



LATEST NEWS & PROGRAM HIGHLIGHTS



WHAT'S INSIDE:

- Special Offers ending Nov. 30
- ALCS workshops coming
- 2018 Designated Trade Ally Training Dec. 5
- Please complete our survey

THIRD QUARTER 2017

NEWS YOU CAN USE

YOU HAVE 1 MONTH LEFT TO APPLY FOR THESE 2 OFFERS

Process Boiler Tune-up Bonus

You have until the end of this month to perform and submit for payment process boiler tune-ups that can earn you up to \$1,000 bonus.

This limited-time offer not only provides the normal incentives to customers for having the tune-ups performed on their equipment, but the customer and the Trade Ally both will receive a bonus for having the work completed.

- A \$500 bonus (each) will be given to the customer and

Process Boiler Tune-up Incentives and Bonuses				
Ref #	Input MBH	Incentive	Customer Bonus	Contractor Bonus
HG-24	≤3,000	\$350	0	0
HG-25	>3,000 - < 6,000	\$1,000	0	0
HG-26	≥6,000 - < 10,000	\$1,500	\$500	\$500
HG-27	≥10,000	\$2,000	\$1,000	\$1,000

Trade Ally for tune-ups of process boilers ≥ 6,000 input MBH and < 10,000 input MBH.

- A \$1,000 bonus (each) will be given to the customer and Trade Ally for tune-ups of process boilers ≥ 10,000 input MBH.

This offer is available to all DTE natural gas business customers.

Final Applications must be submitted by Nov. 30, 2017. For information on how to apply for the bonuses, visit our website.

Steam Trap Survey Incentive

DTE customers have until the end of this month to perform steam trap surveys and submit them for payment – earning a \$10 incentive for every steam trap surveyed, regardless of whether the trap is repaired or replaced.

(And because of the third-party payment option, customers can assign those incentives to you!)

This offer is separate from incentives available to DTE business customers for the repair and replacement of steam traps (see Page 25 of the 2017 Application).

To receive this incentive, the customer must complete both sides of a special worksheet and submit it along with all required documentation by Nov. 30, 2017. This incentive is capped at \$20,000 per customer.

IMPORTANT NOTE: If a customer had a steam trap survey performed in 2016 that revealed failed traps, but did not result in any repair(s) or replacement(s), they are not eligible to participate in this offer.

For a complete explanation of the application process, download the two-page worksheet from our website.





UPCOMING EVENTS

JOIN US AT A 2018 PROGRAM UPDATE/DTA TRAINING SESSION

On Dec. 5, we'll be hosting two special events – one in the Detroit area; one in Grand Rapids – for all DTE contractors, during which we'll be rolling out 2018 Program details **and** providing the first Designated Trade Ally training of the 2018 Program Year.

This training is for contractors who want to renew their status or want to receive the designation for the first time and gain access to additional Program features.

This designation is especially important going into 2018, because one of the major policy changes to the Program will

be restricting third-party payments only to Designated Trade Allies.

In addition, we've tightened the policies concerning the Designated Trade Ally status – so make sure to mark your calendar for one of these events.

To register, click on the EVENTS page link on the Trade Ally website and follow the instructions.

If you have any questions, contact our office at 866.796.0512 (and press option 3) and mention the 2018 Designated Trade Ally training.

ALCS WORKSHOPS PLANNED FOR EARLY 2018

As part of a new initiative being rolled out in 2018, we will be hosting two more special workshops on the LiTES Advanced Lighting Control Systems early next year.

Only Designated Trade Allies will be eligible to



participate in this initiative, but to do so, you will have to participate in the ALCS workshop.

Watch for further announcements on the Trade Ally website.

OTHER NEWS

SUBMIT A PROJECT TO BE SHARED WITH YOUR PEERS

Have a project worth bragging about? Maybe something involving emerging technologies or a unique challenge?

If so, submit some notes to us so we can develop a brief story that can be shared in future editions of this newsletter.

To have your project considered, send an email to saveenergy@dteenergy.com – with “Featured Project” in the subject line.

FUN FACT OF THE QUARTER



Some new refrigerators are so energy efficient, they use less electricity than a light bulb!

PLEASE PROVIDE FEEDBACK WITH CUSTOMER SERVICE SURVEY

As every Trade Ally knows, each time your submitted project is paid, you receive a survey asking how we did.

But you'll never get more than a single survey each month, regardless of how many projects you've submitted.

Please take a moment to complete this survey and let us know

not only how we did, but also how we can improve.

The fact is that many changes to the program over the years have been influenced by Trade Ally feedback.

Thanks in advance for your help.