REDUCING ENERGY WASTE ACROSS WISCONSIN

For more information, call 800.762.7077 or visit focusonenergy.com

FOCUS ON ENERGY®, Wisconsin utilities' statewide program for energy efficiency and renewable energy, helps eligible residents and businesses save energy and money while protecting the environment. Focus on Energy information, resources and financial incentives help to implement energy efficiency and renewable energy projects that otherwise would not be completed.

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TABLE OF CONTENTS
FOCUS ON ENERGY® makes saving energy and money easy for Wisconsin businesses. Use the information below to help guide your way to savings. For electronic copies of the forms visit focusonenergy.com/applications.

NEED HELP?
CALL 800.762.7077

BEFORE YOU APPLY:

Verify customer and product eligibility:
- Confirm your gas and/or electric utilities participate in Focus on Energy at focusonenergy.com/utilities.
- Read product requirements, both general and technology-specific, in your equipment’s corresponding incentive catalog.
- Review the Participation Requirements page.
- Review the Terms and Conditions at focusonenergy.com/terms.
- View the qualified product list at focusonenergy.com/business/qpls.
- Applications for the Multifamily Programs exceeding $10,000, SBP exceeding $15,000 and all other Business Programs exceeding $25,000 not receiving pre-approval may not receive payment if program funds have been exhausted.

Qualifying products must be installed by December 31, 2019.

WHAT YOU’LL NEED:
- Incentive Application & Equipment Incentive Catalog(s)
- Gas & Electric Utility Account Numbers
- Tax ID Number
- FOR SBP CUSTOMERS: A copy of utility bills showing energy consumed in July and August of the most recent year will be required to verify eligibility.

Invoice showing proof of purchase(s)/installation MUST include:
- Trade Ally name, address and phone number
- Itemized list of each product along with manufacturer name, model number, and quantity
- Itemized purchase price of product/installation
- Job Site Address

Reminder: Incentives are capped at 100% of project cost unless otherwise noted.
- Manufacturer specifications (when required) — MUST include:
  - Full model number
  - Energy performance information
  - Additional documentation (when required)

COMPLETE THIS APPLICATION:
- All fields on application are required. Incomplete application(s) cannot be processed.
- Complete SECTION 7 with all product/equipment information. Use the Incentive Product Information Sheet found at focusonenergy.com/applications if you need additional lines. Make sure you use the incentive code that’s right for your facility. Business incentive (AgSG, BIP and LEU) codes are found in dark blue. SBP incentive codes are found in yellow-green. Multifamily incentive codes are found in green.
- Include installation date (date of the last technology installed). If project is new construction, use the occupancy date.
- Complete the catalog-specific Supplemental Data Sheet for applicable measures. An asterisk (*) next to the code indicates when this is needed. Read the measure requirements in your catalog for directions.
- Include the reservation code(s) in SECTION 7 when applicable.
- The customer must sign and date SECTION 8.
- Ensure supporting documents are attached, including itemized invoice(s) and manufacturer specification sheets.
- FOR SMALL BUSINESS PROGRAM CUSTOMERS: A copy of utility bills showing energy consumed in July and August of the most recent year will be required to verify eligibility.
- Make a copy of the application and supporting documents for your records.

SUBMIT YOUR APPLICATION:
Mail, fax, or email your application and all supporting documentation. Applications must be submitted within 60 calendar days of completed project installation, unless otherwise noted.

AGRICULTURE, SCHOOLS AND GOVERNMENT (AgSG) PROGRAM
MAIL: Focus on Energy AgSG
725 W. Park Avenue
Chippewa Falls, WI 54729
FAX: 608.663.0267
E-MAIL: AgSGapps@focusonenergy.com

BUSINESS INCENTIVE PROGRAM (BIP)
MAIL: Focus on Energy BIP
12075 Corporate Parkway, Suite 100
Mequon, WI 53092
FAX: 262.240.0825
E-MAIL: BIPapps@focusonenergy.com

LARGE ENERGY USERS (LEU) PROGRAM
MAIL: Focus on Energy LEU
440 Science Drive, Suite 203
Madison, WI 53711
FAX: 608.819.9051
E-MAIL: LEUapps@focusonenergy.com

SMALL BUSINESS PROGRAM (SBP)
MAIL: Focus on Energy SBP
12075 Corporate Parkway, Suite 100
Mequon, WI 53092
FAX: 262.240.0825
E-MAIL: SBPapps@focusonenergy.com

MULTIFAMILY ENERGY SAVINGS PROGRAM (MESP)
MAIL: Focus on Energy MESP
12075 Corporate Parkway, Suite 100
Mequon, WI 53092
FAX: 262.240.0825
E-MAIL: MESPapps@focusonenergy.com
Use the detailed descriptions below to help find the program that’s right for you. You can also visit focusonenergy.com to find savings opportunities specific to your business.

NEW CONSTRUCTION ELIGIBLE: Working on a new construction project? Look for YES in the NC column of each table to find which incentives are available for new construction.

INCENTIVES FOR BUSINESSES

AGRICULTURE, SCHOOLS AND GOVERNMENT (AgSG) PROGRAM
Qualifying customers are agriculture producers, school facilities and governments. Typical facility types include:
- Agriculture producers - e.g. dairy farms, livestock, greenhouses, crop farming, aquacare
- School facilities - e.g. public and private K-12, churches if associated with a school, technical colleges, small colleges and universities
- Government - e.g. federal/state, municipal/county, small wastewater treatment, tribes

BUSINESS INCENTIVE PROGRAM (BIP)
Qualifying customers are commercial and industrial businesses that do not fall under AgSG or LEU programs. SBP eligible customers may apply for BIP incentives if no SBP specific measure is available. Typical facility types include:
- Commercial facilities - e.g. banks, hotels, offices
- Midsize industrial facilities - e.g. manufacturing, breweries, processors of raw agricultural products into intermediary or final products
- Midsize healthcare facilities - e.g. nursing homes/skilled nursing, community-based residential facilities (CBRF), community hospitals
- Retail and grocery stores
- Restaurants

LARGE ENERGY USERS (LEU) PROGRAM
Qualifying customers have incurred monthly energy demand of at least 1,000 kW of electricity or 100,000 Therms of natural gas at least once in the last 12 months and were billed at least $60,000 by their energy utility. Typical facility types include:
- Large industrial facilities - e.g. paper mills, food processors, foundries
- Large healthcare - e.g. large hospitals, large healthcare systems including VA hospitals
- School and government facilities - e.g. UW universities, large private universities, Fort McCoy
- Large publicly-owned wastewater treatment plants - e.g. Milwaukee Metropolitan Sewerage District

INCENTIVES FOR SMALL BUSINESSES

SMALL BUSINESS PROGRAM (SBP)
Qualifying customers have an average consumption of 40,000 kWh or less during the months of July and August of the most recent year. Where multiple buildings, utility meters or utility accounts exist on a site, the entire campus shall collectively adhere to this requirement. Eligible customer types include commercial and industrial businesses who operate 9 or fewer locations. AgSG, LEU and MESP customers do not qualify. Typical facility types include:
- Churches not associated with a school
- Small hotels/motels
- Restaurants
- Laundromats
- Small offices
- Storage facilities
- Convenience stores/gas stations

MULTIFAMILY ENERGY SAVINGS PROGRAM (MESP)
Qualifying customers include residential properties with four or more dwelling units under one roof. Typical facilities include:
- Apartments/condominiums buildings
- Senior living facilities including assisted living and residential care apartment complexes (RCAC)
- Student housing
- Rooming houses containing 4+ bedrooms
- Housing authorities

Mixed Use Facilities
Qualifying mixed use facilities are buildings which qualify for more than one program in the same building. These buildings should work with the programs listed above based on the individual space type being upgraded. For example, an apartment building which contains retail space below the residential units is considered mixed use. The retail space may work with SBP or BIP based on the qualifications of that space, while the residential area should work with MESP. Call 800.762.7077 if you are unsure which program(s) is right for you.
INCENTIVE APPLICATION

PLEASE COMPLETE ALL SECTIONS. INCOMPLETE APPLICATIONS CANNOT BE PROCESSED AND WILL DELAY PAYMENT OF INCENTIVES. APPLICATIONS MUST BE SUBMITTED WITHIN 60 DAYS OF COMPLETED PROJECT INSTALLATION. FOR AN ELECTRONIC COPY OF THIS FORM, VISIT FOCUSONENERGY.COM/APPLICATIONS.

FOR PROJECTS COMPLETED BY 12/31/19

SECTION 1
ACCOUNT AND CUSTOMER INFORMATION

TAX IDENTIFICATION NUMBER (Check one.)
☐ FEIN  ☐ SSN
FEIN OR SOCIAL SECURITY NUMBER

BUSINESS CLASSIFICATION OF CUSTOMER
(Check one. Required for all businesses, including non-profits.)
☐ Sole Proprietorship  ☐ Individual  ☐ Single-Member LLC
☐ C Corporation  ☐ S Corporation  ☐ Partnership
☐ Limited Liability Corporation Classification C, S, P
(C = C corporation, S = S corporation, P = partnership)
☐ Other __________________________

OWNER NAME (REQUIRED IF SSN IS USED AS TAX IDENTIFICATION NUMBER)

COMPANY NAME

LEGAL ADDRESS (AS SHOWN ON COMPANY W-9)

SECTION 2
JOB SITE INFORMATION
(Refer to your utility bills for account numbers below.)

JOB SITE BUSINESS NAME

ELECTRIC UTILITY AT JOB SITE
ELECTRIC ACCOUNT #

GAS UTILITY AT JOB SITE
GAS ACCOUNT #
☐ Job Site Address is same as Legal Address
☐ Job Site Address is different (complete below.)

