

Current Tools

A Publication for Energy Efficiency Trade Professionals

Issue 18 • May 2013

FINAL PRINT ISSUE



Current Tools is Going Digital

The next issue will be emailed

Money Back Tool
Now Available for
Your iPad

New Rebate
Compliance
Requirements



Welcome to the New 2013–2014 Trade Professional Alliance Program Cycle

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On behalf of Pacific Gas and Electric Company (PG&E), I would like to take this opportunity to thank all of our Trade Professional Alliance (TPA) members who participated in PG&E's energy management programs in the 2010–2012 program cycle. More than **1,300 trade professional companies** enrolled in the 2010–2012 TPA program. These members helped deliver significant cost and energy savings to our customers in 2012, submitting project applications which accounted for over **23,900 kilowatts (kW)**; **126,690,000 kilowatt hours (kWh)**, **2,827,000 therms**, and more than **\$15 million** in rebates and incentives.

PG&E is committed to ensuring that all Trade Professional Alliance members have the tools and resources needed for another successful program cycle. With the new 2013–2014 Energy Efficiency Portfolio in full swing, we're thrilled to share some exciting updates to the Trade Professional Alliance program that will better enable your success over the next two years.

Exciting new changes to our staff

Andrea Manion, our Trade Professional Alliance program supervisor for the past several years, has accepted a new position within PG&E as manager for the Energy Solutions and Service

(ES&S) Operations team. Though we are sad to see her leave the TPA, we are looking forward to having Andrea's support in her new role by further strengthening the relationships with our local ES&S representatives.

I'm excited to take on the role as the Manager for the Trade Professional Alliance. I bring with me extensive knowledge of developing and managing energy efficiency programs, including working with contractors and industry partners to deliver energy efficiency to our customers. I also manage the Retail and Distributor Strategy, Pacific Energy Center, and Energy Training Center teams and look forward to driving synergies across teams to even better support the TPA. My goal for 2013 and beyond is to further enhance and improve the tools and resources available to the TPA to enable your continued success.

I'm also excited to introduce additional resources available to the TPA:

- **Julie Colvin** manages our HVAC and commercial water heating programs with manufacturers and distributors
- **Winsey Kan** manages our commercial lighting with manufacturers and distributors
- **Andy Doeschot** is focused on the food service and bottling industry

All are available to you to help answer questions and offer their expertise to help support your efforts and success.

Online enhancements

A key benefit of Trade Professional Alliance membership is the opportunity to display your company information on PG&E's Trade Professional Online Directory. In an effort to better support our customers, TPA member participation in a PG&E energy management program is now a prerequisite to being listed in the Trade Professional Online Directory.

In order to be displayed in the online directory you must:

- **Opt-in to be displayed online**
- **Have at least one completed energy management project as a TPA member within the last 12 months**
- **Offer the products and perform the services you have indicated in your TPA profile** (only data around products and services completed will be displayed)

If you have not completed a TPA member profile questionnaire, you may do so by logging into the TPA online portal at www.pge.com/tradeprologin.

Thank you for all of your hard work and participation in PG&E's energy management programs.

I look forward to another successful program cycle together. If you need more information or assistance, please email tradeptoalliance@pge.com or contact your local Trade Professional Manager.

Thank you,



Paola Benassi
Manager, Retail, Distributor and
Trade Alliances



Current Tools is Going Digital

Please provide us with your current email address(es) to ensure you continue receiving timely TPA news and announcements!

This time last year, we asked for your feedback about changing the format of *Current Tools* from print to digital. Many thanks to those of you who shared feedback—we value your opinion and appreciate your input!

Based on that feedback, we're excited to announce that we will soon move to a digital-only version of *Current Tools*. We're excited about this transition as it will streamline delivery of the newsletter and provide cost savings that we can reinvest in the program. Plus, it's better for the environment!

Current Tools will be delivered directly to your email inbox, giving you access the latest Trade Pro and energy efficiency news from your web enabled devices.

