

What's New for Trade Professionals



Andrea Manion
Supervisor, CEE Mass Market

Pacific Gas and Electric Company's (PG&E) program team, and trade professional managers have some exciting announcements that impact trade professionals.

CPUC Approval

The CPUC has approved the 2010-2012 Energy Efficiency Portfolio. In the next few months the programs will be transitioning for a January 2010 roll-out of the newly approved portfolio. Some of the improvements include rebates that are consistent across the state, comprehensive offerings, additional customer-focused strategies, and enhanced trade professional tools. Look for more details on trade professional tools in our January, 2010 issue.

Rebates and Catalogs

PG&E is increasing the rebates for two products that serve our agricultural customers, Wine Tank Insulation and Infrared Film for Greenhouses. The new rebate amounts are for products purchased, and installed on or after October 1, 2009. Products purchased and installed prior to October 1, 2009 will be paid at the prior rebate amounts.

On July 1, 2009 we published new rebate catalogs with simplified language and clearer product specifications and descriptions. Look for additional enhancements, along with measure changes for statewide consistency in our next round of catalog updates, slated for January, 2010.

Wine Tank Insulation

- Indoor Wine Tank from \$2.00/sq.ft. to \$2.25/sq.ft.
- Outdoor Wine Tank, Coastal from \$2.50/sq.ft. to \$3.00/sq.ft.
- Outdoor Wine Tank, Central Valley from \$3.00/sq.ft. to \$3.75/sq.ft.

Infrared Film for Greenhouses

- Infrared Film for Green Houses from \$0.03/sq.ft. to \$0.05/sq.ft.

For details, go to www.pge.com/mybusiness/energysavingsrebates/rebatesincentives

Online Enhancements for Trade Professionals

We are pleased to announce eRebates specifically designed for trade professionals. With eRebates trade professionals can submit rebate applications online, and track the status of all rebate applications, whether they are submitted electronically or via paper application.

In addition, trade professionals may now enroll online for PG&E's Energy Efficiency Rebates For Your Business program and/or calculated incentive programs. Enrolling online offers trade professionals the ability to create a profile for inclusion on PG&E's customer facing trade professional list and provides automatic enrollment in eRebates, go to www.pge.com/tradepro to enroll now.

Events

PG&E would like to introduce a new networking event component to the Trade Professional Program. Events will be held in each of the seven PG&E service areas, and scheduled quarterly to give all interested trade professionals an opportunity to present their products and services to local PG&E account reps who work directly with small, medium and large commercial, industrial, and agriculture customers. Look for event invitations by mail or contact your local trade professional manager to sign up or to learn more about this opportunity.

Thank you,

Andrea Manion
Supervisor, CEE Mass Market

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Integrated Processing Center



Educational Updates and Calendar

Learning Center Calendar — Schedule available at www.pge.com/mybusiness/edusafety/training/

DATE	TIME	CLASS	LOCATION
Tue., October 20	9:00 a.m. to 4:30 p.m.	Energy Efficient Data Center Retrofits: How to Increase Load and Efficiency	San Francisco
Wed., October 28	9:00 a.m. to 4:30 p.m.	Title 24: New for Refrigerated Warehouses in 2009	Fresno
Mon., November 2	8:30 a.m. to 4:30 p.m.	Energy Auditing Techniques for Small and Medium Commercial Facilities	Stockton
Fri., November 6	8:30 a.m. to 12:30 p.m.	Lighting Your Way To Zero Net	Oakland
Wed., November 18	9:00 a.m. to 3:00 p.m.	Low Energy HVAC Approaches for Nonresidential Buildings	San Francisco
Thu., December 3	6:30 a.m. to 8:00 p.m.	Toward Net Zero and Beyond — Solar and Wind Power for Buildings	San Francisco

Cooperatively working with trade professionals and customers to advance energy efficiency, promote innovative technologies, and lead California to a greener future.

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Tips to Help You Receive Your Rebate Faster

When submitting an Energy Efficiency Rebates for Your Business 2009 Interim Application Form, following these tips will help accelerate your application through the process:

1. Provide an itemized invoice containing the following:
 - a. Invoice date
 - b. Invoice number
 - c. Installation address and bill-to information
 - d. Payment terms listed or marked "Paid in Full" or payment terms such as "Charge" or "Net 30"
 - e. Manufacturer's name of products purchased
 - f. Model number of products purchased
 - g. Purchase price of each product listed separately
 - h. Total invoice price
2. Ensure the energy-efficient equipment qualifies for PG&E rebates and meets the program terms and conditions prior to purchase and installation
3. Verify that your business customer has provided their Tax ID number and status (located on page 1, section 3), on the application. Tax ID number may be an EIN, Federal Tax ID, or Social Security number
4. Verify that your customer signs and dates the application located on the bottom of page 1
5. Ensure your customer's signature is written in ink
6. If you are receiving the rebate check from PG&E, ensure that the PG&E customer signs the "Payment Release Authorization" located on page 2, section 7
7. Verify you select business property type located on page 2, section 8
8. Fill out all applicable sections on the application

Ensure the energy-efficient equipment qualifies for PG&E rebates and meets the program terms and conditions prior to purchase and installation