JOB SITE ADDRESS

SECTION 3
CUSTOMER CONTACT INFORMATION

JOB SITE CUSTOMER CONTACT NAME

PRIMARY PHONE #  E-MAIL ADDRESS

If Focus on Energy has a question about this application, we should contact:
☐ Customer  ☐ Trade Ally  ☐ Other

SECTION 4
TRADE ALLY INFORMATION

TRADE ALLY CONTACT NAME

PRIMARY PHONE #  E-MAIL ADDRESS

TRADE ALLY COMPANY NAME

ADDRESS

SECTION 5
BUSINESS PAYMENT INFORMATION

Make incentive check payable to:
☐ Customer  ☐ Trade Ally  ☐ Other Payee

For Other Payee, specify relationship to utility account holder:
☐ Tenant  ☐ Building Owner  ☐ Other (specify) __________

If a Trade Ally or Other Payee is receiving the incentive payment, provide the Tax Identification Number. To receive payment, a Trade Ally must be registered. Payee is responsible for any associated tax consequences.

TAX IDENTIFICATION NUMBER (Check one.)
☐ FEIN  ☐ SSN
FEIN OR SOCIAL SECURITY NUMBER

BUSINESS CLASSIFICATION OF OTHER PAYEE
(Check one. Required for all businesses, including non-profits.)
☐ Sole Proprietorship  ☐ Individual  ☐ Single-Member LLC
☐ C Corporation  ☐ S Corporation  ☐ Partnership
☐ Limited Liability Corporation Classification C, S, P
(C = C corporation, S = S corporation, P = partnership)
☐ Other __________________________

Mail check to:
☐ Customer Address  ☐ Job Site Address  ☐ Trade Ally Address
☐ Other Payee or Alternate Address (complete below.)

COMPANY NAME

ADDRESS

ATTENTION TO (OPTIONAL)
BUSINESS PROPERTY TYPE
☐ Existing Building  ☐ New Construction
(Select one only. If applying for both existing and new construction equipment incentives please complete two separate applications).

Select one (1) property type that best describes your business:

☐ Agriculture Producer  ☐ Government
☐ Dairy  ☐ Government (product):
☐ Other: _____________________________  ☐ Hotels & Lodging
☐ Education  ☐ Multifamily
☐ Grocery/Convenience Store  ☐ Apartment
☐ Financial Institution  ☐ Condominium
☐ Food Service  ☐ Mixed Use
☐ Healthcare  ☐ Number of Units: ________
☐ Clinic  ☐ Number of Buildings: ________
☐ Hospital  ☐ Other: __________________________
☐ Skilled Nursing

INCENTIVE PRODUCT INFORMATION
Refer to:
• Applicable incentive catalog at focusonenergy.com/applications for incentive codes, incentive per unit and product eligibility requirements.
• focusonenergy.com/business/qpls for qualified products lists.
• Invoice showing proof of purchase for Manufacturer and Model Number.
• Incentive Product Information Sheet at focusonenergy.com/applications if additional lines are needed.

<table>
<thead>
<tr>
<th>INCENTIVE CODE</th>
<th>MANUFACTURER NAME</th>
<th>MODEL #</th>
<th>UNIT MEASURE</th>
<th># OF UNITS (A)</th>
<th>INCENTIVE PER UNIT (B)</th>
<th>TOTAL INCENTIVE (A X B)</th>
</tr>
</thead>
<tbody>
<tr>
<td>L3111 (example)</td>
<td>STARK LIGHTING</td>
<td>LEDV12P</td>
<td>Fixture</td>
<td>10</td>
<td>$25.00</td>
<td>$250.00</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>$</td>
<td></td>
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<td></td>
<td></td>
<td></td>
<td></td>
<td>$</td>
<td></td>
</tr>
</tbody>
</table>

Manufacturer Specifications Attached (if applicable): Yes ☐
RESERVATION CODE(S) (if applicable): __________________________
Subtotal from Incentive Product Information Sheet (if applicable) $_________

Itemized Invoice(s) Attached: Yes ☐
INSTALLATION DATE: / / INCENTIVE TOTAL* $_________

CUSTOMER SIGNATURE
Certification: The following certifications are required in order for this form to substitute for the IRS form W-9. Under penalty of perjury, I certify that:
• The number shown on this form is the correct taxpayer identification number.
• I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the IRS that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding.
• I am a U.S. citizen (includes a U.S. resident alien).
I agree that the stated energy-efficient measure(s) was (were) installed at the job site address listed above as part of the FOCUS ON ENERGY® Program. I have read and agree to the provisions set forth herein and to the Terms and Conditions posted at focusonenergy.com/terms. I understand that Focus on Energy may revise these Terms and Conditions at any time and I will not be notified in the event changes are made. To the best of my knowledge, the statements made on this application are complete, true and correct, and I have submitted the appropriate supporting documentation to receive an incentive. The Internal Revenue Service does not require my consent to any provision of this document other than the certifications required to avoid backup withholding.

If Other Payee is indicated in Section 5, I, the Customer, attest I am the ratepayer (utility account holder) for the site(s) listed in Section 2 and I assign the right to participate in and receive incentives from the Focus on Energy Program to the Other Payee identified in Section 5.

SELECT THE PROGRAM FOR WHICH YOU ARE APPLYING (CHECK ONE):
☐ Agriculture, Schools and Government Program AgSGapps@focusonenergy.com
☐ Business Incentive Program BIPapps@focusonenergy.com
☐ Large Energy Users Program LEUapps@focusonenergy.com
☐ Multifamily Energy Savings Program MESPapps@focusonenergy.com
☐ Office
☐ Religious Worship
☐ With K+ Daily Education
☐ No K+ Daily Education
☐ Retail
☐ Vehicles Sales/Service
☐ Water/Sales/Service
☐ Other: __________________________

See the How to Apply page for mailing addresses and fax numbers.

*Incentive total may be adjusted based on project caps. See measure requirements and Terms and Conditions for more information.
HOW TO FILL OUT THIS FORM

Please refer to:

- The **Process Systems Incentive Catalog** for measure requirements and information.
- Complete the table corresponding to the measure in the catalog.

Attach this form to a completed **Incentive Application** and submit together.

---

CUSTOMER INFORMATION

- **JOB SITE BUSINESS NAME**
- **JOB SITE ADDRESS**
- **TRADE ALLY NAME**

---

### A

**ANNUAL HOURS OF OPERATION**

| (Example) 8400 | 100 | 110 |

**SYSTEM OPERATING PRESSURE**

**TOTAL CONNECTED HP**

---

### B1

**VARIABLE SPEED DRIVE (VSD) AIR COMPRESSOR - INCENTIVE CODE: PS2196**

<table>
<thead>
<tr>
<th>FIRST SHIFT HRS/WK</th>
<th>FIRST SHIFT SCFM</th>
<th>SECOND SHIFT HRS/WK</th>
<th>SECOND SHIFT SCFM</th>
<th>THIRD SHIFT HRS/WK</th>
<th>THIRD SHIFT SCFM</th>
<th>WEEKEND HRS/SWFT</th>
<th>WEEKEND SCFM</th>
<th>TOTAL HOURS</th>
<th>AIR COMPRESSOR OPERATING PSIG</th>
</tr>
</thead>
<tbody>
<tr>
<td>(Example) 40</td>
<td>1000</td>
<td>40</td>
<td>800</td>
<td>40</td>
<td>500</td>
<td>16</td>
<td>500</td>
<td>136</td>
<td>100</td>
</tr>
</tbody>
</table>

---

### B2

**VARIABLE SPEED DRIVE (VSD) AIR COMPRESSOR - INCENTIVE CODE: PS2196**

<table>
<thead>
<tr>
<th>USE BEFORE</th>
<th>USE AFTER</th>
<th>CONTROL TYPE</th>
<th>RATED SCFM</th>
<th>PSIG AT RATED PRESSURE</th>
<th>NOMINAL HP</th>
<th>IF TRIM COMPRESSOR, HRS OF OPERATION PER WEEK</th>
</tr>
</thead>
<tbody>
<tr>
<td>Example</td>
<td><em>X</em> Trim</td>
<td><em>X</em> Removed</td>
<td>800</td>
<td>100</td>
<td>150</td>
<td>120</td>
</tr>
<tr>
<td>Old Compressor 1</td>
<td><em>X</em> Trim</td>
<td><em>X</em> Removed</td>
<td><em>X</em> Load/no load</td>
<td><em>X</em> Inlet Modulation</td>
<td><em>Other</em></td>
<td></td>
</tr>
<tr>
<td>Old Compressor 2</td>
<td><em>X</em> Trim</td>
<td><em>X</em> Removed</td>
<td><em>X</em> Load/no load</td>
<td>_Inlet Modulation</td>
<td><em>Other</em></td>
<td></td>
</tr>
<tr>
<td>Old Compressor 3</td>
<td><em>X</em> Trim</td>
<td><em>X</em> Removed</td>
<td><em>X</em> Load/no load</td>
<td>_Inlet Modulation</td>
<td><em>Other</em></td>
<td></td>
</tr>
<tr>
<td>New VSD Compressor</td>
<td><em>X</em> Trim</td>
<td><em>X</em> Removed</td>
<td><em>X</em> Load/no load</td>
<td>_Inlet Modulation</td>
<td><em>Other</em></td>
<td></td>
</tr>
</tbody>
</table>

---

### C

**DEWPOINT DEMAND CONTROLS FOR DESICCANT DRYERS – INCENTIVE CODE PS4363**

<table>
<thead>
<tr>
<th>HOURS OF OPERATION</th>
<th>AIR COMPRESSOR TYPE</th>
<th>AIR COMPRESSOR CONTROL TYPE</th>
<th>DESICCANT DRYER TYPE</th>
</tr>
</thead>
<tbody>
<tr>
<td>(Example) 4,200</td>
<td>Single Stage Rotary Screw</td>
<td>Variable Speed Drive</td>
<td>Heated Dryer</td>
</tr>
</tbody>
</table>

