



## 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.



