**Table 3-8
Room Type Installation Rate Comparison**

Room Use Category (from NE)	Room Type	NJ Room Types	NE Room Types	NE Hours
Busy	Family room	4%	4%	2.97
	Living room	20%	20%	2.97
	Kitchen	16%	21%	2.97
	Dining room	7%		2.97
Total Busy		47%	45%	2.97
Not Busy	Bedroom	24%	16%	2.05
	Bathroom	10%	14%	2.05
	Closet	1%		2.05
	Garage	2%		2.05
	Hallway / Entryway	5%	9%	2.05
	Laundry room	2%		2.05
	Other room	9%	16%	2.05
Total Not Busy		53%	55%	2.05
			Simple Average	2.5
			Weighted Average	2.8

Here we see that the installation rates for “Busy” spaces and “Not Busy” spaces are very close between the two studies. This suggests that the result from the New England study (2.8

hours/day) is applicable to New Jersey. Therefore we recommend that the program use the weighted average¹⁸ CFL_{hours} value of 2.8 hours/day determined by the New England study.

We recommend the ISR_{CFL} value from the 2009 New Jersey study, as it is recent, New-Jersey specific, and fits well with data determined by other studies

We recommend that the program use the CF value from the 2007 coincidence factor study in New England, as it is recent and from a similar geographic area. The recommended value of 9.9 percent is based on data obtained from this study, but is not the same as the value determined directly by the study due to the different peak period used in New England. This is discussed above in section 3.2.2.

Table 3-9 shows our final recommended input values for the residential ENERGY STAR CFL protocol.

**Table 3-9
Final Recommended Protocol Values**

Variable	Type	Value	Source
ΔW	Fixed	48.5	New Jersey 2009
CFL _{hours}	Fixed	2.8	New England 2009
ISR _{CFL}	Fixed	83.4%	New Jersey 2009
CF	Fixed	9.9%	New England 2007

¹⁸ We attempted to use room type-specific hours from the 2009 New England study, but determined that this was not appropriate as the 2009 New England study did not report delta watts by room type, which prevented us from weighting the hours of use properly (a simple average would give skewed results, as shown in Table 3-8).

4. Impact Evaluation Methodology

4.1 Overview

The methodology used to conduct the ex-post impact evaluation involved a number of interdependent tasks including calculating gross energy and peak demand savings (gross impacts); upstream measurements of free ridership; an examination of potential spillover effects; and measurements of net savings. Using the revised algorithm inputs and assumptions described above, these measurements relied upon primary and secondary data including New Jersey consumer telephone surveys, program and non-program sales data elicited from retail and manufacturer through telephone surveys, CFL Program tracking data, reliable and applicable proxy meter data from a previous study (2009 New England Study), and Protocol algorithm values consistent with past studies from residential CFL programs in other states.

4.2 Gross Savings

We estimated gross energy (kWh) and demand (kW) savings using the formulas shown in Figure 4-1 below. To estimate peak demand savings, we applied the revised coincidence factor (9.9 percent) suggested by our review of the New Jersey Protocols (as described in Section 3 above).

Figure 4-1
Formulas for Calculating Annual Gross Energy and Peak Demand Savings
ENERGY STAR Products Program – Lighting Component, 2003—2005



Four key parameters were necessary for calculating gross energy impacts:

1. Number of CFLs distributed through the lighting component of the 2003-2005 ENERGY STAR Products Program;
2. Displaced wattage (Watts);
3. Hours of use per day for the installed Program CFLs; and
4. Installation rate (In-service Rate) for the Program CFLs.

Table 4-1 lists the data sources for each of the key parameters.

**Table 4-1
Key Impact Parameters and Sources**

Parameter	Source
1. Number of CFLs	Program records
2. Displaced Wattage (Watts)	CATI Surveys with residential customers
3. Hours of Use per Day	2009 New England Study
4. CFL In-Service Rate (installation rate)	CATI Surveys with residential customers

Below we describe these parameters in more detail and provide a brief overview of how each is utilized in the impact assessment.

4.2.1 Number of CFLs

The impact evaluation utilizes the number of CFLs distributed through the lighting component of the ENERGY STAR Products Program as the basis for extrapolating per-unit energy and demand savings estimates to the program level. We obtained detailed information on the number of CFLs distributed by each of the manufacturers that participated in the promotion during 2004 and 2005 from program tracking data. As shown in Table 4-2, the promotion resulted in sales of nearly 3.2 million CFLs.

**Table 4-2
Estimated Number of CFLs Sold by Manufacturers and Program Year
ENERGY STAR Products Program – Lighting Component, 2004-2005**

Manufacturer	Year		Overall (2004-2005)	
	2004	2005	Number of CFLs	% of CFLs
Feit	519,338	425,198	944,536	30%
TCP	385,683	294,500	680,183	21%
MaxLite	313,005	128,975	441,980	14%
GreenLite	276,200	161,375	437,575	14%
Lights of America	70,130	68,500	138,630	4%
Bulbrite	53,352	76,500	129,852	4%
GE	82,842	29,673	112,515	4%
Sylvania	96,082	28,800	124,882	4%
Sunrise Lighting	52,708	6,000	58,708	2%
Westinghouse	41,578	0	41,578	1%
Philips	958	20,000	20,958	1%
Lightwave	19,802	0	19,802	1%
Lakewood Lighting	0	15,125	15,125	< 1%
Sunpark	7,540	5,700	13,240	< 1%
OK Electric	4,000	0	4,000	< 1%
Overall	1,923,219	1,260,346	3,183,565	100%

* Program data was only available for the years 2004-2005. This table summarizes all of that data.

4.2.2 Displaced Wattage

The telephone survey of New Jersey consumers collected several key data points used in calculating the change in lamp wattage (Δ Watts) for the impact analysis, including the wattage of the lamp replaced by each CFL as well as the installation location (room type) for each CFL. These components (along with the number of CFLs sold through the promotion) were utilized in calculating the Program-level displaced wattage, which is a key component of both the gross energy and demand savings calculations.

Calculating displaced wattage involves several steps as described below.

1. **Estimate total number of ENERGY STAR Products Program CFLs by room type.**
The telephone surveys asked respondents to indicate the room locations in which they installed up to three CFLs purchased during the 2003-2005 timeframe. We totaled the number of CFLs per room type and calculated the proportion of total ENERGY STAR Products Program CFLs installed in each room. We then applied this proportion to the total number of CFLs sold through the Program to yield estimates of the total number of

ENERGY STAR Products Program CFLs assumed to be installed in each room type. Table 4-3 provides the distribution of CFLs per room type.

**Table 4-3
Distribution of CFLs Purchased Between 2003 and 2005
by Installation Location (Room Type)**

Location (room type)	Percent of 2003-2005 CFLs
Bedroom	22%
Bathroom	9%
Closet	1%
Dining room	6%
Family room	4%
Garage	2%
Hallway / Entryway	5%
Kitchen	15%
Laundry room	2%
Living room	18%
Other room	8%
Outdoor areas	8%
Overall	100%
Number of CFLs	638

2. **Estimate average “replaced lamp” wattage by room type.** The consumer telephone surveys asked respondents to indicate the wattages of lamps replaced by up to three CFLs purchased during the 2003-2005 period. Within each room type, we totaled the “replaced lamp” wattage and then divided by the total number of lamps replaced to yield the average “replaced lamp” wattage by room type.
3. **Estimate average “replacement CFL” wattage by room type.** The phone surveys also asked consumers to indicate the wattages of the CFLs they used to replace the previously-installed lamps (described in step 2 above) for up to three CFLs purchased during the 2003-2005 period. Within each room type, we totaled the “replacement CFL” wattage and then divided by the total number of lamps replaced to yield the average “replacement CFL” wattage by room type.
4. **Estimate average displaced wattage by room type.** Within each room type, we then subtracted the average “replacement CFL” wattage from the average “replaced lamp” wattage in each room type to yield an estimate of average displaced wattage by room type.
5. **Estimate total displaced wattage by room type.** We multiplied the average displaced wattage by room type by the total number of Program CFLs assumed to be installed in each room type to yield total displaced wattage by room type.

-
6. **Estimate total displaced wattage.** We summed up room-level estimates of displaced wattage to yield total displaced wattage for the Program.

Completing the above steps yields an estimate of displaced wattage for ENERGY STAR Products Program CFLs.

4.2.3 Hours of Use per Day

Average daily hours of use for CFLs is a key component of both the gross energy and demand savings calculations. As discussed above in Section 3, estimates were obtained from a two metering studies: the 2005 California study and the 2009 New England study. The impact evaluation relied on estimates derived from the 2009 New England study, as its climate and market are more similar to New Jersey than California.

4.2.4 CFL Installation Rate

The New Jersey consumer telephone surveys included a question that allowed us to estimate CFL installation (in-service) rates at the Program level. The question asked, "Of the [N] CFLs you purchased during 2003, 2004, or 2005, how many are currently installed in your home or in an outdoor fixture at your home?"¹⁹ To calculate the installation rate for ENERGY STAR Products Program CFLs, we divided the number reportedly installed by survey respondents by the total number of CFLs they reportedly purchased during the 2003-2005 period. The in-service rate is a key parameter in both the gross energy savings and gross demand savings calculations.

The overall program-level in-service (installation) rate is 83.4 percent. The in-service rate for CFLs sold in New Jersey during the 2003-2005 period is slightly higher than those sold through mature programs in other jurisdictions (e.g., California, the Pacific Northwest) during a similar timeframe, but these results are expected because installation rates tend to decline slightly as programs operate for longer periods, and New Jersey's program has not been active for as long as these other programs.²⁰

¹⁹ In the survey question, "[N]" represents the total number of CFLs reportedly purchased by phone survey respondents between 2003 and 2005.

²⁰ In California, a recent evaluation of the 2004-2005 statewide CFL program showed that 76 percent of Program-discounted CFLs were installed approximately two years after the promotion ended (late 2007). Similarly, a 2007 survey conducted in support of an evaluation of the Northwest Energy Efficiency

4.3 Free ridership

Free ridership²¹ for this study is measured upstream, as described above, for several reasons. First, the discount was provided to upstream market actors at the manufacturer and retail partner level. Second, the program was designed to be transparent to the individual consumer; while customers may be aware that a promotion existed, they are not likely to know the details of it, or to recall them four years later. Third, experience demonstrates that upstream players have a less biased view of the program's impact on aggregate sales than end-users do; each end-user generalizes from a small, nonrandom sample of purchase decisions (made by themselves and people they know), while manufacturers see data over time from many regions, stores, and promotion designs. Fourth, this program does not keep records of which customers received point-of-sale incentives and which did not. It did, however, keep records of: proposals; counts of program CFLs per retailer, manufacturer, and market segment; and details of the proposal contents.

Upstream measurements could be made at the retailer level, the manufacturer level, or a combination of the two. This evaluation attempted to interview both retailers and manufacturers about program and non-program sales. Retailers were mostly unwilling or unable to provide sales information for the following four logistical reasons:

1. Some retail chains do not centralize stock orders or program participation; store owners decide for themselves. Representatives of those chains can talk about trends and promotions, but do not know specific sales numbers, much less know how those figures differed over time and between program and non-program periods. We made several attempts to contact individual stores from these chains, but found no one who was aware of incentive programs in general, or the impacts of old programs.

Alliance's 2006 CFL promotion found that 68 percent of CFLs ever acquired by Northwest residents were installed. (Sources: [1] Itron and Kema, Inc., 2007. 2004/2005 Statewide Residential Retrofit Single-Family Energy Efficiency Rebate Program Evaluation [CPUC-ID#:1115-04]. Prepared for California's Investor-Owned Utilities and The California Public Utilities Commission [San Francisco, CA]. October 2, 2007. [2] KEMA, Inc., 2007. ENERGY STAR Consumer Products Progress Evaluation Report 3: Final Report. Prepared for the Northwest Energy Efficiency Alliance [Portland, OR]. July 24, 2007.)

²¹ Program attribution is another term used to describe the influence of the program on a program participant's decision to make energy efficiency improvements. In this report program attribution would be calculated as 1 – Free Ridership.

2. Other retailers either referred our interviewers to the manufacturer, or asked the manufacturer to contact us with the information. These retailers report that they knew nothing about promotion details.
3. Some retailers refuse to share sales data, because it is proprietary. They refused to make even very general statements about traffic during program/non-program periods.
4. Finally, many retailers report that they do not keep sales data from 2004 or 2005, even in an archive. Sales staff has changed, so their personal recollections were also not available.

Additionally, manufacturers were generally more knowledgeable about (and more interested in discussing) the history of New Jersey's Change-a-Light programs and how to compare its impacts to similar programs in other markets than retail representatives. The evaluators asked three basic questions of each participating manufacturer's representative, for each program year:

- How many CFLs were sold in New Jersey through the program;
- How many were sold in New Jersey that entire year; and
- How many CFLs the respondent believes would have been sold had there not been a Change-a-Light program.

Some manufacturers were unwilling to share sensitive sales numbers but would disclose the ratio of program sales to comparable periods of non-program sales or program sales as a fraction of total sales. The free ridership fraction for each manufacturer was then weighted by the number of program CFLs allocated in the two-year period 2004-2005, and the weighted average free ridership fraction was then computed.

4.4 Spillover

Spillover can be conceptualized in many ways. This evaluation did not prescribe any one operationalization of the concept into an easily quantified measure. In the interviews, manufacturers provided a more qualitative picture of the auxiliary benefits of the Change-a-Light program four years later.

4.5 Net Savings

As described above, evaluators used an upstream approach to calculating the program-level net-to-gross (NTG) ratio. During the in-depth interviews with CFL manufacturers' representatives that participated in the 2003—2005 promotion, interviewers asked the representatives to estimate how much their 2004 and 2005 CFL sales would have changed if the Change-a-Light Program had not provided the incentives – in other words, interviewers obtained estimates of free ridership at the manufacturer level. Distinct free ridership rates were sought from representatives of the manufacturing firms that sold CFLs through the program. To obtain the interviews, KEMA interviewers promised to keep individual manufacturers' responses confidential, only disclosing aggregated figures such as averages and ranges. Ultimately, evaluators interviewed representatives of CFL manufacturing firms which together represent more than 90 percent of the CFLs sold through the program in 2004 and 2005.

To develop a program-level estimate of free ridership for each program year, the evaluators averaged the retail chain-level free ridership estimates provided by the participating manufacturers. The average was weighted by the volume of each retailer's sales of program-discounted CFLs through the 2004 and 2005 promotions separately. The annual free ridership estimates for 2004 and 2005 were combined (again, weighted by volume of sales through the program) to produce an estimate of total program-level free ridership. The formula for calculating the program-level NTG ratio is as follows:

$$1 - \text{Program-Level Free ridership} = \text{Net-to-Gross Ratio}$$

The resultant NTG ratio was applied to the gross savings estimates to yield estimates of program-level net savings.

5. CFL Survey Methodology

5.1 CFL Customer Survey

5.1.1 Overview

The primary objective of the CFL Customer Survey was to estimate gross and net program impacts. Additional goals of the survey were to understand the New Jersey residents' level of CFL awareness, purchasing incidence and behavior, and non-purchaser behavior.

In addition, the survey explored the potential for and barriers to future CFL purchases (among purchasers, non-purchasers and unaware) and whether/how lack of current information on CFLs impacts that potential.

Among purchasers, the survey also:

- Tracked CFL purchase location (store type), time-frame (year of purchase), and price;
- Tracked installation of CFLs by room-type, fixture-type, and previous bulb-type (including wattage);
- Investigated incidence of stockpiling and storage of bulbs (due to promotion and in general); and
- Examined the potential for and barriers to expanding CFL installations within CFL purchaser homes.

5.1.2 Survey Sample Design

When a measure was implemented far upstream and up to five years earlier, it is challenging to locate the ultimate consumers. Our sample was constructed with this in mind. The frame was simply all residences in New Jersey with working telephone numbers (excluding cell phones, fax machine lines and government or business lines).

From that frame, respondents who consented were screened into one of three groups:

- 400 People who purchased CFLs (completed 409)
 - At least 100 who purchased during program years 2003-5 (completed 105)
 - The balance can have purchased CFLs at any time (completed 295)
- 100 Non-Purchasers (completed 112 interviews)

Respondents who consented to interviews were asked if they had heard of CFLs, and those who did not say yes were then prompted with:

“Compact fluorescent light bulbs, or CFLs, are small fluorescent bulbs that fit in regular light bulb sockets. They are also called "energy saving bulbs" and look different than standard bulbs. They are often made out of thin tubes of glass bent into loops or a spiral shape. Have you ever heard of them?”

If they still did not say yes, we proceeded directly to the demographic questions, skipping all of the questions about CFL purchase, use, and satisfaction. In this, they constitute a fourth group of 102 respondents. These are detailed in Table 5-1.

**Table 5-1
Final Sample Counts**

Respondent Category	Completed Interviews	
Purchased CFLs During Program Period (2003-2005)	105	17%
Purchased CFLs Before or After Program Period	295	48%
Aware but Never Purchased CFLs	112	18%
Unaware of CFLs / Refused or DK	102	17%
Total	614	100%

5.1.3 Fielding the Survey

KEMA’s research partner, Braun Research, conducted the consumer survey from October 20, 2008 through November 6, 2008. A total of 5,180 residential listings were contacted by Random Digit Dialing (RDD) methods in the course of completing these interviews. Disposition of those phone numbers is shown in Table 5-2. There were no difficulties or special circumstances during the course of these interviews.

**Table 5-2
Disposition of Attempted (Incomplete) Interviews**

Disposition of Phone Number	Reason	Count	Percent
Usable/Eligibility Unknown	(Refused, Language Barrier, Answering Machine, Call Back-Retired, Privacy Mgr, Strong Refusal)	1,928	37%
Unusable	(Disconnected, Fax, Gov't/Business, Cell Phone)	1,555	30%
Usability Unknown	(No Answer, Busy)	1,033	20%
Usable/Eligible	(Complete, Break-Off, 100 Failed Screeners)	628	12%
Usable/Ineligible	(Over Quota)	36	1%
Total		5,180	100%

Approximately half of the contacted numbers were not reachable; some were nonresidential numbers, others disconnected, still others did not answer the phone when called multiple times at different times of day. These are marked “Unusable” or “Usability Unknown” in the table.

It was not possible to determine the eligibility of 1,928 numbers (37% of the numbers called, or nearly three-quarters of the “Usable” phone numbers). This happens when a person refuses to be interviewed, does not speak English, or where an answering machine confirms it is a residence, but no human is ever reached.

Almost 13 percent of the numbers dialed, or one quarter of the usable numbers were prima facie eligible for interviews. About 1 percent was contacted after that quota group had been filled, and 14 interviews were too incomplete to be analyzed.

6. Results

6.1 Gross Impacts

We estimated annual gross energy and demand savings from the promotion for 2004 and 2005 (Table 6-1). As shown in the table, we estimated gross energy savings for the two-year program at about 129,000 MWh and gross peak demand savings at 12.5 MW.

Table 6-1
Gross Energy and Peak Demand Savings, 2004-2005

Gross Savings	Program Year		Overall
	2004	2005	
Energy (MWh)	78,175	51,230	129,405
Peak Demand (MW)	7.6	5.0	12.5

6.2 Spillover

The following are the general observations made by manufacturers in the “Change-a-Light” program. They qualitatively reflect program spillover.

- Almost all manufacturers mentioned observing an increasing variety of CFLs now more widely available in stores and that consumers and retailers have grown more accustomed to the types that were discounted by the program. This is especially true in the Hardware, DIY and “Big Box” retail stores, but greater variety has also been evident in nontraditional CFL markets in the last two years, such as convenience stores.
- New Jersey’s Change-a-Light program is given credit for helping to expand the market for CFLs to newer market channels. Several manufacturers explained that as sales growth from traditional outlets is slowing, they have begun expanding into nontraditional outlets such as supermarkets, drug stores, and ethnic markets. Sales representatives are finding it easier to move into these channels and credit this program with having educated the retail buyers, making them more receptive to increasing the range and exposure of CFLs in their stores.
- Manufacturers that sell to discount stores (such as dollar stores) report that they see zero spillover – dollar stores will only stock CFLs that they can sell for a dollar (which is currently possible only when there is a discount). Similar effects are reported by other manufacturers that sell to the low-end retailers. One respondent said that rather than

market transformation or spillover, he perceived only “robust price elasticity” for CFLs that has remained unchanged among consumers over the last few years. That is, this representative indicated that consumers weren’t changing their behavior, rather they were simply responding to price.

6.3 Free ridership

Free ridership results are shown in Table 6-2. As shown, the overall program-level free ridership estimate is 15.4 percent.

Table 6-2
Free Ridership Estimate (Weighted by Number of Program CFLs), 2004 and 2005

Program Year	Weighted Results	
	Estimated Free Ridership	Std Err
2004	14.4%	±5.3%
2005	16.4%	±5.0%
Overall	15.4%	±5.5%

6.4 Net Impacts

We estimated annual net energy and demand savings from the promotion for 2004 and 2005 by applying annual free ridership estimates (as shown in Table 6-2) to the annual gross savings estimates (shown in Table 6-1 above) for 2004 and 2005 separately. As shown in Table 6-3 below, net energy savings for the two-year program are approximately 110,000 MWh and net peak demand savings are 10.6 MW.

Table 6-3
Gross and Net Energy and Peak Demand Savings, 2004-2005
(does not include Spillover)

Gross Savings	Program Year		Overall
	2004	2005	
Energy (MWh)	78,175	51,230	129,405
Peak Demand (MW)	7.6	5.0	12.5
Net Savings			
Energy (MWh)	66,918	42,829	109,746
Peak Demand (MW)	6.5	4.1	10.6

Awareness

A1. Have you ever heard of compact fluorescent light bulbs or CFLs?

0	No	A2
1	Yes	A3
-88	Refused	A2
-99	Don't know	A2

A2. Compact fluorescent light bulbs, or CFLs, are small fluorescent bulbs that fit in regular light bulb sockets. They are also called “energy saving bulbs” and look different than standard bulbs. They are often made out of thin tubes of glass bent into loops or a spiral shape. Have you ever heard of them?

0	No	D1
1	Yes	A3
-88	Refused	D1
-99	Don't know	D1

A3. In what year did you first become aware of compact fluorescent light bulbs or CFLs?

1	In 2006, 2007, or 2008	A4
2	In 2003, 2004, or 2005	A4
3	Between the years 1998—2002	A4
4	Before 1998	A4
-88	Refused	A4
-99	Don't know	A4

A4. Can you recall how you first became aware of them?
 [DO NOT READ LIST. ACCEPT MULTIPLE RESPONSES.]

1	Noticed them in store or saw in-store display/sale/point of purchase materials	P1
2	Television	P1
3	Internet	P1
4	Received free CFL at an event or giveaway	P1
5	Newspaper	P1
6	Magazines	P1
7	Radio	P1
8	Word of mouth (friends, family, neighbor, colleague)	P1
9	Sales person	P1
10	<i>Consumer Reports</i>	P1
11	ENERGY STAR [®] Program website	P1
12	Utility (bill insert or mailing)	P1
13	Announcement by governor or other government official	P1
14	Received CFL for free in the mail	P1
15	Received CFL coupon in the mail	P1
-77	Other (specify)	P1
-88	Refused	P1
-99	Don't Know	P1

2003-2005 CFL Purchases

P1. Has anyone in your household – including yourself – ever purchased CFLs?

0	No	N1
1	Yes	P2
-88	Refused	N1
-99	Don't know	N1

P2. When was the first time you ever purchased CFLs? Would you say it was...?

1	In 2006, 2007, or 2008	M1
2	In 2003, 2004, or 2005	P4
3	Between the years 1998—2002	P3
4	Before 1998	P3
-88	Refused	P3
-99	Don't know	P3



Appendices

P3. This may be difficult to remember, but did you purchase any CFLs specifically in 2003, 2004, or 2005?

0	No	M1
1	Yes	P4
-88	Refused	M1
-99	Don't know	M1

P4. Approximately how many CFLs did you purchase during 2003, 2004, or 2005?

RECORD NUMBER: _____

-88 = Refused; -99 = Don't know?

P5. Of the [P4] CFLs you purchased during 2003, 2004, or 2005, how many are currently installed in your home or in an outdoor fixture at your home?

RECORD NUMBER: _____

-88 = Refused; -99 = Don't know

P5a. This may be difficult to remember, but can you tell me where – that is, in what rooms or outdoor locations – you are CURRENTLY using the CFLs you purchased in 2003, 2004, or 2005?

	[ROOM_TYPE]		
1	Kitchen	RECORD # INSTALLED	P6
2	Dining room	RECORD # INSTALLED	P6
3	Living room	RECORD # INSTALLED	P6
4	Family room/den	RECORD # INSTALLED	P6
5	Bedroom	RECORD # INSTALLED	P6
6	Bathroom	RECORD # INSTALLED	P6
7	Laundry or utility room	RECORD # INSTALLED	P6
8	Closet	RECORD # INSTALLED	P6
9	Garage	RECORD # INSTALLED	P6
10	Hallway or entryway	RECORD # INSTALLED	P6
-77	Other room (specify)	RECORD # INSTALLED	P6
12	Outdoor – porch or patio	RECORD # INSTALLED	P6
13	Outdoor – entryway	RECORD # INSTALLED	P6
14	Outdoor – walkway	RECORD # INSTALLED	P6
15	Outdoor – landscape lighting	RECORD # INSTALLED	P6
-76	Other outdoor location (specify)	RECORD # INSTALLED	P6
-88	Refused		S1
-99	Don't know		S1

P5b. What is the wattage of the [1st, 2nd, 3rd] CFL you purchased in 2003, 2004, or 2005 and are currently using in your [Room_Type]?

P5c. What type of bulb did the [1st, 2nd, 3rd] CFL that you installed in your [Room_Type] replace?

P5d. What was the wattage of the bulb you replaced with the [1st, 2nd, 3rd] CFL that you installed in your [Room_Type]?

P5e. Was the bulb that was replaced with the [1st, 2nd, 3rd] CFL in your [Room_Type] working or not working when you installed the CFL?

[IF P5 = P4 SKIP TO M1]

P6. Of the CFLs you purchased during 2003, 2004 or 2005, how many are currently being stored in your home for future use?

RECORD NUMBER: _____

-88 = Refused; -99 = Don't know

[IF P6+P5 = P4 SKIP TO M1]

[IF P6+P5 < P4 ASK P7]

P7. You mentioned that you purchased *[P4]* CFLs during 2003, 2004 or 2005, and of those, *[P5]* are currently installed and *[P6]* are currently stored. May I ask what happened to the remaining *[P4-(P6+P5)]*? *[RECORD QUANTITY OF CFLS FOR EACH MENTION. ENSURE TOTAL MENTIONED EQUALS P4-(P5+P6)]*

1	Burned out	M1
2	Broke	M1
3	Storing at another residence for future use	M1
4	Storing at business location for future use	M1
5	Installed in another residence	M1
6	Installed in a business location	M1
7	Gave them away	M1
8	Misplaced them	M1
--	Storing at my home for future use <i>[GO BACK AND RECODE P6]</i>	M1
-77	Other reason (specify)	M1
-88	Refused	M1
-99	Don't know	M1

[IF P7+P6+P5 > P4 ASK P8]

P8. You mentioned that you purchased *[P4]* CFLs during 2003, 2004 or 2005, and of those, *[P5]* are currently installed and *[P6]* are currently stored. Please help me correct those responses. *[GO BACK AND RECODE P4, P5 and P6 BASED ON RESPONSES]*

Most Recent CFL Purchases

For the next set of questions, I'd like to focus on the most recent CFL purchase you made.

M1. In what year was your most recent CFL purchase?

1	2008	M2
2	2007	M2
3	2006	M2
4	2003-2005	M2
5	Before 2003	M2
-88	Refused	M2
-99	Don't know [Try to get respondent to remember]	M2

M2. How many CFLs did you buy in this most recent purchase?

RECORD NUMBER: _____

-88 = Refused; -99 = Don't know

M3. Question discarded

M4. Was there a special promotion or sale on CFLs at the store where you made your purchase?

0	No	M7
1	Yes	M5
-88	Refused	M7
-99	Don't know	M7

M5. On a scale of 1 to 10, with 1 being not at all likely and 10 being very likely, how likely were you to have purchased [this bulb/these bulbs] if you didn't get the price discount?

M6. Who provided the discount?

1	New Jersey Utility	M7
2	The store/retailer	M7
3	The CFL manufacturer	M7
-77	Other (specify)	M7
-88	Refused	M7
-99	Don't know	M7

M7. Do you recall seeing any CFL displays, information, or signs when you purchased your most recent CFLs?

0	No	M9
1	Yes	M8
-88	Refused	M9
-99	Don't know	M9

M8. On a scale of 1 to 10, with 1 being "not at all likely" and 10 being "very likely," how likely were you to have purchased [this bulb/these bulbs] if you hadn't seen the CFL displays, information, or signs?

M9. How much did you pay PER BULB for the CFLs you purchased most recently? Please tell me the promotion or sale price that you paid PER BULB for the CFLs you purchased most recently. If you got a special discount or used a coupon, please tell me the price of the bulb after the discount or coupon.

RECORD NUMBER: _____

-88 = Refused; -99 = Don't know

M10. How many CFLs did you buy at this price?

RECORD NUMBER: _____

-88 = Refused; -99 = Don't know

M11. How many CFLs would you have purchased if they cost \$1.00 more per bulb?

RECORD NUMBER: _____

-88 = Refused; -99 = Don't know

M12. What if they cost \$2.00 more per bulb? [How many would you have purchased?] [Probe for best estimate.]

RECORD NUMBER: _____

-88 = Refused; -99 = Don't know

M13. What if they cost \$1.00 less per bulb? [How many would you have purchased?] [Probe for best estimate.]

RECORD NUMBER: _____

-88 = Refused; -99 = Don't know

M14. At what price do CFLs become too expensive for your household to consider? That is, what price does a CFL need to be before you no longer consider it as a likely product for your home [Probe for best estimate.]

RECORD NUMBER: _____

-88 = Refused; -99 = Don't know

M15. Where did you make your most recent CFL purchase?
[DO NOT READ LIST.]