To ensure you continue to receive *Current Tools* moving forward, please provide us with your most up-to-date email address(es) through one of the following means:

- 1 Call or email your Trade Professional manager directly—OR
- 2 Update your information via your Trade Pro Alliance online account at www.pge.com/tradeprologin

Add additional company employees to the *Current Tools* distribution list online

If you haven't already done so, it's not too late to sign up for an online Trade Pro Alliance account at www.pge.com/tradeprologin. Once created, you can add any and all team members who would like to receive *Current Tools*. You can also add office locations and other team member contacts to your account! Team members can also create their own personal logins to be linked to your main Trade Professional Alliance membership. This is a great way to ensure that all appropriate members of your team receive all TPA communications and to keep your membership information up-to-date.



Money Back Tool Now Available for Your iPad



Last year, PG&E launched the Money Back Tool, which helps customers and contractors easily find energy efficiency rebates and incentives online. Now we've made it even easier for trade professionals to leverage this tool, by creating a Money Back Tool icon for iPad users.

How can the tool help you?

The Money Back Tool is a powerful sales aid. It allows you to make quick, tailored energy efficiency product recommendations to your customers during an in-person presentation or facility walk-through.

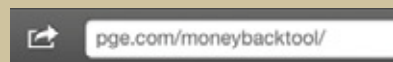
How does the tool work?

No log-on is required! Simply enter the type and size of your customer's business, and the tool immediately recommends energy efficiency products, rebates and incentives, annual savings and payback time. Company owners, facilities managers, energy managers, financial staff, and others can immediately see the benefits energy efficiency products could provide to their operations.

How to download it

From your iPad's browser, go to www.pge.com/MoneyBackTool.

Tap the **button** located at the **top of the screen**—to the immediate left of the URL field.



Select **"add to home screen"** and then select the **"add"** button.



You now have the latest tool to help your customers see the benefits of energy efficiency programs!

Don't be left in the dark about High Performance Fluorescent lighting

As federal standards for linear fluorescent lighting have taken effect, PG&E has introduced incentives for new product categories to help you and your customers stay up to date on these new guidelines with cost-effective solutions.

The products included in the High Performance Linear Fluorescent Fixture and Retrofit category have achieved new levels of efficiency and light quality. Through advanced fixture and lens design, these fixtures can reduce glare and improve lighting, resulting in a low cost solution that provides a better environment for customers, employees and tenants. This retrofit solution targets building segments where the 2-foot by 4-foot three-lamp T8 troffers are still the dominant fixture type, such as office, retail, and education.



High Performance Fluorescent fixtures and kits offer great benefits:

- Realize potential savings of 40 to 50 percent on fixture energy usage when retrofitting T8 fluorescent fixtures
- Reduce glare and improve light quality through improved lens design
- Kits install quickly with little interruption to normal business

Important rebate qualification installation requirements for high performance T5 and T8 linear fluorescent fixture and retrofit kits:

1 Complete fixtures or complete retrofit kits only

2 Fixture efficiency must meet or exceed 80 percent

Fixture efficiency is the percentage of total lumens that leave the fixture compared to the total rated lumens of the lamps. This number is typically found on the manufacturer's spec sheet in the "Zonal Lumens Summary" table at the bottom of the column labeled "% Lamp."

3 Non-planar lens

Advanced optical design such as architectural and louvered designs. Flat acrylic lenses do not qualify.

4 Lamps: High Performance T8 or T5 lamps

Same Lamp and Ballast requirements as outlined in our Lighting Catalog for T12 to T8 retrofit solutions. Four foot T8 lamps must be on the qualified product list at www.CEE1.org. Two foot T8 lamps and T5 lamps must meet the minimum spec of 20,000 hours average rated lamps life and a CRI>82.

5 Ballasts: NEMA Premium or CEE High Performance T8 ballasts or T5 ballasts

- T8 ballasts should be labeled as NEMA Premium or be listed on the qualified product list at www.CEE1.org.
- T5 products are by nature high performance design and Program Rapid Start Ballasts.
- Ballast Factor (BF) will play a significant role in selection of the right solution. Think of BF as a built-in or pre-set dimmer. The lower the ballast factor the lower the input wattage along with less light output. The PG&E ballast factor names for these measures don't always follow the same naming convention as industry standard names, so be careful when selecting your ballasts to make sure they qualify. This is especially significant with VHLO ballasts because there is no measure code for two-lamp kits or fixtures with VHLO ballasts; VHLO ballasts can only be used in 2-foot by 4-foot one-lamp fixtures.

For the full list of requirements for rebates, go to www.pge.com/hp-lighting.

