



9 September 2008

Mr Greg Groppenbacher  
Chair – AREMA Demand Management Committee  
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Dear Greg

On behalf of Ergon Energy, ENERGEX, ETSA Utilities, Western Power and Integral (Distributors), we'd like to thank you for allowing us to present at AREMA's meeting on Thursday 28 August. The opportunity to explain the issues and opportunities regarding residential peak-load control and air-conditioning from the electricity distribution perspective, as well as clarifying specific points of interest, was extremely useful.

It was heartening to have some manufacturers meet with us after our presentation and discuss the potential to work together on the upcoming projects being planned by all the Distributors above.

As mentioned in the presentation, all the Distributors mentioned are willing to explore with air-conditioning manufacturers the opportunity in the short-term to:

- provide continued warranty support of newly installed standard unit when a direct load control device is added at time of installation;
- create a retrofit, direct load control device for customers with existing units.

As we noted at your meeting, some Distributors are already working with manufacturers which are able to comply with the draft standard AS 4755.3.1. Any air-conditioning manufacturer wanting to satisfy this standard is welcome to contact us at any time.

Please feel free to circulate both this letter, and the presentation given, to all AREMA members. As Distributors we look forward to a closer working relationship with air-conditioning manufacturers to address peak-load.

Yours sincerely

A handwritten signature in black ink, appearing to read 'G. Lee', written over a horizontal line.

Gavin Lee  
General Manager, Demand Management  
07 3023 2542

cc: Matthew Dodson, ENERGEX  
Helen Stewart, Integral Energy  
Stephen Webb, ETSA Utilities  
Peter Ang, Western Power