1	Home improvement store (such as Home Depot or Lowes)	M16
2	Hardware store (such as Ace or True Value)	M16
3	Big box retailer (such as Target, K-Mart, Wal-Mart, Sears)	M16
4	Costco	M16
5	Supermarket or grocery store	M16
6	Drug store	M16
7	Discount store (such as Dollar Tree)	M16
8	Lighting supply store, lighting showroom	M16
9	Mail-order catalog	M16
10	Over the Internet	M16
-77	Other (specify)	M16
-88	Refused	I1
-99	Don't know	I1

M16. Where else have you bought CFLs? (RECORD MULTIPLE RESPONSES)

1	Home improvement store (such as Home Depot or Lowes)	M17
2	Hardware store (such as Ace or True Value)	M17
3	Big box retailer (such as Target, K-Mart, Wal-Mart, Sears)	M17
4	Costco	M17
5	Supermarket or grocery store	M17
6	Drug store	M17
7	Discount store (such as Dollar Tree)	M17
8	Lighting supply store, lighting showroom	M17
9	Mail-order catalog	M17
10	Over the Internet	M17
-77	Other (specify)	M17
-88	Refused	M17
-99	Don't know	M17

[IF MAIL-ORDER CATALOG MENTIONED IN M15 OR M16, ASK M17]



Appendices

M17. Which company did you buy CFLs from using a mail-order catalog? (RECORD MULTIPLE RESPONSES)

1	Home improvement store (such as Home Depot or Lowes)	M18
2	Hardware store (such as Ace or True Value)	M18
3	Big box retailer (such as Target, K-Mart, Wal-Mart, Sears)	M18
4	Costco	M18
5	Supermarket or grocery store	M18
6	Drug store	M18
7	Discount store (such as Dollar Tree)	M18
8	Lighting supply store, lighting showroom	M18
-77	Other (specify)	M18
-88	Refused	M18
-99	Don't know	M18

[IF INTERNET MENTIONED IN M15 OR M16, ASK M18]

M18. Which company did you buy CFLs from over the Internet? (RECORD MULTIPLE RESPONSES)

1	Home improvement store (such as Home Depot or Lowes)	I1
2	Hardware store (such as Ace or True Value)	I1
3	Big box retailer (such as Target, K-Mart, Wal-Mart, Sears)	I1
4	Costco	I1
5	Supermarket or grocery store	I1
6	Drug store	I1
7	Discount store (such as Dollar Tree)	I1
8	Lighting supply store, lighting showroom	I1
-77	Other (specify)	I1
-88	Refused	I1
-99	Don't know	I1

Current CFL Inventory

[IF CFLS INSTALLED FROM P5 ABOVE, READ "INCLUDING THE [P5] CFLS YOU PURCHASED IN 2003, 2004, OR 2005 AND INSTALLED IN YOUR HOME"]

11. How many total CFLs are currently installed in your home or in an outdoor fixture at your home?

RECORD NUMBER: _____

-88 = Refused; -99 = Don't know?

[IF 0, -88 OR -99, SKIP TO S1]



Appendices

12. Was this the same number of CFLs that you had installed in your home or in an outdoor fixture 3 years ago?

0	No	I3
1	Yes	I4
-88	Refused	I4
-99	Don't know	I4

13. About how many CFLs were installed in your home or in an outdoor fixture at your home 3 years ago?

RECORD NUMBER: _____

-88 = Refused; -99 = Don't know

14. In what rooms or outdoor locations are you currently using CFLs?

	[ROOM_TYPE]		
1	Kitchen	RECORD # INSTALLED	I5
2	Dining room	RECORD # INSTALLED	I5
3	Living room	RECORD # INSTALLED	I5
4	Family room/den	RECORD # INSTALLED	I5
5	Bedroom	RECORD # INSTALLED	I5
6	Bathroom	RECORD # INSTALLED	I5
7	Laundry or utility room	RECORD # INSTALLED	I5
8	Closet	RECORD # INSTALLED	I5
9	Garage	RECORD # INSTALLED	I5
10	Hallway or entryway	RECORD # INSTALLED	I5
-77	Other room (specify)	RECORD # INSTALLED	I5
12	Outdoor – porch or patio	RECORD # INSTALLED	I5
13	Outdoor – entryway	RECORD # INSTALLED	I5
14	Outdoor – walkway	RECORD # INSTALLED	I5
15	Outdoor – landscape lighting	RECORD # INSTALLED	I5
	Other outdoor location		I5
-76	(specify)	RECORD # INSTALLED	
-88	Refused		S1
-99	Don't know		S1

[IF I4 TOTAL = I1 SKIP TO I6]

15. This totals to *[I4 TOTAL]* CFLs. You mentioned that you had a total of *[I1]* CFLs installed inside or outside your home. Please help me correct these responses. *[GO BACK AND MAKE CORRECTIONS TO I1 AND/OR I4]*

[REPEAT 17–110 FOR UP TO 3 CFLS FROM 14.]

16. Question discarded

17. What is the wattage of the [first, second, third] CFL you installed in your [ROOM_TYPE]?

RECORD WATTAGE: _____

-88 = Refused; -99 = Don't know

18. For the [first, second, third] CFL you installed in your [ROOM_TYPE], what type of bulb did the CFL replace?

1	Incandescent	18
2	CFL	18
3	Halogen	18
-77	Other (specify)	18
-88	Refused	18
-99	Don't know	18

19. What was the wattage of the bulb you replaced with the [first, second, third] CFL you installed in your [ROOM_TYPE]?

RECORD WATTAGE: _____

-88 = Refused; -99 = Don't know

110. Was the bulb that was replaced with the CFL working or not working?

0	Working	19
1	Not working	19
-88	Refused	19
-99	Don't know	19

Storage

[IF CFLS STORED FROM P6 ABOVE, READ "INCLUDING THE [P6] CFLS YOU PURCHASED IN 2003, 2004, OR 2005 AND ARE STORING IN YOUR HOME,"]

[If P1 = 0, 88, 99, then skip to N1]

S1. How many total CFLs are you currently storing in your home for future use?

RECORD NUMBER: _____

-88 = Refused; -99 = Don't know?

[IF 0, -88 OR -99, SKIP TO R1]

S2. Was this the same number of CFLs that you were storing 3 years ago?

0	No	S3
1	Yes	S4
-88	Refused	S4
-99	Don't know	S4

S3. About how many CFLs were you storing at your home 3 years ago?

RECORD NUMBER: _____

-88 = Refused; -99 = Don't know

S4. Why are you storing CFLs?

[ACCEPT MULTIPLE RESPONSES.]

1	So I have them on hand if a bulb burns out	S5
2	Purchased more CFLs than I needed	S5
3	Bought them on sale	S5
4	Can't/won't use them in certain rooms	S5
5	Can't/won't use them in certain applications	S5
-77	Other reason (specify)	S5
-88	Refused	S5
-99	Don't know	S5

S5. When do you think you will install the CFL(s) you currently have in storage? Would you say within the next 3 months, 3 to 6 months from now, 6 to 12 months from now, more than a year from now, or never?

1	Within the next 3 months	R1
2	3 to 6 months from now	R1
3	6 to 12 months from now	R1
4	More than a year from now	R1
5	Never	R1
-88	Refused	R1
-99	Don't know	R1

Replacement

[If P1 = 0, 88, 99, then skip to N1]

- R1. Have you had any CFLs that you installed but then removed and did not use elsewhere?
 (These bulbs could have been purchased at any time.) (INTERVIEWER: If removed CFL due to burn out, record as YES.)

0	No	N1
1	Yes	R2
-88	Refused	N1
-99	Don't know	N1

- R2. How many CFLs did you remove?
 RECORD NUMBER: _____
 -88 = Refused; -99 = Don't know

- R3. What was the main reason for removing the CFL?

1	Burned out	R4
2	Didn't like the color	R4
3	Took too long to start up	R4
4	Wasn't bright enough	R4
5	Was too bright	R4
6	Didn't like the way it looked	R4
7	Didn't fit in fixture	R4
-77	Other reason (specify)	R4
-88	Refused	R4
-99	Don't know	R4

- R4. What type of bulb did you use to replace the CFL you removed?

1	Incandescent	N1
2	CFL	N1
3	Halogen	N1
-77	Other (specify)	N1
-88	Refused	N1
-99	Don't know	N1

Non-Purchasers

[ASK N1 IF P1 = YES, ELSE SKIP TO N10]

- N1. On a scale of 1 to 10, where 1 means “not at all satisfied” and 10 means you are “extremely satisfied,” how satisfied are you with CFLs in general?
- N2. Using the same scale, how would you rate your satisfaction with the “color of light they provide?”
- N3. ...“the brightness of the light they provide”?
- N4. ...“amount of time they take to light up”?
- N5. ...“way they fit into light fixtures?”
- N6. ...“they way they look in light fixtures?”
- N7. ...“how long they last before burning out?”
- N8. Are they too bright, or not bright enough?

1	Too bright	N9
2	Not bright enough	N9
-88	Refused	N9
-99	Don't know	N9

N9. In general, what are the best features of CFLs?

1	Last longer before burning out	N11
2	Save money/reduce electricity bill	N11
3	Save/conserves energy/electricity	N11
4	Resource conservation/better for environment/green/global warming	N11
5	CFLs work better/higher quality than incandescent bulbs	N11
-77	Other	N11
-88	Refused	N11
-99	Don't know	N11

[If P1 = 0, 88, 99]

N10. Why haven't you ever purchased CFLs?

1	Waiting for bulbs installed to burn out	N2
2	Storing incandescent bulbs	N2
3	Have enough CFLs in storage	N2
4	Operating hours -- don't use the other bulbs/lamps enough	N2
5	CFLs are too expensive/cost too much	N2
6	Need dimmable bulbs / can't get dimmable CFLs / can't use CFLs with dimmers	N2
7	Need 3-way bulbs / can't get 3-way CFLs / can't use CFLs in my 3-way fixtures	N2
8	Don't like the way CFLs look in fixtures	N2
9	Don't like the way CFLs fit in fixtures	N2
10	CFLs aren't bright enough	N2
11	CFL light color isn't what I want/isn't right	N2
12	CFLs take too long to light up	N2
-77	Other (specify)	N2
-88	Refused	N2
-99	Don't know	N2

N11. Using a scale of 1 to 10, where 1 means DEFINITELY WILL NOT and 5 means you DEFINITELY WILL. . . How likely are you to purchase any CFLs within the next year?

N12. Using the same scale, when one of the regular incandescent light bulbs burns out, how likely would you be to replace it with a CFL? [IF NECESSARY: Please use a scale of 1 to 10 where 1 means you "definitely will not" and 10 means you "definitely will."]

N13. What, if anything, would motivate you to purchase CFLs before the end of 2008?

0	Nothing at all	N4
1	They need to be cheaper	N3
2	I would need to be convinced of their energy savings potential	N3
3	I would need to see them in the stores where I buy light bulbs	N3
4	They need to make them in different sizes to fit in my fixtures	N3
5	They need to have the features I'm looking for (e.g., dimmable, 3-way)	N3
6	They need to make them look attractive in my fixtures	N3
7	I still need more information about CFLs	N3
8	Improved quality of the light	N3
9	I still prefer incandescent/standard bulbs	N3
10	If they did not contain mercury / did not need to be recycled	N3
-77	Other (specify)	N3
-88	Refused	N3
-99	Don't know	N3

Demographics

D1. Do you own or rent your home?

1	Own	D2
2	Rent	D2
-77	Other (specify)	D2
-88	Refused	D2
-99	Don't know	D2

D2. In what type of building do you live? [READ LIST IF NEEDED.]

1	One-family home detached from any other house	D3
2	One-family home attached to one or more houses	D3
3	A building with 2 apartments	D3
4	A building with 3 or 4 apartments	D3
5	A building with 5 or more apartments	D3
6	Mobile home	D3
-77	Other (specify)	D3
-88	Refused	D3
-99	Don't know	D3

D3. About when was this building first built? *(READ LIST IF NEEDED)*

1	Before the 1970s	D4
2	1970s	D4
3	1980s	D4
4	1990-1994	D4
5	1995-1999	D4
6	2000s	D4
-88	Refused	D4
-99	Don't know	D4

D4. How many square feet of living space are there in your residence, including bathrooms, foyers and hallways? (Exclude garages, basements and unheated porches.) *(READ LIST IF NEEDED)*

1	Less than 500	D5
2	500 – 1,000	D5
3	1,001 – 1,500	D5
4	1,501 – 2,000	D5
5	2,001 – 2,500	D5
6	2,501 – 3,000	D5
7	Greater than 3,000	D5
-88	Refused	D5
-99	Don't know	D5

D5. Which of the following best describes your age?

1	Less than 18 years old,	D6
2	18 to 24,	D6
3	25 to 34,	D6
4	35 to 44,	D6
5	45 to 54,	D6
6	55 to 64, or	D6
7	65 or older?	D6
-88	Refused	D6
-99	Don't know	D6

D6. Including yourself, how many people currently living in your home year-round are in the following age groups?

1	Less than 18 years old	RECORD # PEOPLE	D7
2	18 to 24	RECORD # PEOPLE	D7
3	25 to 34	RECORD # PEOPLE	D7
4	35 to 44	RECORD # PEOPLE	D7
5	45 to 54	RECORD # PEOPLE	D7
6	55 to 64	RECORD # PEOPLE	D7
7	65 or older	RECORD # PEOPLE	D7
-88	Refused		D7
-99	Don't know		D7

D7. What is the highest level of education you have completed?

1	No schooling		D8
2	Less than high school		D8
3	Some high school		D8
4	High school graduate or equivalent (e.g., GED)		D8
5	Trade or technical school		D8
6	Some college		D8
7	College degree		D8
8	Some graduate school		D8
9	Graduate degree		D8
-88	Refused		D8
-99	Don't know		D8

D8. Which of the following best represents your annual household income from all sources in 2007, before taxes? Was it . . . ?

1	Less than \$20,000 per year,		D9
2	\$20,000-49,999,		D9
3	\$50,000-74,999,		D9
4	\$75,000-99,999,		D9
5	\$100,000-149,999,		D9
6	\$150,000-199,999, or		D9
7	\$200,000 or more?		D9
-88	Refused		D9
-99	Don't know		D9



Appendices

D9. Are you Spanish/Hispanic/Latino?

0	No	D10
1	Yes	D10
-88	Refused	D10
-99	Don't know	D10

D10. What is your race? [ACCEPT MULTIPLE RESPONSES.]

1	White	D11
2	Black or African American	D11
3	American Indian or Alaska Native	D11
4	Asian	D11
5	Chinese	D11
6	Japanese	D11
7	Korean	D11
8	Vietnamese	D11
10	Filipino	D11
11	Native Hawaiian	D11
12	Guamanian or Chamorro	D11
13	Samoan	D11
-77	Other (specify)	D11
-88	Refused	D11
-99	Don't know	D11

D11. What is the primary language spoken in your home? [DO NOT READ LIST.]

1	English	D12
2	Spanish	D12
3	Mandarin	D12
4	Cantonese	D12
5	Tagalog	D12
6	Korean	D12
7	Vietnamese	D12
8	Russian	D12
9	Japanese	D12
-77	Other (specify)	D12
-88	Refused	D12
-99	Don't know	D12



Appendices

D12. RECORD GENDER [DO NOT ASK.]

1	Male
2	Female
-99	Don't know

THANK & TERMINATE

END_1. Those are all of the questions I have for you today. Thank you for your time.



Appendix B: Manufacturer Interview Guide

Final NJ CFL Manufacturer's Survey

Manufacturer Data

What is your job title? _____

Approximately what percentage of your firm's annual revenue comes from lighting products? _____

Approximately what percentage comes from sales in NJ? _____

Approximately what percentage of your firm's revenue comes from Compact Fluorescent lighting products, such as CFL bulbs, compact fluorescent fixtures, ceiling fans, portable sources, etc.? _____

2004

According to our records, in 2004 you received rebates for ____ CFLs and ____ fixtures; is this correct?

2004 Approximate # Rebated CFLs _____

How many CFLs did you sell altogether in NJ in 2004?

How many would you have sold if there had not been a Change-a-Light program in 2004?

What are you basing the 2004 estimate on? (e.g. past years, sales in other regions, internal projections, etc.) _____



Appendices

2005

Do you have the number of CFLs and Fixtures that you got rebates for in 2005 in NJ?

2005 Approximate # Rebated CFLs _____

How many CFLs did you sell altogether in NJ in 2005?

How many would you have sold if there had not been a Change-a-Light program in 2005?

What are you basing the 2005 estimate on? (e.g. past years, sales in other regions, internal projections, etc.) _____

Thank you very much for your time

Record any last thoughts or additional comments verbatim



Appendix C: Retailer Interview Guide

Final Retailer Survey (CFL)

Screening

Are you aware that your company received financial incentives from New Jersey's Change a Light Incentive program in order to buy down the selling prices of compact fluorescent lighting (CFL) products? [IF UNAWARE, FIND SOMEONE WITH THE COMPANY WHO IS AWARE] _____

Firm-o-graphics

May I have your name? _____

What is your job title? _____

Approximately how many stores are in your chain?

Approximately how many stores are in NJ? _____

Approximately what percentage of your chain's annual revenue comes from lighting products? _____

Approximately what percentage of your chain's revenue comes from Compact Fluorescent lighting products, such as CFL bulbs, compact fluorescent fixtures, ceiling fans, portable sources, etc.? _____

2004

According to our records, in 2004 you received rebates for ____ CFLs, is this correct?

2004 Approximate # Rebated CFLs _____

How many CFLs did you sell altogether in NJ in 2004 (rebated PLUS not rebated)?



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How many would you have sold if there had not been a Change-a-Light program in 2004?

What are you basing the 2004 estimate on? (e.g. past years, sales in other regions, internal projections, etc.)

2005

According to our records, in 2005 you received rebates for ____ CFLs, is this correct?

2005 Approximate # Rebated CFLs _____

How many CFLs did you sell altogether in NJ in 2005 (rebated PLUS not rebated)?

How many would you have sold if there had not been a Change-a-Light program in 2005?

What are you basing the 2005 estimate on? (e.g. past years, sales in other regions, internal projections, etc.)

Thank you very much for your time

Record any last thoughts or additional comments verbatim

Appendix D: Cross Tabs

TABLE OF CONTENTS

Table 7 Page 1.....A1. Have you ever heard of compact fluorescent light bulbs or CFLs?

Table 8 Page 2.....A2. Compact fluorescent light bulbs, or CFLs, are small fluorescent bulbs that fit in regular light bulb sockets. They are also called "energy saving bulbs" and look different than standard bulbs. They are often...

Table 9 Page 3.....A3. In what year did you first become aware of compact fluorescent light bulbs or CFLs?

Table 10 Page 4.....A4. Can you recall how you FIRST became aware of them?

Table 11 Page 6.....P1. Has anyone in your household - including yourself - ever purchased CFLs?

Table 12 Page 7.....P2. When was the first time you or someone else in your household ever purchased CFLs? Would you say it was..

Table 13 Page 8.....P3. This may be difficult to remember, but did you or someone else in your household purchase any CFLs specifically in 2003, 2004 or 2005?

Table 14 Page 9.....P4. Approximately how many CFLs did you purchase during 2003, 2004 or 2005?

Table 15 Page 11.....P5. Of the CFLs you purchased during 2003, 2004 or 2005, how many are currently installed in your home or in an outdoor fixture at your home?

Table 16 Page 13.....This may be difficult to remember, but can you tell me where - that is, in what rooms or outdoor locations - you are CURRENTLY using the CFLs you purchased in 2003, 2004 or 2005?
Kitchen

Table 17 Page 14.....This may be difficult to remember, but can you tell me where - that is, in what rooms or outdoor locations - you are CURRENTLY using the CFLs you purchased in 2003, 2004 or 2005?
Dining Room

Table 18 Page 15.....This may be difficult to remember, but can you tell me where - that is, in what rooms or outdoor locations - you are CURRENTLY using the CFLs you purchased in 2003, 2004 or 2005?
Living Room

Table 19 Page 16.....This may be difficult to remember, but can you tell me where - that is, in what rooms or outdoor locations - you are CURRENTLY using the CFLs you purchased in 2003, 2004 or 2005?
Family room/Den

Table 20 Page 17.....This may be difficult to remember, but can you tell me where - that is, in what rooms or outdoor locations - you are CURRENTLY using the CFLs you purchased in 2003, 2004 or 2005?
Bedroom

Table 21 Page 18.....This may be difficult to remember, but can you tell me where - that is, in what rooms or outdoor locations - you are CURRENTLY using the CFLs you purchased in 2003, 2004 or 2005?
Bathroom

Table 22 Page 19.....This may be difficult to remember, but can you tell me where - that is, in what rooms or outdoor locations - you are CURRENTLY using the CFLs you purchased in 2003, 2004 or 2005?
Laundry or utility room

Table 23 Page 20.....This may be difficult to remember, but can you tell me where - that is, in what rooms or outdoor locations - you are CURRENTLY using the CFLs you purchased in 2003, 2004 or 2005?
Closet

Table 24 Page 21.....This may be difficult to remember, but can you tell me where - that is, in what rooms or outdoor locations - you are CURRENTLY using the CFLs you purchased in 2003, 2004 or 2005?
Garage

Table 25 Page 22.....This may be difficult to remember, but can you tell me where - that is, in what rooms or outdoor locations - you are CURRENTLY using the CFLs you purchased in 2003, 2004 or 2005?
Hallway or entryway

Table 27 Page 23.....This may be difficult to remember, but can you tell me where - that is, in what rooms or outdoor locations - you are CURRENTLY using the CFLs you purchased in 2003, 2004 or 2005?
Other room (specify)

Table 28 Page 24.....This may be difficult to remember, but can you tell me where - that is, in what rooms or outdoor locations - you are CURRENTLY using the CFLs you purchased in 2003, 2004 or 2005?
Outdoor - porch or patio



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- Table 29 Page 25.....This may be difficult to remember, but can you tell me where - that is, in what rooms or outdoor locations - you are CURRENTLY using the CFLs you purchased in 2003, 2004 or 2005?
Outdoor - entryway
- Table 30 Page 26.....This may be difficult to remember, but can you tell me where - that is, in what rooms or outdoor locations - you are CURRENTLY using the CFLs you purchased in 2003, 2004 or 2005?
Outdoor - walkway
- Table 31 Page 27.....This may be difficult to remember, but can you tell me where - that is, in what rooms or outdoor locations - you are CURRENTLY using the CFLs you purchased in 2003, 2004 or 2005?
Outdoor - landscape lighting
- Table 33 Page 28.....This may be difficult to remember, but can you tell me where - that is, in what rooms or outdoor locations - you are CURRENTLY using the CFLs you purchased in 2003, 2004 or 2005?
Other outdoor location
- Table 34 Page 29.....This may be difficult to remember, but can you tell me where - that is, in what rooms or outdoor locations - you are CURRENTLY using the CFLs you purchased in 2003, 2004 or 2005?
Refused/Don't Know room
- Table 35 Page 30.....P5b. What is the wattage of the FIRST CFL you purchased in 2003, 2004 or 2005 and are currently using...
- Table 36 Page 33.....P5b. What is the wattage of the SECOND CFL you purchased in 2003, 2004 or 2005 and are currently using...
- Table 37 Page 35.....P5b. What is the wattage of the THIRD CFL you purchased in 2003, 2004 or 2005 and are currently using...
- Table 38 Page 37.....P5c. What type of bulb did the FIRST CFL that you installed in your replace?
- Table 38 Page 38.....P5c. What type of bulb did the SECOND CFL that you installed in your replace?
- Table 38 Page 39.....P5c. What type of bulb did the THIRD CFL that you installed in your replace?
- Table 39 Page 40.....P5d. What was the wattage of the bulb you replaced with the FIRST CFL that you installed in your [ROOM TYPE]?
- Table 39 Page 42.....P5d. What was the wattage of the bulb you replaced with the SECOND CFL that you installed in your [ROOM TYPE]?
- Table 39 Page 44.....P5d. What was the wattage of the bulb you replaced with the THIRD CFL that you installed in your [ROOM TYPE]?
- Table 40 Page 46.....P5e. Was the bulb that was replaced with the FIRST CFL you purchased in 2003, 2004 or 2005 and are currently using in your [ROOM TYPE] working or not working when you installed the CFL?
- Table 40 Page 47.....P5e. Was the bulb that was replaced with the SECOND CFL you purchased in 2003, 2004 or 2005 and are currently using in your [ROOM TYPE] working or not working when you installed the CFL?
- Table 40 Page 48.....P5e. Was the bulb that was replaced with the THIRD CFL you purchased in 2003, 2004 or 2005 and are currently using in your [ROOM TYPE] working or not working when you installed the CFL?
- Table 41 Page 49.....P6. Of the [NUMBER OF] CFLs you purchased during 2003, 2004 or 2005, how many are currently being stored in your home for future use?
- Table 42 Page 51.....P7. You mentioned that you purchased [NUMBER] CFLs during 2003, 2004 or 2005, and of those, [NUMBER] are currently installed and [NUMBER] are currently stored. May I ask what happened to the remaining
Burned out
- Table 43 Page 52.....P7. You mentioned that you purchased [NUMBER] CFLs during 2003, 2004 or 2005, and of those, [NUMBER] are currently installed and [NUMBER] are currently stored. May I ask what happened to the remaining
Broke
- Table 44 Page 53.....P7. You mentioned that you purchased [NUMBER] CFLs during 2003, 2004 or 2005, and of those, [NUMBER] are currently installed and [NUMBER] are currently stored. May I ask what happened to the remaining
Storing at another residence for future use
- Table 45 Page 54.....P7. You mentioned that you purchased [NUMBER] CFLs during 2003, 2004 or 2005, and of those, [NUMBER] are currently installed and [NUMBER] are currently stored. May I ask what happened to the remaining
Storing at business location for future use
- Table 46 Page 55.....P7. You mentioned that you purchased [NUMBER] CFLs during 2003, 2004 or 2005, and of those, [NUMBER] are currently installed and [NUMBER] are currently stored. May I ask what happened to the remaining
Installed in another residence
- Table 47 Page 56.....P7. You mentioned that you purchased [NUMBER] CFLs during 2003, 2004 or 2005, and of those, [NUMBER] are currently installed and [NUMBER] are currently stored. May I ask what happened to the remaining
Installed in a business location
- Table 48 Page 57.....P7. You mentioned that you purchased [NUMBER] CFLs during 2003, 2004 or 2005, and of those, [NUMBER] are currently installed and [NUMBER] are currently stored. May I ask what happened to the remaining
Gave them away
- Table 49 Page 58.....P7. You mentioned that you purchased [NUMBER] CFLs during 2003, 2004 or 2005, and of those, [NUMBER] are currently



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- installed and [NUMBER] are currently stored. May I ask what happened to the remaining
Misplaced them
- Table 51 Page 59.....P7. You mentioned that you purchased [NUMBER] CFLs during 2003, 2004 or 2005, and of those, [NUMBER] are currently installed and [NUMBER] are currently stored. May I ask what happened to the remaining
Other reason
- Table 52 Page 60.....P7. You mentioned that you purchased [NUMBER] CFLs during 2003, 2004 or 2005, and of those, [NUMBER] are currently installed and [NUMBER] are currently stored. May I ask what happened to the remaining
Refused/Don't Know
- Table 53 Page 61.....For the next set of questions, I'd like to focus on the MOST RECENT CFL purchase you made. M1. In what year was your MOST RECENT CFL purchase?
- Table 54 Page 62.....M2. How many CFLs did you buy in this most recent purchase?
- Table 56 Page 65.....M4. Were there special promotions or price discounts on any of the CFLs you purchased most recently?
- Table 57 Page 66.....M5. On a 0 to 10 scale, with 0 being not at all likely and 10 being very likely, how likely were you to have purchased [this bulb/these bulbs] if you didn't get the price discount?
- Table 58 Page 68.....M6. Who provided the discount?
- Table 59 Page 69.....M7. Do you recall seeing any CFL displays, information, or signs when you purchased your most recent CFLs?
- Table 60 Page 70.....M8. On a 0 to 10 scale, with 0 being not at all likely and 10 being very likely, how likely were you to have purchased [this bulb/these bulbs] if you hadn't seen the CFL displays, information or signs?
- Table 61 Page 72.....M9. How much did you pay PER BULB for the CFLs you purchased most recently? If you got a special discount or used a coupon, please tell me the price of the bulb after the discount or coupon.
- Table 62 Page 77.....M10. How many CFLs did you buy at this price?
- Table 63 Page 80.....M11. How many CFLs would you have purchased if they cost \$1.00 more per bulb?
- Table 64 Page 83.....M12. What if they cost \$2.00 more per bulb? How many would you have purchased?
- Table 65 Page 85.....M13. What if they cost \$1.00 less per bulb? How many would you have purchased?
- Table 66 Page 88.....M14. At what price do CFLs become too expensive for your household to consider? That is, at what price per bulb would you definitely not purchase any?
- Table 67 Page 92.....M15. From what type of store did you make your most recent CFL purchase?
- Table 68 Page 94.....M16. Any others?
- Table 69 Page 96.....M17. From which type of store did you buy CFLs using a mail-order catalog?
- Table 70 Page 98.....M18. From which type of company did you buy CFLs over the internet?
- Table 73 Page 100.....I1. How many total CFLs are currently installed in your home or in an outdoor fixture at your home?
- Table 74 Page 104.....I2. Was this about the same 3 years ago?
- Table 75 Page 105.....I3. About how many total CFLs were installed in your home or in an outdoor fixture at your home 3 years ago?
- Table 76 Page 107.....I4. In what rooms or outdoor locations are you CURRENTLY using CFLs?
Kitchen
- Table 77 Page 109.....I4. In what rooms or outdoor locations are you CURRENTLY using CFLs?
Dining Room
- Table 78 Page 111.....I4. In what rooms or outdoor locations are you CURRENTLY using CFLs?
Living Room
- Table 79 Page 113.....I4. In what rooms or outdoor locations are you CURRENTLY using CFLs?
Family room/Den
- Table 80 Page 114.....I4. In what rooms or outdoor locations are you CURRENTLY using CFLs?
Bedroom
- Table 81 Page 116.....I4. In what rooms or outdoor locations are you CURRENTLY using CFLs?
Bathroom
- Table 82 Page 118.....I4. In what rooms or outdoor locations are you CURRENTLY using CFLs?
Laundry or utility room
- Table 83 Page 119.....I4. In what rooms or outdoor locations are you CURRENTLY using CFLs?
Closet



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- Table 84 Page 120.....I4. In what rooms or outdoor locations are you CURRENTLY using CFLs?
Garage
- Table 85 Page 121.....I4. In what rooms or outdoor locations are you CURRENTLY using CFLs?
Hallway or entryway
- Table 87 Page 122.....I4. In what rooms or outdoor locations are you CURRENTLY using CFLs?
Other room (specify)
- Table 88 Page 124.....I4. In what rooms or outdoor locations are you CURRENTLY using CFLs?
Outdoor - porch or patio
- Table 89 Page 126.....I4. In what rooms or outdoor locations are you CURRENTLY using CFLs?
Outdoor - entryway
- Table 90 Page 127.....I4. In what rooms or outdoor locations are you CURRENTLY using CFLs?
Outdoor - walkway
- Table 91 Page 128.....I4. In what rooms or outdoor locations are you CURRENTLY using CFLs?
Outdoor - landscape lighting
- Table 93 Page 129.....I4. In what rooms or outdoor locations are you CURRENTLY using CFLs?
Other outdoor location
- Table 94 Page 130.....I4. In what rooms or outdoor locations are you CURRENTLY using CFLs?
Refused/Don't Know room
- Table 98 Page 131.....I7. What is the wattage of the FIRST CFL you are currently using in your ?
- Table 99 Page 135.....I8. What type of bulb did the FIRST CFL in your replace?
- Table 100 Page 136.....I9. What was the wattage of the bulb you replaced with the FIRST CFL in your ?
- Table 109 Page 139.....I10. Was the bulb that was replaced with the FIRST CFL in your working or not working when you installed the CFL?
- Table 102 Page 140.....I7. What is the wattage of the SECOND CFL you are currently using in your ?
- Table 103 Page 144.....I8. What type of bulb did the SECOND CFL in your replace?
- Table 104 Page 145.....I9. What was the wattage of the bulb you replaced with the SECOND CFL in your ?
- Table 109 Page 147.....I10. Was the bulb that was replaced with the SECOND CFL in your working or not working when you installed the CFL?
- Table 106 Page 148.....I7. What is the wattage of the THIRD CFL you are currently using in your ?
- Table 107 Page 151.....I8. What type of bulb did the THIRD CFL in your replace?
- Table 108 Page 152.....I9. What was the wattage of the bulb you replaced with the THIRD CFL in your ?
- Table 109 Page 155.....I10. Was the bulb that was replaced with the THIRD CFL in your working or not working when you installed the CFL?
- Table 111 Page 156.....S1. How many total CFLs are you currently storing in your home for future use?
- Table 112 Page 159.....S2. Was this the same 3 years ago?
- Table 113 Page 160.....S3. About how many CFLs were you storing at your home 3 years ago?
- Table 114 Page 162.....S4. Why are you storing CFLs?
- Table 115 Page 163.....S5. When do you think you will install the CFL(s) you currently have in storage? Would you say within the next 3 months, 3 to 6 months from now, 6 to 12 months from now, more than a year from now, or never?
- Table 116 Page 164.....R1. Have you had any CFLs that you installed but then removed and did not use elsewhere?
- Table 117 Page 165.....R2. Approximately how many CFLs did you remove and did not use elsewhere?
- Table 118 Page 166.....R3. What was the main reason for removing the CFL?
- Table 119 Page 167.....R4. What type of bulb did you use to replace the CFL you removed?
- Table 120 Page 168.....N1. Using a scale of 0 to 10, where 0 means you are "not at all satisfied" and 10 means you are "extremely satisfied," how satisfied are you with CFLs in general?