Sample Invoice

Trade Professional Management Team			
Kristine Gallegos-Haehl, Bay Area	1-408-282-7114	ktg2@pge.com	
Dan Ngo, Northern Region	1-916-386-5173	dtn5@pge.com	
Quess Ellis, Southern Region	1-559-263-5560	qxe1@pge.com	

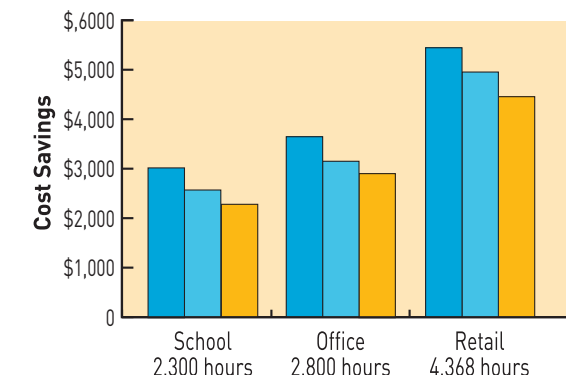
Steam Traps

A percentage of steam traps in many commercial and industrial installations fail over time in an open mode and waste large amounts of steam. This loss of steam can represent a substantial energy loss. In addition, steam is very expensive. For example, if a steam trap on a 150-pound-per-square-inch-gauge (psig) with an opening of 1/8th inch in diameter on a steam line is stuck open, the estimated steam loss is 75.8 pounds per hour (lb/hr). Any facility that utilizes steam boilers likely has multiple steam traps. A basic component of all industrial energy audits in plants with steam is a steam trap inspection and replacement program.

Low-Wattage T8 Lighting Rebate Program

Installing Low-Wattage T8 Fluorescent Lamps is a quick and simple way to cut energy consumption. Customers can save up to 20% of lighting costs by replacing existing 32-Watt T8s with Low-Wattage T8s, which are offered in both 25-Watt and 28-Watt versions. If the current lighting system uses 34-Watt T12 fluorescent lamps with magnetic ballasts, customers can save up to 47% of their lighting costs by replacing them with Low-Wattage T8s with electronic ballasts.

Based on the success and growing acceptance of Low-Wattage T8 lamps in the Electrical Distributor Rebate Program, we transitioned the incentives for these lamps from that program into the Business



3-lamp T8 fixtures with standard electronic ballasts
Energy savings estimated at average KWH rate of \$0.15.

■ 32 Watt T8 ■ 28 Watt T8-12% savings ■ 25 Watt T8-20% savings

Lighting Catalog effective June 1, 2009. The rebate amounts will remain the same: \$1.00 per qualified 28W lamp and \$1.50 per qualified 25W lamp, paid directly to the customer.

PG&E rebates are available to qualifying customers who replace 34-Watt T12 magnetic ballasts with new 4-foot, 32-Watt T8 lamps that are equipped with electronic, high frequency ballasts. Additional rebates are available for upgrading standard 32-Watt T8 lamps with more efficient 28- or 25-Watt systems.

Available T8 lamp rebates can be combined for up to \$5.75 reimbursement per upgraded lamp:

- Replacing 34-watt T12 magnetic ballasts with 32-Watt T8 electronic, high frequency ballasts (4-foot lamps) qualify for a rebate of \$4.25 per lamp installed.
- Upgrading a standard 32-Watt T8 to a more efficient 28-Watt T8 system qualifies for a rebate of \$1.00 per lamp installed.
- Upgrading a standard 32-Watt T8 to a more efficient 25-Watt T8 system qualifies for a rebate of \$1.50 per lamp installed.

Customers applying for T8 rebates should refer to PG&E's Energy Efficiency Rebates Lighting Catalog for details and product specifications.

Download the catalog at:

www.pge.com/mybusiness/energysavingsrebates.

Additional information on energy-efficient lighting can be found at the Consortium for Energy Efficiency Web site at www.cee1.org.

additional savings. PG&E offers rebates on pipe insulation when it is installed on existing, bare pipe systems. The rebates range from \$2.00 to \$4.00 per linear foot.

The qualifications for steam traps and pipe insulation rebates can be found in the Boilers and Water Heating Catalog at: www.pge.com/steamtraps.

For questions or for more information, call the **Business Customer Service Center** at **1-800-468-4743**.

GREEN CORNER

What Is the Global Warming Solutions Act?

The Global Warming Solutions Act of 2006, also known as AB 32, requires the state's greenhouse gas (GHG) emissions be reduced to 1990 levels by 2020. PG&E and other California utilities are helping reach this goal through energy efficiency and renewable energy production.

- In California the electric power industry accounts for about one-fourth of the state's greenhouse gas emissions.
- PG&E supplies 30% of the energy used in the state.
- The California Public Utilities Commission recommends all California utilities provide 33% of the state's total energy from renewable sources by 2020.
- PG&E's 2008 total energy mix comes from 14% renewable energy.

For more information on PG&E fight against climate change, visit www.pge.com/environment. Federal IT managers and procurement staff should visit Product Purchasing and Computer Power Management for Federal Agencies to learn about saving energy by purchasing ENERGY STAR and EPEAT-registered office equipment. See www.energystar.org for details.