---

### D

**COMPRESSED AIR LOAD SHIFTING – INCENTIVE CODE PS2848**

<table>
<thead>
<tr>
<th>HOURS OF OPERATION</th>
<th>TOTAL HP</th>
<th>AIRFLOW (CFM) @ PRESSURE (PSI)</th>
<th>CONTROL METHOD</th>
<th>SHORT DESCRIPTION</th>
<th>AIRFLOW (CFM)</th>
<th>SHORT DESCRIPTION</th>
<th>HP</th>
<th>COMPLETION DATE (EST.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>(Example) 4,200</td>
<td>100</td>
<td>450 CFM @ 100 psi</td>
<td>Load/No Load</td>
<td>Blow-off with open tubes</td>
<td>85 CFM</td>
<td>Air knife with blower</td>
<td>2 HP</td>
<td>6/15/2019</td>
</tr>
</tbody>
</table>

---
**E**

**STEAM TRAP MAINTENANCE AND REPAIR - INCENTIVE CODE: PS4041, PS3999, PS4000, PS4001, PS4002, PS4003**

<table>
<thead>
<tr>
<th>NUMBER OF TRAPS SURVEYED</th>
<th>MINIMUM REPAIRED TRAPS (# OF TRAPS SURVEYED / 5)</th>
<th>TRAPS REPAIRED</th>
<th>STEAM PRESSURE, PSIG</th>
</tr>
</thead>
<tbody>
<tr>
<td>(Example) 200</td>
<td>40</td>
<td>60</td>
<td>100</td>
</tr>
</tbody>
</table>

**F**

**BOILER COMBUSTION UPGRADES - INCENTIVE CODE: PS4760, PS4761, PS4762**

<table>
<thead>
<tr>
<th>PRE-Retrofit Boiler Efficiency</th>
<th>Annual Hours of Operation</th>
<th>Boiler Load Factor</th>
</tr>
</thead>
<tbody>
<tr>
<td>(Example) 81.2%</td>
<td>6000</td>
<td>85%</td>
</tr>
</tbody>
</table>

**G**

**VSD VACUUM PUMP ≤30 HP, VARIABLE TORQUE - INCENTIVE CODE PS4361**

<table>
<thead>
<tr>
<th>VFD#</th>
<th>VFD APPLICATION</th>
<th>Controls Before</th>
<th>Controls After</th>
<th>Equipment Operating Hours (2,000 HR/YR MIN)</th>
<th>HP Controlled by VFD</th>
<th>QTY</th>
<th>Subtotal Incentive (QTY * HP * INCENTIVE)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Example</td>
<td>Process Fan</td>
<td>Inlet Guide Vanes</td>
<td></td>
<td>6000</td>
<td>100</td>
<td>I</td>
<td>$4,000</td>
</tr>
</tbody>
</table>

**H**

**VSD VACUUM PUMP ≤30 HP, CONSTANT TORQUE - INCENTIVE CODE PS4362**

<table>
<thead>
<tr>
<th>VFD#</th>
<th>VFD APPLICATION</th>
<th>Controls Before</th>
<th>Controls After</th>
<th>Equipment Operating Hours (2,000 HR/YR MIN)</th>
<th>HP Controlled by VFD</th>
<th>QTY</th>
<th>Subtotal Incentive (QTY * HP * INCENTIVE)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Example</td>
<td>Mixer</td>
<td>On/Off</td>
<td>Manual</td>
<td>1000</td>
<td>5500</td>
<td>25</td>
<td>$750</td>
</tr>
</tbody>
</table>

**I**

**DATA CENTER AND TELECOM AIR SIDE ECONOMIZER - INCENTIVE CODE: PS4776**

<table>
<thead>
<tr>
<th>ECONOMIZER SHUTOFF TEMPERATURE (°F)</th>
<th>SUPPLY AIR TEMPERATURE (°F)</th>
<th>COOLING SYSTEM AHRI EFFICIENCY (EER)</th>
<th>CHILLED WATER SUPPLY TEMPERATURE (IF COOLING SYSTEM IS CHILLER) (°F)</th>
<th>CHILLER COMPRESSOR TYPE (IF APPLICABLE)</th>
<th>COOLING TOWER FAN QTY. &amp; HP (IF APPLICABLE)</th>
<th>COOLING TOWER WATER PUMP QTY. &amp; HP (IF APPLICABLE)</th>
</tr>
</thead>
<tbody>
<tr>
<td>(Example) 65°F</td>
<td>60°F</td>
<td>12 EER</td>
<td>44°F</td>
<td>Scroll</td>
<td>3 @ 20 HP</td>
<td>7°F</td>
</tr>
</tbody>
</table>

**J**

**ENERGY-EFFICIENT DRYCOOLER FOR DATA CENTER AND TELECOM - INCENTIVE CODE: PS2305**

<table>
<thead>
<tr>
<th>CRAC UNIT COOLING EFFICIENCY</th>
<th>CRAC UNIT FAN QTY. &amp; HP</th>
<th>DRYCOOLER GLYCOL PUMP QTY. &amp; HP</th>
<th>DRYCOOLER FAN QTY. &amp; HP</th>
</tr>
</thead>
<tbody>
<tr>
<td>(Example) 1.25 kW/ton</td>
<td>1 @ 10 HP</td>
<td>1 @ 2 HP</td>
<td>4 @ 1 HP</td>
</tr>
</tbody>
</table>

**K**

**DATA CENTER AND TELECOM EFFICIENT UPS AND RECTIFIER - INCENTIVE CODE: PS4777, PS4778**

<table>
<thead>
<tr>
<th>IT EQUIPMENT LOAD (kW)</th>
<th>OLD UPS / RECTIFIER EFFICIENCY (%)</th>
<th>NEW UPS / RECTIFIER EFFICIENCY (%)</th>
<th>TYPE OF COOLING SYSTEM</th>
<th>COOLING EFFICIENCY AND UNITS</th>
</tr>
</thead>
<tbody>
<tr>
<td>(Example) 52 kW</td>
<td>82%</td>
<td>94%</td>
<td>DX CRAC Units</td>
<td>1.1 kW/ton</td>
</tr>
</tbody>
</table>

**L**

**RADIANT HEATER BANDS - INCENTIVE CODE: PS2490**

<table>
<thead>
<tr>
<th>Annual Hours of Operation</th>
<th>Voltage (if available)</th>
<th>Average Amps Before (if available)</th>
<th>Average Amps After (if available)</th>
<th>Installed Kw of Existing Heater Bands</th>
<th>Incentive Subtotal</th>
</tr>
</thead>
<tbody>
<tr>
<td>(Example) 4000</td>
<td>460</td>
<td>56.5</td>
<td>48.0</td>
<td>45</td>
<td>$2,700</td>
</tr>
</tbody>
</table>

*Focus on Energy may adjust total incentive based on project caps. Please see measure requirements and Terms and Conditions for more information.*
<table>
<thead>
<tr>
<th>M</th>
<th>BURNER HEAT RATE (BTU/HR)</th>
<th>RADIANT TUBE INSERTS - INCENTIVE CODE: PS2507</th>
<th>PAGE 41</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>(Example) 350000</td>
<td>(Example) 70%</td>
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<td></td>
<td></td>
<td>(Example) 75%</td>
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<td>NUMBER OF INSERTS</td>
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<tr>
<th>N</th>
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<th>PRESSURE SCREEN ROTOR - INCENTIVE CODE: PS2496</th>
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<tr>
<td></td>
<td>(Example) 6000</td>
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<tr>
<th>O</th>
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<th>REPULPER ROTOR AND EXTRACTION PLATE - INCENTIVE CODE: PS2315, PS2538</th>
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<tr>
<td></td>
<td>Repulper Rotor</td>
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<td></td>
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<td>AVERAGE AMPS BEFORE (IF AVAILABLE)</td>
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<td>AVERAGE AMPS AFTER (IF AVAILABLE)</td>
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<td>Extraction Plate</td>
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<td>Repulper Rotor</td>
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<td>Extraction Plate</td>
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<tr>
<th>P</th>
<th>AGITATOR MOTOR Hp</th>
<th>HIGH EFFICIENCY SIDE ENTRY AGITATOR - INCENTIVE CODE: PS4763</th>
<th>PAGE 43</th>
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<tbody>
<tr>
<td></td>
<td>(Example) 100</td>
<td>% MOTOR LOAD ON AGITATOR</td>
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<tr>
<td></td>
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<td>AVERAGE CONNECTED HP</td>
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<td></td>
<td></td>
<td>MOTOR HOURS OF OPERATION</td>
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<td></td>
<td></td>
<td>INCENTIVE</td>
<td></td>
</tr>
<tr>
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<td>(Example) 85%</td>
<td>85</td>
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</tr>
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<td></td>
<td>(Example) 8400</td>
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<thead>
<tr>
<th>Q</th>
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<th>SPLINE ROTOR UPGRADE - INCENTIVE CODE: PS4764</th>
<th>PAGE 42</th>
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<tbody>
<tr>
<td></td>
<td>(Example) 500</td>
<td>% LOAD ON REFINER</td>
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<td>AVERAGE CONNECTED REFINER HP</td>
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<td></td>
<td>REFINER HOURS OF OPERATION</td>
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<td>INCENTIVE</td>
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<td>(Example) 85%</td>
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<td></td>
<td>(Example) 8400</td>
<td>$15,000</td>
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<table>
<thead>
<tr>
<th>R</th>
<th>HOW DRAINED ARE THE BATTERIES WHEN PLUGGED INTO CHARGERS?</th>
<th>INDUSTRIAL HIGH FREQUENCY BATTERY CHARGERS - INCENTIVE CODE: PS4765</th>
<th>PAGE 44</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>NUMBER OF CHARGES PER WEEK PER CHARGER</td>
<td>HOURS PER YEAR EACH CHARGER IS IN MAINTENANCE MODE (WHEN A FULLY CHARGED BATTERY IS CONNECTED)</td>
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<tr>
<td></td>
<td></td>
<td>HOURS PER YEAR EACH CHARGER IS IN NO BATTERY MODE (WHEN NO BATTERY IS CONNECTED)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>(Example) 80%</td>
<td>7</td>
<td>2,920 hrs/yr = 8 hrs/day * 365 days/yr)</td>
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<table>
<thead>
<tr>
<th>S</th>
<th>ANNUAL HOURS OF OPERATION</th>
<th>PROCESS EXHAUST FILTRATION - INCENTIVE CODE: PS3244</th>
<th>PAGE 45</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>(Example) 6,000</td>
<td>DCC/WEK WEEK OPERATION</td>
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<td></td>
<td>HEATING SYSTEM EFFICIENCY</td>
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<td></td>
<td></td>
<td>REDUCTION IN MAKE-UP CFM</td>
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<td>INCENTIVE SUBTOTAL</td>
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<td></td>
<td>$16,500</td>
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</table>
PARTICIPATION REQUIREMENTS
Before you start your project, make sure you are familiar with participation requirements, program information and Terms and Conditions.