New Fixture vs. Retrofit Kit

High Performance linear fluorescent troffers are available as either a complete new fixture or a complete retrofit kit, and both options achieve the same level of higher fixture efficiency by combining specifically designed lenses with High Performance lamps and ballasts. These new non-planar lenses allow the High Performance Linear Fluorescent Fixtures to achieve greater than 80 percent efficiency, compared with the typical 18 cell parabolic troffer that is around 73 percent.

Retrofit kits are typically less expensive than a complete fixture and the kit requires less installation time, reducing the labor cost. With no difference between the performance of a retrofit kit and a complete new fixture, retrofit kits can help you and your customers achieve attractive project ROI's.

High Performance Linear Fluorescent Fixtures and Retrofit Kits can reduce energy usage while improving light quality for your customers. PG&E's rebates are here to help you provide a cost effective solutions for their linear fluorescent upgrades.

New Contractor Compliance Requirements for Rebates and Incentives

We want to be sure you're aware of new compliance requirements that have resulted in changes to our rebate and incentive applications. These requirements apply to all California Investor Owned Utilities (IOUs) and impact you and all external parties who administer PG&E's rebate and incentive programs.

Effective January 2012, **the recipient of a rebate or incentive must certify that (s)he has used a licensed contractor**, as appropriate, and followed applicable permitting requirements for the installation. This certification applies to all measures or installations that require a permit as required by Public Utilities Code Section 399.4 (b) (1), which states:

"Any rebates or incentives offered by a public utility for an energy efficiency improvement or installation of energy efficient components, equipment, or appliances in buildings shall be provided only if the recipient of the rebate or incentive certifies that the improvement or installation has complied with any applicable permitting requirements and, if a contractor performed the installation or improvement, that the contractor holds the appropriate license for the work performed."

In addition, to receive a rebate or incentive for a **Heating Ventilation and Air Conditioning (HVAC)** installation or replacement, **a contractor must certify (s)he is licensed** and has followed applicable permitting requirements for the installation. The contractor must also provide a permit number and permitting agency for projects that involve HVAC installation or replacement.

To comply with both of these requirements, PG&E has updated our rebate and incentive applications, adding language and required fields. **The recipient of the rebate and/or the contractor must fill in these required fields, as applicable, in order for the rebate or incentive to be processed.** You can find the most current rebate and incentive applications online at www.pge.com/businessrebates.

Contractor licensing and permit requirements are governed by local jurisdictions and vary by county, so be sure to check your local city and county to ensure you are in compliance with the applicable laws before you proceed with the work. Visit www.cslb.ca.gov or call the CSLB at **1-800-321-CSLB** for your specific requirements.

PG&E is providing this information to make you aware of the importance the applicable laws and your role in ensuring compliance. We appreciate your continued partnership with us in delivering energy efficient products to our shared customers and your assistance in contributing to an increased culture of compliance in California.

2013–2014 Energy Efficiency Portfolio Updates

Effective January 1, 2013, PG&E is operating under a new Energy Efficiency Portfolio for 2013–2014, as approved by the California Public Utilities Commission (CPUC).

With this new cycle, several energy efficiency rebates have been retired and others have been launched. In addition, some rebate measure codes have been consolidated to better align with similar technology measures to facilitate more efficient rebate submissions.

You can find detailed information about new, old and updated rebate measures by visiting the Current Program Announcements area at www.pge.com/tradepro.

Fluorescent Lamp and Tube Disposal— Know the Law



Did you know that all lamps and bulbs that contain mercury must be recycled and taken to a specialty universal waste handler or authorized recycling facility?

All fluorescent lamps and tubes, and other types listed below, contain mercury, a substance that has been found to be a potential health and environmental hazard. Because of their mercury content, these bulbs and lamps are considered hazardous waste in California.

California State Assembly Bill 1699, under Title 33 of Environmental Quality, requires that all fluorescent lamps and tubes be recycled or taken to either a household hazardous waste disposal facility or a universal waste handler.

The most common mercury-based bulbs and tubes are:

Fluorescents:

- Fluorescent tubes, including low mercury tubes
- Compact fluorescents

Low mercury lamps and High Intensity Discharge (HID) lamps:

- Metal halide lamps
- Sodium lamps

Mercury vapor lamps

An estimated 600 million fluorescent lamps, representing more than 15 tons of mercury, are improperly and illegally disposed of in landfills across the U.S. every year. Recycling these lamps not only keeps hazardous materials from potentially leaching into environments where they could cause harm, but also allows the reuse of the glass, metals and other materials from the lamp, reducing waste sent to our landfills.

