

LATEST NEWS & PROGRAM HIGHLIGHTS



WHAT'S INSIDE:

- New measures added to the Program
- Trade Ally status renewal
- Non-DLC custom qualifications
- Midstream Food Service Program
- Project of the Month

FIRST QUARTER 2017

2017 PROGRAM REVIEW & UPDATES

MORE 2017 PROGRAM MEASURES HAVE BEEN ADDED

More than four dozen new measures have been added to the 2017 Program, effective today, March 31, with the new **Application** and **Catalog** now ready for download.

These new measures reflect adoption of technologies that help expand the reach of the program to more DTE commercial and industrial customers.

One of those measures — Interior Low Bay LEDs — replaces a measure: Interior Linear LED.

Other important additions are more cooking equipment options (Food Service - Gas), more VFD measures for

electric HVAC, Process Burner Tune-ups and incentives for switching to cordless tools from pneumatic tools.

A complete list of the additions are below — and you can download the updated list of 2017 changes [here](#).

Effective with the launch of this latest Application, there's a change in LED lighting options (see Page 2), and there's a new worksheet being used to review custom incentives. A sample is available for [download](#).



ELECTRIC

Equipment Type	Incentive	Unit
LIGHTING		
Interior Low Bay LED Fixtures*	\$200	kW reduced
Interior LED Fixture (24/7 operation)	\$600	kW reduced
Interior Daylight Sensor Control**	\$0.06	Watts controlled
HVAC		
VFD HW Pump	\$100	pump HP
VFD Primary CHW Pump	\$100	pump HP
VFD Tower Fan	\$30	fan HP
VFD CW Pump	\$60	pump HP
PROCESS		
Computer Room Air Conditioner Economizers	\$23-\$27	output MBH
Computer Room Air Side Economizers	\$28-\$32	output MBH
VSD Air Compressor Replacement (< 50 HP)	\$75	HP
Heated Desiccant Air Dryer on Compressors	\$1.50-\$2	SCFM (CFM)
Blower Purge Desiccant Air Dryer on Compressors	\$3-\$5	SCFM (CFM)
Pneumatic Tools Replaced with Cordless Tools	\$50	tool

NATURAL GAS

Equipment Type	Incentive	Unit
HVAC		
Boiler Stack Economizers	\$0.10-\$0.30	kBtu/hr (MBH)
Steam Trap Monitoring System - Space Heating	\$15	trap
HOT WATER		
Laminar Flow Restrictors	\$4	unit
Water-Cooled Cond. Heat Recov. DWH (HVAC/Process cooling)	\$50-\$80	ton
Air-Cooled Cond. Heat Recov. DWH (HVAC/Process cooling)	\$60-\$100	ton
TUNE-UPS		
Process Burner Tune-ups (≤ 3,000 MBH)	\$175-\$1,000	input MBH
PROCESS		
Process Boiler Stack Economizers	\$0.30-\$0.70	MBH
Modulated Boiler Control for Process 5:1 and 10:1	\$0.40	MBH
Regenerative/Recuperative Thermal Oxidizer (2/3 shift Retrofit)	\$30-\$40	CFM
Regenerative Thermal Oxidizer - 2/3 shift NC	\$5-\$7	CFM
Optimized Snow and Ice Melt Controls - with idle mode	\$0.10	sq. ft.
Steam Trap Monitoring System (per PSI)	\$10-\$150	trap
FOOD SERVICE		
Infrared Charbroiler	\$5	input MBH
Infrared Rotisserie Oven	\$3	input MBH
Infrared Salamander Broiler	\$4	input MBH
Infrared Upright Broiler	\$5	input MBH
Pasta Cooker	\$7	input MBH

*Replaces Interior Linear LEDs/DLC-listed equipment

**Replaces per-square-foot measure

NEWS YOU CAN USE

NON-DLC LIGHTING CAN BE USED IN YOUR PROJECTS, BUT YOU MUST MEET MINIMUM STANDARDS, SUBMIT FORM W/APPLICATION

Under a new Program policy, lighting that is **not** listed on the Qualified Products List of the DesignLights Consortium™ may now be submitted for **both** Prescriptive and Custom projects — as long as the lighting meets certain minimum Program requirements.