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- Table 121 Page 170.....N2. Using the same scale, how would you rate your satisfaction with... "The color of the light they provide"?
- Table 122 Page 172.....N3. "The brightness of the light they provide"?
- Table 124 Page 174.....N4. "The amount of time they take to light up"?
- Table 125 Page 176.....N5. "The way they fit into light fixtures"?
- Table 126 Page 178.....N6. "The way they look in light fixtures"?
- Table 127 Page 180.....N7. "How long they last before burning out"?
- Table 123 Page 182.....N8. Are they too bright, or not bright enough?
- Table 128 Page 183.....N9. In general, what are the best features of CFLs?
- Table 129 Page 184.....N10. Why haven't you ever purchased CFLs?
- Table 130 Page 186.....N11. On a 0 to 10 scale, with 0 being definitely will not and 10 being definitely will, how likely are you to purchase any CFLs within the next year?
- Table 131 Page 188.....N12. Using the same 0 to 10 scale, when one of your regular incandescent light bulbs burns out, how likely would you be to replace it with a CFL?
- Table 132 Page 190.....N13. What, if anything, would motivate you to purchase CFLs before the end of 2008?
- Table 133 Page 192.....D1. Do you own or rent your home?
- Table 134 Page 193.....D2. In what type of building do you live?
- Table 135 Page 194.....D3. About when was this building first built?
- Table 136 Page 195.....D4. How many square feet of living space are there in your residence, including bathrooms, foyers and hallways?
- Table 137 Page 196.....D5. Which of the following best describes your age?
- Table 138 Page 197.....D6. Including yourself, how many people currently living in your home year-round are in the following age groups?
Less than 18
- Table 139 Page 198.....D6. Including yourself, how many people currently living in your home year-round are in the following age groups?
18-24
- Table 140 Page 199.....D6. Including yourself, how many people currently living in your home year-round are in the following age groups?
25-34
- Table 141 Page 200.....D6. Including yourself, how many people currently living in your home year-round are in the following age groups?
35-44
- Table 142 Page 201.....D6. Including yourself, how many people currently living in your home year-round are in the following age groups?
45-54
- Table 143 Page 202.....D6. Including yourself, how many people currently living in your home year-round are in the following age groups?
55-64
- Table 144 Page 203.....D6. Including yourself, how many people currently living in your home year-round are in the following age groups?
65 or older
- Table 145 Page 204.....D6. Including yourself, how many people currently living in your home year-round are in the following age groups?
Refused/Don't know
- Table 146 Page 205.....D7. What is the highest level of education you have completed?
- Table 147 Page 207.....D8. Which of the following best represents your annual household income from all sources in 2007, before taxes?
- Table 148 Page 208.....D9. Are you Spanish/Hispanic/Latino?
- Table 149 Page 209.....D10. What is your race?
- Table 150 Page 211.....D11. What is the primary language spoken in your home?
- Table 151 Page 213.....D12. RECORD GENDER



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Table 7 Page 1

A1. Have you ever heard of compact fluorescent light bulbs or CFLs?

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME				
	TOTAL	ASER	PRCHR	UN- AWARE	BE- FORE	2003- 2005	OR AFTER	BE- FORE	2003- 2005	OR AFTER	NONE	LIGHT	RATE	HEAVY	VERY	WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+
TOTAL ANSWERING	614	400	112	91	66	113	286	39	78	272	95	110	163	120	22	100	268	449	149	478	96	145	167	94	18
No	171	38	37	89	9	14	42	5	6	25	29	19	20	5	3	9	25	100	63	116	42	56	38	11	4
	27.9%	9.5%	33.0%	97.8%	13.6%	12.4%	14.7%	12.8%	7.7%	9.2%	30.5%	17.3%	12.3%	4.2%	13.6%	9.0%	9.3%	22.3%	42.3%	24.3%	43.8%	38.6%	22.8%	11.7%	22.2%
Yes	432	357	74	-	57	95	242	34	72	242	66	91	138	114	19	89	240	341	84	355	52	87	127	79	13
	70.4%	89.3%	66.1%		86.4%	84.1%	84.6%	87.2%	92.3%	89.0%	69.5%	82.7%	84.7%	95.0%	86.4%	89.0%	89.6%	75.9%	56.4%	74.3%	54.2%	60.0%	76.0%	84.0%	72.2%
Refused	4	-	-	2	-	-	-	-	-	-	-	-	-	-	-	-	-	2	1	2	1	1	-	2	-
	0.7%			2.2%														0.4%	0.7%	0.4%	1.0%	0.7%		2.1%	
Don't know	7	5	1	-	-	4	2	-	-	5	-	-	5	1	-	2	3	6	1	5	1	1	2	2	1
	1.1%	1.3%	0.9%			3.5%	0.7%			1.8%			3.1%	0.8%		2.0%	1.1%	1.3%	0.7%	1.0%	1.0%	0.7%	1.2%	2.1%	5.6%



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Table 8 Page 2

A2. Compact fluorescent light bulbs, or CFLs, are small fluorescent bulbs that fit in regular light bulb sockets. They are also called "energy saving bulbs" and look different than standard bulbs. They are often...

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME		HOUSING		INCOME				
	TOTAL	ASER	PRCHR	UN- AWARE	BE- FORE	2003- 2005	OR AFTER	BE- FORE	2003- 2005	OR AFTER	NONE	LIGHT	RATE	HEAVY	VERY	WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$50K- \$100K	\$100K- \$200K	200K+
TOTAL ANSWERING	182	43	38	91	9	18	44	5	6	30	29	19	25	6	3	11	28	108	65	123	44	58	40	15	5
No	91	-	-	91	-	-	-	-	-	-	-	-	-	-	-	-	-	45	39	60	24	27	15	5	1
	50.0%			100%														41.7%	60.0%	48.8%	54.5%	46.6%	37.5%	33.3%	20.0%
Yes	82	43	38	-	9	18	44	5	6	30	29	19	25	6	3	11	28	59	22	59	17	29	23	8	4
	45.1%	100%	100%		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	54.6%	33.8%	48.0%	38.6%	50.0%	57.5%	53.3%	80.0%
Refused	4	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	2	1	2	1	-	1	2	-
	2.2%																	1.9%	1.5%	1.6%	2.3%		2.5%	13.3%	
Don't know	5	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	2	3	2	2	2	1	-	-
	2.7%																	1.9%	4.6%	1.6%	4.5%	3.4%	2.5%		



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Table 9 Page 3

A3. In what year did you first become aware of compact fluorescent light bulbs or CFLs?

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME				
	TOTAL	ASER	PRCHR	UN- AWARE	BE- FORE	2003- 2005	OR AFTER	BE- FORE	2003- 2005	OR AFTER	NONE	LIGHT	RATE	HEAVY	VERY VERY	WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+
TOTAL ANSWERING	514	400	112	-	66	113	286	39	78	272	95	110	163	120	22	100	268	400	106	414	69	116	150	87	17
In 2006, 2007, or 2008	286	218	67	-	-	-	286	-	9	206	57	70	86	62	11	51	152	216	67	227	47	63	84	49	7
	55.6%	54.5%	59.8%				100%		11.5%	75.7%	60.0%	63.6%	52.8%	51.7%	50.0%	51.0%	56.7%	54.0%	63.2%	54.8%	68.1%	54.3%	56.0%	56.3%	41.2%
In 2003, 2004, or 2005	113	97	16	-	-	113	-	2	59	35	14	19	39	37	5	31	58	98	12	95	7	22	34	20	7
	22.0%	24.3%	14.3%			100%		5.1%	75.6%	12.9%	14.7%	17.3%	23.9%	30.8%	22.7%	31.0%	21.6%	24.5%	11.3%	22.9%	10.1%	19.0%	22.7%	23.0%	41.2%
Between the years 1998 - 2002	40	34	6	-	40	-	-	20	6	8	7	8	10	12	1	8	25	31	7	34	4	12	10	6	1
	7.8%	8.5%	5.4%		60.6%			51.3%	7.7%	2.9%	7.4%	7.3%	6.1%	10.0%	4.5%	8.0%	9.3%	7.8%	6.6%	8.2%	5.8%	10.3%	6.7%	6.9%	5.9%
Before 1998	26	18	8	-	26	-	-	14	1	2	6	4	11	5	1	6	11	18	8	19	4	6	10	4	2
	5.1%	4.5%	7.1%		39.4%			35.9%	1.3%	0.7%	6.3%	3.6%	6.7%	4.2%	4.5%	6.0%	4.1%	4.5%	7.5%	4.6%	5.8%	5.2%	6.7%	4.6%	11.8%
Refused	5	3	2	-	-	-	-	1	-	1	1	-	3	-	-	-	3	5	-	4	-	2	1	1	-
	1.0%	0.8%	1.8%					2.6%		0.4%	1.1%		1.8%				1.1%	1.3%		1.0%		1.7%	0.7%	1.1%	
Don't know	44	30	13	-	-	-	-	2	3	20	10	9	14	4	4	4	19	32	12	35	7	11	11	7	-
	8.6%	7.5%	11.6%					5.1%	3.8%	7.4%	10.5%	8.2%	8.6%	3.3%	18.2%	4.0%	7.1%	8.0%	11.3%	8.5%	10.1%	9.5%	7.3%	8.0%	



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Table 10 Page 4

A4. Can you recall how you FIRST became aware of them?

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME				
	=====			=====			=====			=====				=====			=====		=====		=====				
	AWARE	BE-	2006	BE-	2006	OR	BE-	2006	OR	MODE-				NOT	SOME-	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+	
	TOTAL	ASER	PRCHR	UN-	FORE	2003-	OR	FORE	2003-	OR	NONE	LIGHT	RATE	HEAVY	VERY	WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+
TOTAL ANSWERING	514	400	112	-	66	113	286	39	78	272	95	110	163	120	22	100	268	400	106	414	69	116	150	87	17
Noticed them in store or saw in-store display/sale/point of purchase materials	136	107	28	-	13	39	74	9	26	70	25	21	52	34	3	25	74	107	25	110	17	34	43	20	3
	26.5%	26.8%	25.0%		19.7%	34.5%	25.9%	23.1%	33.3%	25.7%	26.3%	19.1%	31.9%	28.3%	13.6%	25.0%	27.6%	26.8%	23.6%	26.6%	24.6%	29.3%	28.7%	23.0%	17.6%
Utility information (bill insert, mailing, other info)	14	12	2	-	3	3	7	3	3	5	1	2	7	4	-	3	7	9	4	12	1	2	3	3	-
	2.7%	3.0%	1.8%		4.5%	2.7%	2.4%	7.7%	3.8%	1.8%	1.1%	1.8%	4.3%	3.3%		3.0%	2.6%	2.3%	3.8%	2.9%	1.4%	1.7%	2.0%	3.4%	
Received free CFL at an event or giveaway	5	5	-	-	2	2	1	2	1	2	-	1	2	2	1	1	3	4	1	4	1	2	3	-	-
	1.0%	1.3%			3.0%	1.8%	0.3%	5.1%	1.3%	0.7%		0.9%	1.2%	1.7%	4.5%	1.0%	1.1%	1.0%	0.9%	1.0%	1.4%	1.7%	2.0%		
Television	105	77	28	-	6	15	76	4	12	61	21	29	29	21	3	23	49	78	24	83	15	29	22	21	5
	20.4%	19.3%	25.0%		9.1%	13.3%	26.6%	10.3%	15.4%	22.4%	22.1%	26.4%	17.8%	17.5%	13.6%	23.0%	18.3%	19.5%	22.6%	20.0%	21.7%	25.0%	14.7%	24.1%	29.4%
Internet	8	6	2	-	1	3	4	-	3	3	2	-	2	4	-	1	5	5	3	4	4	-	1	5	-
	1.6%	1.5%	1.8%		1.5%	2.7%	1.4%		3.8%	1.1%	2.1%		1.2%	3.3%		1.0%	1.9%	1.3%	2.8%	1.0%	5.8%		0.7%	5.7%	
Newspaper	46	37	9	-	4	14	22	1	7	28	9	9	14	10	3	8	26	41	4	40	1	7	10	8	3
	8.9%	9.3%	8.0%		6.1%	12.4%	7.7%	2.6%	9.0%	10.3%	9.5%	8.2%	8.6%	8.3%	13.6%	8.0%	9.7%	10.3%	3.8%	9.7%	1.4%	6.0%	6.7%	9.2%	17.6%
Magazines	48	40	8	-	5	8	31	2	9	29	11	8	12	14	6	7	26	44	4	43	3	9	11	9	1
	9.3%	10.0%	7.1%		7.6%	7.1%	10.8%	5.1%	11.5%	10.7%	11.6%	7.3%	7.4%	11.7%	27.3%	7.0%	9.7%	11.0%	3.8%	10.4%	4.3%	7.8%	7.3%	10.3%	5.9%
Radio	11	8	3	-	2	1	7	-	-	8	3	1	4	3	1	-	7	9	2	8	2	2	5	3	-
	2.1%	2.0%	2.7%		3.0%	0.9%	2.4%			2.9%	3.2%	0.9%	2.5%	2.5%	4.5%		2.6%	2.3%	1.9%	1.9%	2.9%	1.7%	3.3%	3.4%	
Word of mouth (friends, family, neighbor, colleague)	59	41	18	-	1	15	37	2	6	32	15	14	15	12	2	9	29	43	16	45	12	12	23	9	1
	11.5%	10.3%	16.1%		1.5%	13.3%	12.9%	5.1%	7.7%	11.8%	15.8%	12.7%	9.2%	10.0%	9.1%	9.0%	10.8%	10.8%	15.1%	10.9%	17.4%	10.3%	15.3%	10.3%	5.9%



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A4. Can you recall how you FIRST became aware of them?

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME				
	=====			=====			=====			=====				=====			=====		=====		=====				
	AWARE	BE-	2006	BE-	2006	BE-	2006	BE-	2006	NONE	LIGHT	RATE	HEAVY	NOT	SOME-	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+	
	PURCH	NON-	UN-	FORE	2003-	OR	FORE	2003-	OR					VERY	WHAT	VERY									
Sales person	11	9	2	-	-	1	9	1	1	7	2	2	5	2	-	2	7	7	4	8	3	4	2	2	-
	2.1%	2.3%	1.8%			0.9%	3.1%	2.6%	1.3%	2.6%	2.1%	1.8%	3.1%	1.7%		2.0%	2.6%	1.8%	3.8%	1.9%	4.3%	3.4%	1.3%	2.3%	
Consumer Reports	3	3	-	-	2	-	1	1	1	1	-	2	1	-	-	-	3	2	1	2	-	1	1	-	-
	0.6%	0.8%			3.0%		0.3%	2.6%	1.3%	0.4%		1.8%	0.6%				1.1%	0.5%	0.9%	0.5%		0.9%	0.7%		
ENERGY STAR? Program website	6	5	1	-	2	2	2	2	1	2	-	2	3	1	-	-	5	2	4	4	2	3	2	-	-
	1.2%	1.3%	0.9%		3.0%	1.8%	0.7%	5.1%	1.3%	0.7%		1.8%	1.8%	0.8%			1.9%	0.5%	3.8%	1.0%	2.9%	2.6%	1.3%		
Announcement by governor or other government official	2	2	-	-	1	-	1	-	1	1	1	1	-	-	-	-	2	1	1	1	1	1	-	-	-
	0.4%	0.5%			1.5%		0.3%		1.3%	0.4%	1.1%	0.9%					0.7%	0.3%	0.9%	0.2%	1.4%	0.9%			
Received CFL for free in the mail	3	3	-	-	-	-	3	-	-	3	1	1	-	-	-	1	2	3	-	3	-	-	3	-	-
	0.6%	0.8%					1.0%			1.1%	1.1%	0.9%				1.0%	0.7%	0.8%		0.7%			2.0%		
Received CFL coupon in the mail	1	-	1	-	1	-	-	-	-	-	1	-	-	-	-	-	1	-	1	-	-	-	-	-	-
	0.2%		0.9%		1.5%						1.1%						0.3%		0.2%						
Other (specify)	69	54	15	-	22	12	30	9	9	33	10	14	17	25	2	15	35	52	15	54	9	12	19	9	3
	13.4%	13.5%	13.4%		33.3%	10.6%	10.5%	23.1%	11.5%	12.1%	10.5%	12.7%	10.4%	20.8%	9.1%	15.0%	13.1%	13.0%	14.2%	13.0%	13.0%	10.3%	12.7%	10.3%	17.6%
Refused	3	1	2	-	-	-	-	1	-	-	1	-	1	-	-	-	1	3	-	3	-	1	-	1	-
	0.6%	0.3%	1.8%					2.6%			1.1%		0.6%				0.4%	0.8%		0.7%		0.9%		1.1%	
Don't Know / Don't recall	55	47	7	-	8	16	22	7	8	28	3	14	20	12	4	14	29	47	7	46	6	8	16	11	5
	10.7%	11.8%	6.3%		12.1%	14.2%	7.7%	17.9%	10.3%	10.3%	3.2%	12.7%	12.3%	10.0%	18.2%	14.0%	10.8%	11.8%	6.6%	11.1%	8.7%	6.9%	10.7%	12.6%	29.4%



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P1. Has anyone in your household - including yourself - ever purchased CFLs?

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME				
	TOTAL	ASER	PRCHR	UN- AWARE	BE- 2003	2006 OR 2005	BE- 2003	2006 OR 2005	AFTER	NONE	LIGHT	RATE	HEAVY	VERY	WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+	
TOTAL ANSWERING	514	400	112	-	66	113	286	39	78	272	95	110	163	120	22	100	268	400	106	414	69	116	150	87	17
No	112	-	112	-	14	16	67	-	-	-	77	11	10	5	-	-	-	74	37	83	23	44	24	16	4
	21.8%		100%		21.2%	14.2%	23.4%				81.1%	10.0%	6.1%	4.2%				18.5%	34.9%	20.0%	33.3%	37.9%	16.0%	18.4%	23.5%
Yes	400	400	-	-	52	97	218	39	78	272	18	98	153	115	22	100	268	325	68	330	45	71	126	71	13
	77.8%	100%			78.8%	85.8%	76.2%	100%	100%	100%	18.9%	89.1%	93.9%	95.8%	100%	100%	100%	81.3%	64.2%	79.7%	65.2%	61.2%	84.0%	81.6%	76.5%
Refused	1	-	-	-	-	-	1	-	-	-	-	1	-	-	-	-	-	-	1	-	1	1	-	-	-
	0.2%						0.3%					0.9%							0.9%		1.4%	0.9%			
Don't know	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	-	1	-	-	-	-	-
	0.2%																	0.3%		0.2%					



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P2. When was the first time you or someone else in your household ever purchased CFLs? Would you say it was..

	CFL PURCHASES/ AWARENESS				FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME			
	TOTAL	ASER	PRCHR	UN- AWARE	BE- FORE 2003	2003- 2005	OR AFTER 2006	BE- FORE 2003	2003- 2005	OR AFTER	NONE	LIGHT	RATE	HEAVY	VERY VERY	SOME- WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K- \$200K	\$200K- \$500K	\$500K- \$100K+
TOTAL ANSWERING	400	400	-	-	52	97	218	39	78	272	18	98	153	115	22	100	268	325	68	330	45	71	126	71	13
In 2006, 2007, or 2008	272	272	-	-	10	35	206	-	-	272	12	75	103	75	17	65	184	219	50	226	32	45	84	55	8
	68.0%	68.0%			19.2%	36.1%	94.5%			100%	66.7%	76.5%	67.3%	65.2%	77.3%	65.0%	68.7%	67.4%	73.5%	68.5%	71.1%	63.4%	66.7%	77.5%	61.5%
In 2003, 2004, or 2005	78	78	-	-	7	59	9	-	78	-	3	15	26	29	1	20	54	66	9	63	7	15	27	10	3
	19.5%	19.5%			13.5%	60.8%	4.1%		100%		16.7%	15.3%	17.0%	25.2%	4.5%	20.0%	20.1%	20.3%	13.2%	19.1%	15.6%	21.1%	21.4%	14.1%	23.1%
Between the years 1998 - 2002	29	29	-	-	25	2	-	29	-	-	1	5	15	7	1	11	17	21	7	23	5	7	8	4	-
	7.2%	7.2%			48.1%	2.1%		74.4%			5.6%	5.1%	9.8%	6.1%	4.5%	11.0%	6.3%	6.5%	10.3%	7.0%	11.1%	9.9%	6.3%	5.6%	
Before 1998	10	10	-	-	9	-	-	10	-	-	-	2	5	3	-	2	8	9	1	9	-	2	5	1	1
	2.5%	2.5%			17.3%			25.6%				2.0%	3.3%	2.6%		2.0%	3.0%	2.8%	1.5%	2.7%		2.8%	4.0%	1.4%	7.7%
Refused	1	1	-	-	-	-	-	-	-	-	-	-	-	-	1	-	-	1	-	1	-	-	-	-	-
	0.3%	0.3%													4.5%		0.3%		0.3%						
Don't know	10	10	-	-	1	1	3	-	-	-	2	1	4	1	2	2	5	9	1	8	1	2	2	1	1
	2.5%	2.5%			1.9%	1.0%	1.4%				11.1%	1.0%	2.6%	0.9%	9.1%	2.0%	1.9%	2.8%	1.5%	2.4%	2.2%	2.8%	1.6%	1.4%	7.7%



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P3. This may be difficult to remember, but did you or someone else in your household purchase any CFLs specifically in 2003, 2004 or 2005?

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME		HOUSING		INCOME				
	TOTAL	ASER	PRCHR	UN- AWARE	BE- FORE 2003	2003- OR 2006	OR AFTER	BE- FORE 2003	2003- OR 2006	OR AFTER	NONE	LIGHT	RATE	HEAVY	VERY NOT	SOME- WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+
TOTAL ANSWERING	50	50	-	-	35	3	3	39	-	-	3	8	24	11	4	15	30	40	9	41	6	11	15	6	2
No	10	10	-	-	7	-	-	7	-	-	-	4	5	-	1	1	8	7	3	5	3	3	5	-	-
	20.0%	20.0%			20.0%			17.9%			50.0%	20.8%		25.0%	6.7%	26.7%	17.5%	33.3%	12.2%	50.0%	27.3%	33.3%			
Yes	27	27	-	-	20	2	1	23	-	-	2	3	11	9	1	13	12	21	5	24	2	4	7	5	1
	54.0%	54.0%			57.1%	66.7%	33.3%	59.0%			66.7%	37.5%	45.8%	81.8%	25.0%	86.7%	40.0%	52.5%	55.6%	58.5%	33.3%	36.4%	46.7%	83.3%	50.0%
Refused	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Don't know	13	13	-	-	8	1	2	9	-	-	1	1	8	2	2	1	10	12	1	12	1	4	3	1	1
	26.0%	26.0%			22.9%	33.3%	66.7%	23.1%			33.3%	12.5%	33.3%	18.2%	50.0%	6.7%	33.3%	30.0%	11.1%	29.3%	16.7%	36.4%	20.0%	16.7%	50.0%



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P4. Approximately how many CFLs did you purchase during 2003, 2004 or 2005?

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME				
	=====			=====			=====			=====				=====			=====		=====		=====				
	AWARE	BE-	2006	BE-	2006	BE-	2006	BE-	2006	NONE	LIGHT	RATE	HEAVY	NOT	SOME-	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+	
	PURCH	NON-	UN-	FORE	2003-	OR	FORE	2003-	OR	AFTER	AFTER	AFTER	AFTER	VERY	WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+	
TOTAL ANSWERING	105	105	-	-	27	61	10	23	78	-	5	18	37	38	2	33	66	87	14	87	9	19	34	15	4
MEAN	8.50	8.50	-	-	9.48	8.51	5.44	9.65	8.14	-	4.00	5.18	6.65	11.00	6.00	8.79	8.79	9.25	4.55	9.20	4.00	8.06	9.33	9.58	18.00
MEDIAN	6.00	6.00	-	-	8.00	6.00	4.00	7.00	5.00	-	4.00	4.00	5.00	8.00	6.00	5.00	6.00	6.00	4.00	6.00	3.00	5.50	5.50	6.50	18.00
1	4	4	-	-	-	2	1	-	4	-	1	1	-	1	-	1	2	2	2	2	2	-	2	1	-
	3.8%	3.8%				3.3%	10.0%		5.1%		20.0%	5.6%		2.6%		3.0%	3.0%	2.3%	14.3%	2.3%	22.2%		5.9%	6.7%	
2	13	13	-	-	3	8	1	3	10	-	-	5	4	3	1	6	5	12	1	11	1	1	2	2	-
	12.4%	12.4%				11.1%	13.1%	10.0%	13.0%	12.8%		27.8%	10.8%	7.9%	50.0%	18.2%	7.6%	13.8%	7.1%	12.6%	11.1%	5.3%	5.9%	13.3%	
3	4	4	-	-	-	4	-	-	4	-	-	2	1	1	-	-	3	2	-	2	-	1	1	-	-
	3.8%	3.8%				6.6%			5.1%			11.1%	2.7%	2.6%			4.5%	2.3%		2.3%		5.3%	2.9%		
4	11	11	-	-	1	6	3	2	9	-	1	1	7	2	-	4	7	8	3	9	2	1	6	-	-
	10.5%	10.5%				3.7%	9.8%	30.0%	8.7%	11.5%		20.0%	5.6%	18.9%	5.3%		12.1%	10.6%	9.2%	21.4%	10.3%	22.2%	5.3%	17.6%	
5	12	12	-	-	4	6	2	3	9	-	-	3	6	3	-	4	8	10	2	10	-	5	4	1	-
	11.4%	11.4%				14.8%	9.8%	20.0%	13.0%	11.5%		16.7%	16.2%	7.9%		12.1%	12.1%	11.5%	14.3%	11.5%		26.3%	11.8%	6.7%	
6	9	9	-	-	3	6	-	2	7	-	-	2	3	4	-	3	6	7	1	7	-	1	3	2	1
	8.6%	8.6%				11.1%	9.8%		8.7%	9.0%		11.1%	8.1%	10.5%		9.1%	9.1%	8.0%	7.1%	8.0%		5.3%	8.8%	13.3%	25.0%
7	1	1	-	-	-	1	-	-	1	-	1	-	-	-	-	-	1	1	-	1	-	-	-	1	-
	1.0%	1.0%				1.6%			1.3%		20.0%						1.5%	1.1%		1.1%				6.7%	
8	6	6	-	-	3	3	-	2	4	-	-	1	2	3	-	-	6	5	1	6	-	1	2	1	-
	5.7%	5.7%				11.1%	4.9%		8.7%	5.1%		5.6%	5.4%	7.9%			9.1%	5.7%	7.1%	6.9%		5.3%	5.9%	6.7%	
10	5	5	-	-	1	3	-	-	4	-	-	-	2	2	1	-	4	4	1	5	-	1	-	-	-
	4.8%	4.8%				3.7%	4.9%		5.1%				5.4%	5.3%	50.0%		6.1%	4.6%	7.1%	5.7%		5.3%			



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P4. Approximately how many CFLs did you purchase during 2003, 2004 or 2005?

