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MXenergy, a CT licensed electricity retail supplier serving 54,000 residential and small business customers in UI's and CL&P's territories, offers the following testimony for several amendments to Senate Bill 1. MXenergy is retail natural gas and electricity suppliers in North America, serving approximately 500,000 customers in 42 utility territories in the United States and Canada. MXenergy, founded in 1999, has its corporate headquarters in Stamford, CT and employs over 160 people in Connecticut, either as direct employees or marketing agent. MXenergy helps residential customers and small business customers control their energy bills by providing both fixed and variable rate plans. Because of MXenergy's commitment to the effective operation of a vigorous, dynamic, yet fair, competitive residential energy market, MXenergy strongly endorses many of the consumer protection components in Senate Bill 1, but offer the following amendments.

MXenergy strongly urges legislators not to limit the hours of door-to-door sales but instead increase the consumer protection standards for door-to-door sales. In addition to the consumer protection standards in Senate Bill 1, the consumer protection standards should also require:

1. All door-to-door representatives wearing a uniform and an ID badge that clearly identifies them to be from the company they are representing. The uniform should not resemble the uniforms of the local utility company.

2. All door-to-door representatives not carrying any materials that contain the logo of the local utility.
3. All residential door-to-door sales independently voice verified by a recorded line that confirms the customer's understanding of:
 - a. All terms of the electricity supply agreement,
 - b. Their ability to rescind the agreement,
 - c. The representative is not with the utility and
 - d. It is the customer's choice to sign-up
4. A representative sample of all door-to-door sales should be surveyed to ensure accuracy, completeness, courtesy and compliance with applicable rules.

These consumer protection standards will provide the necessary oversight to ensure that customers understand the terms they are agreeing to and would forgo the need to limit the hours of door-to-door marketing. Limiting the hours of door-to-door marketing and sales activities hinders retail energy suppliers' ability to meet and educate potential residential energy supply consumers. Door-to-door sales are currently being utilized by other industries, such as for books, magazines and cleaning products. In fact, there are some door-to-door sales forces that sell multiple products including energy. This proposed legislation would stop the sales of electricity at 6 PM while allowing the selling of other products to continue under local ordinance rules. It would be both illogical and discriminatory to impose these restrictions on the energy industry, while letting local ordinance control sales for other industries. Local ordinances should continue to dictate when all door-to-door sales can be conducted.

Personal one-on-one explanation of electricity supply choice continues to be the best method to educate electricity consumers. The proposed hours would severely restrict this valuable education process. The time period of 7 p.m. to 8 p.m, in our experience, is the best time for many consumers to discuss energy. They typically have completed their dinner and are available to spend time discussing energy. Many working electricity consumers are not home until after 6 p.m. If this legislation is to restrict hours of door-to-door marketing, then the hours should be expanded and seasonal to a time frame of 9 a.m. to 7 p.m. for all days during Daylight Standard Time, and 9 a.m. to 8 p.m. for all days during the Daylight Savings Time. Expanded hours during Daylight Savings Time makes sense because these days have more daylight, diminishing security concerns that after-dark sales present.

Limiting the hours of door-to-door sales will significantly decrease the ability of the marketing representatives to earn sufficient income to make a living as they will have fewer hours to work each day. This will result in a less people willing to perform this valuable educational role and decrease the number of jobs in Connecticut.

Sincerely,

A handwritten signature in black ink, appearing to read "Robert A. Blake". The signature is fluid and cursive, with the first name "Robert" and last name "Blake" clearly distinguishable.

Robert A. Blake
Senior Vice President, Regulatory Affairs