

Lockheed Martin Services, Inc.

Heavy Industry Energy Efficiency Program

- Conduct detailed technical energy studies
 - Performed by Senior Engineers
 - Comprehensive in nature
 - No cost to customer, one-stop shop
- Project supplier support, installation oversight, post installation verification
- Coordinate with other energy efficiency programs
- Qualify and deliver financial incentives
- Program incentives are available to customers who are (1) customers of Pacific Gas and Electric, (2) pay Public Purpose Program charges, (3) classified under the heavy industry NAICS codes assigned to LMSI and (4) have a minimum average peak electric load of 200kW.
- Incentive rates based on eligible measure type and annual energy saved:
 - Lighting - \$0.05/kWh
 - Process, motors and other equipment - \$0.09/kWh
 - Air Conditioning and Refrigeration I - \$0.15/kWh – replacements
 - Air Conditioning and Refrigeration II - \$0.09/kWh – upgrades
 - Peak demand savings - \$100/kW – added to all electrical measures
 - Natural gas measures - \$1.00/Therm
 - Incentives are capped at 50% of the aggregate project cost

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LMSI - PG&E Project Experience 2006-2010

Process	# of Projects	kWh Saved	Therms Saved
Air Abatement	7	527,122	2,585,316
Compressed Air	23	21,465,853	-
Heat Recovery	13	2,070,000	2,803,316
HVAC	39	20,033,676	1,219,789
Insulation	14	1,297	455,177
Lighting	76	28,027,926	-
Process Cooling	15	11,391,128	-
Process Improvement	42	29,165,166	4,385,070
Pumping	3	776,365	-
Motors / VFDs	17	5,396,319	-
Total	249	118,854,852	11,448,668

It is our objective to assist PG&E heavy industry customers in:

- Improving their competitive position
- Identifying process-focused energy improvements and other opportunities (e.g. demand response)
- Facilitating electricity and natural-gas energy efficiency equipment and demand reduction upgrades
- Reducing operating costs per unit of product
- Improving product quality and production rate
- Reducing waste, pollutants, and Green House Gas emissions

Remember that increased production efficiency = lower production costs = increased profits

The Heavy Industry Efficiency Program is managed and facilitated by Lockheed Martin Systems Incorporated, and is funded by California utility ratepayers, under the auspices of the California Public Utilities Commission. California consumers are not obligated to purchase any full-fee service or other service not funded by this Program. The program objective is to identify and facilitate the implementation of major process-orientated and other energy-efficiency upgrades for PG&E's heavy industry customers. Customers that install energy efficient systems receive incentives based on the annual kWh or therm saving achieved.

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