INFORMATION AND REQUIREMENTS

General Terms and Conditions
Review the FOCUS ON ENERGY® Terms and Conditions at focusonenergy.com/terms or call 800.762.7077 to request a copy.

Prescriptive Incentives
AgSG, BIP and LEU Programs (collectively, "Business Programs") and the SBP: Any project with an expected incentive exceeding $25,000 ($15,000 for Small Business Program) requires pre-approval BEFORE project initiation or equipment purchase to guarantee fund availability. Projects not receiving pre-approval will be subject to funding availability. Projects with expected incentives of $10,000 or more may request pre-approval. Check the Focus on Energy website at focusonenergy.com/business or call 800.762.7077 for more information.

MESP: Any project with an expected incentive exceeding $10,000 requires pre-approval BEFORE project initiation or equipment purchase to guarantee fund availability. Projects not receiving pre-approval will be subject to funding availability. Check the Focus on Energy website at focusonenergy.com/multifamily or call 866.486.0832 for more information.

For all prescriptive incentives, the incentive cannot exceed the cost of the product (including any external labor) unless otherwise noted in measure requirements.

Custom Incentives
If your project does not fit the descriptions on this prescriptive incentive application form, it may qualify for a custom incentive. This requires pre-approval prior to initiating project by ordering equipment or issuing purchase orders. For Business Programs, direct inquiries to 800.762.7077 or visit focusonenergy.com/business. For Multifamily Programs, direct inquiries to 866.486.0832 or visit focusonenergy.com/multifamily.

Incentive Limits
Business Programs and MESP: Incentives are limited to $500,000 per customer per calendar year for all Focus on Energy incentives (prescriptive and custom).

SBP: Incentives are limited to $15,000 per site and $30,000 per customer per calendar year. If customers participate in other programs in addition to the SBP, incentives received through the SBP count towards annual incentive limits.

Depending on your business tax classification, you may receive IRS form 1099 for incentives totaling over $600 in a calendar year.

Trade Ally Information
A Trade Ally represents the company who provided/installed the equipment for a project or performed the service for which a customer is seeking an incentive. Trade Allies who have signed an agreement with Focus on Energy are allowed to enjoy certain program benefits, one of which is to receive direct payment of incentives at the Trade Ally’s request. Incentives can only be paid directly to a registered Trade Ally who has a W-9 on file with Focus on Energy. For more information on becoming a registered trade ally, visit focusonenergy.com/tradeally.

The Federal Employer Identification Number (FEIN) and Business Classification of the Trade Ally is required IF you received your incentive as a credit on your invoice, whereby the incentive is paid directly to the Trade Ally. In this scenario, the credit must be clearly labeled as the Focus on Energy incentive and deducted from the amount due.

If your project was completed by more than one Trade Ally (example, equipment was purchased from one Trade Ally but installed by another Trade Ally) and the incentive is being paid to you the customer, enter the information of the Trade Ally who installed your equipment in Section 4: Trade Ally Information. If the equipment was self-installed, enter the information of the Trade Ally from whom you purchased the equipment.

Focus on Energy Information
Focus on Energy works with eligible Wisconsin residents and businesses to install cost-effective energy efficiency and renewable energy projects. Focus on Energy information, resources and financial incentives help to implement projects that otherwise would not get completed, or to complete projects sooner than scheduled. Its efforts help Wisconsin residents and businesses manage rising energy costs, promote in-state economic development, protect our environment and control the state’s growing demand for electricity and natural gas.

Assignment of Incentives to Other Payee
The Customer for the project site listed on the application may assign their right to participate and receive incentives to Other Payee. The Customer must sign Section 8 and identify the Other Payee in Section 5.
CATALOG GUIDE

Find the FOCUS ON ENERGY® equipment incentives you need in one of the incentive catalogs or applications pictured. All catalogs and applications are available at focusonenergy.com/applications. For custom incentives, visit focusonenergy.com/custom to get started. Still need help? Call us at 800.762.7077 and we will find the correct resources for your needs.

AGRIBUSINESS
- Dairy & Livestock Equipment
- Agribusiness Lighting
- Agribusiness Ventilation
- Agribusiness VFDs and Compressed Air
- Grain Dryers & Irrigation Systems
- Greenhouses

COMMERCIAL KITCHEN EQUIPMENT
- Cooking Equipment
- Commercial Kitchen Ventilation Equipment
- Washing Equipment

COMMERCIAL REFRIGERATION
- Case Lighting
- Commercial Refrigerators
- Commercial Freezers
- Commercial Ice Machines
- Electronically Commutated Motors
- Energy-Efficient Doors
- Non Self-Contained Controls
- Open Case Modifications
- Self-Contained Controls
- Vending Machines

HVAC/PLUMBING
- Aerators and Showerheads
- Air Sealing
- Boilers
- Boiler Controls and Burners
- Chillers
- Direct Expansion Systems
- Dock Seals and Hinges
- Express Building Tune-Up
- Forced Air and Radiant Heat
- Insulation (pipe and building)
- Steam Systems
- Variable Frequency Drives for HVAC
- Ventilation Upgrades and Controls
- Water Heaters

LIGHTING
- Daylight Controls
- Exterior Area Fixtures
- Exterior Controls
- High Bay and Low Bay
- High Bay Controls
- Interior and Exterior Replacement Lamps
- Linear Ambient
- Networked Lighting Controls
- New Construction
- Non High Bay Controls
- Other Interior and Exterior Fixtures

PROCESS SYSTEMS
- Air Compressors
- Accessories/Ancillary Equipment
- Compressed Air Load Shifting
- Compressed Air Survey Leak and Repair
- Data Center and Telecom Facilities
- Heat Recovery
- Heat Treating
- Plastics
- Process Exhaust Filtration
- Pulp and Paper
- Pumps and Fans (Variable and Constant Torque)
- Steam Trap Maintenance and Replacement
- Variable Frequency Drives for Process

NEW CONSTRUCTION
Interested in NEW CONSTRUCTION incentives? Every catalog can be used to apply for new construction. Look for the YES under the NC column in the measure tables to find qualifying equipment. “New construction” includes new stand-alone facilities, additions to existing facilities, gut/rehab of existing facilities, and major renovations due to a change in use of the space (e.g., warehouse to office).

Qualifying Focus on Energy Trade Allies can also utilize the following offerings:
- Exterior Lighting Optimization (ELO)
- Retrocomissioning (RCx)

Contact 800.762.7077 or visit focusonenergy.com/trade-allies to become a registered Trade Ally or find one for your needs.

Photos used in catalogs are purchased stock images and are for illustrative purposes only. Photos are not intended to promote the manufacturer’s product shown, nor are they intended to discourage the use of manufacturer’s products which weren’t chosen for the catalog.

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REDUCING ENERGY WASTE ACROSS WISCONSIN

For more information, call or visit focusonenergy.com

NEED HELP?
CALL
800.762.7077
COMPRESSED AIR AND VACUUM
COMPRESSED AIR LEAK SURVEY AND REPAIR

Requirements:

- Complete Table A of the "Process Systems Catalog Supplemental Data Sheet" for this measure.
- Incentive is per HP of connected air compressors in the system, not per CFM of leak identified. In the total HP for the incentive, only include lead and trim air compressors that normally run during plant operation; do not include the HP for any dedicated backup air compressors.
- Customer must repair at least one leak for every five connected compressor HP. If less than one leak per every five HP is identified, then all leaks identified must be repaired. In the case where all identified leaks must be repaired, customer may provide written explanation for a leak that cannot be repaired and may still qualify for the incentive.
- Leaks must be repaired before application is submitted and Focus on Energy must receive the application within 120 days of leak survey completion date.
- Customers must leave leak tags in place for at least four months after application is submitted to allow Focus on Energy to verify leak repair if needed.
- Party receiving incentive is responsible for verifying required number of leaks repaired for incentive eligibility.
- This incentive is only available once per 12-month period, per customer site.
- A leak log in the form of a spreadsheet must be submitted with the completed incentive application. The following data must be recorded for each leak: tag number, location, description, leak dB reading, estimated cost of leak ($/year) and repaired (yes/no).
- Incentive is eligible for up to 100% of survey and repair costs with a maximum incentive of $4,000 per year.

**BUSINESS INCENTIVES**

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Leak Survey and Repair</td>
<td>PS4766*</td>
<td>$4</td>
<td>HP</td>
<td>NO</td>
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<tr>
<td>Leak Survey and Repair - Agriculture</td>
<td>PS4767*</td>
<td>$15</td>
<td>HP</td>
<td>NO</td>
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* Supplemental Data Sheet needed NC = New Construction Eligible?

**SMALL BUSINESS INCENTIVES**

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Leak Survey and Repair</td>
<td>S-PS4766*</td>
<td>$8</td>
<td>HP</td>
<td>NO</td>
</tr>
</tbody>
</table>

* Supplemental Data Sheet needed NC = New Construction Eligible?