Trade Professionals are responsible for determining if their spent bulbs are considered hazardous, and for obeying all laws and regulations to ensure they are managed in accordance to both State and Federal regulations.

For further information on how to recycle or safely dispose of fluorescent lamps and tubes, visit the California Department of Toxic Substances Control's website at www.dtsc.ca.gov or visit www.earth911.com.



Make Safety a Priority

At Pacific Gas and Electric Company (PG&E), our top priority is the safety of our customers, our employees and the public. PG&E relies on Trade Professionals working with our mutual customers and our services to reinforce our culture of making safety their top priority when working in and around our natural gas and electric system.

Here are some important gas and electric safety precautions you should take when working in the customer's environment:

Dig safely

Know what's underground before digging or trenching. **Call 811 for Underground Service Alert (USA)**. This free service will mark all underground PG&E owned gas, electric, and communication lines and is a requirement before digging. Plan ahead—a minimum 48 hour advance notice is required.

Look up

Assume that all power lines are live and take time to assess the work site carefully to ensure you know where the lines run. Be mindful about ladder placement and boom trucks near power lines and always be aware of the dangers of high voltage when working near them.

Turn off the electricity

Know the location of the main electrical panel, circuit breaker box, and service disconnect and be sure you have access to it prior to beginning work so that electricity can be turned off quickly if necessary. After turning off the electricity at the circuit breaker or service disconnect, check for voltage at the unit being serviced with a volt meter before you touch any electrical components. If a power loss has been caused by a tripped circuit breaker, locate and turn off the equipment that caused the problem then reset the circuit breaker. Turn your face away from the panel and/or wear protective eye wear when resetting any circuit breaker.

Gas leaks

Natural gas in its natural state is odorless. PG&E infuses its gas with a sulfur-like odor for detection purposes. If you are at a customer site and smell gas, hear the sound of gas escaping, notice a broken gas main, or see standing water bubbling, these are all indicators of a gas leak.

If the odor is inside the building, avoid ignition sources, immediately evacuate the building, and go outside—away from the building to **call both 911 and PG&E at 1-800-743-5000** to report the leak. Depending upon the size of the leak, the gas can be turned off either at the local appliance or at the meter (use a wrench to turn the gas valve shutoff switch ¼ turn in either direction so that the valve forms a 90 degree angle crosswise to the pipe). **Do not attempt to turn the gas back on until PG&E has arrived and assessed the situation.**



Safety is everyone's



Safety is everyone's responsibility. Each of us plays a part to ensure we all return home safely from work every day. Always practice diligence to assess your work environment for potential safety hazards and take action to prevent accidents. Safety saves lives, prevents injuries and preserves valued customer assets. It's a culture that PG&E lives by, looks to their partners to embrace, and is a priority commitment to our customers.

responsibility.

Upcoming courses for Energy Efficiency Trade Professionals

Don't forget to take advantage of PG&E's year-round energy efficiency courses available to Trade Professionals. Below is a highlight of some of the upcoming courses. All classes are free of charge.

Classes fill up quickly. Be sure to visit the respective websites to check availability, learn more about other available courses, and how to register.



Food Service Technology Center (San Ramon) www.fishnick.com

April 25: Greener Restaurants

May 9: Energy Efficient Lighting

June 18: Energy Efficient Hot Water Systems

Pacific Energy Center (San Francisco) www.pge.com/pec

April 30: Chilled and Condenser Water Systems: Design, Performance, and Commissioning Issues

May 30: Inspecting Solar Water Heating Systems for Code Compliance

May 22: Building a Net Positive Energy Future

May 29: Energy Auditing Techniques for Small and Medium Commercial Facilities
(class is held over three consecutive days)

Energy Training Center (Stockton) www.pge.com/stockton

May 9: Title 24 Nonresidential Standards Essentials for Plans Examiners and Building Inspectors

June 11: Go Ductless California, Try Mini-Splits!

June 19: Introduction to Programmable Logic Controllers (PLCs): Energy Efficiency Applications

June 20: Programmable Logic Controller (PLC) LEVEL 1: Industrial and Automated Controls



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