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE			CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME					
	TOTAL	ASER	PRCHR	UN- AWARE	BE- 2003	2003- 2005	OR 2006	BE- 2003	2003- 2005	OR 2006	NONE	LIGHT	RATE	HEAVY	VERY NOT	SOME- WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+
12	11	11	-	-	2	7	2	2	9	-	-	1	4	4	-	5	6	11	-	9	1	3	3	1	-
	10.5%	10.5%			7.4%	11.5%	20.0%	8.7%	11.5%			5.6%	10.8%	10.5%	15.2%	9.1%	12.6%		10.3%	11.1%	15.8%	8.8%	6.7%		
15	2	2	-	-	2	-	-	2	-	-	-	1	1	-	1	1	2	-	2	-	1	1	-	-	
	1.9%	1.9%			7.4%			8.7%				2.7%	2.6%		3.0%	1.5%	2.3%		2.3%		5.3%	2.9%			
16	2	2	-	-	1	1	-	1	1	-	-	-	2	-	1	1	2	-	2	-	-	2	-	-	
	1.9%	1.9%			3.7%	1.6%		4.3%	1.3%				5.3%		3.0%	1.5%	2.3%		2.3%			5.9%			
18	2	2	-	-	2	-	-	2	-	-	-	-	2	-	1	1	2	-	2	-	-	-	2	-	
	1.9%	1.9%			7.4%			8.7%					5.3%		3.0%	1.5%	2.3%		2.3%					13.3%	
20	3	3	-	-	-	3	-	-	3	-	-	1	1	1	-	-	3	3	-	3	-	1	2	-	-
	2.9%	2.9%				4.9%			3.8%			5.6%	2.7%	2.6%			4.5%	3.4%		3.4%		5.3%	5.9%		
30	3	3	-	-	1	1	-	1	2	-	-	-	-	2	-	1	2	3	-	3	-	-	1	1	1
	2.9%	2.9%			3.7%	1.6%		4.3%	2.6%				5.3%		3.0%	3.0%	3.4%		3.4%				2.9%	6.7%	25.0%
40	2	2	-	-	-	2	-	-	2	-	-	-	-	1	-	1	1	2	-	2	-	-	1	-	-
	1.9%	1.9%				3.3%			2.6%				2.6%		3.0%	1.5%	2.3%		2.3%				2.9%		
Don't know	15	15	-	-	4	8	1	3	9	-	2	1	6	6	-	5	9	11	3	11	3	3	4	3	2
	14.3%	14.3%			14.8%	13.1%	10.0%	13.0%	11.5%		40.0%	5.6%	16.2%	15.8%	15.2%	13.6%	12.6%	21.4%	12.6%	33.3%	15.8%	11.8%	20.0%	50.0%	



Appendices

Table 15 Page 11

P5. Of the CFLs you purchased during 2003, 2004 or 2005, how many are currently installed in your home or in an outdoor fixture at your home?

	CFL PURCHASES/ AWARENESS				FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME			
	TOTAL	ASER	PRCHR	UN- AWARE	BE- FORE 2003	2003- 2005	OR AFTER	BE- FORE 2003	2003- 2005	OR AFTER	NONE	LIGHT	RATE	HEAVY	VERY NOT	SOME- WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$50K- \$100K	\$100- \$200K	200K+
TOTAL ANSWERING	90	90	-	-	23	53	9	20	69	-	3	17	31	32	2	28	57	76	11	76	6	16	30	12	2
MEAN	6.38	6.38	-	-	7.65	6.26	4.22	7.10	6.12	-	2.67	3.59	5.06	8.41	5.50	5.25	7.21	7.08	2.27	6.96	2.33	5.69	7.90	6.58	8.00
MEDIAN	4.50	4.50	-	-	5.00	4.00	4.00	5.50	4.00	1.00	2.00	5.00	7.00	5.50	4.50	5.00	5.00	2.00	5.00	1.00	5.00	4.00	5.00	8.00	
0	9	9	-	-	3	5	1	2	7	-	1	1	2	5	-	4	4	6	3	7	2	1	3	3	-
	10.0%	10.0%			13.0%	9.4%	11.1%	10.0%	10.1%		33.3%	5.9%	6.5%	15.6%		14.3%	7.0%	7.9%	27.3%	9.2%	33.3%	6.3%	10.0%	25.0%	
1	6	6	-	-	-	2	1	1	5	-	1	3	-	1	1	2	3	4	2	4	2	-	3	1	-
	6.7%	6.7%				3.8%	11.1%	5.0%	7.2%		33.3%	17.6%		3.1%	50.0%	7.1%	5.3%	5.3%	18.2%	5.3%	33.3%		10.0%	8.3%	
2	15	15	-	-	3	12	-	3	12	-	-	7	4	3	-	6	8	12	2	13	-	2	5	-	-
	16.7%	16.7%			13.0%	22.6%		15.0%	17.4%			41.2%	12.9%	9.4%		21.4%	14.0%	15.8%	18.2%	17.1%		12.5%	16.7%		
3	3	3	-	-	1	2	-	1	2	-	-	2	1	-	-	-	2	2	-	1	-	2	-	-	-
	3.3%	3.3%			4.3%	3.8%		5.0%	2.9%			11.8%	3.2%				3.5%	2.6%		1.3%		12.5%			
4	12	12	-	-	1	6	5	1	11	-	-	1	8	3	-	2	10	10	2	10	1	2	5	1	-
	13.3%	13.3%			4.3%	11.3%	55.6%	5.0%	15.9%			5.9%	25.8%	9.4%		7.1%	17.5%	13.2%	18.2%	13.2%	16.7%	12.5%	16.7%	8.3%	
5	9	9	-	-	4	4	1	2	7	-	-	-	6	3	-	3	6	8	1	8	-	3	3	2	-
	10.0%	10.0%			17.4%	7.5%	11.1%	10.0%	10.1%				19.4%	9.4%		10.7%	10.5%	10.5%	9.1%	10.5%		18.8%	10.0%	16.7%	
6	5	5	-	-	1	4	-	1	4	-	-	1	3	1	-	2	3	3	1	3	-	1	1	-	1
	5.6%	5.6%			4.3%	7.5%		5.0%	5.8%			5.9%	9.7%	3.1%		7.1%	5.3%	3.9%	9.1%	3.9%		6.3%	3.3%		50.0%
7	1	1	-	-	-	1	-	-	1	-	1	-	-	-	-	-	1	1	-	1	-	-	-	1	-
	1.1%	1.1%				1.9%			1.4%		33.3%						1.8%	1.3%		1.3%				8.3%	



Appendices

Table 15 Page 12
(Continued)

P5. Of the CFLs you purchased during 2003, 2004 or 2005, how many are currently installed in your home or in an outdoor fixture at your home?

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE			CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME					
	TOTAL	ASER	UN- PRCHR	BE- FORE 2003	2006 2003- OR AFTER	BE- FORE 2003	2006 2003- OR AFTER	NONE	LIGHT	RATE	HEAVY	NOT VERY	SOME- WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$50K- \$100K	\$100K- \$200K	200K+			
																							8	8	-
8	8.9%	8.9%	-	-	13.0%	9.4%	-	15.0%	7.2%	-	-	5.9%	12.9%	9.4%	-	10.7%	8.8%	10.5%	-	9.2%	16.7%	25.0%	-	-	-
9	1.1%	1.1%	-	-	-	1.9%	-	-	1.4%	-	-	-	3.2%	-	-	1.8%	1.3%	-	1.3%	-	-	-	-	-	-
10	4.4%	4.4%	-	-	4.3%	3.8%	-	-	4.3%	-	-	3.2%	6.3%	50.0%	3.6%	3.5%	5.3%	-	5.3%	-	-	-	1	-	1
12	8.9%	8.9%	-	-	8.7%	9.4%	11.1%	10.0%	8.7%	-	-	-	15.6%	-	14.3%	7.0%	10.5%	-	10.5%	-	-	-	3	2	-
15	2.2%	2.2%	-	-	4.3%	-	-	10.0%	-	-	-	3.2%	3.1%	-	-	3.5%	2.6%	-	2.6%	-	-	-	1	1	-
16	2.2%	2.2%	-	-	4.3%	1.9%	-	5.0%	1.4%	-	-	-	6.3%	-	3.6%	1.8%	2.6%	-	2.6%	-	-	-	2	-	-
18	1.1%	1.1%	-	-	4.3%	-	-	5.0%	-	-	-	-	3.1%	-	-	1.8%	1.3%	-	1.3%	-	-	-	-	1	-
20	2.2%	2.2%	-	-	-	3.8%	-	-	2.9%	-	-	5.9%	-	3.1%	-	3.5%	2.6%	-	2.6%	-	-	1	1	-	-
30	1.1%	1.1%	-	-	4.3%	-	-	-	1.4%	-	-	-	-	-	-	1.8%	1.3%	-	1.3%	-	-	-	1	-	-
40	1.1%	1.1%	-	-	-	1.9%	-	-	1.4%	-	-	-	3.1%	-	-	1.8%	1.3%	-	1.3%	-	-	-	1	-	-



Appendices

Table 16 Page 13

This may be difficult to remember, but can you tell me where - that is, in what rooms or outdoor locations - you are CURRENTLY using the CFLs you purchased in 2003, 2004 or 2005?
Kitchen

	CFL PURCHASES/ AWARENESS				FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE			CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME				
	TOTAL	ASER	PRCHR	UN- AWARE	BE- 2003	2003- 2005	OR 2006 AFTER	BE- 2003	2003- 2005	OR 2006 AFTER	NONE	LIGHT	RATE	HEAVY	VERY NOT	SOME- WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$50K- \$100K	\$100K- \$200K	200K+
TOTAL ANSWERING	35	35	-	-	9	23	2	9	26	-	-	7	12	13	1	12	22	30	4	30	2	8	14	2	1
MEAN	2.71	2.71	-	-	3.44	2.57	1.00	2.78	2.69	-	-	1.43	2.00	3.38	1.00	2.42	2.95	2.90	1.50	2.87	1.50	2.75	2.93	3.00	2.00
MEDIAN	2.00	2.00	-	-	3.00	2.00	1.00	3.00	2.00	-	-	1.00	2.00	3.00	1.00	2.00	2.00	2.00	1.50	2.00	1.50	2.00	2.00	3.00	2.00
1	9	9	-	-	1	6	2	1	8	-	-	4	2	3	1	3	5	7	2	8	1	1	6	-	-
	25.7%	25.7%	-	-	11.1%	26.1%	100%	11.1%	30.8%	-	-	57.1%	16.7%	23.1%	100%	25.0%	22.7%	23.3%	50.0%	26.7%	50.0%	12.5%	42.9%	-	-
2	14	14	-	-	3	11	-	3	11	-	-	3	9	1	-	5	9	11	2	10	1	4	3	-	1
	40.0%	40.0%	-	-	33.3%	47.8%	-	33.3%	42.3%	-	-	42.9%	75.0%	7.7%	-	41.7%	40.9%	36.7%	50.0%	33.3%	50.0%	50.0%	21.4%	-	100%
3	3	3	-	-	2	-	-	3	-	-	-	-	-	3	-	2	1	3	-	3	-	1	-	2	-
	8.6%	8.6%	-	-	22.2%	-	-	33.3%	-	-	-	-	-	23.1%	-	16.7%	4.5%	10.0%	-	10.0%	-	12.5%	-	100%	-
4	4	4	-	-	1	3	-	1	3	-	-	1	3	-	1	3	4	4	-	4	-	-	3	-	-
	11.4%	11.4%	-	-	11.1%	13.0%	-	11.1%	11.5%	-	-	8.3%	23.1%	-	8.3%	13.6%	13.3%	4	-	4	-	-	21.4%	-	-
5	2	2	-	-	1	1	-	1	1	-	-	-	-	2	-	-	2	2	-	2	-	2	-	-	-
	5.7%	5.7%	-	-	11.1%	4.3%	-	11.1%	3.8%	-	-	-	-	15.4%	-	9.1%	6.7%	2	-	2	-	25.0%	-	-	-
6	1	1	-	-	-	1	-	-	1	-	-	-	-	-	-	1	-	1	-	1	-	-	-	-	-
	2.9%	2.9%	-	-	-	4.3%	-	-	3.8%	-	-	-	-	-	8.3%	-	3.3%	1	-	1	-	-	-	-	-
8	1	1	-	-	-	1	-	-	1	-	-	-	-	1	-	-	1	1	-	1	-	-	1	-	-
	2.9%	2.9%	-	-	-	4.3%	-	-	3.8%	-	-	-	-	7.7%	-	4.5%	3.3%	1	-	1	-	-	7.1%	-	-
9	1	1	-	-	1	-	-	-	1	-	-	-	-	-	-	-	1	1	-	1	-	-	1	-	-
	2.9%	2.9%	-	-	11.1%	-	-	-	3.8%	-	-	-	-	-	-	4.5%	3.3%	1	-	1	-	-	7.1%	-	-



Appendices

Table 17 Page 14

This may be difficult to remember, but can you tell me where - that is, in what rooms or outdoor locations - you are CURRENTLY using the CFLs you purchased in 2003, 2004 or 2005?
Dining Room

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME				
	=====			=====			=====			=====				=====			=====		=====						
	AWARE			BE-	2006	BE-	2006	MODE-				NOT	SOME-	=====		=====		\$50K- \$100-							
	TOTAL	PURCH	NON-	UN-	FORE	2003-	OR	FORE	2003-	OR	NONE	LIGHT	RATE	HEAVY	VERY	WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+
TOTAL ANSWERING	17	17	-	-	2	12	1	4	12	-	1	1	3	9	1	5	11	16	1	15	1	2	8	3	1
MEAN	2.29	2.29	-	-	2.50	2.08	4.00	2.00	2.33	-	2.00	2.00	1.67	2.33	3.00	1.80	2.45	2.31	2.00	2.33	2.00	4.00	2.00	1.67	1.00
MEDIAN	2.00	2.00			2.50	2.00	4.00	1.50	2.00		2.00	2.00	1.00		3.00	1.00	2.00	2.00	2.00	2.00	4.00	1.50	2.00	1.00	
1	6	6	-	-	1	5	-	2	4	-	-	-	1	5	-	3	3	6	-	6	-	-	4	1	1
	35.3%	35.3%			50.0%	41.7%		50.0%	33.3%				33.3%	55.6%		60.0%	27.3%	37.5%		40.0%			50.0%	33.3%	100%
2	6	6	-	-	-	5	-	1	5	-	1	1	2	1	-	1	5	5	1	4	1	1	2	2	-
	35.3%	35.3%				41.7%		25.0%	41.7%		100%	100%	66.7%	11.1%		20.0%	45.5%	31.3%	100%	26.7%	100%	50.0%	25.0%	66.7%	
3	1	1	-	-	-	-	-	-	-	-	-	-	-	-	1	-	-	1	-	1	-	-	-	-	-
	5.9%	5.9%													100%			6.3%		6.7%					
4	3	3	-	-	1	1	1	1	2	-	-	-	-	2	-	1	2	3	-	3	-	-	2	-	-
	17.6%	17.6%			50.0%	8.3%	100%	25.0%	16.7%					22.2%		20.0%	18.2%	18.8%		20.0%			25.0%		
6	1	1	-	-	-	1	-	-	1	-	-	-	-	1	-	-	1	1	-	1	-	1	-	-	-
	5.9%	5.9%				8.3%			8.3%					11.1%			9.1%	6.3%		6.7%		50.0%			



Appendices

Table 18 Page 15

This may be difficult to remember, but can you tell me where - that is, in what rooms or outdoor locations - you are CURRENTLY using the CFLs you purchased in 2003, 2004 or 2005?

Living Room

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME		HOUSING		INCOME				
	=====			=====			=====			=====				=====			=====		=====		=====				
	AWARE			BE-	2006	BE-	2006	MODE-				NOT	SOME-	=====		=====		\$50K- \$100-							
	TOTAL	PURCH	NON-	UN-	FORE	2003-	OR	FORE	2003-	OR	AFTER	NONE	LIGHT	RATE	HEAVY	VERY	WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K
TOTAL ANSWERING	48	48	-	-	10	33	4	6	41	-	1	7	15	19	1	10	35	41	5	41	2	13	16	4	1
MEAN	2.35	2.35	-	-	2.70	2.33	1.50	2.67	2.29	-	3.00	2.00	1.67	2.53	3.00	2.50	2.29	2.41	1.60	2.44	1.50	2.38	2.06	1.75	4.00
MEDIAN	2.00	2.00			1.50	2.00	1.50	2.00	2.00		3.00	2.00	2.00	2.00	3.00	2.50	2.00	2.00	1.00	2.00	1.50	2.00	2.00	1.50	4.00
1	16	16	-	-	5	9	2	2	14	-	-	3	7	5	-	3	13	12	4	13	1	6	7	2	-
	33.3%	33.3%			50.0%	27.3%	50.0%	33.3%	34.1%			42.9%	46.7%	26.3%		30.0%	37.1%	29.3%	80.0%	31.7%	50.0%	46.2%	43.8%	50.0%	
2	16	16	-	-	3	11	2	3	13	-	-	2	6	7	-	2	13	16	-	14	1	3	6	1	-
	33.3%	33.3%			30.0%	33.3%	50.0%	50.0%	31.7%			28.6%	40.0%	36.8%		20.0%	37.1%	39.0%		34.1%	50.0%	23.1%	37.5%	25.0%	
3	8	8	-	-	-	7	-	-	7	-	1	1	2	3	1	2	4	6	-	6	-	1	2	1	-
	16.7%	16.7%				21.2%			17.1%		100%	14.3%	13.3%	15.8%	100%	20.0%	11.4%	14.6%		14.6%		7.7%	12.5%	25.0%	
4	5	5	-	-	-	5	-	-	5	-	-	1	-	3	-	3	2	4	1	5	-	2	-	-	1
	10.4%	10.4%				15.2%			12.2%			14.3%		15.8%		30.0%	5.7%	9.8%	20.0%	12.2%		15.4%			100%
5	1	1	-	-	-	1	-	-	1	-	-	-	-	-	-	-	1	1	-	1	-	-	-	-	-
	2.1%	2.1%				3.0%			2.4%								2.9%	2.4%		2.4%					
8	2	2	-	-	2	-	-	1	1	-	-	-	-	1	-	-	2	2	-	2	-	1	1	-	-
	4.2%	4.2%			20.0%			16.7%	2.4%					5.3%			5.7%	4.9%		4.9%		7.7%	6.3%		



Appendices

Table 19 Page 16

This may be difficult to remember, but can you tell me where - that is, in what rooms or outdoor locations - you are CURRENTLY using the CFLs you purchased in 2003, 2004 or 2005?

Family room/Den

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME				
	=====			=====			=====			=====				=====			=====		=====						
	AWARE	BE-	UN-	BE-	2006	OR	BE-	2006	OR	MODE-	NOT	SOME-	VERY	WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+		
TOTAL	PURCH	NON-	UN-	FORE	2003-	OR	FORE	2003-	OR	NONE	LIGHT	RATE	HEAVY	VERY	WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+	
TOTAL ANSWERING	14	14	-	-	1	11	1	1	12	-	1	1	3	7	1	3	10	14	-	14	-	2	4	2	1
MEAN	1.93	1.93	-	-	3.00	1.91	2.00	3.00	1.92	-	1.00	2.00	1.33	2.00	1.00	3.67	1.50	1.93	-	1.93	-	2.50	1.25	1.50	3.00
MEDIAN	2.00	2.00			3.00	2.00	2.00	3.00	2.00		1.00	2.00	1.00	2.00	1.00	3.00	1.50	2.00		2.00		2.50	1.00	1.50	3.00
1	6	6	-	-	-	5	-	-	5	-	1	-	2	2	1	-	5	6	-	6	-	-	3	1	-
	42.9%	42.9%				45.5%			41.7%		100%		66.7%	28.6%	100%		50.0%	42.9%		42.9%			75.0%	50.0%	
2	5	5	-	-	-	4	1	-	5	-	-	1	1	3	-	-	5	5	-	5	-	1	1	1	-
	35.7%	35.7%				36.4%	100%		41.7%			100%	33.3%	42.9%			50.0%	35.7%		35.7%		50.0%	25.0%	50.0%	
3	2	2	-	-	1	1	-	1	1	-	-	-	-	2	-	2	-	2	-	2	-	1	-	-	1
	14.3%	14.3%			100%	9.1%		100%	8.3%					28.6%		66.7%		14.3%		14.3%		50.0%			100%
5	1	1	-	-	-	1	-	-	1	-	-	-	-	-	-	1	-	1	-	1	-	-	-	-	-
	7.1%	7.1%				9.1%			8.3%							33.3%		7.1%		7.1%					



Appendices

Table 20 Page 17

This may be difficult to remember, but can you tell me where - that is, in what rooms or outdoor locations - you are CURRENTLY using the CFLs you purchased in 2003, 2004 or 2005?
Bedroom

	CFL PURCHASES/ AWARENESS				FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME			
	AWARE		UN- AWARE		BE- FORE 2003	2006 2005	OR AFTER	BE- FORE 2003	2006 2005	OR AFTER	NONE	LIGHT	RATE	HEAVY	NOT VERY	SOME- WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$50K- \$100K	\$100- \$200K	200K+
	TOTAL	ASER	PRCHR	AWARE	2003	2005	AFTER	2003	2005	AFTER															
TOTAL ANSWERING	55	55	-	-	14	32	6	10	44	-	1	10	19	20	1	16	38	48	6	48	2	14	18	6	1
MEAN	2.56	2.56	-	-	3.00	2.63	1.67	3.00	2.45	-	4.00	1.40	1.95	3.40	3.00	2.31	2.66	2.67	1.83	2.75	1.00	2.43	2.78	2.67	2.00
MEDIAN	2.00	2.00			2.50	2.00	1.50	2.50	2.00		4.00	1.00	2.00	3.00	3.00	2.00	2.00	2.00	2.00	2.00	1.00	2.00	2.00	3.00	2.00
1	19	19	-	-	4	10	3	3	16	-	-	6	8	4	-	4	15	17	2	14	2	6	7	2	-
	34.5%	34.5%			28.6%	31.3%	50.0%	30.0%	36.4%			60.0%	42.1%	20.0%		25.0%	39.5%	35.4%	33.3%	29.2%	100%	42.9%	38.9%	33.3%	
2	14	14	-	-	3	9	2	2	12	-	-	4	7	3	-	6	8	10	3	12	-	4	3	-	1
	25.5%	25.5%			21.4%	28.1%	33.3%	20.0%	27.3%			40.0%	36.8%	15.0%		37.5%	21.1%	20.8%	50.0%	25.0%		28.6%	16.7%		100%
3	10	10	-	-	3	5	1	2	7	-	-	-	2	7	1	4	5	9	1	10	-	2	4	2	-
	18.2%	18.2%			21.4%	15.6%	16.7%	20.0%	15.9%			10.5%	35.0%	100%	25.0%	13.2%	18.8%	16.7%	20.8%			14.3%	22.2%	33.3%	
4	6	6	-	-	2	4	-	2	4	-	1	-	1	2	-	1	5	6	-	6	-	-	1	2	-
	10.9%	10.9%			14.3%	12.5%		20.0%	9.1%		100%		5.3%	10.0%		6.3%	13.2%	12.5%		12.5%			5.6%	33.3%	
5	3	3	-	-	-	3	-	-	3	-	-	-	1	2	-	1	2	3	-	3	-	1	1	-	-
	5.5%	5.5%				9.4%			6.8%				5.3%	10.0%		6.3%	5.3%	6.3%		6.3%		7.1%	5.6%		
6	1	1	-	-	1	-	-	-	1	-	-	-	-	-	-	-	1	1	-	1	-	-	1	-	-
	1.8%	1.8%			7.1%				2.3%								2.6%	2.1%		2.1%			5.6%		
9	1	1	-	-	1	-	-	1	-	-	-	-	-	1	-	-	1	1	-	1	-	1	-	-	-
	1.8%	1.8%			7.1%			10.0%					5.0%				2.6%	2.1%		2.1%		7.1%			
10	1	1	-	-	-	1	-	-	1	-	-	-	-	1	-	-	1	1	-	1	-	-	1	-	-
	1.8%	1.8%				3.1%			2.3%				5.0%				2.6%	2.1%		2.1%			5.6%		



Appendices

Table 21 Page 18

This may be difficult to remember, but can you tell me where - that is, in what rooms or outdoor locations - you are CURRENTLY using the CFLs you purchased in 2003, 2004 or 2005?

Bathroom

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME				
	=====			=====			=====			=====				=====			=====		=====		=====				
	AWARE			BE-	2006	BE-	2006	MODE-				NOT	SOME-	=====		=====		\$50K- \$100-							
	TOTAL	PURCH	NON-	UN-	FORE	2003-	OR	FORE	2003-	OR	NONE	LIGHT	RATE	HEAVY	VERY	WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+
TOTAL ANSWERING	25	25	-	-	8	13	3	7	18	-	-	4	8	12	-	7	18	22	3	21	1	8	8	5	-
MEAN	2.24	2.24	-	-	2.25	1.46	3.00	3.71	1.67	-	-	2.25	1.25	2.92	-	1.86	2.39	2.32	1.67	2.38	1.00	1.88	1.88	3.80	-
MEDIAN	2.00	2.00			2.00	1.00	3.00	3.00	1.00			2.00	1.00	2.00		2.00	2.00	2.00	1.00	2.00	1.00	1.50	1.50	2.00	
1	10	10	-	-	2	8	-	-	10	-	-	-	7	3	-	2	8	8	2	7	1	4	4	1	-
	40.0%	40.0%			25.0%	61.5%			55.6%			87.5%	25.0%		28.6%	44.4%	36.4%	66.7%	33.3%	100%	50.0%	50.0%	20.0%		
2	8	8	-	-	3	4	1	3	5	-	-	3	-	4	-	4	4	8	-	8	-	1	2	2	-
	32.0%	32.0%			37.5%	30.8%	33.3%	42.9%	27.8%			75.0%	33.3%		57.1%	22.2%	36.4%		38.1%			12.5%	25.0%	40.0%	
3	4	4	-	-	2	1	1	2	2	-	-	1	1	2	-	1	3	3	1	3	-	3	1	-	-
	16.0%	16.0%			25.0%	7.7%	33.3%	28.6%	11.1%			25.0%	12.5%	16.7%		14.3%	16.7%	13.6%	33.3%	14.3%		37.5%	12.5%		
4	2	2	-	-	1	-	1	1	1	-	-	-	-	2	-	-	2	2	-	2	-	-	1	1	-
	8.0%	8.0%			12.5%		33.3%	14.3%	5.6%					16.7%			11.1%	9.1%		9.5%			12.5%	20.0%	
10	1	1	-	-	-	-	-	1	-	-	-	-	-	1	-	-	1	1	-	1	-	-	-	1	-
	4.0%	4.0%						14.3%						8.3%			5.6%	4.5%		4.8%				20.0%	



Appendices

Table 22 Page 19

This may be difficult to remember, but can you tell me where - that is, in what rooms or outdoor locations - you are CURRENTLY using the CFLs you purchased in 2003, 2004 or 2005?
Laundry or utility room

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME				
	AWARE			BE-	2006	OR	BE-	2006	OR	MODE-				NOT	SOME-	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+	
	TOTAL	ASER	PRCHR	UN-	FORE	2003-	2005	FORE	2003-	2005	AFTER	NONE	LIGHT	RATE	HEAVY	VERY	WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K
TOTAL ANSWERING	5	5	-	-	1	4	-	-	5	-	-	-	-	3	-	2	3	5	-	5	-	-	3	-	-
MEAN	2.00	2.00	-	-	4.00	1.50	-	-	2.00	-	-	-	-	1.67	-	2.00	2.00	2.00	-	2.00	-	-	2.67	-	-
MEDIAN	1.00	1.00	-	-	4.00	1.00	-	-	1.00	-	-	-	-	1.00	-	2.00	1.00	1.00	-	1.00	-	-	3.00	-	-
1	3	3	-	-	-	3	-	-	3	-	-	-	-	2	-	1	2	3	-	3	-	-	1	-	-
	60.0%	60.0%				75.0%			60.0%					66.7%		50.0%	66.7%	60.0%		60.0%			33.3%		
3	1	1	-	-	-	1	-	-	1	-	-	-	-	1	-	1	-	1	-	1	-	-	1	-	-
	20.0%	20.0%				25.0%			20.0%					33.3%		50.0%		20.0%		20.0%			33.3%		
4	1	1	-	-	1	-	-	-	1	-	-	-	-	-	-	-	1	1	-	1	-	-	1	-	-
	20.0%	20.0%			100%				20.0%								33.3%	20.0%		20.0%			33.3%		



Appendices

Table 23 Page 20

This may be difficult to remember, but can you tell me where - that is, in what rooms or outdoor locations - you are CURRENTLY using the CFLs you purchased in 2003, 2004 or 2005?

Closet

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME				
	AWARE			BE-	2006	OR	BE-	2006	OR	MODE-				NOT	SOME-	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+	
	TOTAL	ASER	PRCHR	UN-	FORE	2003-	2005	FORE	2003-	2005	AFTER	NONE	LIGHT	RATE	HEAVY	VERY	WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K
TOTAL ANSWERING	4	4	-	-	2	2	-	2	2	-	-	-	1	2	-	3	1	4	-	4	-	1	-	1	-
MEAN	2.25	2.25	-	-	2.00	2.50	-	2.00	2.50	-	-	-	3.00	2.00	-	2.00	3.00	2.25	-	2.25	-	1.00	-	3.00	-
MEDIAN	2.50	2.50			2.00	2.50		2.00	2.50				3.00	2.00		2.00	3.00	2.50		2.50		1.00		3.00	
1	1	1	-	-	1	-	-	1	-	-	-	-	-	1	-	1	-	1	-	1	-	1	-	-	-
	25.0%	25.0%			50.0%			50.0%					50.0%			33.3%		25.0%		25.0%		100%			
2	1	1	-	-	-	1	-	-	1	-	-	-	-	-	-	1	-	1	-	1	-	-	-	-	-
	25.0%	25.0%				50.0%			50.0%							33.3%		25.0%		25.0%					
3	2	2	-	-	1	1	-	1	1	-	-	-	1	1	-	1	1	2	-	2	-	-	-	1	-
	50.0%	50.0%			50.0%	50.0%		50.0%	50.0%				100%	50.0%		33.3%	100%	50.0%		50.0%				100%	



Appendices

Table 24 Page 21

This may be difficult to remember, but can you tell me where - that is, in what rooms or outdoor locations - you are CURRENTLY using the CFLs you purchased in 2003, 2004 or 2005?