In either instance, you **must** submit the Non-DLC Product Approval Form (see image) if:

- You're submitting a **Prescriptive Application** for which you are seeking DLC-level incentives for an LED product that is **not** DLC-listed.
- You're submitting a **Custom Application** in which the LED product you're installing is **not** DLC-listed.

The list can be found at:

designlights.org/QPL



You **must** complete one form for each unique product model — and attach the completed form to your Reservation Application (if required). You also must attach:

- Specification sheet
- Warranty terms and conditions
- LM-79 report
- UL/CUL certification

Each product submitted will be reviewed to

ensure that it meets the minimum **DTE Energy Efficiency Program for Business** requirements.

Certain LED products are not eligible for DLC incentives; see the Program Policies and Procedures and form for details.

The Non-DLC Product Approval Form is available for download through the Trade Ally website:

dtetradeally.com

DESIGNATED TAs: RENEW STATUS NOW

If you have yet to attend a Designated Trade Ally Training for the 2017 Program Year, your name is in the process of being removed from the program until you do so.

Our training is held the second Thursday of each month in the New Center One Building in Detroit. For more about registering, see Page 2 or visit the Trade Ally website:

dtetradeally.com

Once you complete your annual training, your company will receive a personalized certificate of completion.



MIDSTREAM FOOD SERVICE PROGRAM

BECOME A PARTICIPATING DEALER AND GROW YOUR BUSINESS

DTE's new **Midstream Food Service Program** offers point-of-sale discounts to DTE business customers — especially 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 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.

UPCOMING EVENTS

REGULAR DESIGNATED TRADE ALLY TRAINING HAS RESUMED

Are you a Designated Trade Ally with the Energy Efficiency Program for Business? If not, check out these benefits:

- | | | | | | |
|---|--|---|---|---|--|
| • Listing in our online Energy Efficiency Directory | • Access to our Designated Trade Ally Portal | • Opportunity to participate in focus groups, program events & special offers | • Presentations at events with multiple customers | • Large customer visits with program team members | • Provide access to downloadable marketing materials |
|---|--|---|---|---|--|

Becoming a Designated Trade Ally is simple: attend a monthly training session.

Our regular sessions resumed in February and are

held from 8:30 – 10:30 a.m. on the second Thursday of every month in the New Center One Building in Detroit.

To register, call us at 866.796.0512 and press Option 3

NEW CONSTRUCTION EVENT A SUCCESS; ADVANCED LIGHTING NEXT

The March 16 New Construction event was a great success, with more than 60 Trade Allies and customers taking part in a presentation by Douglas Kot on LEED building codes.

Next up will be a similar event on advanced lighting — tentatively set for this fall.

If you have an idea or suggestion for a technical seminar, contact us at: saveenergy@dteenergy.com

VISIT THE TA WEBSITE FOR EVENT UPDATES IN 2017

To stay up to date on events scheduled in 2017, make a habit of clicking on the Trade Ally website. We'll post

events and links as they're scheduled, giving you time to plan. The site is: dtetradeally.com.

PROJECT OF THE MONTH

MARCH: FORD FIELD & CI ENGINEERING SOLUTIONS

Energy efficiency has been scoring big at Ford Field: Over the last year, the team at CI Engineering Solutions has completed 11 projects at the facility.

Nearly 1,000 lights were installed throughout the venue, with outdated metal halides, T8 lamps and HID lighting being replaced by LED lights. The upgrades will improve overall guest experience and achieve energy savings.

Ford Field received more than \$24,000 in DTE Energy incentives for measures expected to save an estimated



380,000 in annual kWh consumption, and nearly \$45,000 in annual energy costs.

WANT YOUR PROJECT FEATURED?

Each month, we highlight a project completed by one of our Trade Allies.

If you would one of your projects considered for our Project of the Month, please email:

lauren.harris@dnvgl.com

with the subject line "Project of the Month."