



Third Party Energy-Efficiency Program Fact Sheet

Heavy Industry Program Administered by Lockheed Martin



With new technologies being developed on a daily basis, maximizing energy efficiency requires that companies be willing to reevaluate critical systems when devising energy management plans.

Streamlining Processes Increases Efficiencies and Energy Savings

The Heavy Industrial Program provides a suite of energy-efficient cash incentives that support Pacific Gas and Electric Company's (PG&E) Industrial customers in reducing their energy consumption. By participating in the program, customers throughout the PG&E territory can reduce their energy usage and operations and maintenance cost while improving their manufacturing efficiencies. Additionally, these energy-efficiency measures benefit the environment by conserving our natural resources and reducing air emissions. PG&E has contracted with Lockheed Martin, a third party energy-efficiency implementation specialist, to manage the Heavy Industrial Program. The program offers:

- Cash incentives to help offset the cost of capital improvements for the facility and equipment.
- Comprehensive solutions through energy audit and evaluation services.
- Strong network of approved Trade Professionals.
- Wide range of energy savings measures that target the Industrial Sector.
- Turn-key services starting from initial energy studies to incentive disbursement.

Lockheed Martin conducts energy audits and evaluations at participating facilities at no cost to the customer. Additionally, the Heavy Industrial Program supports a broad range of energy-efficiency measures. The following list provides examples of qualifying projects (not comprehensive):

- Motor upgrades.
- Variable speed drives on pumps, fans and motors.
- Process improvements (including projects that increase load but reduce per-unit energy usage).
- Injection molding machine retrofits.
- Air compressor system retrofits.
- Process cooling systems upgrades.
- Process controls improvements.
- Refrigeration system upgrades.
- Thermal oxidizer upgrades.
- Piping system changes that reduce pressure drops.
- Boiler or furnace replacements.
- Boiler/furnace heat recovery or economizer installations.

If a potential project is not on the above list, the customer can work with Lockheed Martin to determine if a project is eligible for program incentives. In addition, there are a few criteria that must be met for every project.



The Program is Open to Industrial Customers Who Qualify by:

1. Receiving natural gas and/or electricity from PG&E.
2. Having a minimum average peak electric load of 200kW.
3. Being classified in the Heavy Industry and Manufacturing NAICS codes.
4. Paying the public purpose program and/or the demand side surcharge on their utility bill.

The Solutions

Lockheed Martin has an experienced and trusted group of program engineers and management team that has been vetted by managing energy efficient projects in the PG&E territory over the last 5 years. The results of these projects have assisted manufacturers in remaining competitive through reducing costs and improving manufacturing processes. Lockheed Martin's team can provide you services and solutions that help increase production efficiency resulting in lower production costs and increased profits.

- Improve competitive position.
- Identify process-focused energy efficiency improvements, and other opportunities (e.g., demand response).
- Facilitate electricity and natural-gas energy efficiency equipment and demand reduction upgrades.
- Reduce operating costs per unit of product.
- Improve product quality and production rate.
- Reduce waste, pollutants, and greenhouse gas emissions.

Next Steps

If you are interested in the Heavy Industrial Program and services offered, please e-mail IndustrialProgramInquiry@pge.com. You can also call the PG&E Business Customer Service Center at **1-800-448-4743** or visit www.pge.com for information about energy-efficiency programs.



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