

Third Party Energy-Efficiency Program Fact Sheet

## Heavy Industry Program Administered by Lockheed Martin

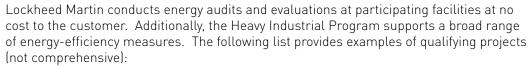


With new technologies being developed on a daily basis, maximizing energy efficiency requires that companies be willing to reevaluate critical systems when devising energy management plans.

## 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.



- 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.