PRO TIP

Compressed air leaks can waste 20%-30% of the compressor's output. Leaks can also cause problems with the compressed air system such as excess compressor capacity, fluctuating system pressure and shortened equipment life.
AIR COMPRESSORS AND VACUUM PUMPS

General Requirements: Variable speed drive (VSD) air compressors and vacuum pumps are best suited for trim operation and in single compressor air systems that have varying load because they have efficient part-load performance.

VSD AIR COMPRESSORS

Requirements:
- Complete Table B1 and B2 of the "Process Systems Catalog Supplemental Data Sheet" for this measure.
- Submit manufacturer specification sheets and/or a CAGI sheet at anticipated operating pressure for items installed. If available, submission of specification sheets for the removed compressor will expedite processing of your application.
- Must be variable speed rotary vane compressor or variable speed screw compressor and operate a minimum of 2,000 hours annually to be eligible.
- Air compressors purchased or installed for backup or redundant systems do not qualify.
- This is for new VSD compressors only; adding a VSD to an existing compressor does not qualify. Replacing an old VSD compressor with a new VSD compressor does not qualify. Adding a VSD compressor to a system that already includes a VSD compressor does not qualify.
- Equipment must be purchased and operating prior to submitting an incentive application.
- Replaced equipment must be removed. If an old compressor replaced by a VSD compressor remains connected as emergency backup, by signing the application, the customer is attesting that the old compressor will be used only in case of emergency and will rarely (if ever) operate.
- Limited to one VSD compressor per compressed air system. Compressed air systems with large-load variations requiring multiple VSD trim compressors may contact Focus on Energy at 800.762.7077 to request a variance.
- Incentive is limited to 50% of the project cost.

BUSINESS INCENTIVES

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
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</thead>
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<td>VSD Compressor Replacing Non-VSD Compressor</td>
<td>PS2196*</td>
<td>$45</td>
<td>HP</td>
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* Supplemental Data Sheet needed       NC = New Construction Eligible?

SMALL BUSINESS INCENTIVES

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
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</thead>
<tbody>
<tr>
<td>VSD Compressor Replacing Non-VSD Compressor</td>
<td>S-PS2196*</td>
<td>$45</td>
<td>HP</td>
<td>NO</td>
</tr>
</tbody>
</table>

* Supplemental Data Sheet needed       NC = New Construction Eligible?

PRO TIP

Allowing a VSD compressor to handle the trim loads not only allows that compressor to operate efficiently, it also allows the other compressors in the system to be base loaded and run as efficiently as possible.
### VSD VACUUM PUMPS

**Requirements:**
- Complete table G (for variable torque) or table H (for constant torque) of the "Process Systems Incentive Catalog Supplemental Data Sheet" for this measure.
  - For the VFD Application column, enter Vacuum Pump.
  - For the Controls Before VFD column, enter Inlet Control Valve, On/Off, or Other and then describe.
  - For Controls After (Constant Torque vacuum pumps only), enter Automatic or Manual.
- VSD vacuum pumps are limited to ≤ 30 HP. Custom incentives may be available for VSD vacuum pumps > 30 HP.
- Vacuum pumps must operate a minimum of 2,000 hours annually to be eligible.
- Variable torque vacuum pumps are non-positive displacement pumps, including centrifugal blowers and regenerative blowers.
- Constant torque vacuum pumps are positive displacement pumps, including reciprocating piston, diaphragm, rocking piston, rotary vane, liquid ring, rotary screw, and lobed rotor pumps.
- Submit manufacturer specification sheet showing the type of vacuum pump that was installed.
- Vacuum pumps purchased or installed for backup or redundant systems do not qualify.
- Incentive is limited to 50% of the project cost.

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
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</thead>
<tbody>
<tr>
<td>VSD Vacuum Pump, ≤ 30 HP, Variable Torque</td>
<td>PS4361*</td>
<td>$40</td>
<td>HP</td>
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<tr>
<td>VSD Vacuum Pump, ≤ 30 HP, Constant Torque</td>
<td>PS4362*</td>
<td>$30</td>
<td>HP</td>
<td>YES</td>
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* Supplemental Data Sheet needed
NC = New Construction Eligible?

**Small Business Incentives**

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<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
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</thead>
<tbody>
<tr>
<td>VSD Vacuum Pump, ≤ 30 HP, Variable Torque</td>
<td>S-PS4361*</td>
<td>$40</td>
<td>HP</td>
<td>NO</td>
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<tr>
<td>VSD Vacuum Pump, ≤ 30 HP, Constant Torque</td>
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<td>HP</td>
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</tbody>
</table>

* Supplemental Data Sheet needed
NC = New Construction Eligible?

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**PRO TIP**

Dry air is important for your compressed air system to operate smoothly. However, drying air below the dew point required for the specific operation will cause the dryer to work harder, increasing your operating cost.
CYCLING REFRIGERATED AIR DRYERS

Requirements:
• New dryers must be properly sized to meet the needs of the compressed air system.
• New dryers must be cycling or variable frequency drive (VFD)-controlled refrigerated dryers replacing non-cycling refrigerated dryers. The replacement of desiccant, deliquescent, heat-of-compression, membrane or other types of dryers are not eligible.
• Installation of controls to existing dryers does not qualify for an incentive.
• For new construction, cycling refrigerated dryers must be installed instead of non-cycling refrigerated dryers.
• Controls-based efficiency projects and/or the replacement of other dryer types may qualify for a custom incentive.

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
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</thead>
<tbody>
<tr>
<td>Cycling or VFD-Controlled Refrigerated Air Dryer</td>
<td>PS2264</td>
<td>$0.50</td>
<td>CFM</td>
<td>YES</td>
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BUSINESS INCENTIVES

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cycling or VFD-Controlled Refrigerated Air Dryer</td>
<td>S-PS2264</td>
<td>$0.50</td>
<td>CFM</td>
<td>NO</td>
</tr>
</tbody>
</table>

SMALL BUSINESS INCENTIVES

DEWPOINT DEMAND CONTROLS FOR DESICCANT DRYERS

Requirements:
• Complete table C of the "Process Systems Incentive Catalog Supplemental Data Sheet" for this measure.
  • For Hours of Operation, enter the total hours per year the vacuum pump operates.
  • For Air Compressor Type, enter single-acting reciprocating, double-acting reciprocating, single stage rotary screw, two-stage rotary screw, oil-free rotary screw, centrifugal, or other.
  • For Air Compressor Control Type, enter Variable Speed Drive, Load/Unload, Inlet Modulating Damper, or Variable Displacement.
  • For Desiccant Dryer Type, enter Heatless, Heated, or Blower Purge.
• Dryer controls are only for use on heatless, heated, or blower purge desiccant dryers.
• Dryer must have a dew point sensor at discharge to monitor demand.
• Dryer controls must control the regeneration process based on actual dewpoint instead of regenerating based on time alone.
• Incentive is per CFM of dryer capacity.
• Dryer controls are not eligible for backup/redundant desiccant dryers.

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
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<tbody>
<tr>
<td>Dewpoint Demand Controls for Desiccant Dryers</td>
<td>PS4363</td>
<td>$2</td>
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* Supplemental Data Sheet needed

<table>
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<th>Unit</th>
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<td>Dewpoint Demand Controls for Desiccant Dryers</td>
<td>S-PS4363</td>
<td>$4</td>
<td>CFM</td>
<td>NO</td>
</tr>
</tbody>
</table>
NO AIR-LOSS CONDENSATE DRAINS

Requirements:
- Must be used in systems with load/no-load, variable speed, variable displacement or centrifugal compressors.
- Load/no-load system must have adequate storage for drains to be eligible.
- Manual drains, lever-operated mechanical drains or solenoid drains are not eligible for incentives.
- The replacement drain must be “no air-loss,” meaning it must continuously measure the presence of condensate, purge it only when necessary and only long enough to prevent the unintentional purging of compressed air.
- If no air-loss condensate drain is integral to another piece of equipment (i.e., is part of the air compressor, air dryer, mist eliminator, etc.), provide a manufacturer’s specification sheet to confirm.
- Replacement of existing no air-loss condensate drains does not qualify.

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>No Air-Loss Drain</td>
<td>PS2254</td>
<td>$80</td>
<td>Drain</td>
<td>YES</td>
</tr>
</tbody>
</table>

NC = New Construction Eligible?

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>No Air-Loss Drain</td>
<td>S-PS2254</td>
<td>$125</td>
<td>Drain</td>
<td>NO</td>
</tr>
</tbody>
</table>

NC = New Construction Eligible?

PRESSURE/FLOW CONTROLLERS

Requirements:
- Compressed air system HP must be ≥50 HP.
- Limit one controller per system.
- The pressure/flow controller must be installed on the main pressure header; does not replace drop-line regulators or filter-regulator lubricators.

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pressure/Flow Controller</td>
<td>PS2255</td>
<td>$8</td>
<td>HP</td>
<td>YES</td>
</tr>
</tbody>
</table>

NC = New Construction Eligible?

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pressure/Flow Controller</td>
<td>S-PS2255</td>
<td>$15</td>
<td>HP</td>
<td>NO</td>
</tr>
</tbody>
</table>

NC = New Construction Eligible?

COMPRESSED AIR MIST ELIMINATORS

Requirements:
- Compressed air system HP must be ≥50 HP.
- The mist eliminator must have an initial pressure drop of 1 psig or less.
- For existing buildings, the mist eliminator air filter must replace a standard coalescing filter.
- For new construction, a mist eliminator air filter must be installed instead of a standard coalescing filter.

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mist Eliminator Replacing a Coalescing Filter</td>
<td>PS2258</td>
<td>$8</td>
<td>HP</td>
<td>YES</td>
</tr>
</tbody>
</table>

NC = New Construction Eligible?

