



YOU CAN HELP ENSURE PROMPT INCENTIVE PAYMENTS

To ensure that your customer's incentive payment is made in a timely fashion, make sure you submit all supporting documentation with your Final Application.

The checklists on Page 3 of the Application itemize the documents that **must** be attached to your Application in order for it to be processed in a timely manner.

In addition, submit the payee's W-9 even sooner — with the Reservation Application — if possible. In many cases, this missing document is one of the items delaying payment.

The other two items are a signed third-party authorization form and the signed (by the customer) Final Agreement.

If any documentation is missing, you can expect an email or a phone call from one of our project coordinators, one of our engineers or an energy advisor requesting the information.

Finally, to ensure you have the latest versions of our Program documents, look for those identified as Version 4.

If you have questions, contact us.

MIDSTREAM FOOD SERVICE PROGRAM

OUR PROGRAM ADDRESSES THE MYTHS OF EE EQUIPMENT

There are several myths, misconceptions and challenges associated with purchasing energy efficient (EE) food service equipment — and DTE's **Midstream Food Service Program** addresses all of them.

1. **One common misconception is that because high efficiency equipment uses less fuel to power the unit, they are not performing as well as their cheaper, inefficient economy counterparts.**

Fact: While it's true that high efficiency models use less energy, this is because they are designed to utilize the energy more effectively and reduce any wasted energy that is not going into the cooked product.

2. **Another misconception is that expensive high efficiency equipment cannot stand up to the demands of restaurant operations and when they need to be repaired, it costs more.**

Fact: While there are always costs to maintain and repair any piece of food service equipment, the overall lifetime cost of an energy efficient piece vs. an economy version is dramatically less.

3. **High efficiency equipment is more expensive to purchase than a less-efficient, economy version — so the savings don't offset the investment.**

Fact: Industry experts have a great tool on their websites that assists with reducing the resistance to the upfront costs. For example, the Fisher Nickel "Life Cycle & Energy Cost Calculator" allows anyone to compare different available models of all commercial cooking equipment so you can see the overall lifetime operational cost of the units, including energy and maintenance costs.

In addition, while EE units might be more expensive than standard efficiency equipment, DTE's new **Midstream Food Service Program** helps customers afford the high-efficiency versions by offering point-of-sale discounts — especially important to those who need to replace a piece of cooking or refrigeration equipment in a hurry.

To take advantage of the discounts being offered through the program, a DTE customer visits a participating dealer/distributor who confirms eligibility, makes the sale (at a pre-determined discounted price) and then gets reimbursed for the discount — *plus a bonus*.

Which is where **you** come in: We're always looking for new partners in the program, so if you're interested, visit the program website — dtefoodservice.com — and click on the "Become a Dealer" link.

MEASURES ADDED TO MIDSTREAM FOOD SERVICE PROGRAM, TOO

Seven new measures have been added to the DTE Midstream Food Service Program.

If you have a customer needing new commercial kitchen equipment — or are interested in becoming a participating distributor — visit dtefoodservice.com — or call our office at 866.796.0512 (option 3).

ELECTRIC

ENERGY STAR® Commercial Glass Door Refrigerators	\$75-\$200	Unit
ENERGY STAR® Commercial Glass Door Freezers	\$75-\$200	Unit
ENERGY STAR® Fryers	\$150	Unit
ENERGY STAR® Griddles	\$300	Unit
ENERGY STAR® Convection Ovens	\$250	Unit
Combination Ovens	\$1,800	Unit

NATURAL GAS

Commercial Conveyor Ovens	\$300-\$400	Unit
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