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ONTARIO ENERGY BOARD

Enbridge 2016-2020 DSM Plan

Ms. Kristin Walli
Ontario Energy Board
PO Box 2319
2300 Yonge St, 26th Floor
Toronto, ON M4P 1E4

Dear Ms. Walli,

Enbridge's Savings By Design program has helped Pella Ontario become a better partner to our commercial client base by leveraging the design charette process to enhance our relationship with both the general contractor and facility managers on the Saint Elias Church (Santoro Construction) and 250 Davenport Road (TCHC) projects.

Pella's go-to-market approach at defining energy saving solutions for our client's dovetails nicely with the demand side management education the Savings By Design program provides for proponents. Aligning ourselves with this approach has opened many doors and provided opportunities for Pella, in the GTA, to deepen its market awareness as a high-performance supplier of fenestration in both retrofit and new construction applications.

Enbridge was also the co-sponsor (along with Pella's Commercial Division) of a well-attended workshop focused on the Savings By Design process held at McMaster Innovation Park on February 6th, 2014. Attendees included architects, GC's and engineers specializing in low energy building design, construction and retrofits. The SBD program and its successes provided a jumping-off point for a varied group of presenters to engage and educate the attending professionals through interactive learning and the use of case histories relating to local projects.

We are pleased to have Enbridge as an ally in our marketing efforts and support the Savings By Design program and process wholeheartedly.

Sincerely,

Paul Greenough

Manager Trade and Commercial Divisions
Pella Windows and Doors of Ontario

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