Garage

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME					
	AWARE			BE-	2006	BE-	2006	MODE-				NOT	SOME-	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+				
	TOTAL	ASER	PRCHR	UN-	FORE	2003-	OR	FORE	2003-	OR	AFTER	NONE	LIGHT	RATE	HEAVY	VERY	WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+
TOTAL ANSWERING	2	2	-	-	1	1	-	1	1	-	-	-	-	2	-	1	1	2	-	2	-	-	-	-	1	-
MEAN	6.00	6.00	-	-	3.00	9.00	-	3.00	9.00	-	-	-	-	6.00	-	3.00	9.00	6.00	-	6.00	-	-	-	3.00	-	
MEDIAN	6.00	6.00			3.00	9.00		3.00	9.00					6.00		3.00	9.00	6.00		6.00				3.00		
3	1	1	-	-	1	-	-	1	-	-	-	-	-	1	-	1	-	1	-	1	-	-	-	1	-	
	50.0%	50.0%			100%			100%						50.0%		100%		50.0%		50.0%				100%		
9	1	1	-	-	-	1	-	-	1	-	-	-	-	1	-	-	1	1	-	1	-	-	-	-	-	
	50.0%	50.0%				100%			100%					50.0%			100%	50.0%		50.0%						



Appendices

Table 25 Page 22

This may be difficult to remember, but can you tell me where - that is, in what rooms or outdoor locations - you are CURRENTLY using the CFLs you purchased in 2003, 2004 or 2005?
Hallway or entryway

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME				
	=====			=====			=====			=====				=====			=====		=====		=====				
	AWARE	BE-	UN-	BE-	2006	OR	BE-	2006	OR	NONE	LIGHT	RATE	HEAVY	NOT	SOME-	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+	
TOTAL	PURCH	NON-	UN-	FORE	2003-	OR	FORE	2003-	OR					VERY	WHAT	VERY									
ASER	PRCHR	ASER	ASER	2003	2005	AFTER	2003	2005	AFTER																
TOTAL ANSWERING	20	20	-	-	4	13	2	4	16	-	-	1	8	8	-	7	13	16	4	16	2	4	6	4	-
MEAN	1.45	1.45	-	-	1.75	1.31	1.50	2.00	1.31	-	-	1.00	1.00	2.00	-	1.43	1.46	1.56	1.00	1.56	1.00	1.25	1.50	2.00	-
MEDIAN	1.00	1.00			1.50	1.00	1.50	2.00	1.00			1.00	1.00	2.00		1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	2.00	
1	14	14	-	-	2	11	1	1	13	-	-	1	8	3	-	5	9	10	4	10	2	3	5	1	-
	70.0%	70.0%			50.0%	84.6%	50.0%	25.0%	81.3%			100%	100%	37.5%		71.4%	69.2%	62.5%	100%	62.5%	100%	75.0%	83.3%	25.0%	
2	4	4	-	-	1	1	1	2	2	-	-	-	-	3	-	1	3	4	-	4	-	1	-	2	-
	20.0%	20.0%			25.0%	7.7%	50.0%	50.0%	12.5%					37.5%		14.3%	23.1%	25.0%		25.0%		25.0%		50.0%	
3	1	1	-	-	1	-	-	1	-	-	-	-	-	1	-	1	-	1	-	1	-	-	-	1	-
	5.0%	5.0%			25.0%			25.0%						12.5%		14.3%		6.3%		6.3%				25.0%	
4	1	1	-	-	-	1	-	-	1	-	-	-	-	1	-	-	1	1	-	1	-	-	1	-	-
	5.0%	5.0%				7.7%			6.3%					12.5%			7.7%	6.3%		6.3%				16.7%	



Appendices

Table 27 Page 23

This may be difficult to remember, but can you tell me where - that is, in what rooms or outdoor locations - you are CURRENTLY using the CFLs you purchased in 2003, 2004 or 2005?
Other room (specify)

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME		HOUSING		INCOME				
	=====			=====			=====			=====				=====			=====		=====		=====				
	AWARE			BE-	2006	BE-	2006	MODE-				NOT	SOME-	OWNERSHIP		TYPE									
	TOTAL	PURCH	NON-	UN-	FORE	2003-	OR	FORE	2003-	OR	NONE	LIGHT	RATE	HEAVY	VERY	WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+
TOTAL ANSWERING	13	13	-	-	4	6	1	5	8	-	2	1	3	7	-	7	6	10	2	10	2	1	4	4	-
MEAN	4.08	4.08	-	-	3.50	5.50	1.00	3.40	4.50	-	2.00	1.00	3.67	5.29	-	2.43	6.00	4.60	3.00	4.90	1.50	6.00	5.75	3.00	-
MEDIAN	3.00	3.00			3.50	2.50	1.00	4.00	2.00		2.00	1.00	4.00	3.00		2.00	3.50	3.00	3.00	3.50	1.50	6.00	1.00	3.00	
1	4	4	-	-	-	2	1	1	3	-	1	1	-	2	-	3	1	2	1	2	1	-	3	-	-
	30.8%	30.8%				33.3%	100%	20.0%	37.5%		50.0%	100%		28.6%		42.9%	16.7%	20.0%	50.0%	20.0%	50.0%		75.0%		
2	2	2	-	-	1	1	-	-	2	-	-	-	1	1	-	1	1	2	-	1	1	-	-	1	-
	15.4%	15.4%			25.0%	16.7%			25.0%				33.3%	14.3%		14.3%	16.7%	20.0%		10.0%	50.0%			25.0%	
3	2	2	-	-	1	1	-	1	1	-	1	-	-	1	-	1	1	2	-	2	-	-	-	2	-
	15.4%	15.4%			25.0%	16.7%		20.0%	12.5%		50.0%			14.3%		14.3%	16.7%	20.0%		20.0%				50.0%	
4	2	2	-	-	1	-	-	2	-	-	-	-	1	1	-	1	1	2	-	2	-	-	-	1	-
	15.4%	15.4%			25.0%			40.0%					33.3%	14.3%		14.3%	16.7%	20.0%		20.0%				25.0%	
5	1	1	-	-	1	-	-	1	-	-	-	-	1	-	-	1	-	-	1	1	-	-	-	-	-
	7.7%	7.7%			25.0%			20.0%					33.3%			14.3%		50.0%	10.0%						
6	1	1	-	-	-	1	-	-	1	-	-	-	-	1	-	-	1	1	-	1	-	1	-	-	-
	7.7%	7.7%				16.7%			12.5%					14.3%			16.7%	10.0%		10.0%		100%			
20	1	1	-	-	-	1	-	-	1	-	-	-	-	1	-	-	1	1	-	1	-	-	1	-	-
	7.7%	7.7%				16.7%			12.5%					14.3%			16.7%	10.0%		10.0%			25.0%		



Appendices

Table 28 Page 24

This may be difficult to remember, but can you tell me where - that is, in what rooms or outdoor locations - you are CURRENTLY using the CFLs you purchased in 2003, 2004 or 2005?
 Outdoor - porch or patio

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME				
	=====			=====			=====			=====				=====			=====		=====		=====				
	AWARE	BE-	UN-	BE-	2006	OR	BE-	2006	OR	NONE	LIGHT	RATE	HEAVY	NOT	SOME-	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+	
TOTAL	ASER	PRCHR	AWARE	2003	2005	AFTER	2003	2005	AFTER					VERY	WHAT	VERY									
TOTAL ANSWERING	10	10	-	-	2	5	2	2	8	-	-	-	2	7	-	2	8	8	2	10	-	2	5	2	-
MEAN	1.90	1.90	-	-	3.00	2.00	1.00	1.50	2.00	-	-	-	2.50	1.43	-	1.00	2.13	2.00	1.50	1.90	-	1.50	2.20	1.50	-
MEDIAN	1.50	1.50			3.00	2.00	1.00	1.50	1.50				2.50	1.00		1.00	2.00	1.50	1.50	1.50		1.50	1.00	1.50	
1	5	5	-	-	-	2	2	1	4	-	-	-	1	4	-	2	3	4	1	5	-	1	3	1	-
	50.0%	50.0%				40.0%	100%	50.0%	50.0%				50.0%	57.1%		100%	37.5%	50.0%	50.0%	50.0%		50.0%	60.0%	50.0%	
2	3	3	-	-	1	2	-	1	2	-	-	-	-	3	-	-	3	2	1	3	-	1	-	1	-
	30.0%	30.0%			50.0%	40.0%		50.0%	25.0%				42.9%			37.5%	25.0%	50.0%	30.0%		50.0%		50.0%		
4	2	2	-	-	1	1	-	-	2	-	-	-	1	-	-	-	2	2	-	2	-	-	2	-	-
	20.0%	20.0%			50.0%	20.0%			25.0%				50.0%			25.0%	25.0%		20.0%				40.0%		



Appendices

Table 29 Page 25

This may be difficult to remember, but can you tell me where - that is, in what rooms or outdoor locations - you are CURRENTLY using the CFLs you purchased in 2003, 2004 or 2005?

Outdoor - entryway

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME				
	=====			=====			=====			=====				=====			=====		=====						
	AWARE	BE-	UN-	BE-	2006	OR	BE-	2006	OR	NONE	LIGHT	RATE	HEAVY	NOT	SOME-	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+	
TOTAL	ASER	PRCHR	AWARE	2003	2005	AFTER	2003	2005	AFTER					VERY	WHAT	VERY									
TOTAL ANSWERING	6	6	-	-	2	3	-	3	3	-	-	-	4	2	-	1	5	5	1	6	-	1	3	1	-
MEAN	1.33	1.33	-	-	1.00	1.67	-	1.00	1.67	-	-	-	1.50	1.00	-	1.00	1.40	1.40	1.00	1.33	-	1.00	1.67	1.00	-
MEDIAN	1.00	1.00			1.00	1.00		1.00	1.00				1.00	1.00		1.00	1.00	1.00	1.00	1.00		1.00	1.00	1.00	
1	5	5	-	-	2	2	-	3	2	-	-	-	3	2	-	1	4	4	1	5	-	1	2	1	-
	83.3%	83.3%			100%	66.7%		100%	66.7%				75.0%	100%		100%	80.0%	80.0%	100%	83.3%		100%	66.7%	100%	
3	1	1	-	-	-	1	-	-	1	-	-	-	1	-	-	-	1	1	-	1	-	-	1	-	-
	16.7%	16.7%				33.3%			33.3%				25.0%				20.0%	20.0%		16.7%			33.3%		



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Table 30 Page 26

This may be difficult to remember, but can you tell me where - that is, in what rooms or outdoor locations - you are CURRENTLY using the CFLs you purchased in 2003, 2004 or 2005?

Outdoor - walkway

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME				
	AWARE			BE-	2006	BE-	2006	MODE-				NOT	SOME-	VERY	OWN	RENT	SINGL	MULTI	\$50K-	\$100-	\$200K	200K+			
	TOTAL	ASER	PRCHR	UN-	FORE	2003-	OR	FORE	2003-	OR	AFTER	NONE	LIGHT	RATE	HEAVY	VERY	WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K
TOTAL ANSWERING	2	2	-	-	-	2	-	-	2	-	-	2	-	-	-	2	-	2	-	2	-	1	-	-	-
MEAN	1.00	1.00	-	-	-	1.00	-	-	1.00	-	-	1.00	-	-	-	1.00	-	1.00	-	1.00	-	1.00	-	-	-
MEDIAN	1.00	1.00				1.00			1.00			1.00				1.00		1.00		1.00		1.00			
1	2	2	-	-	-	2	-	-	2	-	-	2	-	-	-	2	-	2	-	2	-	1	-	-	-
	100%	100%				100%			100%			100%				100%		100%		100%		100%			



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Table 31 Page 27

This may be difficult to remember, but can you tell me where - that is, in what rooms or outdoor locations - you are CURRENTLY using the CFLs you purchased in 2003, 2004 or 2005?

Outdoor - landscape lighting

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME				
	=====			=====			=====			=====				=====			=====		=====		=====				
	AWARE	BE-	UN-	BE-	2006	OR	BE-	2006	OR	MODE-	NOT	SOME-	VERY	WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+		
TOTAL	ASER	PRCHR	ASER	2003	2005	AFTER	2003	2005	AFTER	NONE	LIGHT	RATE	HEAVY	VERY	WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+	
TOTAL ANSWERING	3	3	-	-	1	2	-	-	3	-	-	2	-	1	-	2	1	3	-	3	-	2	-	-	-
MEAN	4.00	4.00	-	-	10.00	1.00	-	-	4.00	-	-	1.00	-	10.00	-	1.00	10.00	4.00	-	4.00	-	1.00	-	-	-
MEDIAN	1.00	1.00			10.00	1.00			1.00			1.00		10.00		1.00	10.00	1.00		1.00		1.00			
1	2	2	-	-	-	2	-	-	2	-	-	2	-	-	-	2	-	2	-	2	-	2	-	-	-
	66.7%	66.7%				100%			66.7%			100%				100%	66.7%	66.7%		100%					
10	1	1	-	-	1	-	-	-	1	-	-	-	-	1	-	-	1	1	-	1	-	-	-	-	-
	33.3%	33.3%			100%				33.3%					100%			100%	33.3%		33.3%					



Appendices

Table 33 Page 28

This may be difficult to remember, but can you tell me where - that is, in what rooms or outdoor locations - you are CURRENTLY using the CFLs you purchased in 2003, 2004 or 2005?
Other outdoor location

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME		HOUSING		INCOME				
	=====			=====			=====			=====				=====			=====		=====		=====				
	AWARE			BE-	2006	BE-	2006	MODE-				NOT	SOME-	OWNERSHIP		TYPE									
	TOTAL	ASER	PRCHR	UN-	FORE	2003-	OR	FORE	2003-	OR	AFTER	NONE	LIGHT	RATE	HEAVY	VERY	WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K
TOTAL ANSWERING	6	6	-	-	2	4	-	2	4	-	-	-	4	2	-	3	3	6	-	6	-	-	3	1	-
MEAN	2.17	2.17	-	-	2.50	2.00	-	2.50	2.00	-	-	-	2.25	2.00	-	2.00	2.33	2.17	-	2.17	-	-	2.33	1.00	-
MEDIAN	2.00	2.00			2.50	2.00		2.50	2.00				2.00	2.00		2.00	2.00	2.00		2.00			2.00	1.00	
1	2	2	-	-	1	1	-	1	1	-	-	-	1	1	-	1	1	2	-	2	-	-	-	1	-
	33.3%	33.3%			50.0%	25.0%		50.0%	25.0%				25.0%	50.0%		33.3%	33.3%	33.3%		33.3%				100%	
2	2	2	-	-	-	2	-	-	2	-	-	-	2	-	-	1	1	2	-	2	-	-	2	-	-
	33.3%	33.3%				50.0%			50.0%				50.0%			33.3%	33.3%	33.3%		33.3%			66.7%		
3	1	1	-	-	-	1	-	-	1	-	-	-	-	1	-	1	-	1	-	1	-	-	1	-	-
	16.7%	16.7%				25.0%			25.0%				50.0%			33.3%		16.7%		16.7%			33.3%		
4	1	1	-	-	1	-	-	1	-	-	-	-	1	-	-	-	1	1	-	1	-	-	-	-	-
	16.7%	16.7%			50.0%			50.0%					25.0%				33.3%	16.7%		16.7%					



Appendices

Table 34 Page 29

This may be difficult to remember, but can you tell me where - that is, in what rooms or outdoor locations - you are CURRENTLY using the CFLs you purchased in 2003, 2004 or 2005?

Refused/Don't Know room

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME			
	=====			=====			=====			=====				=====			=====		=====					
	AWARE	BE-	UN-	BE-	2006	OR	BE-	2006	OR	MODE-	NOT	SOME-	VERY	WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+	
TOTAL	ASER	PRCHR	ASER	2003	2005	AFTER	2003	2005	AFTER	NONE	LIGHT	RATE	HEAVY	VERY	WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+
TOTAL ANSWERING	4	4	-	-	3	1	-	4	-	1	-	1	2	-	1	2	3	1	3	1	-	2	1	-
Refused	1	1	-	-	-	1	-	1	-	1	-	-	-	-	-	-	-	1	-	1	-	-	-	-
	25.0%	25.0%				100%		25.0%		100%							100%		100%					
Don't know	3	3	-	-	3	-	-	3	-	-	-	1	2	-	1	2	3	-	3	-	-	2	1	-
	75.0%	75.0%			100%			75.0%				100%	100%		100%	100%	100%		100%			100%	100%	



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Table 35 Page 30

P5b. What is the wattage of the FIRST CFL you purchased in 2003, 2004 or 2005 and are currently using...

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME				
	=====			=====			=====			=====				=====			=====		=====						
	AWARE	NON- PURCH	UN- AWARE	BE- FORE 2003	2006 OR 2005	OR AFTER	BE- FORE 2003	2006 OR 2005	OR AFTER	NONE	LIGHT	RATE	HEAVY	NOT VERY	SOME- WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+	
TOTAL ANSWERING	86	86	-	-	23	50	8	20	65	-	2	17	30	30	2	27	55	73	10	73	5	16	28	11	2
MEAN	45.08	45.08	-	-	51.27	40.74	51.86	48.87	44.54	-	82.50	57.27	43.05	39.46	15.00	40.74	47.41	43.46	60.63	43.82	70.00	38.36	53.58	50.56	37.50
MEDIAN	40.00	40.00	-	-	40.00	39.00	40.00	40.00	40.00	-	82.50	60.00	40.00	19.50	15.00	25.00	40.00	40.00	62.50	40.00	82.50	32.00	60.00	40.00	37.50
5	1	1	-	-	-	1	-	-	1	-	-	-	1	-	-	-	1	1	-	1	-	-	-	-	-
	1.2%	1.2%				2.0%			1.5%				3.3%				1.8%	1.4%		1.4%					
9	1	1	-	-	-	1	-	-	1	-	-	-	-	1	-	1	-	1	-	1	-	-	1	-	-
	1.2%	1.2%				2.0%			1.5%				3.3%		3.7%		1.4%		1.4%				3.6%		
12	1	1	-	-	-	1	-	-	1	-	-	-	-	1	-	-	1	1	-	1	-	-	1	-	-
	1.2%	1.2%				2.0%			1.5%				3.3%				1.8%	1.4%		1.4%			3.6%		
13	6	6	-	-	1	5	-	1	5	-	-	-	2	4	-	3	3	6	-	6	-	-	2	2	-
	7.0%	7.0%			4.3%	10.0%		5.0%	7.7%				6.7%	13.3%		11.1%	5.5%	8.2%		8.2%			7.1%	18.2%	
14	1	1	-	-	-	-	-	1	-	-	-	-	-	1	-	-	1	1	-	1	-	-	-	1	-
	1.2%	1.2%						5.0%					3.3%				1.8%	1.4%		1.4%				9.1%	
15	8	8	-	-	1	6	-	1	6	-	-	-	2	5	1	3	4	8	-	7	1	3	1	1	1
	9.3%	9.3%			4.3%	12.0%		5.0%	9.2%				6.7%	16.7%	50.0%	11.1%	7.3%	11.0%		9.6%	20.0%	18.8%	3.6%	9.1%	50.0%
16	3	3	-	-	1	2	-	1	2	-	-	1	1	1	-	1	2	2	-	2	-	-	1	-	-
	3.5%	3.5%			4.3%	4.0%		5.0%	3.1%			5.9%	3.3%	3.3%		3.7%	3.6%	2.7%		2.7%			3.6%		
20	1	1	-	-	1	-	-	1	-	-	-	-	1	-	-	1	-	-	1	1	-	-	-	-	-
	1.2%	1.2%			4.3%			5.0%					3.3%			3.7%			10.0%	1.4%					
23	1	1	-	-	-	-	1	-	1	-	-	-	-	1	-	-	1	1	-	1	-	-	1	-	-
	1.2%	1.2%					12.5%		1.5%				3.3%				1.8%	1.4%		1.4%			3.6%		



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Table 35 Page 31
(Continued)

P5b. What is the wattage of the FIRST CFL you purchased in 2003, 2004 or 2005 and are currently using...

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME					
	TOTAL	ASER	PRCHR	UN- AWARE	BE- FORE 2003	2003- 2005	OR AFTER	BE- FORE 2003	2003- 2005	OR AFTER	NONE	LIGHT	RATE	HEAVY	VERY VERY	SOME- WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$50K- \$100K	\$100K- \$200K	200K+	
25	2	2	-	-	-	1	1	-	2	-	-	-	2	-	-	1	1	1	1	1	-	2	-	-	-	
	2.3%	2.3%				2.0%	12.5%		3.1%				6.7%			3.7%	1.8%	1.4%	10.0%	1.4%		12.5%				
32	1	1	-	-	-	1	-	-	1	-	-	-	-	-	-	-	1	1	-	1	-	1	-	-	-	
	1.2%	1.2%				2.0%			1.5%								1.8%	1.4%		1.4%		6.3%				
35	1	1	-	-	-	1	-	-	1	-	-	-	1	-	-	-	1	1	-	1	-	-	-	-	-	
	1.2%	1.2%				2.0%			1.5%				3.3%				1.8%	1.4%		1.4%						
39	1	1	-	-	-	1	-	-	1	-	-	1	-	-	-	-	1	1	-	1	-	-	-	-	-	
	1.2%	1.2%				2.0%			1.5%				5.9%				1.8%	1.4%		1.4%						
40	10	10	-	-	4	4	2	3	7	-	-	3	4	2	-	1	8	8	1	8	-	1	4	1	-	
	11.6%	11.6%				17.4%	8.0%	25.0%	15.0%	10.8%			17.6%	13.3%	6.7%		3.7%	14.5%	11.0%	10.0%	11.0%		6.3%	14.3%	9.1%	
60	15	15	-	-	2	11	1	2	13	-	-	3	3	7	-	4	10	14	1	13	-	3	6	1	1	
	17.4%	17.4%				8.7%	22.0%	12.5%	10.0%	20.0%			17.6%	10.0%	23.3%		14.8%	18.2%	19.2%	10.0%	17.8%		18.8%	21.4%	9.1%	50.0%
65	1	1	-	-	-	-	-	1	-	-	1	-	-	-	-	1	-	-	1	-	1	-	1	-	-	
	1.2%	1.2%						5.0%			50.0%					3.7%			10.0%		20.0%		3.6%			
75	4	4	-	-	3	-	1	2	2	-	-	1	3	-	-	2	2	3	1	4	-	1	1	-	-	
	4.7%	4.7%				13.0%		12.5%	10.0%	3.1%			5.9%	10.0%		7.4%	3.6%	4.1%	10.0%	5.5%		6.3%	3.6%			
100	7	7	-	-	2	3	1	2	5	-	1	2	2	2	-	-	7	5	2	5	2	-	4	3	-	
	8.1%	8.1%				8.7%	6.0%	12.5%	10.0%	7.7%			50.0%	11.8%	6.7%	6.7%		12.7%	6.8%	20.0%	6.8%	40.0%		14.3%	27.3%	
125	1	1	-	-	-	1	-	-	1	-	-	-	-	1	-	1	-	1	-	1	-	-	1	-	-	
	1.2%	1.2%				2.0%			1.5%					3.3%		3.7%		1.4%		1.4%			3.6%			



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Table 35 Page 32
(Continued)

P5b. What is the wattage of the FIRST CFL you purchased in 2003, 2004 or 2005 and are currently using...

CFL PURCHASES/ AWARENESS		FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME							
=====		=====			=====			=====				=====			=====		=====		=====							
AWARE		BE-	2006		BE-	2006		MODE-				NOT	SOME-													
TOTAL	ASER	PRCHR	UN-	AWARE	2003	2005	AFTER	2003	2005	AFTER	NONE	LIGHT	RATE	HEAVY	VERY	WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+	
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
Don't know	20	20	-	-	8	11	1	5	15	-	-	6	8	4	1	8	11	17	2	17	1	5	4	2	-	
	23.3%	23.3%			34.8%	22.0%	12.5%	25.0%	23.1%			35.3%	26.7%	13.3%	50.0%	29.6%	20.0%	23.3%	20.0%	23.3%	20.0%	31.3%	14.3%	18.2%		



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P5b. What is the wattage of the SECOND CFL you purchased in 2003, 2004 or 2005 and are currently using...

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME				
	=====			=====			=====			=====				=====			=====		=====						
	AWARE	NON- PURCH	UN- PRCHR	BE- FORE	2003- 2005	OR AFTER	BE- FORE	2003- 2005	OR AFTER	NONE	LIGHT	RATE	HEAVY	NOT VERY	SOME- WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$50K- \$100K	\$100K- \$200K	200K+	
TOTAL ANSWERING	77	77	-	-	23	45	7	18	58	-	1	14	28	28	1	24	50	66	8	66	3	16	23	9	2
MEAN	45.45	45.45	-	-	52.76	43.82	45.43	50.69	44.32	-	100.0	57.50	47.77	37.54	15.00	43.26	46.48	44.64	54.00	44.59	45.50	43.31	53.62	40.00	50.00
MEDIAN	40.00	40.00	-	-	60.00	40.00	40.00	60.00	40.00	100.0	60.00	50.00	40.00	40.00	15.00	40.00	40.00	40.00	60.00	40.00	45.50	40.00	60.00	40.00	50.00
5	1	1	-	-	-	1	-	-	1	-	-	-	1	-	-	-	1	1	-	1	-	-	-	-	-
	1.3%	1.3%				2.2%			1.7%				3.6%				2.0%	1.5%		1.5%					
9	1	1	-	-	-	1	-	-	1	-	-	-	-	1	-	1	-	1	-	1	-	-	1	-	-
	1.3%	1.3%				2.2%			1.7%				3.6%		4.2%		1.5%		1.5%				4.3%		
12	1	1	-	-	-	1	-	-	1	-	-	-	-	1	-	-	1	1	-	1	-	-	1	-	-
	1.3%	1.3%				2.2%			1.7%				3.6%				2.0%	1.5%		1.5%			4.3%		
13	6	6	-	-	1	5	-	1	5	-	-	-	2	4	-	3	3	6	-	6	-	-	2	2	-
	7.8%	7.8%			4.3%	11.1%		5.6%	8.6%				7.1%	14.3%		12.5%	6.0%	9.1%		9.1%			8.7%	22.2%	
14	1	1	-	-	-	-	-	1	-	-	-	-	-	1	-	-	1	1	-	1	-	-	-	1	-
	1.3%	1.3%						5.6%					3.6%				2.0%	1.5%		1.5%				11.1%	
15	4	4	-	-	1	2	-	1	2	-	-	-	-	3	1	1	2	4	-	4	-	2	-	-	-
	5.2%	5.2%			4.3%	4.4%		5.6%	3.4%				10.7%	100%	4.2%	4.0%	6.1%		6.1%		12.5%				
16	4	4	-	-	1	3	-	1	3	-	-	1	2	1	-	1	3	3	-	2	1	1	1	-	-
	5.2%	5.2%			4.3%	6.7%		5.6%	5.2%			7.1%	7.1%	3.6%		4.2%	6.0%	4.5%		3.0%	33.3%	6.3%	4.3%		
23	2	2	-	-	1	-	1	1	1	-	-	-	1	1	-	1	1	1	1	2	-	-	1	-	-
	2.6%	2.6%			4.3%		14.3%	5.6%	1.7%				3.6%	3.6%		4.2%	2.0%	1.5%	12.5%	3.0%			4.3%		
25	2	2	-	-	-	1	1	-	2	-	-	-	2	-	-	1	1	1	1	1	-	2	-	-	-
	2.6%	2.6%				2.2%	14.3%		3.4%				7.1%			4.2%	2.0%	1.5%	12.5%	1.5%		12.5%			



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(Continued)

P5b. What is the wattage of the SECOND CFL you purchased in 2003, 2004 or 2005 and are currently using...

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME				
	TOTAL	ASER	PRCHR	UN- AWARE	BE- FORE 2003	2003- 2005	OR AFTER	BE- FORE 2003	2003- 2005	OR AFTER	NONE	LIGHT	RATE	HEAVY	VERY VERY	SOME- WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+
32	1	1	-	-	-	1	-	-	1	-	-	-	-	-	-	1	1	-	1	-	1	-	-	-	-
	1.3%	1.3%				2.2%			1.7%							2.0%	1.5%		1.5%		6.3%				
35	1	1	-	-	-	1	-	-	1	-	-	-	1	-	-	1	1	-	1	-	-	-	-	-	-
	1.3%	1.3%				2.2%			1.7%			3.6%				2.0%	1.5%		1.5%						
39	1	1	-	-	-	1	-	-	1	-	-	1	-	-	-	1	1	-	1	-	-	-	-	-	-
	1.3%	1.3%				2.2%			1.7%			7.1%				2.0%	1.5%		1.5%						
40	10	10	-	-	3	4	3	2	8	-	-	2	2	5	-	3	7	10	-	10	-	2	3	2	1
	13.0%	13.0%			13.0%	8.9%	42.9%	11.1%	13.8%			14.3%	7.1%	17.9%		12.5%	14.0%	15.2%		15.2%		12.5%	13.0%	22.2%	50.0%
60	19	19	-	-	6	13	-	5	14	-	-	4	5	8	-	5	12	15	3	16	-	3	7	1	1
	24.7%	24.7%			26.1%	28.9%		27.8%	24.1%			28.6%	17.9%	28.6%		20.8%	24.0%	22.7%	37.5%	24.2%		18.8%	30.4%	11.1%	50.0%
75	4	4	-	-	2	-	2	2	2	-	-	-	4	-	-	2	2	2	2	3	1	1	1	-	-
	5.2%	5.2%			8.7%		28.6%	11.1%	3.4%			14.3%				8.3%	4.0%	3.0%	25.0%	4.5%	33.3%	6.3%	4.3%		
100	5	5	-	-	2	3	-	2	3	-	1	2	2	-	-	-	5	5	-	4	-	1	3	1	-
	6.5%	6.5%			8.7%	6.7%		11.1%	5.2%		100%	14.3%	7.1%			10.0%	7.6%		6.1%		6.3%	13.0%	11.1%		
125	1	1	-	-	-	1	-	-	1	-	-	-	-	1	-	1	-	1	-	1	-	-	1	-	-
	1.3%	1.3%				2.2%			1.7%					3.6%		4.2%		1.5%		1.5%			4.3%		
Don't know	13	13	-	-	6	7	-	2	11	-	-	4	6	2	-	5	8	11	1	10	1	3	2	2	-
	16.9%	16.9%			26.1%	15.6%		11.1%	19.0%			28.6%	21.4%	7.1%		20.8%	16.0%	16.7%	12.5%	15.2%	33.3%	18.8%	8.7%	22.2%	



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P5b. What is the wattage of the THIRD CFL you purchased in 2003, 2004 or 2005 and are currently using...