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mist Eliminator Replacing a Coalescing Filter</td>
<td>S-PS2258</td>
<td>$8</td>
<td>HP</td>
<td>NO</td>
</tr>
</tbody>
</table>

NC = New Construction Eligible?
AIR-ENTRAINING NOZZLES

Requirements:

- Nozzle must be engineered. Nozzle must be rated at or less than the SCFM rates shown in the table. SCFM ratings are at 80 psig.

<table>
<thead>
<tr>
<th>Diameter, in inches</th>
<th>1/8</th>
<th>1/4</th>
<th>3/8</th>
<th>1/2</th>
</tr>
</thead>
<tbody>
<tr>
<td>SCFM</td>
<td>10</td>
<td>17</td>
<td>18</td>
<td>18</td>
</tr>
</tbody>
</table>

- Compressed air system must operate a minimum of 2,000 hours annually.

<table>
<thead>
<tr>
<th>BUSINESS INCENTIVES</th>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Air-Entraining Nozzle</td>
<td>PS2259</td>
<td>$8</td>
<td>Nozzle</td>
<td></td>
<td>YES</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>SMALL BUSINESS INCENTIVES</th>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Air-Entraining Nozzle</td>
<td>S-PS2259</td>
<td>$15</td>
<td>Nozzle</td>
<td></td>
<td>NO</td>
</tr>
</tbody>
</table>
**COMPRESSED AIR AND VACUUM SYSTEM HEAT RECOVERY**

**General Requirements:** Applies to heat recovery for the offset of space heating provided by natural gas-fired heating equipment only. Systems that offset the use of propane, oil, electricity, etc., do not qualify. Heat recovery systems that offset natural gas-fired process heating equipment may qualify for a custom incentive.

**COMPRESSED AIR AND VACUUM SYSTEM HEAT RECOVERY**

**Requirements:**
- Heat recovery system must include automatic controls to switch from winter to summer operation. Systems with only manual damper controls are not eligible.
- Heat recovery systems installed for backup or redundant air compressors or vacuum pumps do not qualify.
- The project must result in an estimated net reduction of BTUs consumed in the facility to be eligible.
- This incentive is for the installation of a new heat recovery system where one did not exist previously. Replacing an existing heat recovery system or upgrading an existing heat recovery system from manual to automatic controls does not qualify.
- The static pressure in the area where the compressor or vacuum pump is enclosed must remain the same.
- If outside air is used in the system, antifreeze protection must be considered.
- Incentive is limited to 50% of the project cost.

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Compressed Air Heat Recovery</td>
<td>PS2257</td>
<td>$50</td>
<td>HP</td>
<td>YES</td>
</tr>
<tr>
<td>Vacuum Pump Heat Recovery</td>
<td>PS3928</td>
<td>$50</td>
<td>HP</td>
<td>YES</td>
</tr>
</tbody>
</table>

**BUSINESS INCENTIVES**

<table>
<thead>
<tr>
<th>Measure Description</th>
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<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Compressed Air Heat Recovery</td>
<td>S-PS2257</td>
<td>$50</td>
<td>HP</td>
<td>NO</td>
</tr>
<tr>
<td>Vacuum Pump Heat Recovery</td>
<td>S-PS3928</td>
<td>$50</td>
<td>HP</td>
<td>NO</td>
</tr>
</tbody>
</table>

**PRO TIP**

As much as 80%-93% of a compressor’s electrical energy is converted into heat. Installing heat recovery can then put 50%-90% of that generated heat to good use. Installing automatic damper controls ensures that recovered heat is used to its fullest potential even during transition months when some days require heating and some require cooling. It also ensures that energy savings are not dependent on staff maintaining manual controls.
COMPRESSED AIR LOAD SHIFTING

**General Requirements:** This measure requires a reservation code. Applications received without a reservation code will not be eligible. Call 800.762.7077 to request a code. Existing and proposed system operation details may be needed to issue a reservation code.

### Requirements:
- Complete Table D of the "Process Systems Catalog Supplemental Data Sheet" for this measure.
  - For the Total HP column, enter the total HP of the existing air compressor(s) ad the facility that serve the inappropriate compressed air use.
  - For the Airflow (CFM) @ Pressure (PSI) column, enter the rated CFM and pressure for the existing air compressor(s).
  - For the Control Method column, enter Load/No Load, Inlet Modulation, variable displacement, or VSD.
  - For Inappropriate Use Airflow (CFM), enter the CFM of the compressed air system that goes to the inappropriate use.
- Replace inappropriate use of compressed air (e.g., blow off, cooling, air motors, etc.) with a blower or electric motor.
- Compressed air load shifting incentive is for existing buildings only. New Construction applications are not eligible.
- Inappropriate use must have an annual runtime of at least 2,000 hours.
- Incentive will be calculated as follows: (Compressed Air HP for the inappropriate use - HP for the replacement technology) x Incentive Rate per HP from table below.
- All projects require a reservation code and may require a pre-inspection to verify appropriate use. Call 800.762.7077 to speak with a program representative before you start your project.
- Incentive is limited to 50% of project cost.
- Indicate reservation code on application.

### BUSINESS INCENTIVES

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Install Blower or Electric Motor to Replace Inappropriate Use of Compressed Air</td>
<td>PS2848*</td>
<td>$200</td>
<td>Compressor HP Shifted</td>
<td>NO</td>
</tr>
</tbody>
</table>

* Supplemental Data Sheet needed NC = New Construction Eligible?

### SMALL BUSINESS INCENTIVES

<table>
<thead>
<tr>
<th>Measure Description</th>
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<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Install Blower or Electric Motor to Replace Inappropriate Use of Compressed Air</td>
<td>S-PS2848*</td>
<td>$200</td>
<td>Compressor HP Shifted</td>
<td>NO</td>
</tr>
</tbody>
</table>

* Supplemental Data Sheet needed NC = New Construction Eligible?

**PRO TIP** Inappropriate uses potentially include: clean up, cooling, sparging, aspirating, padding, open-tube vortex coolers without thermostats, air motors, air pumps or vacuum generation.
STEAM TRAP MAINTENANCE AND REPAIR

General Requirements: Only natural gas equipment is eligible for incentives. Steam fueled by electric, propane or oil is not eligible for incentives. Municipal steam systems (i.e., “city steam”) are not a qualifying utility and are not eligible.

STEAM TRAP MAINTENANCE AND REPAIR

Requirements:
- Complete Table E of the “Process Systems Catalog Supplemental Data Sheet” for this measure.
- Repair incentive is only available for the repair or replacement of traps that have malfunctioned and are leaking steam. Repair incentive is not available for traps that are failed closed or are plugged.
- For HVAC process steam traps, use the HVAC/Plumbing Incentive Catalog.
- Repairs do not need to be made at one time, but only one repair incentive per trap can be applied for in a year.
- Mass replacement of traps can be completed without condition assessment. Focus on Energy will assume that 20% of traps were leaking and pay a repair incentive for 20% of the total traps replaced and no survey incentive.
- Steam trap survey and repair work must be recorded in a log sheet and attached to the application in order to be eligible for the survey incentive. Vendor must create and fill in the log as work is completed. Required fields (minimum):
  - ID Tag Number
  - Location Description
  - Nominal Steam Pressure
  - Trap Type
  - Indicate Condition (check ONE):
    - Functioning Properly
    - Malfunctioning - Not Leaking Steam
    - Malfunctioning - Leaking Steam
  - Survey Date/Repair Date
  - Survey/Repair Technician Name
  - Orifice Size (if repaired or replaced)
  - Notes
- Surveys are optional. A customer may apply for the repair incentive only to repair or replace known failed steam traps. Survey incentives are available only once per year per steam system.
- To qualify for the survey incentive, customer must repair or replace one trap for every five traps surveyed. If less than one trap per every five traps surveyed is identified as failed, then all failed traps must be repaired or replaced. In the case where all identified failed traps must be repaired or replaced, customer can provide written explanation for a trap that cannot be repaired or replaced and may still qualify for a custom incentive.

<table>
<thead>
<tr>
<th>BUSINESS INCENTIVES</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Steam Trap Survey</td>
<td>PS4041*</td>
<td>$4</td>
<td>Steam Trap</td>
<td>NO</td>
</tr>
<tr>
<td>Steam Trap Repair, &lt; 10 psig</td>
<td>PS3999*</td>
<td>$25</td>
<td>Steam Trap</td>
<td>NO</td>
</tr>
<tr>
<td>Steam Trap Repair, 10-49 psig</td>
<td>PS4000*</td>
<td>$40</td>
<td>Steam Trap</td>
<td>NO</td>
</tr>
<tr>
<td>Steam Trap Repair, 50-124 psig</td>
<td>PS4001*</td>
<td>$60</td>
<td>Steam Trap</td>
<td>NO</td>
</tr>
<tr>
<td>Steam Trap Repair, 125-225 psig</td>
<td>PS4002*</td>
<td>$100</td>
<td>Steam Trap</td>
<td>NO</td>
</tr>
<tr>
<td>Steam Trap Repair, &gt;225 psig</td>
<td>PS4003*</td>
<td>$160</td>
<td>Steam Trap</td>
<td>NO</td>
</tr>
</tbody>
</table>

* Supplemental Data Sheet needed  NC = New Construction Eligible?

<table>
<thead>
<tr>
<th>SMALL BUSINESS INCENTIVES</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Steam Trap Survey</td>
<td>S-PS4041*</td>
<td>$4</td>
<td>Steam Trap</td>
<td>NO</td>
</tr>
<tr>
<td>Steam Trap Repair, &lt; 10 psig</td>
<td>S-PS3999*</td>
<td>$40</td>
<td>Steam Trap</td>
<td>NO</td>
</tr>
</tbody>
</table>

* Supplemental Data Sheet needed  NC = New Construction Eligible?
General Requirements: Only natural gas equipment is eligible for incentives. Boilers fueled by electric, propane or oil are NOT eligible for incentives. Redundant or backup boilers do not qualify.

