Blinded by the Light: Why Are We in the Dark about How Many CFLs are Out There?

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Abstract

How can lighting programs accurately measure program effects when our estimates of national compact fluorescent light (CFL) bulb sales are outdated? In this paper, we present evidence that commonly used estimates for national sales of CFLs are no longer accurate, explore how the national CFL market is changing, and examine why a nationally coordinated data collection effort is prudent. This paper stems from work we have done for one of the largest residential lighting programs in the nation, in which we estimate baseline CFL sales by creating a non-program comparison area using national CFL sales data minus sales from states with active programs.