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME				
	=====			=====			=====			=====				=====			=====		=====						
	AWARE	NON-	UN-	BE-	2006	OR	BE-	2006	OR	NONE	LIGHT	RATE	HEAVY	NOT	SOME-	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+	
TOTAL	ASER	PRCHR	ASER	2003	2005	AFTER	2003	2005	AFTER					VERY	WHAT	VERY									
TOTAL ANSWERING	71	71	-	-	22	40	7	18	52	-	1	10	27	27	1	21	47	61	7	60	3	15	19	9	2
MEAN	48.08	48.08	-	-	51.78	47.49	51.14	46.53	49.30	-	100.0	53.71	51.33	37.80	15.00	41.11	51.57	48.27	47.86	48.02	54.33	49.08	57.22	48.33	37.50
MEDIAN	60.00	60.00	-	-	60.00	60.00	60.00	50.00	60.00	-	100.0	60.00	60.00	40.00	15.00	50.00	60.00	60.00	40.00	60.00	75.00	60.00	60.00	60.00	37.50
5	1	1	-	-	-	1	-	-	1	-	-	-	1	-	-	-	1	1	-	1	-	-	-	-	-
	1.4%	1.4%				2.5%			1.9%				3.7%				2.1%	1.6%		1.7%					
13	6	6	-	-	2	4	-	1	5	-	-	-	2	4	-	3	3	6	-	5	1	-	2	2	-
	8.5%	8.5%			9.1%	10.0%		5.6%	9.6%				7.4%	14.8%		14.3%	6.4%	9.8%		8.3%	33.3%		10.5%	22.2%	
14	1	1	-	-	-	-	-	1	-	-	-	-	-	1	-	-	1	1	-	1	-	-	-	1	-
	1.4%	1.4%						5.6%						3.7%			2.1%	1.6%		1.7%				11.1%	
15	5	5	-	-	1	3	-	1	3	-	-	-	-	4	1	2	2	5	-	5	-	2	-	-	1
	7.0%	7.0%			4.5%	7.5%		5.6%	5.8%					14.8%	100%	9.5%	4.3%	8.2%		8.3%		13.3%			50.0%
16	3	3	-	-	1	2	-	1	2	-	-	1	1	1	-	1	2	2	-	2	-	-	1	-	-
	4.2%	4.2%			4.5%	5.0%		5.6%	3.8%			10.0%	3.7%	3.7%		4.8%	4.3%	3.3%		3.3%				5.3%	
20	1	1	-	-	1	-	-	1	-	-	-	-	1	-	-	1	-	-	1	1	-	-	-	-	-
	1.4%	1.4%			4.5%			5.6%					3.7%			4.8%			14.3%	1.7%					
23	1	1	-	-	-	-	1	-	1	-	-	-	-	1	-	-	1	1	-	1	-	-	1	-	-
	1.4%	1.4%						14.3%	1.9%					3.7%			2.1%	1.6%		1.7%				5.3%	
25	2	2	-	-	-	1	1	-	2	-	-	-	2	-	-	1	1	1	1	1	-	2	-	-	-
	2.8%	2.8%				2.5%	14.3%		3.8%				7.4%			4.8%	2.1%	1.6%	14.3%	1.7%		13.3%			
35	1	1	-	-	-	1	-	-	1	-	-	-	1	-	-	-	1	1	-	1	-	-	-	-	-
	1.4%	1.4%				2.5%			1.9%				3.7%				2.1%	1.6%		1.7%					



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(Continued)

P5b. What is the wattage of the THIRD CFL you purchased in 2003, 2004 or 2005 and are currently using...

	CFL PURCHASES/ AWARENESS				FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE			CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME				
	TOTAL	ASER	PRCHR	UN- AWARE	BE- 2003	2003- 2005	OR AFTER	BE- 2003	2003- 2005	OR AFTER	NONE	LIGHT	RATE	HEAVY	VERY WHAT	SOME- VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$50K- \$100K	\$100K- \$200K	200K+	
40	7	7	-	-	2	4	1	2	5	-	-	2	2	3	-	1	6	5	2	6	-	2	2	1	-
	9.9%	9.9%			9.1%	10.0%	14.3%	11.1%	9.6%			20.0%	7.4%	11.1%		4.8%	12.8%	8.2%	28.6%	10.0%		13.3%	10.5%	11.1%	
50	1	1	-	-	1	-	-	1	-	-	-	-	1	-	-	-	1	1	-	1	-	-	1	-	-
	1.4%	1.4%			4.5%			5.6%					3.7%			2.1%	1.6%		1.7%				5.3%		
60	20	20	-	-	5	13	2	4	16	-	-	3	5	11	-	7	12	17	1	16	-	4	6	3	1
	28.2%	28.2%			22.7%	32.5%	28.6%	22.2%	30.8%			30.0%	18.5%	40.7%		33.3%	25.5%	27.9%	14.3%	26.7%		26.7%	31.6%	33.3%	50.0%
65	1	1	-	-	-	1	-	-	1	-	-	-	-	-	-	-	1	1	-	1	-	-	-	-	-
	1.4%	1.4%				2.5%			1.9%							2.1%	1.6%		1.7%						
75	6	6	-	-	3	1	2	2	4	-	-	-	6	-	-	2	4	4	2	4	2	2	1	1	-
	8.5%	8.5%			13.6%	2.5%	28.6%	11.1%	7.7%				22.2%			9.5%	8.5%	6.6%	28.6%	6.7%	66.7%	13.3%	5.3%	11.1%	
88	1	1	-	-	-	1	-	-	1	-	-	-	-	-	-	-	1	1	-	1	-	1	-	-	-
	1.4%	1.4%				2.5%			1.9%							2.1%	1.6%		1.7%			6.7%			
100	5	5	-	-	2	3	-	1	4	-	1	1	2	-	-	-	5	5	-	5	-	-	4	1	-
	7.0%	7.0%			9.1%	7.5%		5.6%	7.7%		100%	10.0%	7.4%			10.6%	8.2%		8.3%			21.1%	11.1%		
Refused	1	1	-	-	-	1	-	-	1	-	-	1	-	-	-	-	1	1	-	1	-	-	-	-	-
	1.4%	1.4%				2.5%			1.9%			10.0%				2.1%	1.6%		1.7%						
Don't know	8	8	-	-	4	4	-	3	5	-	-	2	3	2	-	3	4	8	-	7	-	2	1	-	-
	11.3%	11.3%			18.2%	10.0%		16.7%	9.6%			20.0%	11.1%	7.4%		14.3%	8.5%	13.1%		11.7%		13.3%	5.3%		



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P5c. What type of bulb did the FIRST CFL that you installed in your replace?

	CFL PURCHASES/ AWARENESS				FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME			
	AWARE		UN- AWARE		BE- 2003	2003- 2005	OR AFTER	BE- 2003	2003- 2005	OR AFTER	NONE	LIGHT	RATE	HEAVY	NOT VERY	SOME- WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+
	TOTAL	ASER	PRCHR	AWARE	2003	2005	AFTER	2003	2005	AFTER					VERY	WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+
TOTAL ANSWERING	86	86	-	-	23	50	8	20	65	-	2	17	30	30	2	27	55	73	10	73	5	16	28	11	2
Incandescent	74	74	-	-	19	43	8	17	56	-	2	11	25	29	2	24	47	63	9	63	4	14	22	9	2
	86.0%	86.0%			82.6%	86.0%	100%	85.0%	86.2%		100%	64.7%	83.3%	96.7%	100%	88.9%	85.5%	86.3%	90.0%	86.3%	80.0%	87.5%	78.6%	81.8%	100%
CFL	4	4	-	-	2	2	-	1	3	-	-	1	2	1	-	2	2	4	-	3	1	-	2	2	-
	4.7%	4.7%			8.7%	4.0%		5.0%	4.6%			5.9%	6.7%	3.3%		7.4%	3.6%	5.5%		4.1%	20.0%		7.1%	18.2%	
Halogen	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Other (specify)	1	1	-	-	1	-	-	-	1	-	-	1	-	-	-	-	1	1	-	1	-	-	1	-	-
	1.2%	1.2%			4.3%				1.5%			5.9%				1.8%	1.4%			1.4%			3.6%		
Refused	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Don't know	7	7	-	-	1	5	-	2	5	-	-	4	3	-	-	1	5	5	1	6	-	2	3	-	-
	8.1%	8.1%			4.3%	10.0%		10.0%	7.7%			23.5%	10.0%			3.7%	9.1%	6.8%	10.0%	8.2%		12.5%	10.7%		



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P5c. What type of bulb did the SECOND CFL that you installed in your replace?

	CFL PURCHASES/ AWARENESS				FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME			
	TOTAL	ASER	PRCHR	UN- AWARE	BE- 2003	2003- 2005	OR AFTER	BE- 2003	2003- 2005	OR AFTER	NONE	LIGHT	RATE	HEAVY	VERY WHAT	SOME- VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+	
TOTAL ANSWERING	77	77	-	-	23	45	7	18	58	-	1	14	28	28	1	24	50	66	8	66	3	16	23	9	2
Incandescent	69	69	-	-	20	40	7	16	52	-	1	9	25	28	1	22	45	60	7	59	3	14	19	9	2
	89.6%	89.6%			87.0%	88.9%	100%	88.9%	89.7%		100%	64.3%	89.3%	100%	100%	91.7%	90.0%	90.9%	87.5%	89.4%	100%	87.5%	82.6%	100%	100%
CFL	4	4	-	-	2	2	-	2	2	-	-	2	2	-	-	-	3	2	1	3	-	-	3	-	-
	5.2%	5.2%			8.7%	4.4%		11.1%	3.4%			14.3%	7.1%			6.0%	3.0%	12.5%	4.5%			13.0%			
Halogen	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Other (specify)	3	3	-	-	1	2	-	-	3	-	-	2	1	-	-	1	2	3	-	3	-	1	1	-	-
	3.9%	3.9%			4.3%	4.4%			5.2%			14.3%	3.6%			4.2%	4.0%	4.5%		4.5%		6.3%	4.3%		
Refused	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Don't know	1	1	-	-	-	1	-	-	1	-	-	1	-	-	-	1	-	1	-	1	-	1	-	-	-
	1.3%	1.3%				2.2%			1.7%			7.1%				4.2%	1.5%		1.5%			6.3%			



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P5c. What type of bulb did the THIRD CFL that you installed in your replace?

	CFL PURCHASES/ AWARENESS				FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME			
	AWARE		UN- AWARE		BE- 2003	2003- 2005	OR AFTER	BE- 2003	2003- 2005	OR AFTER	NONE	LIGHT	RATE	HEAVY	VERY	WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+
	TOTAL	ASER	PRCHR	AWARE	2003	2005	AFTER	2003	2005	AFTER	NONE	LIGHT	RATE	HEAVY	VERY	WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+
TOTAL ANSWERING	71	71	-	-	22	40	7	18	52	-	1	10	27	27	1	21	47	61	7	60	3	15	19	9	2
Incandescent	63	63	-	-	20	34	7	16	46	-	1	7	24	26	1	21	41	55	6	54	3	14	16	9	2
	88.7%	88.7%			90.9%	85.0%	100%	88.9%	88.5%		100%	70.0%	88.9%	96.3%	100%	100%	87.2%	90.2%	85.7%	90.0%	100%	93.3%	84.2%	100%	100%
CFL	4	4	-	-	2	2	-	2	2	-	-	2	2	-	-	-	3	2	1	3	-	-	3	-	-
	5.6%	5.6%			9.1%	5.0%		11.1%	3.8%			20.0%	7.4%				6.4%	3.3%	14.3%	5.0%			15.8%		
Halogen	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Other (specify)	1	1	-	-	-	1	-	-	1	-	-	-	1	-	-	-	1	1	-	1	-	-	-	-	-
	1.4%	1.4%				2.5%			1.9%				3.7%				2.1%	1.6%		1.7%					
Refused	2	2	-	-	-	2	-	-	2	-	-	1	-	-	-	-	2	2	-	2	-	1	-	-	-
	2.8%	2.8%				5.0%			3.8%			10.0%					4.3%	3.3%		3.3%		6.7%			
Don't know	1	1	-	-	-	1	-	-	1	-	-	-	-	1	-	-	-	1	-	-	-	-	-	-	-
	1.4%	1.4%				2.5%			1.9%					3.7%				1.6%							



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P5d. What was the wattage of the bulb you replaced with the FIRST CFL that you installed in your [ROOM TYPE]?

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME				
	=====			=====			=====			=====				=====			=====		=====		=====				
	AWARE	NON- PURCH	UN- PRCHR	BE- FORE	2003- 2005	OR AFTER	BE- FORE	2003- 2005	OR AFTER	NONE	LIGHT	RATE	HEAVY	NOT VERY	SOME- WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$50K- \$100K	\$100K- \$200K	200K+	
TOTAL ANSWERING	86	86	-	-	23	50	8	20	65	-	2	17	30	30	2	27	55	73	10	73	5	16	28	11	2
MEAN	67.91	67.91	-	-	63.05	70.21	61.25	61.53	69.35	-	82.50	72.67	68.59	61.72	87.50	69.52	66.72	68.17	68.50	68.13	68.75	75.00	64.36	56.30	87.50
MEDIAN	60.00	60.00	-	-	60.00	60.00	67.50	60.00	60.00	-	82.50	60.00	60.00	60.00	87.50	60.00	60.00	60.00	70.00	60.00	70.00	62.50	60.00	60.00	87.50
1	1	1	-	-	-	1	-	-	1	-	-	-	-	1	-	-	1	1	-	1	-	-	1	-	-
	1.2%	1.2%				2.0%			1.5%					3.3%			1.8%	1.4%		1.4%			3.6%		
13	1	1	-	-	1	-	-	1	-	-	-	-	-	1	-	1	-	1	-	1	-	-	-	1	-
	1.2%	1.2%			4.3%			5.0%						3.3%		3.7%		1.4%		1.4%				9.1%	
15	1	1	-	-	-	1	-	-	1	-	-	-	1	-	-	1	-	1	-	1	-	-	-	1	-
	1.2%	1.2%				2.0%			1.5%				3.3%			3.7%		1.4%		1.4%				9.1%	
16	1	1	-	-	1	-	-	1	-	-	-	-	-	1	-	-	1	1	-	1	-	-	1	-	-
	1.2%	1.2%			4.3%			5.0%						3.3%			1.8%	1.4%		1.4%				3.6%	
24	1	1	-	-	-	1	-	-	1	-	-	-	1	-	-	-	1	1	-	1	-	-	-	-	-
	1.2%	1.2%				2.0%			1.5%				3.3%				1.8%	1.4%		1.4%					
40	5	5	-	-	2	1	2	2	3	-	-	2	2	-	-	1	4	4	1	5	-	-	2	-	-
	5.8%	5.8%			8.7%	2.0%	25.0%	10.0%	4.6%			11.8%	6.7%			3.7%	7.3%	5.5%	10.0%	6.8%			7.1%		
50	1	1	-	-	-	-	1	-	1	-	-	-	1	-	-	1	-	1	-	-	-	1	-	-	-
	1.2%	1.2%					12.5%		1.5%				3.3%			3.7%		1.4%					6.3%		
60	38	38	-	-	10	25	1	8	30	-	-	6	12	17	-	9	27	32	3	32	1	6	14	6	-
	44.2%	44.2%			43.5%	50.0%	12.5%	40.0%	46.2%			35.3%	40.0%	56.7%		33.3%	49.1%	43.8%	30.0%	43.8%	20.0%	37.5%	50.0%	54.5%	
65	3	3	-	-	1	1	-	2	1	-	1	-	-	1	-	2	1	2	1	2	1	1	1	-	-
	3.5%	3.5%			4.3%	2.0%		10.0%	1.5%		50.0%			3.3%		7.4%	1.8%	2.7%	10.0%	2.7%	20.0%	6.3%	3.6%		



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P5d. What was the wattage of the bulb you replaced with the FIRST CFL that you installed in your [ROOM TYPE]?

	CFL PURCHASES/ AWARENESS				FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME			
	TOTAL	ASER	PRCHR	UN- AWARE	BE- FORE 2003	2003- 2005	OR AFTER	BE- FORE 2003	2003- 2005	OR AFTER	NONE	LIGHT	RATE	HEAVY	VERY NOT	SOME- WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+
75	13	13	-	-	2	7	4	2	11	-	-	2	6	5	1	4	8	9	4	10	2	3	4	1	1
	15.1%	15.1%			8.7%	14.0%	50.0%	10.0%	16.9%			11.8%	20.0%	16.7%	50.0%	14.8%	14.5%	12.3%	40.0%	13.7%	40.0%	18.8%	14.3%	9.1%	50.0%
100	15	15	-	-	4	9	-	3	11	-	1	5	5	3	1	5	9	14	1	14	-	2	5	1	1
	17.4%	17.4%			17.4%	18.0%		15.0%	16.9%		50.0%	29.4%	16.7%	10.0%	50.0%	18.5%	16.4%	19.2%	10.0%	19.2%		12.5%	17.9%	9.1%	50.0%
150	2	2	-	-	-	2	-	-	2	-	-	-	1	-	-	1	1	2	-	2	-	1	-	-	-
	2.3%	2.3%				4.0%			3.1%				3.3%			3.7%	1.8%	2.7%		2.7%		6.3%			
Don't know	4	4	-	-	2	2	-	1	3	-	-	2	1	1	-	2	2	4	-	3	1	2	-	1	-
	4.7%	4.7%			8.7%	4.0%		5.0%	4.6%			11.8%	3.3%	3.3%		7.4%	3.6%	5.5%		4.1%	20.0%	12.5%		9.1%	



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P5d. What was the wattage of the bulb you replaced with the SECOND CFL that you installed in your [ROOM TYPE]?

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME				
	=====			=====			=====			=====				=====			=====		=====						
	AWARE	NON- PURCH	UN- PRCHR	BE- FORE	2003- 2005	OR AFTER	BE- FORE	2003- 2005	OR AFTER	NONE	LIGHT	RATE	HEAVY	NOT VERY	SOME- WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+	
TOTAL ANSWERING	77	77	-	-	23	45	7	18	58	-	1	14	28	28	1	24	50	66	8	66	3	16	23	9	2
MEAN	64.37	64.37	-	-	57.95	66.70	63.57	55.25	66.34	-	100.0	61.25	68.36	56.11	100.0	63.86	64.04	63.05	76.25	63.95	75.00	69.00	63.65	60.38	34.00
MEDIAN	60.00	60.00	-	-	60.00	60.00	60.00	60.00	60.00	-	100.0	60.00	60.00	60.00	100.0	60.00	60.00	60.00	75.00	60.00	75.00	60.00	60.00	60.00	34.00
8	1	1	-	-	-	1	-	-	1	-	-	-	-	1	-	1	-	1	-	1	-	-	-	-	1
	1.3%	1.3%				2.2%			1.7%					3.6%		4.2%		1.5%		1.5%					50.0%
13	2	2	-	-	1	1	-	1	1	-	-	-	-	2	-	1	1	2	-	2	-	-	1	1	-
	2.6%	2.6%			4.3%	2.2%		5.6%	1.7%					7.1%		4.2%	2.0%	3.0%		3.0%			4.3%	11.1%	
16	1	1	-	-	1	-	-	1	-	-	-	-	-	1	-	-	1	1	-	1	-	-	1	-	-
	1.3%	1.3%			4.3%			5.6%						3.6%			2.0%	1.5%		1.5%			4.3%		
20	1	1	-	-	1	-	-	1	-	-	-	-	1	-	-	-	1	1	-	1	-	-	-	-	-
	1.3%	1.3%			4.3%			5.6%					3.6%				2.0%	1.5%		1.5%					
24	1	1	-	-	-	1	-	-	1	-	-	-	1	-	-	-	1	1	-	1	-	-	-	-	-
	1.3%	1.3%				2.2%			1.7%				3.6%				2.0%	1.5%		1.5%					
40	5	5	-	-	2	2	1	1	4	-	-	2	1	2	-	1	4	4	1	5	-	2	1	1	-
	6.5%	6.5%			8.7%	4.4%	14.3%	5.6%	6.9%			14.3%	3.6%	7.1%		4.2%	8.0%	6.1%	12.5%	7.6%		12.5%	4.3%	11.1%	
50	1	1	-	-	1	-	-	1	-	-	-	-	1	-	-	-	1	1	-	1	-	-	1	-	-
	1.3%	1.3%			4.3%			5.6%					3.6%				2.0%	1.5%		1.5%			4.3%		
60	39	39	-	-	8	27	3	7	32	-	-	8	13	16	-	13	24	34	2	32	-	8	12	3	1
	50.6%	50.6%			34.8%	60.0%	42.9%	38.9%	55.2%			57.1%	46.4%	57.1%		54.2%	48.0%	51.5%	25.0%	48.5%		50.0%	52.2%	33.3%	50.0%
65	1	1	-	-	-	1	-	-	1	-	-	-	-	-	-	-	1	1	-	1	-	-	-	-	-
	1.3%	1.3%				2.2%			1.7%								2.0%	1.5%		1.5%					



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P5d. What was the wattage of the bulb you replaced with the SECOND CFL that you installed in your [ROOM TYPE]?

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE			CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME					
	TOTAL	ASER	PRCHR	UN- AWARE	BE- FORE 2003	2006 OR AFTER	BE- FORE 2003	2006 OR AFTER	NONE	LIGHT	RATE	HEAVY	VERY WHAT	SOME- VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+			
75	10	10	-	-	4	3	3	3	7	-	-	1	6	3	-	2	8	8	2	8	2	3	3	2	-
	13.0%	13.0%			17.4%	6.7%	42.9%	16.7%	12.1%			7.1%	21.4%	10.7%		8.3%	16.0%	12.1%	25.0%	12.1%	66.7%	18.8%	13.0%	22.2%	
100	9	9	-	-	2	6	-	1	7	-	1	1	4	2	1	2	6	6	3	8	-	1	4	1	-
	11.7%	11.7%			8.7%	13.3%		5.6%	12.1%		100%	7.1%	14.3%	7.1%	100%	8.3%	12.0%	9.1%	37.5%	12.1%		6.3%	17.4%	11.1%	
150	2	2	-	-	-	2	-	-	2	-	-	-	1	-	-	1	1	2	-	2	-	1	-	-	-
	2.6%	2.6%				4.4%			3.4%				3.6%			4.2%	2.0%	3.0%		3.0%		6.3%			
Don't know	4	4	-	-	3	1	-	2	2	-	-	2	-	1	-	3	1	4	-	3	1	1	-	1	-
	5.2%	5.2%			13.0%	2.2%		11.1%	3.4%			14.3%		3.6%		12.5%	2.0%	6.1%		4.5%	33.3%	6.3%		11.1%	



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P5d. What was the wattage of the bulb you replaced with the THIRD CFL that you installed in your [ROOM TYPE]?

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME				
	=====			=====			=====			=====				=====			=====		=====						
	AWARE	NON- PURCH	UN- PRCHR	BE- FORE	2003- 2005	OR AFTER	BE- FORE	2003- 2005	OR AFTER	NONE	LIGHT	RATE	HEAVY	NOT VERY	SOME- WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+	
TOTAL ANSWERING	71	71	-	-	22	40	7	18	52	-	1	10	27	27	1	21	47	61	7	60	3	15	19	9	2
MEAN	65.32	65.32	-	-	62.17	66.56	62.86	57.27	67.15	-	100.0	68.57	68.76	58.88	100.0	69.58	62.69	64.06	71.43	64.72	70.00	67.69	61.74	61.63	67.50
MEDIAN	60.00	60.00	-	-	60.00	60.00	60.00	60.00	60.00	-	100.0	60.00	60.00	60.00	100.0	60.00	60.00	60.00	75.00	60.00	75.00	60.00	60.00	60.00	67.50
9	1	1	-	-	-	1	-	-	1	-	-	-	-	1	-	1	-	1	-	1	-	-	1	-	-
	1.4%	1.4%				2.5%			1.9%					3.7%		4.8%		1.6%		1.7%			5.3%		
13	2	2	-	-	1	1	-	1	1	-	-	-	-	2	-	1	1	2	-	2	-	-	1	1	-
	2.8%	2.8%			4.5%	2.5%		5.6%	1.9%					7.4%		4.8%	2.1%	3.3%		3.3%			5.3%	11.1%	
16	1	1	-	-	1	-	-	1	-	-	-	-	-	1	-	-	1	1	-	1	-	-	1	-	-
	1.4%	1.4%			4.5%			5.6%						3.7%			2.1%	1.6%		1.7%			5.3%		
24	1	1	-	-	-	1	-	-	1	-	-	-	1	-	-	-	1	1	-	1	-	-	-	-	-
	1.4%	1.4%				2.5%			1.9%				3.7%				2.1%	1.6%		1.7%					
35	1	1	-	-	-	1	-	-	1	-	-	-	1	-	-	-	1	1	-	-	1	1	-	-	-
	1.4%	1.4%				2.5%			1.9%				3.7%				2.1%	1.6%			33.3%	6.7%			
40	5	5	-	-	2	2	1	2	3	-	-	1	3	1	-	1	4	4	1	5	-	-	1	1	-
	7.0%	7.0%			9.1%	5.0%	14.3%	11.1%	5.8%			10.0%	11.1%	3.7%		4.8%	8.5%	6.6%	14.3%	8.3%			5.3%	11.1%	
50	1	1	-	-	1	-	-	1	-	-	-	-	1	-	-	-	1	1	-	1	-	-	1	-	-
	1.4%	1.4%			4.5%			5.6%					3.7%				2.1%	1.6%		1.7%			5.3%		
60	28	28	-	-	7	17	3	6	22	-	-	4	9	13	-	7	20	25	1	23	-	6	7	4	1
	39.4%	39.4%			31.8%	42.5%	42.9%	33.3%	42.3%			40.0%	33.3%	48.1%		33.3%	42.6%	41.0%	14.3%	38.3%		40.0%	36.8%	44.4%	50.0%
65	2	2	-	-	1	1	-	1	1	-	-	-	-	1	-	1	1	2	-	2	-	1	-	-	-
	2.8%	2.8%			4.5%	2.5%		5.6%	1.9%					3.7%		4.8%	2.1%	3.3%		3.3%		6.7%			



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P5d. What was the wattage of the bulb you replaced with the THIRD CFL that you installed in your [ROOM TYPE]?

	CFL PURCHASES/ AWARENESS				FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE			CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME				
	TOTAL	ASER	PRCHR	AWARE	2003	2005	AFTER	2003	2005	AFTER	NONE	LIGHT	RATE	HEAVY	VERY	WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+
70	1	1	-	-	-	-	1	-	1	-	-	-	-	1	-	-	1	1	-	1	-	1	-	-	-
	1.4%	1.4%					14.3%		1.9%				3.7%			2.1%	1.6%		1.7%		6.7%				
75	7	7	-	-	1	4	2	1	6	-	-	-	4	3	-	3	4	3	4	5	1	2	3	-	1
	9.9%	9.9%			4.5%	10.0%	28.6%	5.6%	11.5%				14.8%	11.1%		14.3%	8.5%	4.9%	57.1%	8.3%	33.3%	13.3%	15.8%		50.0%
100	12	12	-	-	4	7	-	2	9	-	1	2	5	3	1	4	7	10	1	10	1	2	4	2	-
	16.9%	16.9%			18.2%	17.5%		11.1%	17.3%		100%	20.0%	18.5%	11.1%	100%	19.0%	14.9%	16.4%	14.3%	16.7%	33.3%	13.3%	21.1%	22.2%	
150	1	1	-	-	-	1	-	-	1	-	-	-	1	-	-	1	-	1	-	1	-	-	-	-	-
	1.4%	1.4%				2.5%			1.9%				3.7%			4.8%		1.6%		1.7%					
Refused	2	2	-	-	-	2	-	-	2	-	-	1	-	-	-	-	2	2	-	2	-	1	-	-	-
	2.8%	2.8%				5.0%			3.8%			10.0%					4.3%	3.3%		3.3%		6.7%			
Don't know	6	6	-	-	4	2	-	3	3	-	-	2	2	1	-	2	3	6	-	5	-	1	-	1	-
	8.5%	8.5%			18.2%	5.0%		16.7%	5.8%			20.0%	7.4%	3.7%		9.5%	6.4%	9.8%		8.3%		6.7%		11.1%	



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P5e. Was the bulb that was replaced with the FIRST CFL you purchased in 2003, 2004 or 2005 and are currently using in your [ROOM TYPE] working or not working when you installed the CFL?

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME				
	TOTAL	ASER	PRCHR	UN- AWARE	BE- FORE 2003	2006 OR 2005	BE- FORE 2003	2006 OR 2005	AFTER	NONE	LIGHT	RATE	HEAVY	VERY WHAT	SOME- VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+		
TOTAL ANSWERING	86	86	-	-	23	50	8	20	65	-	2	17	30	30	2	27	55	73	10	73	5	16	28	11	2
Working	48	48	-	-	9	32	5	7	40	-	2	7	19	16	1	18	27	41	5	39	4	9	17	4	1
	55.8%	55.8%			39.1%	64.0%	62.5%	35.0%	61.5%		100%	41.2%	63.3%	53.3%	50.0%	66.7%	49.1%	56.2%	50.0%	53.4%	80.0%	56.3%	60.7%	36.4%	50.0%
Not working	38	38	-	-	14	18	3	13	25	-	-	10	11	14	1	9	28	32	5	34	1	7	11	7	1
	44.2%	44.2%			60.9%	36.0%	37.5%	65.0%	38.5%			58.8%	36.7%	46.7%	50.0%	33.3%	50.9%	43.8%	50.0%	46.6%	20.0%	43.8%	39.3%	63.6%	50.0%
Refused	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Don't know	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-



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P5e. Was the bulb that was replaced with the SECOND CFL you purchased in 2003, 2004 or 2005 and are currently using in your [ROOM TYPE] working or not working when you installed the CFL?