PROCESS BOILER COMBUSTION UPGRADES

Requirements:

- Complete Table F of the "Process Systems Incentive Catalog Supplemental Data Sheet" for this measure.
- Incentives are available for process boilers only where the boiler is used to provide a hot water or steam load to a process end use. For boilers that are used for HVAC space heating, use the boiler combustion upgrade measures in the HVAC/Plumbing Incentive Catalog.
- Incentives for linkageless and O2 trim controls are available for upgrades to existing boilers only.
- Incentives for High Turndown Burners are available for both retrofit and new construction.
- Boiler must be natural gas-fired, forced draft that operates a minimum of 2,000 hours per year.
- Installation of redundant or backup boiler combustion equipment does not qualify for an incentive.
- Boiler input must be entered in boiler horsepower (BHP). 1 BHP = 33.476 MBh.
- High turndown burner must be able to provide efficient combustion at a 10:1 turndown ratio.
- Incentive is capped at 50% of final invoice cost not including any internal labor. Invoices must be attached and include the manufacturer name and model number of linkageless controls, O2 trim and high turndown burner equipment.

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Linkageless Controls</td>
<td>PS4761*</td>
<td>$10</td>
<td>BHP</td>
<td>NO</td>
</tr>
<tr>
<td>O2 Trim Controls</td>
<td>PS4762*</td>
<td>$5</td>
<td>BHP</td>
<td>NO</td>
</tr>
<tr>
<td>High Turndown Burner</td>
<td>PS4760*</td>
<td>$10</td>
<td>BHP</td>
<td>YES</td>
</tr>
</tbody>
</table>

* Supplemental Data Sheet needed NC = New Construction Eligible?
REDUCING ENERGY WASTE ACROSS WISCONSIN

For more information, call or visit focusonenergy.com

NEED HELP?
CALL 800.762.7077
VARIABLE FREQUENCY DRIVE (VFD)
VARIABLE FREQUENCY DRIVE (VFD)

**General Requirements:** The system controlled must have significant load diversity that will result in savings through motor speed variation. Units installed only to allow soft starts are not eligible. Redundant or backup units do not qualify. Replacement of existing VFDs does not qualify.

**VARIABLE TORQUE VFDs**

**Requirements:**
- Complete Table G of the "Process Systems Incentive Catalog Supplemental Data Sheet" for this measure.
  - For the VFD Application column, enter Chilled Water Distribution Pump, Process Pump, Boiler Draft Fan, Cooling Tower Fan or Process Fan. If you are unsure of the application of your VFD, please contact Focus on Energy for assistance.
  - For the Controls Before VFD column, enter Outlet Control Valve, Bypass Valve, Discharge Damper, Inlet Guide Vanes, On/Off or Other and then describe.
- Refer to HVAC/Plumbing Incentive Catalog for HVAC pumps and fans or Commercial Kitchen Equipment Incentive Catalog if installing a VFD on kitchen ventilation hoods. VFDs added to chillers and air compressors do not qualify for this incentive.
- The system using the VFD must operate a minimum of 2,000 hours annually.
- The system using the VFD may not exceed 500 HP.
- VFD speed must be automatically controlled by differential pressure, flow, temperature or other variable signal.
- VFD must be installed on a centrifugal or axial flow pump or fan, i.e., a variable torque load. VFDs may not be beneficial in pump systems where static head makes up a large portion of the total system head. Be sure to understand these aspects of your system and discuss them with the equipment vendor in advance of applying VFD technology.
- Staged air volume systems (using a VFD to achieve two-speed fan control on a rooftop unit) are not eligible, but may qualify for a custom incentive.
- For VSD vacuum pumps ≤ 30 HP see Compressed Air and Vacuum section of this catalog. VSD vacuum pumps > 30 HP may qualify for a custom incentive.
- For dairy systems vacuum pumps, please see the Agribusiness Incentive Catalog.
- Incentive is limited to 50% of project cost.

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>VFD, Chilled Water Distribution Pump</td>
<td>PS2726*</td>
<td>$40</td>
<td>HP</td>
<td>NO</td>
</tr>
<tr>
<td>VFD, Boiler Draft Fan</td>
<td>PS2640*</td>
<td>$40</td>
<td>HP</td>
<td>NO</td>
</tr>
<tr>
<td>VFD, Cooling Tower Fan</td>
<td>PS2641*</td>
<td>$40</td>
<td>HP</td>
<td>NO</td>
</tr>
<tr>
<td>VFD, Process Fan</td>
<td>PS2647*</td>
<td>$40</td>
<td>HP</td>
<td>NO</td>
</tr>
<tr>
<td>VFD, Process Pump</td>
<td>PS2648*</td>
<td>$40</td>
<td>HP</td>
<td>NO</td>
</tr>
<tr>
<td>VFD, Chilled Water Distribution Pump (NC Only)</td>
<td>PSN2726*</td>
<td>$25</td>
<td>HP</td>
<td>YES</td>
</tr>
<tr>
<td>VFD, Boiler Draft Fan (NC Only)</td>
<td>PSN2640*</td>
<td>$25</td>
<td>HP</td>
<td>YES</td>
</tr>
<tr>
<td>VFD, Cooling Tower Fan (NC Only)</td>
<td>PSN2641*</td>
<td>$25</td>
<td>HP</td>
<td>YES</td>
</tr>
<tr>
<td>VFD, Process Fan (NC Only)</td>
<td>PSN2647*</td>
<td>$25</td>
<td>HP</td>
<td>YES</td>
</tr>
<tr>
<td>VFD, Process Pump (NC Only)</td>
<td>PSN2648*</td>
<td>$25</td>
<td>HP</td>
<td>YES</td>
</tr>
</tbody>
</table>

* Supplemental Data Sheet needed  NC = New Construction Eligible?

<table>
<thead>
<tr>
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<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>VFD, Chilled Water Distribution Pump</td>
<td>S-PS2726*</td>
<td>$60</td>
<td>HP</td>
<td>NO</td>
</tr>
<tr>
<td>VFD, Boiler Draft Fan</td>
<td>S-PS2640*</td>
<td>$60</td>
<td>HP</td>
<td>NO</td>
</tr>
<tr>
<td>VFD, Cooling Tower Fan</td>
<td>S-PS2641*</td>
<td>$60</td>
<td>HP</td>
<td>NO</td>
</tr>
<tr>
<td>VFD, Process Fan</td>
<td>S-PS2647*</td>
<td>$60</td>
<td>HP</td>
<td>NO</td>
</tr>
<tr>
<td>VFD, Process Pump</td>
<td>S-PS2648*</td>
<td>$60</td>
<td>HP</td>
<td>NO</td>
</tr>
</tbody>
</table>

* Supplemental Data Sheet needed  NC = New Construction Eligible?
CONSTANT TORQUE VFDs

Requirements:
• Complete Table H of the "Process Systems Incentive Catalog Supplemental Data Sheet" for this measure.
• Only constant torque VFDs for existing building applications are eligible for incentives below. Use of constant torque VFDs for new construction may qualify for custom incentives.
• VFDs must be installed on constant torque equipment (e.g., conveyors, positive displacement pumps, extruders, mixers, crusher/shredders). VFDs installed on a centrifugal or axial flow pump or fan, i.e., a variable torque load should use the Variable Torque VFD offer on page 30. If neither offer is applicable, the project may qualify for a custom incentive.
• The system using the VFD must operate a minimum of 2,000 hours annually.
• The system using the VFD may not exceed 500 HP.
• VFD speed can be automatically controlled by differential pressure, flow, temperature or other variable signal, or be manually controlled.
• Air compressors are not eligible for this offer. Instead, use the Variable Speed Drive Air Compressors on page 17.
• For VSD vacuum pumps ≤ 30 HP, see Compressed Air and Vacuum section of this catalog. VSD vacuum pumps > 30 HP may qualify for a custom incentive.
• Incentive is limited to 50% of the project cost.

### BUSINESS INCENTIVES

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Constant Torque VFD</td>
<td>PS3280*</td>
<td>$30</td>
<td>HP</td>
<td>NO</td>
</tr>
</tbody>
</table>

* Supplemental Data Sheet needed  NC = New Construction Eligible?

### SMALL BUSINESS INCENTIVES

<table>
<thead>
<tr>
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<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Constant Torque VFD</td>
<td>S-PS3280*</td>
<td>$40</td>
<td>HP</td>
<td>NO</td>
</tr>
</tbody>
</table>

* Supplemental Data Sheet needed  NC = New Construction Eligible?

**PRO TIP**

Constant torque loads are defined as the torque requirement being constant at all speeds. Equipment such as cranes, hoists, conveyors or mixers are constant torque. Constant torque power varies linearly with speed.

**PRO TIP**

The power requirement of the fan or pump varies as the third power of the speed ratio. Therefore small decreases in speed by using a VFD will result in large savings.
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DATA CENTER AND TELECOM FACILITIES
DATA CENTER AND TELECOM COOLING EQUIPMENT

General Requirements: Cooling equipment must be installed in a data center, telecom facility, or similar space that has a 24/7 cooling load for computer, router, switch or similar IT equipment. For equipment larger than listed below, custom incentives may be available; contact your energy advisor to determine custom eligibility prior to ordering equipment or issuing purchase orders.

DATA CENTER AND TELECOM COOLING < 5.42 TONS

Requirements:
- Incentive is for the installation of high-efficiency split system air conditioning equipment < 5.42 tons (65,000 BTU/h). Rated AHRI efficiency must meet or exceed minimum SEER ratings shown.
- AHRI verified cooling capacity and SEER will be used to calculate the incentive.
- Mini-split/ductless systems that meet these efficiencies and are listed in AHRI with matching indoor unit and outdoor unit configuration also qualify.