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME		HOUSING		INCOME								
	=====			=====			=====			=====				=====			=====		=====		=====								
	AWARE	BE-	2006	BE-	2006	BE-	2006	BE-	2006	BE-	2006	BE-	2006	BE-	2006	BE-	2006	BE-	2006	BE-	2006	BE-	2006	BE-	2006	BE-	2006	BE-	2006
TOTAL	ASER	PRCHR	UN-	FORE	2003-	OR	FORE	2003-	OR	FORE	2003-	OR	NONE	LIGHT	RATE	HEAVY	VERY	WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+		
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	
TOTAL ANSWERING	77	77	-	-	23	45	7	18	58	-	1	14	28	28	1	24	50	66	8	66	3	16	23	9	2				
Working	41	41	-	-	8	27	5	4	36	-	1	5	17	14	1	12	26	34	5	33	3	10	11	4	1				
	53.2%	53.2%			34.8%	60.0%	71.4%	22.2%	62.1%		100%	35.7%	60.7%	50.0%	100%	50.0%	52.0%	51.5%	62.5%	50.0%	100%	62.5%	47.8%	44.4%	50.0%				
Not working	35	35	-	-	14	18	2	13	22	-	-	9	10	14	-	11	24	31	3	32	-	6	12	5	1				
	45.5%	45.5%			60.9%	40.0%	28.6%	72.2%	37.9%			64.3%	35.7%	50.0%		45.8%	48.0%	47.0%	37.5%	48.5%		37.5%	52.2%	55.6%	50.0%				
Refused	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Don't know	1	1	-	-	1	-	-	1	-	-	-	-	1	-	-	1	-	1	-	1	-	1	-	-	-	-	-	-	-
	1.3%	1.3%			4.3%			5.6%					3.6%			4.2%		1.5%		1.5%									



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P5e. Was the bulb that was replaced with the THIRD CFL you purchased in 2003, 2004 or 2005 and are currently using in your [ROOM TYPE] working or not working when you installed the CFL?

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME		HOUSING		INCOME				
	=====			=====			=====			=====				=====			=====		=====		=====				
	AWARE			BE- 2006			BE- 2006			MODE-				NOT SOME-			OWNERSHIP		TYPE		\$50K- \$100-				
	TOTAL	PURCH	NON-PRCHR	UN-AWARE	FORE 2003	2003-2005	OR AFTER	FORE 2003	2003-2005	OR AFTER	NONE	LIGHT	RATE	HEAVY	VERY	WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+
TOTAL ANSWERING	71	71	-	-	22	40	7	18	52	-	1	10	27	27	1	21	47	61	7	60	3	15	19	9	2
Working	34	34	-	-	6	23	4	5	28	-	1	3	16	11	1	10	22	27	5	28	2	9	9	4	-
	47.9%	47.9%			27.3%	57.5%	57.1%	27.8%	53.8%		100%	30.0%	59.3%	40.7%	100%	47.6%	46.8%	44.3%	71.4%	46.7%	66.7%	60.0%	47.4%	44.4%	
Not working	33	33	-	-	15	14	3	12	21	-	-	6	10	15	-	10	23	30	2	29	1	5	10	5	2
	46.5%	46.5%			68.2%	35.0%	42.9%	66.7%	40.4%			60.0%	37.0%	55.6%		47.6%	48.9%	49.2%	28.6%	48.3%	33.3%	33.3%	52.6%	55.6%	100%
Refused	2	2	-	-	-	2	-	-	2	-	-	1	-	-	-	-	2	2	-	2	-	1	-	-	-
	2.8%	2.8%				5.0%			3.8%			10.0%					4.3%	3.3%		3.3%		6.7%			
Don't know	2	2	-	-	1	1	-	1	1	-	-	-	1	1	-	1	-	2	-	1	-	-	-	-	-
	2.8%	2.8%			4.5%	2.5%		5.6%	1.9%				3.7%	3.7%		4.8%	3.3%			1.7%					



Appendices

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P6. Of the [NUMBER OF] CFLs you purchased during 2003, 2004 or 2005, how many are currently being stored in your home for future use?

	CFL PURCHASES/ AWARENESS				FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME				
	=====				=====			=====			=====				=====			=====		=====						
	AWARE		UN-		BE-	2006		BE-	2006		MODE-				NOT	SOME-		OWN	RENT	SINGL	MULTI	<\$50K	\$50K-	\$100K	\$200K	200K+
	TOTAL	ASER	PRCHR	AWARE	2003	2005	AFTER	2003	2005	AFTER	NONE	LIGHT	RATE	HEAVY	VERY	WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$50K-	\$100K	\$200K	200K+
TOTAL ANSWERING	40	40	-	-	11	22	4	10	30	-	2	10	12	15	1	14	24	33	6	32	5	7	10	9	1	
MEAN	2.13	2.13	-	-	3.00	1.86	0.50	3.40	1.70	-	0.50	2.10	2.83	1.93	0.00	1.29	2.75	2.15	2.33	2.41	1.60	2.29	2.20	2.78	0.00	
MEDIAN	0.00	0.00	-	-	2.00	0.00	0.50	1.00	0.00	-	0.50	1.00	2.00	0.00	0.00	0.00	1.00	0.00	0.50	0.50	1.00	2.00	0.00	0.00	0.00	
0	21	21	-	-	5	13	2	5	16	-	1	4	4	11	1	10	10	17	3	16	2	3	7	5	1	
	52.5%	52.5%	-	-	45.5%	59.1%	50.0%	50.0%	53.3%	-	50.0%	40.0%	33.3%	73.3%	100%	71.4%	41.7%	51.5%	50.0%	50.0%	40.0%	42.9%	70.0%	55.6%	100%	
1	4	4	-	-	-	1	2	-	4	-	1	2	1	-	-	-	3	3	1	3	1	-	-	-	-	
	10.0%	10.0%	-	-	-	4.5%	50.0%	-	13.3%	-	50.0%	20.0%	8.3%	-	-	-	12.5%	9.1%	16.7%	9.4%	20.0%	-	-	-	-	
2	2	2	-	-	1	1	-	1	1	-	-	-	2	-	-	-	2	2	-	1	1	1	-	-	-	
	5.0%	5.0%	-	-	9.1%	4.5%	-	10.0%	3.3%	-	-	-	16.7%	-	-	-	8.3%	6.1%	-	3.1%	20.0%	14.3%	-	-	-	
3	2	2	-	-	1	1	-	-	2	-	-	1	1	-	-	1	1	2	-	2	-	1	-	1	-	
	5.0%	5.0%	-	-	9.1%	4.5%	-	-	6.7%	-	-	10.0%	8.3%	-	-	7.1%	4.2%	6.1%	-	6.3%	-	14.3%	-	11.1%	-	
4	3	3	-	-	1	2	-	-	3	-	-	2	1	-	-	2	1	3	-	3	-	1	1	-	-	
	7.5%	7.5%	-	-	9.1%	9.1%	-	-	10.0%	-	-	20.0%	8.3%	-	-	14.3%	4.2%	9.1%	-	9.4%	-	14.3%	10.0%	-	-	
5	1	1	-	-	-	1	-	-	1	-	-	-	-	1	-	-	1	-	1	-	1	-	-	1	-	
	2.5%	2.5%	-	-	-	4.5%	-	-	3.3%	-	-	-	-	6.7%	-	-	4.2%	-	16.7%	-	20.0%	-	-	11.1%	-	
6	2	2	-	-	-	2	-	-	2	-	-	-	2	-	-	-	2	2	-	2	-	-	-	-	-	
	5.0%	5.0%	-	-	-	9.1%	-	-	6.7%	-	-	-	16.7%	-	-	-	8.3%	6.1%	-	6.3%	-	-	-	-	-	
7	1	1	-	-	1	-	-	1	-	-	-	-	-	1	-	1	-	1	-	1	-	1	-	-	-	
	2.5%	2.5%	-	-	9.1%	-	-	10.0%	-	-	-	-	-	6.7%	-	7.1%	-	3.0%	-	3.1%	-	14.3%	-	-	-	



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(Continued)

P6. Of the [NUMBER OF] CFLs you purchased during 2003, 2004 or 2005, how many are currently being stored in your home for future use?

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME				
	=====			=====			=====			=====				=====			=====		=====		=====				
	TOTAL	PURCH	NON- PRCHR	UN- AWARE	BE- FORE 2003	2003- 2005	OR AFTER	BE- FORE 2003	2003- 2005	OR AFTER	NONE	LIGHT	RATE	HEAVY	VERY VERY	NOT WHAT	SOME- VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+
8	2	2	-	-	1	-	-	2	-	-	-	1	-	1	-	-	2	1	1	2	-	-	1	1	-
	5.0%	5.0%			9.1%			20.0%				10.0%		6.7%			8.3%	3.0%	16.7%	6.3%			10.0%	11.1%	
9	1	1	-	-	1	-	-	1	-	-	-	-	-	1	-	-	1	1	-	1	-	-	-	1	-
	2.5%	2.5%			9.1%			10.0%						6.7%			4.2%	3.0%		3.1%				11.1%	
10	1	1	-	-	-	1	-	-	1	-	-	-	1	-	-	-	1	1	-	1	-	-	1	-	-
	2.5%	2.5%				4.5%			3.3%				8.3%				4.2%	3.0%		3.1%			10.0%		



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P7. You mentioned that you purchased [NUMBER] CFLs during 2003, 2004 or 2005, and of those, [NUMBER] are currently installed and [NUMBER] are currently stored. May I ask what happened to the remaining
Burned out

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME			
	=====			=====			=====			=====				=====			=====		=====					
	AWARE	NON- PURCH	UN- PRCHR	BE- FORE 2003	2003- 2005	OR AFTER	BE- FORE 2003	2003- 2005	OR AFTER	NONE	LIGHT	RATE	HEAVY	NOT VERY	SOME- WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+
TOTAL ANSWERING	2	2	-	-	2	-	-	2	-	-	1	-	1	-	1	1	1	-	1	-	-	-	1	-
MEAN	1.50	1.50	-	-	1.50	-	-	1.50	-	-	1.00	-	2.00	-	2.00	1.00	2.00	-	2.00	-	-	-	2.00	-
MEDIAN	1.50	1.50			1.50			1.50			1.00		2.00		2.00	1.00	2.00		2.00				2.00	
1	1	1	-	-	1	-	-	1	-	-	1	-	-	-	-	1	-	-	-	-	-	-	-	-
	50.0%	50.0%			50.0%			50.0%			100%					100%								
2	1	1	-	-	1	-	-	1	-	-	-	-	1	-	1	-	1	-	1	-	-	-	1	-
	50.0%	50.0%			50.0%			50.0%					100%		100%		100%		100%				100%	



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Table 43 Page 52

P7. You mentioned that you purchased [NUMBER] CFLs during 2003, 2004 or 2005, and of those, [NUMBER] are currently installed and [NUMBER] are currently stored. May I ask what happened to the remaining
Broke

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME			
	=====			=====			=====			=====				=====			=====		=====		=====			
	AWARE	NON- PURCH	UN- PRCHR	BE- FORE 2003	2003- 2005	OR AFTER	BE- FORE 2003	2003- 2005	OR AFTER	NONE	LIGHT	RATE	HEAVY	NOT VERY	SOME- WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+
TOTAL ANSWERING	2	2	-	-	2	-	-	2	-	-	-	-	1	-	1	1	2	-	2	-	-	1	-	-
MEAN	16.00	16.00	-	-	16.00	-	-	16.00	-	-	-	-	4.00	-	28.00	4.00	16.00	-	16.00	-	-	4.00	-	-
MEDIAN	16.00	16.00			16.00			16.00					4.00		28.00	4.00	16.00		16.00			4.00		
4	1	1	-	-	1	-	-	1	-	-	-	-	1	-	-	1	1	-	1	-	-	1	-	-
	50.0%	50.0%			50.0%			50.0%					100%			100%	50.0%		50.0%			100%		
28	1	1	-	-	1	-	-	1	-	-	-	-	-	1	-	1	-	1	-	-	-	-	-	-
	50.0%	50.0%			50.0%			50.0%						100%		50.0%		50.0%						



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P7. You mentioned that you purchased [NUMBER] CFLs during 2003, 2004 or 2005, and of those, [NUMBER] are currently installed and [NUMBER] are currently stored. May I ask what happened to the remaining Storing at another residence for future use

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME			
	TOTAL	ASER	PRCHR	BE- 2003	2003- 2005	OR AFTER	BE- 2003	2003- 2005	OR AFTER	NONE	LIGHT	RATE	HEAVY	NOT VERY	SOME- WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+
TOTAL ANSWERING	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
MEAN	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
MEDIAN	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-



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Table 45 Page 54

P7. You mentioned that you purchased [NUMBER] CFLs during 2003, 2004 or 2005, and of those, [NUMBER] are currently installed and [NUMBER] are currently stored. May I ask what happened to the remaining Storing at business location for future use

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME			
	=====			=====			=====			=====				=====			=====		=====		=====			
	AWARE	NON- PURCH	UN- AWARE	BE- 2003	2003- 2005	OR AFTER	BE- 2003	2003- 2005	OR AFTER	NONE	LIGHT	RATE	HEAVY	NOT VERY	SOME- WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+
TOTAL ANSWERING	2	2	-	-	2	-	-	2	-	-	-	2	-	-	-	2	1	1	2	-	-	2	-	-
MEAN	2.50	2.50	-	-	2.50	-	-	2.50	-	-	-	2.50	-	-	-	2.50	2.00	3.00	2.50	-	-	2.50	-	-
MEDIAN	2.50	2.50			2.50			2.50				2.50				2.50	2.00	3.00	2.50			2.50		
2	1	1	-	-	1	-	-	1	-	-	-	1	-	-	-	1	1	-	1	-	-	1	-	-
	50.0%	50.0%			50.0%			50.0%				50.0%				50.0%	100%		50.0%			50.0%		
3	1	1	-	-	1	-	-	1	-	-	-	1	-	-	-	1	-	1	1	-	-	1	-	-
	50.0%	50.0%			50.0%			50.0%				50.0%				50.0%	100%	50.0%			50.0%			



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P7. You mentioned that you purchased [NUMBER] CFLs during 2003, 2004 or 2005, and of those, [NUMBER] are currently installed and [NUMBER] are currently stored. May I ask what happened to the remaining installed in another residence

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME			
	AWARE	NON- PURCH	UN- AWARE	BE- 2003	2003- 2005	OR AFTER	BE- 2003	2003- 2005	OR AFTER	NONE	LIGHT	RATE	HEAVY	NOT VERY	SOME- WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+
TOTAL ANSWERING	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
MEAN	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
MEDIAN	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-



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Table 47 Page 56

P7. You mentioned that you purchased [NUMBER] CFLs during 2003, 2004 or 2005, and of those, [NUMBER] are currently installed and [NUMBER] are currently stored. May I ask what happened to the remaining installed in a business location

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE			CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME				
	=====			=====			=====			=====			=====			=====		=====		=====				
	AWARE	BE-	UN-	BE-	2006	OR	BE-	2006	OR	MODE-	NOT	SOME-	VERY	WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+	
TOTAL	ASER	PRCHR	AWARE	2003	2005	AFTER	2003	2005	AFTER	NONE	LIGHT	RATE	HEAVY	VERY	WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+
TOTAL ANSWERING	2	2	-	-	1	1	-	2	-	-	-	2	-	-	1	1	2	-	-	1	2	-	-	-
MEAN	5.00	5.00	-	-	2.00	8.00	-	5.00	-	-	-	5.00	-	-	8.00	2.00	5.00	-	-	2.00	5.00	-	-	-
MEDIAN	5.00	5.00			2.00	8.00		5.00				5.00			8.00	2.00	5.00			2.00	5.00			
2	1	1	-	-	1	-	1	-	-	-	-	1	-	-	-	1	1	-	-	1	1	-	-	-
	50.0%	50.0%			100%		50.0%					50.0%				100%	50.0%			100%	50.0%			
8	1	1	-	-	-	1	-	1	-	-	-	1	-	-	1	-	1	-	-	-	1	-	-	-
	50.0%	50.0%				100%		50.0%				50.0%			100%	50.0%					50.0%			



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P7. You mentioned that you purchased [NUMBER] CFLs during 2003, 2004 or 2005, and of those, [NUMBER] are currently installed and [NUMBER] are currently stored. May I ask what happened to the remaining Gave them away

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME				
	=====			=====			=====			=====				=====			=====		=====		=====				
	AWARE	BE-	UN-	BE-	2006	OR	BE-	2006	OR	MODE-	NOT	SOME-	VERY	WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+		
TOTAL	ASER	PRCHR	AWARE	2003	2005	AFTER	2003	2005	AFTER	NONE	LIGHT	RATE	HEAVY	VERY	WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+	
TOTAL ANSWERING	1	1	-	-	1	-	-	1	-	-	-	1	-	-	-	-	1	1	-	-	-	1	-	-	-
MEAN	1.00	1.00	-	-	1.00	-	-	1.00	-	-	-	1.00	-	-	-	-	1.00	1.00	-	-	-	1.00	-	-	-
MEDIAN	1.00	1.00			1.00			1.00				1.00					1.00	1.00				1.00			
1	1	1	-	-	1	-	-	1	-	-	-	1	-	-	-	-	1	1	-	-	-	1	-	-	-
	100%	100%			100%			100%				100%					100%	100%				100%			



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P7. You mentioned that you purchased [NUMBER] CFLs during 2003, 2004 or 2005, and of those, [NUMBER] are currently installed and [NUMBER] are currently stored. May I ask what happened to the remaining Misplaced them

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME			
	AWARE	NON- PURCH	UN- AWARE	BE- 2003	2003- 2005	OR AFTER	BE- 2003	2003- 2005	OR AFTER	NONE	LIGHT	RATE	HEAVY	NOT VERY	SOME- WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+
TOTAL ANSWERING	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
MEAN	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
MEDIAN	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-



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P7. You mentioned that you purchased [NUMBER] CFLs during 2003, 2004 or 2005, and of those, [NUMBER] are currently installed and [NUMBER] are currently stored. May I ask what happened to the remaining
Other reason

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME				
	=====			=====			=====			=====				=====			=====		=====						
	AWARE			BE-	2006		BE-	2006		MODE-				NOT	SOME-		=====		=====		\$50K- \$100-				
	TOTAL	PURCH	NON-	UN-	FORE	2003-	OR	FORE	2003-	OR	NONE	LIGHT	RATE	HEAVY	VERY	WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+
TOTAL ANSWERING	5	5	-	-	2	2	1	1	4	-	-	1	1	3	1	3	1	4	1	4	1	1	1	1	-
MEAN	4.60	4.60	-	-	3.00	8.00	1.00	4.00	4.75	-	-	1.00	4.00	6.00	1.00	4.00	10.00	3.25	10.00	5.25	2.00	10.00	6.00	2.00	-
MEDIAN	4.00	4.00			3.00	8.00	1.00	4.00	4.00			1.00	4.00	6.00	1.00	4.00	10.00	3.00	10.00	5.00	2.00	10.00	6.00	2.00	
1	1	1	-	-	-	-	1	-	1	-	-	1	-	-	1	-	1	-	1	-	-	-	-	-	-
	20.0%	20.0%					100%		25.0%			100%			100%		25.0%		25.0%						
2	1	1	-	-	1	-	-	-	1	-	-	-	-	1	-	1	-	1	-	-	1	-	-	1	-
	20.0%	20.0%			50.0%				25.0%					33.3%		33.3%		25.0%		100%				100%	
4	1	1	-	-	1	-	-	1	-	-	-	1	-	-	1	-	1	-	1	-	-	-	-	-	-
	20.0%	20.0%			50.0%			100%				100%			33.3%		25.0%		25.0%						
6	1	1	-	-	-	1	-	-	1	-	-	-	-	1	-	1	-	1	-	1	-	-	1	-	-
	20.0%	20.0%				50.0%			25.0%					33.3%		33.3%		25.0%		25.0%				100%	
10	1	1	-	-	-	1	-	-	1	-	-	-	-	1	-	-	1	-	1	1	-	1	-	-	-
	20.0%	20.0%				50.0%			25.0%					33.3%			100%		100%	25.0%		100%			



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P7. You mentioned that you purchased [NUMBER] CFLs during 2003, 2004 or 2005, and of those, [NUMBER] are currently installed and [NUMBER] are currently stored. May I ask what happened to the remaining Refused/Don't Know

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME				
	=====			=====			=====			=====				=====			=====		=====						
	AWARE	BE-	UN-	BE-	2006	OR	BE-	2006	OR	MODE-				NOT	SOME-	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+	
TOTAL	ASER	PRCHR	ASER	2003	2005	AFTER	2003	2005	AFTER	NONE	LIGHT	RATE	HEAVY	VERY	WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+	
TOTAL ANSWERING	2	2	-	-	1	1	-	1	1	-	-	-	1	1	-	1	1	2	-	2	-	-	-	-	1
Refused	1	1	-	-	-	1	-	-	1	-	-	-	-	1	-	1	-	1	-	1	-	-	-	-	1
	50.0%	50.0%			100%				100%				100%		100%		50.0%		50.0%						100%
Don't know	1	1	-	-	1	-	-	1	-	-	-	-	1	-	-	-	1	1	-	1	-	-	-	-	-
	50.0%	50.0%			100%			100%					100%				100%	50.0%		50.0%					



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For the next set of questions, I'd like to focus on the MOST RECENT CFL purchase you made. M1. In what year was your MOST RECENT CFL purchase?

	CFL PURCHASES/ AWARENESS				FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME			
	TOTAL	ASER	PRCHR	UN- AWARE	BE- 2003	2005	2006 OR AFTER	BE- 2003	2005	2006 OR AFTER	NONE	LIGHT	RATE	HEAVY	VERY VERY	NOT WHAT	SOME- VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$50K- \$100K	\$100- \$200K	200K+
TOTAL ANSWERING	400	400	-	-	52	97	218	39	78	272	18	98	153	115	22	100	268	325	68	330	45	71	126	71	13
2008	254	254	-	-	34	57	144	24	38	188	7	56	98	87	13	64	174	211	39	214	24	36	78	59	8
	63.5%	63.5%			65.4%	58.8%	66.1%	61.5%	48.7%	69.1%	38.9%	57.1%	64.1%	75.7%	59.1%	64.0%	64.9%	64.9%	57.4%	64.8%	53.3%	50.7%	61.9%	83.1%	61.5%
2007	88	88	-	-	10	20	54	7	15	65	5	32	32	17	5	23	56	66	20	67	14	20	28	6	4
	22.0%	22.0%			19.2%	20.6%	24.8%	17.9%	19.2%	23.9%	27.8%	32.7%	20.9%	14.8%	22.7%	23.0%	20.9%	20.3%	29.4%	20.3%	31.1%	28.2%	22.2%	8.5%	30.8%
2006	23	23	-	-	1	6	13	1	5	16	1	3	12	5	2	6	14	18	4	20	2	3	8	4	-
	5.8%	5.8%			1.9%	6.2%	6.0%	2.6%	6.4%	5.9%	5.6%	3.1%	7.8%	4.3%	9.1%	6.0%	5.2%	5.5%	5.9%	6.1%	4.4%	4.2%	6.3%	5.6%	
2005	10	10	-	-	-	7	2	1	9	-	1	3	4	2	-	1	8	9	1	8	2	2	5	-	-
	2.5%	2.5%				7.2%	0.9%	2.6%	11.5%		5.6%	3.1%	2.6%	1.7%		1.0%	3.0%	2.8%	1.5%	2.4%	4.4%	2.8%	4.0%		
2004	1	1	-	-	-	-	-	-	-	1	-	-	1	-	-	-	1	1	-	1	-	-	1	-	-
	0.3%	0.3%								0.4%			0.7%				0.4%	0.3%		0.3%			0.8%		
2003	1	1	-	-	-	1	-	-	1	-	-	-	1	-	-	-	1	1	-	1	-	1	-	-	-
	0.3%	0.3%				1.0%			1.3%				0.7%				0.4%	0.3%		0.3%		1.4%			
Before 2003	4	4	-	-	4	-	-	3	-	1	1	-	1	1	1	1	2	4	-	4	-	1	2	-	-
	1.0%	1.0%			7.7%			7.7%		0.4%	5.6%		0.7%	0.9%	4.5%	1.0%	0.7%	1.2%		1.2%		1.4%	1.6%		
Refused	2	2	-	-	-	1	-	-	1	-	-	-	-	1	1	-	1	2	-	1	1	1	-	1	-
	0.5%	0.5%				1.0%			1.3%					0.9%	4.5%		0.4%	0.6%		0.3%	2.2%	1.4%		1.4%	
Don't know [Try to get respondent to remember]	17	17	-	-	3	5	5	3	9	1	3	4	4	2	-	5	11	13	4	14	2	7	4	1	1
	4.3%	4.3%			5.8%	5.2%	2.3%	7.7%	11.5%	0.4%	16.7%	4.1%	2.6%	1.7%		5.0%	4.1%	4.0%	5.9%	4.2%	4.4%	9.9%	3.2%	1.4%	7.7%



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M2. How many CFLs did you buy in this most recent purchase?

	CFL PURCHASES/ AWARENESS				FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME			
	TOTAL	ASER	PRCHR	UN- AWARE	BE- 2003	2003- 2005	OR 2006 AFTER	BE- 2003	2003- 2005	OR 2006 AFTER	NONE	LIGHT	RATE	HEAVY	NOT VERY	SOME- WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K- \$200K	\$200K- 200K+	200K+
TOTAL ANSWERING	400	400	-	-	52	97	218	39	78	272	18	98	153	115	22	100	268	325	68	330	45	71	126	71	13
MEAN	5.26	5.26	-	-	3.94	5.25	5.69	3.81	4.79	5.58	3.56	3.21	4.86	7.75	4.63	4.42	5.64	5.47	4.28	5.50	3.95	4.25	5.15	6.39	6.45
MEDIAN	4.00	4.00	-	-	3.00	4.00	4.00	3.00	4.00	4.00	2.50	3.00	4.00	6.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	5.00	6.00
0	7	7	-	-	1	3	2	2	5	-	1	1	3	1	-	2	5	5	2	4	2	3	2	1	-
	1.8%	1.8%			1.9%	3.1%	0.9%	5.1%	6.4%		5.6%	1.0%	2.0%	0.9%		2.0%	1.9%	1.5%	2.9%	1.2%	4.4%	4.2%	1.6%	1.4%	
1	32	32	-	-	5	11	13	4	12	16	3	18	6	4	3	14	11	24	7	25	6	5	13	5	-
	8.0%	8.0%			9.6%	11.3%	6.0%	10.3%	15.4%	5.9%	16.7%	18.4%	3.9%	3.5%	13.6%	14.0%	4.1%	7.4%	10.3%	7.6%	13.3%	7.0%	10.3%	7.0%	
2	58	58	-	-	14	13	27	9	9	40	4	20	25	9	5	14	39	49	9	50	3	10	19	6	2
	14.5%	14.5%			26.9%	13.4%	12.4%	23.1%	11.5%	14.7%	22.2%	20.4%	16.3%	7.8%	22.7%	14.0%	14.6%	15.1%	13.2%	15.2%	6.7%	14.1%	15.1%	8.5%	15.4%
3	46	46	-	-	6	12	23	5	8	32	1	22	14	6	1	15	29	33	12	34	8	11	15	7	-
	11.5%	11.5%			11.5%	12.4%	10.6%	12.8%	10.3%	11.8%	5.6%	22.4%	9.2%	5.2%	4.5%	15.0%	10.8%	10.2%	17.6%	10.3%	17.8%	15.5%	11.9%	9.9%	
4	88	88	-	-	10	16	58	7	15	65	2	17	40	27	2	18	68	72	14	72	11	17	32	14	2
	22.0%	22.0%			19.2%	16.5%	26.6%	17.9%	19.2%	23.9%	11.1%	17.3%	26.1%	23.5%	9.1%	18.0%	25.4%	22.2%	20.6%	21.8%	24.4%	23.9%	25.4%	19.7%	15.4%
5	16	16	-	-	3	6	5	1	5	9	1	1	11	2	-	4	12	15	1	13	2	5	5	2	1
	4.0%	4.0%			5.8%	6.2%	2.3%	2.6%	6.4%	3.3%	5.6%	1.0%	7.2%	1.7%		4.0%	4.5%	4.6%	1.5%	3.9%	4.4%	7.0%	4.0%	2.8%	7.7%
6	45	45	-	-	2	8	32	2	5	38	2	8	22	12	4	9	31	34	10	37	4	6	15	10	3
	11.3%	11.3%			3.8%	8.2%	14.7%	5.1%	6.4%	14.0%	11.1%	8.2%	14.4%	10.4%	18.2%	9.0%	11.6%	10.5%	14.7%	11.2%	8.9%	8.5%	11.9%	14.1%	23.1%
7	3	3	-	-	-	2	1	-	2	1	-	-	1	2	-	1	2	3	-	3	-	-	-	1	-
	0.8%	0.8%				2.1%	0.5%		2.6%	0.4%			0.7%	1.7%		1.0%	0.7%	0.9%		0.9%				1.4%	
8	26	26	-	-	4	5	12	5	2	19	1	2	10	13	1	5	19	22	3	24	2	2	6	10	1
	6.5%	6.5%			7.7%	5.2%	5.5%	12.8%	2.6%	7.0%	5.6%	2.0%	6.5%	11.3%	4.5%	5.0%	7.1%	6.8%	4.4%	7.3%	4.4%	2.8%	4.8%	14.1%	7.7%



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(Continued)

M2. How many CFLs did you buy in this most recent purchase?

	CFL PURCHASES/ AWARENESS				FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME			
	TOTAL	ASER	PRCHR	UN- AWARE	BE- 2003	2006 2005	OR AFTER	BE- 2003	2006 2005	OR AFTER	NONE	LIGHT	RATE	HEAVY	VERY VERY	SOME- WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$50K- \$100K	\$100- \$200K	200K+
9	3	3	-	-	-	1	2	-	1	2	-	-	1	2	-	-	3	2	-	2	-	-	1	-	-
	0.8%	0.8%				1.0%	0.9%		1.3%	0.7%			0.7%	1.7%			1.1%	0.6%		0.6%			0.8%		
10	18	18	-	-	-	6	11	-	3	14	1	1	7	8	2	5	10	16	2	15	2	2	4	3	-
	4.5%	4.5%				6.2%	5.0%		3.8%	5.1%	5.6%	1.0%	4.6%	7.0%	9.1%	5.0%	3.7%	4.9%	2.9%	4.5%	4.4%	2.8%	3.2%	4.2%	
12	20	20	-	-	2	4	14	-	3	17	-	2	5	11	1	2	17	16	4	18	1	2	6	5	1
	5.0%	5.0%			3.8%	4.1%	6.4%		3.8%	6.3%		2.0%	3.3%	9.6%	4.5%	2.0%	6.3%	4.9%	5.9%	5.5%	2.2%	2.8%	4.8%	7.0%	7.7%
14	1	1	-	-	-	-	1	-	-	1	-	-	-	1	-	-	1	1	-	1	-	1	-	-	-
	0.3%	0.3%					0.5%			0.4%				0.9%			0.4%	0.3%		0.3%		1.4%			
15	2	2	-	-	1	-	1	1	-	1	-	-	-	2	-	1	1	2	-	2	-	1	-	-	-
	0.5%	0.5%			1.9%		0.5%	2.6%		0.4%				1.7%		1.0%	0.4%	0.6%		0.6%		1.4%			
16	4	4	-	-	-	2	2	-	1	3	-	-	-	4	-	1	3	4	-	4	-	-	-	2	1
	1.0%	1.0%				2.1%	0.9%		1.3%	1.1%				3.5%		1.0%	1.1%	1.2%		1.2%				2.8%	7.7%
20	2	2	-	-	-	1	1	-	1	1	-	-	1	1	-	-	2	2	-	2	-	-	1	1	-
	0.5%	0.5%				1.0%	0.5%		1.3%	0.4%			0.7%	0.9%			0.7%	0.6%		0.6%			0.8%	1.4%	
22	1	1	-	-	-	-	1	-	-	1	-	-	-	1	-	1	-	1	-	1	-	-	-	-	-
	0.3%	0.3%					0.5%			0.4%				0.9%		1.0%		0.3%		0.3%					
24	2	2	-	-	-	-	2	-	-	2	-	-	1	1	-	-	2	2	-	2	-	-	-	2	-
	0.5%	0.5%					0.9%			0.7%			0.7%	0.9%			0.7%	0.6%		0.6%				2.8%	
30	2	2	-	-	-	-	2	-	-	2	-	-	-	2	-	-	2	2	-	2	-	-	2	-	-
	0.5%	0.5%					0.9%			0.7%				1.7%			0.7%	0.6%		0.6%			1.6%		



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(Continued)

M2. How many CFLs did you buy in this most recent purchase?

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME				
	TOTAL	ASER	PRCHR	UN- AWARE	BE- 2003	2006 OR 2005	BE- 2003	2006 OR 2005	AFTER	NONE	LIGHT	RATE	HEAVY	VERY WHAT	SOME- VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+		
40	1	1	-	-	-	1	-	-	1	-	-	-	1	-	-	1	1	-	1	-	-	1	-	-	
	0.3%	0.3%				1.0%			1.3%				0.9%			0.4%	0.3%		0.3%			0.8%			
Refused	1	1	-	-	-	-	-	-	-	-	-	1	-	-	-	1	1	-	1	-	-	-	-	-	
	0.3%	0.3%										0.7%				0.4%	0.3%		0.3%						
Don't know	22	22	-	-	4	6	8	3	5	8	2	6	5	5	3	8	9	18	4	17	4	6	4	2	2
	5.5%	5.5%			7.7%	6.2%	3.7%	7.7%	6.4%	2.9%	11.1%	6.1%	3.3%	4.3%	13.6%	8.0%	3.4%	5.5%	5.9%	5.2%	8.9%	8.5%	3.2%	2.8%	15.4%



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M4. Were there special promotions or price discounts on any of the CFLs you purchased most recently?

	CFL PURCHASES/ AWARENESS				FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME			
	TOTAL	ASER	PRCHR	UN- AWARE	BE- 2003	2005	OR AFTER	BE- 2003	2005	OR AFTER	NONE	LIGHT	RATE	HEAVY	VERY WHAT	SOME- VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+	
TOTAL ANSWERING	400	400	-	-	52	97	218	39	78	272	18	98	153	115	22	100	268	325	68	330	45	71	126	71	13
No	208	208	-	-	32	53	107	25	45	136	8	53	82	58	7	54	144	167	39	168	29	41	63	39	9
	52.0%	52.0%			61.5%	54.6%	49.1%	64.1%	57.7%	50.0%	44.4%	54.1%	53.6%	50.4%	31.8%	54.0%	53.7%	51.4%	57.4%	50.9%	64.4%	57.7%	50.0%	54.9%	69.2%
Yes	146	146	-	-	15	35	82	10	26	104	6	33	52	48	6	34	102	123	19	128	11	20	48	28	3
	36.5%	36.5%			28.8%	36.1%	37.6%	25.6%	33.3%	38.2%	33.3%	33.7%	34.0%	41.7%	27.3%	34.0%	38.1%	37.8%	27.9%	38.8%	24.4%	28.2%	38.1%	39.4%	23.1%
Refused	1	1	-	-	-	-	-	-	-	-	-	-	-	-	1	-	-	1	-	-	1	1	-	-	-
	0.3%	0.3%												4.5%			0.3%			2.2%	1.4%				
Don't know	45	45	-	-	5	9	29	4	7	32	4	12	19	9	8	12	22	34	10	34	4	9	15	4	1
	11.3%	11.3%			9.6%	9.3%	13.3%	10.3%	9.0%	11.8%	22.2%	12.2%	12.4%	7.8%	36.4%	12.0%	8.2%	10.5%	14.7%	10.3%	8.9%	12.7%	11.9%	5.6%	7.7%



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M5. On a 0 to 10 scale, with 0 being not at all likely and 10 being very likely, how likely were you to have purchased [this bulb/these bulbs] if you didn't get the price discount?

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME			
	ASER	PRCHR	UN- AWARE	BE- FORE 2003	OR 2005	2006 AFTER	BE- FORE 2003	OR 2005	2006 AFTER	NONE	LIGHT	RATE	HEAVY	VERY VERY	SOME- WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$50K- \$100K	\$100K- \$200K	200K+
TOTAL ANSWERING	146	146	-	15	35	82	10	26	104	6	33	52	48	6	34	102	123	19	128	11	20	48	28	3
MEAN	6.72	6.72	-	5.62	6.37	7.41	6.13	6.38	6.97	4.20	7.16	6.20	7.20	2.17	6.52	7.10	6.55	7.84	6.54	8.73	7.63	7.04	7.30	6.67
MEDIAN	8.00	8.00	-	5.00	7.00	8.00	7.00	8.00	8.00	6.00	8.00	7.00	9.00	1.50	7.00	8.00	8.00	10.00	8.00	10.00	10.00	8.00	8.00	10.00
0	16	16	-	2	3	6	1	4	9	1	2	7	5	2	3	11	14	1	14	1	2	5	3	1
	11.0%	11.0%	-	13.3%	8.6%	7.3%	10.0%	15.4%	8.7%	16.7%	6.1%	13.5%	10.4%	33.3%	8.8%	10.8%	11.4%	5.3%	10.9%	9.1%	10.0%	10.4%	10.7%	33.3%
1	4	4	-	1	3	-	1	2	1	1	-	2	1	1	2	1	3	1	4	-	-	1	-	-
	2.7%	2.7%	-	6.7%	8.6%	-	10.0%	7.7%	1.0%	16.7%	-	3.8%	2.1%	16.7%	5.9%	1.0%	2.4%	5.3%	3.1%	-	-	2.1%	-	-
2	2	2	-	-	1	1	-	-	2	-	1	1	-	1	1	-	2	-	2	-	-	1	-	-
	1.4%	1.4%	-	-	2.9%	1.2%	-	-	1.9%	-	3.0%	1.9%	-	16.7%	2.9%	-	1.6%	-	1.6%	-	-	2.1%	-	-
3	3	3	-	1	1	-	-	1	2	-	-	-	3	-	-	3	3	-	3	-	1	-	-	-
	2.1%	2.1%	-	6.7%	2.9%	-	-	3.8%	1.9%	-	-	-	6.3%	-	-	2.9%	2.4%	-	2.3%	-	5.0%	-	-	-
4	7	7	-	2	1	4	1	-	6	-	2	2	2	1	2	4	7	-	7	-	1	3	-	-
	4.8%	4.8%	-	13.3%	2.9%	4.9%	10.0%	-	5.8%	-	6.1%	3.8%	4.2%	16.7%	5.9%	3.9%	5.7%	-	5.5%	-	5.0%	6.3%	-	-
5	18	18	-	1	5	11	1	3	13	-	6	9	3	-	4	12	15	3	17	-	2	4	4	-
	12.3%	12.3%	-	6.7%	14.3%	13.4%	10.0%	11.5%	12.5%	-	18.2%	17.3%	6.3%	-	11.8%	11.8%	12.2%	15.8%	13.3%	-	10.0%	8.3%	14.3%	-
6	4	4	-	-	2	1	-	2	2	1	-	3	-	1	-	2	4	-	4	-	-	1	1	-
	2.7%	2.7%	-	-	5.7%	1.2%	-	7.7%	1.9%	16.7%	-	5.8%	-	16.7%	-	2.0%	3.3%	-	3.1%	-	-	2.1%	3.6%	-
7	11	11	-	1	3	5	-	-	10	2	3	3	3	-	4	6	8	1	7	1	-	3	3	-
	7.5%	7.5%	-	6.7%	8.6%	6.1%	-	-	9.6%	33.3%	9.1%	5.8%	6.3%	-	11.8%	5.9%	6.5%	5.3%	5.5%	9.1%	-	6.3%	10.7%	-



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(Continued)

M5. On a 0 to 10 scale, with 0 being not at all likely and 10 being very likely, how likely were you to have purchased [this bulb/these bulbs] if you didn't get the price discount?

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE			CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME					
	TOTAL	ASER	PRCHR	UN- AWARE	BE- FORE 2003	2006 OR 2005	BE- FORE 2003	2006 OR 2005	AFTER	NONE	LIGHT	RATE	HEAVY	VERY WHAT	SOME- VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+		
8	13	13	-	-	-	3	10	-	3	10	-	4	6	3	-	3	10	12	1	13	-	-	6	3	-
	8.9%	8.9%				8.6%	12.2%		11.5%	9.6%		12.1%	11.5%	6.3%		8.8%	9.8%	9.8%	5.3%	10.2%			12.5%	10.7%	
9	10	10	-	-	1	1	8	1	-	9	-	1	4	4	-	2	8	8	2	9	1	2	3	4	-
	6.8%	6.8%			6.7%	2.9%	9.8%	10.0%		8.7%		3.0%	7.7%	8.3%		5.9%	7.8%	6.5%	10.5%	7.0%	9.1%	10.0%	6.3%	14.3%	
10	49	49	-	-	4	12	29	3	11	34	-	12	13	21	-	10	39	38	10	39	8	11	18	9	2
	33.6%	33.6%			26.7%	34.3%	35.4%	30.0%	42.3%	32.7%		36.4%	25.0%	43.8%		29.4%	38.2%	30.9%	52.6%	30.5%	72.7%	55.0%	37.5%	32.1%	66.7%
Refused	2	2	-	-	-	-	2	-	-	2	-	1	-	1	-	-	2	2	-	2	-	-	1	-	-
	1.4%	1.4%					2.4%			1.9%		3.0%		2.1%			2.0%	1.6%		1.6%			2.1%		
Don't know	7	7	-	-	2	-	5	2	-	4	1	1	2	2	-	3	4	7	-	7	-	1	2	1	-
	4.8%	4.8%			13.3%		6.1%	20.0%		3.8%	16.7%	3.0%	3.8%	4.2%		8.8%	3.9%	5.7%		5.5%		5.0%	4.2%	3.6%	



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M6. Who provided the discount?

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME				
	TOTAL	ASER	PRCHR	UN- AWARE	BE- FORE 2003	2006 OR AFTER	BE- FORE 2003	2006 OR AFTER	NONE	LIGHT	RATE	HEAVY	VERY WHAT	SOME- VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+			
TOTAL ANSWERING	146	146	-	-	15	35	82	10	26	104	6	33	52	48	6	34	102	123	19	128	11	20	48	28	3
New Jersey Utility	4	4	-	-	-	-	4	-	2	2	-	1	2	1	-	-	4	4	-	4	-	1	2	-	-
	2.7%	2.7%					4.9%		7.7%	1.9%		3.0%	3.8%	2.1%			3.9%	3.3%		3.1%		5.0%	4.2%		
New Jersey Clean Energy Program	6	6	-	-	1	-	3	2	-	3	-	1	1	1	1	3	2	5	1	6	-	-	1	2	-
	4.1%	4.1%			6.7%		3.7%	20.0%		2.9%		3.0%	1.9%	2.1%	16.7%	8.8%	2.0%	4.1%	5.3%	4.7%			2.1%	7.1%	
The store/retailer	111	111	-	-	10	31	59	4	22	82	4	24	42	38	3	23	82	94	14	96	9	16	36	25	2
	76.0%	76.0%			66.7%	88.6%	72.0%	40.0%	84.6%	78.8%	66.7%	72.7%	80.8%	79.2%	50.0%	67.6%	80.4%	76.4%	73.7%	75.0%	81.8%	80.0%	75.0%	89.3%	66.7%
The CFL manufacturer	10	10	-	-	2	3	4	2	1	6	-	2	3	5	-	2	8	7	2	8	1	2	2	-	1
	6.8%	6.8%			13.3%	8.6%	4.9%	20.0%	3.8%	5.8%		6.1%	5.8%	10.4%		5.9%	7.8%	5.7%	10.5%	6.3%	9.1%	10.0%	4.2%		33.3%
Other (specify)	2	2	-	-	-	-	2	-	-	2	-	1	1	-	-	1	1	1	1	1	1	1	-	-	-
	1.4%	1.4%					2.4%			1.9%		3.0%	1.9%			2.9%	1.0%	0.8%	5.3%	0.8%	9.1%	5.0%			
Refused	1	1	-	-	-	-	1	-	-	1	-	1	-	-	-	-	1	1	-	1	-	-	1	-	-
	0.7%	0.7%					1.2%			1.0%		3.0%					1.0%	0.8%		0.8%			2.1%		
Don't know	12	12	-	-	2	1	9	2	1	8	2	3	3	3	2	5	4	11	1	12	-	-	6	1	-
	8.2%	8.2%			13.3%	2.9%	11.0%	20.0%	3.8%	7.7%	33.3%	9.1%	5.8%	6.3%	33.3%	14.7%	3.9%	8.9%	5.3%	9.4%			12.5%	3.6%	



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M7. Do you recall seeing any CFL displays, information, or signs when you purchased your most recent CFLs?

	CFL PURCHASES/ AWARENESS				FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME			
	TOTAL	ASER	PRCHR	UN- AWARE	BE- FORE 2003	2003- 2005	OR AFTER	BE- FORE 2003	2003- 2005	OR AFTER	NONE	LIGHT	RATE	HEAVY	VERY WHAT	SOME- VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+	
TOTAL ANSWERING	400	400	-	-	52	97	218	39	78	272	18	98	153	115	22	100	268	325	68	330	45	71	126	71	13
No	198	198	-	-	24	50	108	18	36	141	9	60	67	54	10	55	131	160	34	158	24	39	59	34	10
	49.5%	49.5%			46.2%	51.5%	49.5%	46.2%	46.2%	51.8%	50.0%	61.2%	43.8%	47.0%	45.5%	55.0%	48.9%	49.2%	50.0%	47.9%	53.3%	54.9%	46.8%	47.9%	76.9%
Yes	164	164	-	-	23	39	93	16	33	111	3	33	65	56	6	39	114	133	29	141	16	28	50	33	3
	41.0%	41.0%			44.2%	40.2%	42.7%	41.0%	42.3%	40.8%	16.7%	33.7%	42.5%	48.7%	27.3%	39.0%	42.5%	40.9%	42.6%	42.7%	35.6%	39.4%	39.7%	46.5%	23.1%
Refused	2	2	-	-	-	-	1	-	-	1	-	1	-	-	1	-	1	2	-	1	1	1	1	-	-
	0.5%	0.5%					0.5%			0.4%		1.0%			4.5%		0.4%	0.6%		0.3%	2.2%	1.4%	0.8%		
Don't know	36	36	-	-	5	8	16	5	9	19	6	4	21	5	5	6	22	30	5	30	4	3	16	4	-
	9.0%	9.0%			9.6%	8.2%	7.3%	12.8%	11.5%	7.0%	33.3%	4.1%	13.7%	4.3%	22.7%	6.0%	8.2%	9.2%	7.4%	9.1%	8.9%	4.2%	12.7%	5.6%	



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M8. On a 0 to 10 scale, with 0 being not at all likely and 10 being very likely, how likely were you to have purchased [this bulb/these bulbs] if you hadn't seen the CFL displays, information or signs?

	CFL PURCHASES/ AWARENESS				FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME				
	=====				=====			=====			=====				=====			=====		=====		=====				
	AWARE		UN-		BE-	2006		BE-	2006		MODE-				NOT	SOME-		OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+	
	TOTAL	ASER	PRCHR	AWARE	2003	2005	AFTER	2003	2005	AFTER	NONE	LIGHT	RATE	HEAVY	VERY	WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+	
TOTAL ANSWERING	164	164	-	-	23	39	93	16	33	111	3	33	65	56	6	39	114	133	29	141	16	28	50	33	3	
MEAN	6.12	6.12	-	-	8.85	6.23	5.67	8.77	6.70	5.71	4.33	4.84	6.54	6.49	4.33	6.46	6.22	5.84	7.43	6.10	6.06	5.85	6.80	6.79	9.50	
MEDIAN	7.00	7.00	-	-	10.00	8.00	6.00	10.00	9.00	6.00	2.00	5.00	7.00	9.00	3.00	7.00	8.00	6.00	9.50	7.00	9.00	6.00	8.00	8.00	9.50	
0	27	27	-	-	-	8	16	1	8	16	-	6	8	11	2	3	21	23	4	21	5	6	6	4	-	
	16.5%	16.5%	-	-	-	20.5%	17.2%	6.3%	24.2%	14.4%	-	18.2%	12.3%	19.6%	33.3%	7.7%	18.4%	17.3%	13.8%	14.9%	31.3%	21.4%	12.0%	12.1%	-	
1	4	4	-	-	1	1	2	-	-	4	1	2	-	1	1	1	2	4	-	4	-	1	2	-	-	
	2.4%	2.4%	-	-	4.3%	2.6%	2.2%	-	-	3.6%	33.3%	6.1%	-	1.8%	16.7%	2.6%	1.8%	3.0%	-	2.8%	-	3.6%	4.0%	-	-	
2	5	5	-	-	-	-	4	-	-	5	1	-	1	3	-	1	4	5	-	5	-	-	1	1	-	
	3.0%	3.0%	-	-	-	-	4.3%	-	-	4.5%	33.3%	-	1.5%	5.4%	-	2.6%	3.5%	3.8%	-	3.5%	-	-	2.0%	3.0%	-	
3	9	9	-	-	-	3	6	-	1	8	-	4	4	1	-	2	6	8	-	7	1	3	1	2	-	
	5.5%	5.5%	-	-	-	7.7%	6.5%	-	3.0%	7.2%	-	12.1%	6.2%	1.8%	-	5.1%	5.3%	6.0%	-	5.0%	6.3%	10.7%	2.0%	6.1%	-	
4	5	5	-	-	-	-	4	-	-	5	-	2	2	-	-	3	1	5	-	5	-	-	1	2	-	
	3.0%	3.0%	-	-	-	-	4.3%	-	-	4.5%	-	6.1%	3.1%	-	-	7.7%	0.9%	3.8%	-	3.5%	-	-	2.0%	6.1%	-	
5	19	19	-	-	1	4	13	1	2	16	-	7	9	3	1	5	12	16	3	18	-	1	6	4	-	
	11.6%	11.6%	-	-	4.3%	10.3%	14.0%	6.3%	6.1%	14.4%	-	21.2%	13.8%	5.4%	16.7%	12.8%	10.5%	12.0%	10.3%	12.8%	-	3.6%	12.0%	12.1%	-	
6	8	8	-	-	2	-	6	-	-	8	-	1	5	2	-	3	5	6	2	7	1	3	4	-	-	
	4.9%	4.9%	-	-	8.7%	-	6.5%	-	-	7.2%	-	3.0%	7.7%	3.6%	-	7.7%	4.4%	4.5%	6.9%	5.0%	6.3%	10.7%	8.0%	-	-	
7	4	4	-	-	-	2	2	-	1	3	-	1	3	-	-	2	2	4	-	4	-	-	1	1	-	
	2.4%	2.4%	-	-	-	5.1%	2.2%	-	3.0%	2.7%	-	3.0%	4.6%	-	-	5.1%	1.8%	3.0%	-	2.8%	-	-	2.0%	3.0%	-	



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(Continued)

M8. On a 0 to 10 scale, with 0 being not at all likely and 10 being very likely, how likely were you to have purchased [this bulb/these bulbs] if you hadn't seen the CFL displays, information or signs?

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE			CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME					
	TOTAL	ASER	PRCHR	UN- AWARE	BE- FORE 2003	2006 OR AFTER	BE- FORE 2003	2006 OR AFTER	NONE	LIGHT	RATE	HEAVY	NOT VERY	SOME- WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$50K- \$100K	\$100K- \$200K	200K+		
8	14	14	-	-	5	9	-	4	10	-	2	7	5	-	4	10	9	4	12	1	1	5	4	-	
	8.5%	8.5%			12.8%	9.7%		12.1%	9.0%		6.1%	10.8%	8.9%		10.3%	8.8%	6.8%	13.8%	8.5%	6.3%	3.6%	10.0%	12.1%		
9	7	7	-	-	1	1	5	1	1	5	-	1	2	3	-	1	6	6	1	7	-	3	2	1	1
	4.3%	4.3%			4.3%	2.6%	5.4%	6.3%	3.0%	4.5%		3.0%	3.1%	5.4%		2.6%	5.3%	4.5%	3.4%	5.0%		10.7%	4.0%	3.0%	33.3%
10	56	56	-	-	15	15	24	10	16	29	1	6	22	24	2	12	42	42	14	45	8	9	21	14	1
	34.1%	34.1%			65.2%	38.5%	25.8%	62.5%	48.5%	26.1%	33.3%	18.2%	33.8%	42.9%	33.3%	30.8%	36.8%	31.6%	48.3%	31.9%	50.0%	32.1%	42.0%	42.4%	33.3%
Don't know	6	6	-	-	3	-	2	3	-	2	-	1	2	3	-	2	3	5	1	6	-	1	-	-	1
	3.7%	3.7%			13.0%		2.2%	18.8%		1.8%		3.0%	3.1%	5.4%		5.1%	2.6%	3.8%	3.4%	4.3%		3.6%			33.3%



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M9. How much did you pay PER BULB for the CFLs you purchased most recently? If you got a special discount or used a coupon, please tell me the price of the bulb after the discount or coupon.

	CFL PURCHASES/ AWARENESS				FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME			
	=====				=====			=====			=====				=====			=====		=====					
	AWARE		UN-		BE-	2006	OR	BE-	2006	OR	MODE-				NOT	SOME-	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+
	TOTAL	ASER	PRCHR	AWARE	2003	2005	AFTER	2003	2005	AFTER	NONE	LIGHT	RATE	HEAVY	VERY	WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+
TOTAL ANSWERING	400	400	-	-	52	97	218	39	78	272	18	98	153	115	22	100	268	325	68	330	45	71	126	71	13
MEAN	3.88	3.88	-	-	3.60	3.28	4.39	3.37	3.46	4.09	5.12	4.15	3.66	3.93	4.75	3.83	3.88	3.72	4.42	3.72	5.05	3.66	4.14	3.70	5.00
MEDIAN	3.00	3.00	-	-	3.00	2.50	3.50	3.00	3.00	3.00	3.63	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.80	3.00	4.50	2.83	3.00	3.25	3.00
0	3	3	-	-	-	1	2	-	2	1	-	-	2	1	-	1	2	3	-	2	-	1	-	2	-
	0.8%	0.8%				1.0%	0.9%		2.6%	0.4%			1.3%	0.9%		1.0%	0.7%	0.9%		0.6%		1.4%		2.8%	
.50	2	2	-	-	1	-	1	1	-	1	-	1	1	-	-	-	2	2	-	1	-	1	-	1	-
	0.5%	0.5%			1.9%		0.5%	2.6%		0.4%		1.0%	0.7%				0.7%	0.6%		0.3%		1.4%		1.4%	
.75	3	3	-	-	-	2	1	-	1	2	1	-	-	2	1	-	2	3	-	3	-	-	-	2	-
	0.8%	0.8%				2.1%	0.5%		1.3%	0.7%	5.6%			1.7%	4.5%		0.7%	0.9%		0.9%				2.8%	
.80	1	1	-	-	-	1	-	-	1	-	-	-	1	-	-	1	-	1	-	1	-	-	-	-	-
	0.3%	0.3%				1.0%			1.3%				0.7%			1.0%		0.3%		0.3%					
.98	1	1	-	-	-	-	1	-	-	1	-	-	-	-	-	1	-	1	-	1	-	1	-	-	-
	0.3%	0.3%					0.5%			0.4%						1.0%		0.3%		0.3%		1.4%			
.99	4	4	-	-	-	1	1	-	1	3	-	1	2	-	-	1	2	3	1	4	-	-	2	-	-
	1.0%	1.0%				1.0%	0.5%		1.3%	1.1%		1.0%	1.3%			1.0%	0.7%	0.9%	1.5%	1.2%			1.6%		
1.00	19	19	-	-	3	8	6	2	4	13	-	3	8	8	-	1	18	17	1	15	3	4	5	3	-
	4.8%	4.8%			5.8%	8.2%	2.8%	5.1%	5.1%	4.8%		3.1%	5.2%	7.0%		1.0%	6.7%	5.2%	1.5%	4.5%	6.7%	5.6%	4.0%	4.2%	
1.20	1	1	-	-	1	-	-	1	-	-	-	-	-	1	-	-	1	1	-	1	-	1	-	-	-
	0.3%	0.3%			1.9%			2.6%						0.9%			0.4%	0.3%		0.3%		1.4%			



Appendices

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(Continued)

M9. How much did you pay PER BULB for the CFLs you purchased most recently? If you got a special discount or used a coupon, please tell me the price of the bulb after the discount or coupon.

	CFL PURCHASES/ AWARENESS			FIRST BECAME AWARE OF CFL'S			FIRST PURCHASED CFL'S			CFL USER TYPE				CFL SATISFACTION			HOME OWNERSHIP		HOUSING TYPE		INCOME				
	=====			=====			=====			=====				=====			=====		=====		=====				
	AWARE	NON-	UN-	BE-	2006	OR	BE-	2006	OR	MODE-				NOT	SOME-	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+	
	PURCH	ASER	PRCHR	FORE	2003-	2005	FORE	2003-	2005	AFTER	NONE	LIGHT	RATE	HEAVY	VERY	WHAT	VERY	OWN	RENT	SINGL	MULTI	<\$50K	\$100K	\$200K	200K+
1.25	1	1	-	-	-	1	-	-	1	-	-	1	-	-	-	1	1	-	1	-	-	1	-	-	
	0.3%	0.3%				0.5%			0.4%			0.7%				0.4%	0.3%		0.3%			0.8%			
1.50	6	6	-	-	2	4	-	2	4	-	1	-	3	-	1	4	5	-	4	1	1	4	-	-	
	1.5%	1.5%			2.1%	1.8%		2.6%	1.5%		1.0%		2.6%		1.0%	1.5%	1.5%		1.2%	2.2%	1.4%	3.2%			
1.75	1	1	-	-	-	1	-	-	1	-	-	1	-	-	-	1	-	1	1	-	-	1	-	-	
	0.3%	0.3%				0.5%			0.4%			0.7%				0.4%		1.5%	0.3%			0.8%			
1.99	2	2	-	-	1	-	1	-	2	1	1	-	-	1	-	1	1	1	1	1	2	-	-	-	
	0.5%	0.5%			1.9%		0.5%		0.7%	5.6%	1.0%			4.5%		0.4%	0.3%	1.5%	0.3%	2.2%	2.8%				
2.00	24	24	-	-	4	7	13	2	4	18	-	6	6	11	-	5	19	18	6	21	2	5	8	3	1
	6.0%	6.0%			7.7%	7.2%	6.0%	5.1%	5.1%	6.6%		6.1%	3.9%	9.6%		5.0%	7.1%	5.5%	8.8%	6.4%	4.4%	7.0%	6.3%	4.2%	7.7%
2.20	1	1	-	-	1	-	-	-	1	-	-	-	1	-	-	-	1	1	-	1	-	-	1	-	
	0.3%	0.3%			1.9%				1.3%				0.7%				0.4%	0.3%		0.3%			1.4%		
2.40	2	2	-	-	-	1	1	-	-	2	-	1	1	-	-	1	1	2	-	2	-	1	-	1	
	0.5%	0.5%			1.0%	0.5%			0.7%		1.0%	0.7%			1.0%	0.4%	0.6%		0.6%		1.4%		1.4%		
2.50	9	9	-	-	2	3	4	2	2	5	-	3	4	2	1	3	5	8	1	8	-	1	4	2	
	2.3%	2.3%			3.8%	3.1%	1.8%	5.1%	2.6%	1.8%		3.1%	2.6%	1.7%	4.5%	3.0%	1.9%	2.5%	1.5%	2.4%		1.4%	3.2%	2.8%	
2.75	1	1	-	-	-	-	1	-	-	1	-	-	1	-	-	-	1	-	1	1	-	1	-	-	
	0.3%	0.3%					0.5%			0.4%			0.7%				0.4%		1.5%	0.3%		1.4%			
2.90	1	1	-	-	-	-	1	-	-	1	-	-	1	-	-	-	1	-	1	1	-	1	-	-	
	0.3%	0.3%					0.5%			0.4%			0.7%				0.4%		1.5%	0.3%		1.4%			