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>15 SEER Split System, &lt; 5.42 tons, Data Center/Telecom</td>
<td>PS4768</td>
<td>$250</td>
<td>A/C Unit</td>
<td>YES</td>
</tr>
<tr>
<td>16 SEER Split System, &lt; 5.42 tons, Data Center/Telecom</td>
<td>PS4769</td>
<td>$300</td>
<td>A/C Unit</td>
<td>YES</td>
</tr>
<tr>
<td>17 SEER Split System, &lt; 5.42 tons, Data Center/Telecom</td>
<td>PS4770</td>
<td>$350</td>
<td>A/C Unit</td>
<td>YES</td>
</tr>
<tr>
<td>18 SEER Split System, &lt; 5.42 tons, Data Center/Telecom</td>
<td>PS4771</td>
<td>$400</td>
<td>A/C Unit</td>
<td>YES</td>
</tr>
<tr>
<td>15 SEER Single Package, &lt; 5.42 tons, Data Center/Telecom</td>
<td>PS4772</td>
<td>$250</td>
<td>A/C Unit</td>
<td>YES</td>
</tr>
<tr>
<td>16 SEER Single Package, &lt; 5.42 tons, Data Center/Telecom</td>
<td>PS4773</td>
<td>$300</td>
<td>A/C Unit</td>
<td>YES</td>
</tr>
<tr>
<td>17 SEER Single Package, &lt; 5.42 tons, Data Center/Telecom</td>
<td>PS4774</td>
<td>$350</td>
<td>A/C Unit</td>
<td>YES</td>
</tr>
<tr>
<td>18 SEER Single Package, &lt; 5.42 tons, Data Center/Telecom</td>
<td>PS4775</td>
<td>$400</td>
<td>A/C Unit</td>
<td>YES</td>
</tr>
</tbody>
</table>

NC = New Construction Eligible?
DATA CENTER AND TELECOM FREE COOLING SYSTEMS

General Requirements: Free cooling system must be installed in a data center, telecom facility, or similar space that has a 24/7 cooling load for computer, router, switch or similar IT equipment. For other free cooling solutions, or for optimization of existing free cooling capability, custom incentives may be available. Contact your energy advisor to determine custom eligibility prior to ordering equipment or issuing purchase orders.

DATA CENTER AND TELECOM AIR SIDE ECONOMIZER

Requirements:

- Complete Table I of the "Process Systems Catalog Supplemental Data Sheet" for this measure.
  - The Economizer Shutoff Temperature is the temperature above which the economizer is disabled.
  - The Supply Air Temperature is the temperature of cool air leaving the air handler.
  - The Cooling System EER is the efficiency at AHRI conditions.
  - If the cooling system does not have a cooling tower, enter “N/A” in columns related to cooling towers.
- This incentive is for the installation of an air-side economizer to offset electric cooling in a data center, telecom facility, or similar facility that has a 24/7 cooling load that does not already have some air-side economizer functionality.
- Air-side economizer must be automatically controlled based on outside air temperature or enthalpy.
- Redundant and backup cooling equipment does not count towards the total tons of cooling.
- Process loads in manufacturing facilities are not eligible.
- Air side economizer limited to offsetting ≤ 100 tons of mechanical cooling. Custom incentives may be available for larger systems.

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Air Side Economizer, Data Center/Telecom</td>
<td>PS4776*</td>
<td>$100 Ton</td>
<td>NO</td>
<td></td>
</tr>
</tbody>
</table>

* Supplemental Data Sheet needed  NC = New Construction Eligible?

ENERGY-EFFICIENT DRYCOOLER FOR DATA CENTER AND TELECOM

Requirements:

- Complete Table J of the "Process Systems Catalog Supplemental Data Sheet" for this measure.
- Install a water-side economizer that is automatically controlled to enable economizer operation based on outside air temperature.
- Water-side economizer must be installed new and is not for replacement of an existing water-side economizer.
- Only for data centers and telecom facilities with direct expansion (DX) computer room air conditioning (CRAC) units. (Drycoolers for chilled water systems may be eligible for custom incentives.)
- Redundant CRAC units that are not in operation do not count toward the total capacity (i.e., the total capacity of redundant, non-operational CRAC units should not be included when calculating the total capacity).
- Provide documentation of total rated capacity of data center cooling system. Documentation should include an inventory of CRAC units with quantity, capacity, manufacturer and model number of each unit.

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Energy-Efficient Drycooler, Data Center/Telecom</td>
<td>PS2305*</td>
<td>$80 Ton</td>
<td>NO</td>
<td></td>
</tr>
</tbody>
</table>

* Supplemental Data Sheet needed  NC = New Construction Eligible?
UPS AND RECTIFIER UPGRADES

General Requirements: Uninterruptible Power Supply (UPS) or rectifier must be installed in a data center, telecom facility, or similar space that has computer, router, switch or similar IT equipment. UPS systems for individual desktop computers or critical manufacturing loads are not eligible.

Requirements:

- Complete Table K of the "Process Systems Catalog Supplemental Data Sheet" for this measure.
  - The kW for the incentive is the kW of IT equipment load (i.e., output of the UPS or rectifier).
  - Efficiency for new UPS (should be based on tests done in accordance with Department of Energy 10 CFR 430).
  - For cooling system, list the type of equipment used for cooling, such as: DX, air cooled chiller, water cooled chiller.
  - For cooling system efficiency, accounts for any auxiliary equipment like pumps and cooling tower fans.
- Efficient UPS and rectifier systems must be ≥ 94% full load efficiency. Provide a spec sheet to confirm efficiency of the new UPS or rectifier.
- The UPS or rectifier system being replaced must be ≤ 90% efficient at current IT load. Provide a spec sheet, metered data, or screen shots of UPS or rectifier controls to confirm existing UPS or rectifier efficiency.

### BUSINESS INCENTIVES

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Efficient UPS</td>
<td>PS4777*</td>
<td>$20</td>
<td>kW</td>
<td>NO</td>
</tr>
<tr>
<td>Efficient Rectifier</td>
<td>PS4778*</td>
<td>$20</td>
<td>kW</td>
<td>NO</td>
</tr>
</tbody>
</table>

* Supplemental Data Sheet Needed  NC = New Construction Eligible?
REDUCING ENERGY WASTE ACROSS WISCONSIN

For more information, call or visit focusonenergy.com

NEED HELP?
CALL
800.762.7077
PLASTICS

General Requirements: Please see information below for requirements specific to each technology.

RADIANT HEATER BANDS

Requirements:
- Complete Table L of the "Process Systems Incentive Catalog Supplemental Data Sheet" for this measure to provide metered data if available.
- Must be used on plastics equipment including injection molding, profile and sheet extrusion and blow molding.
- Replacement of existing radiant heater bands with more efficient radiant heater bands does not qualify, but may qualify for a custom incentive.
- Incentive is limited to 50% of the project cost.

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Radiant Heater Band</td>
<td>PS2490*</td>
<td>$60</td>
<td>kW of existing heater bands</td>
<td>YES</td>
</tr>
</tbody>
</table>

* Supplemental Data Sheet needed  NC = New Construction Eligible?

PRO TIP

Newly designed radiant heater bands for plastics equipment reduce energy use, improve temperature controls and are easy to install.
HEAT TREATING

General Requirements: Please see information below for requirements specific to each technology.

RADIANT TUBE INSERTS

Requirements:
- Complete Table M of the "Process Systems Incentive Catalog Supplemental Data Sheet" for this measure to provide metered data if available.
- Ceramic inserts must be placed in the exhaust leg of heat treating furnace.
- Incentive is for the retrofit of existing U, W, or trident shaped burner tubes.

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Radiant Tube Insert</td>
<td>PS2507*</td>
<td>$80</td>
<td>Insert</td>
<td>YES</td>
</tr>
</tbody>
</table>

* Supplemental Data Sheet needed NC = New Construction Eligible?

Radiant tube inserts for metal heat treating furnaces can save 15%-20% of the lost heat from the exhaust leg of the tube heater.
PULP AND PAPER

General Requirements: Please see information below for requirements specific to each technology.

PRESSURE SCREEN ROTORS

Requirements:
- Complete Table N of the "Process Systems Incentive Catalog Supplemental Data Sheet" for this measure to provide metered data if available.
- Incentive is limited to 50% of the project cost.

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pressure Screen Rotor</td>
<td>PS2496*</td>
<td>$55</td>
<td>HP</td>
<td>YES</td>
</tr>
</tbody>
</table>

* Supplemental Data Sheet needed  NC = New Construction Eligible?

REPULPER ROTORS AND EXTRACTION PLATES

Requirements:
- Complete Table O of the "Process Systems Incentive Catalog Supplemental Data Sheet" for this measure and provide metered data if available.
- Rotor must operate at least 4,000 hours annually.

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Repulper Rotor</td>
<td>PS2538*</td>
<td>$40</td>
<td>HP</td>
<td>YES</td>
</tr>
<tr>
<td>Extraction Plate</td>
<td>PS2315</td>
<td>$10</td>
<td>HP</td>
<td>YES</td>
</tr>
</tbody>
</table>

* Supplemental Data Sheet needed  NC = New Construction Eligible?

SPLINE ROTOR UPGRADE FOR REFINERS

Requirements:
- Complete table Q of the "Process Systems Incentive Catalog Supplemental Data Sheet" for this measure.
- Incentive is per refiner HP.
- Refiner must operate a minimum of 4,000 hours annually.
- Incentive is limited to 50% of project cost.

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Spline Rotor Upgrade</td>
<td>PS4764*</td>
<td>$30</td>
<td>HP</td>
<td>YES</td>
</tr>
</tbody>
</table>

* Supplemental Data Sheet needed  NC = New Construction Eligible?
HIGH EFFICIENCY SIDE ENTRY AGITATOR

Requirements:
- Complete table P of the "Process Systems Incentive Catalog Supplemental Data Sheet" for this measure.
- Incentive is per agitator motor HP.
- Side entry agitator must install new engineered impeller.
- Refiner must operate a minimum of 4,000 hours annually.
- Incentive is limited to 50% of project cost.

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>HE Side Entry Agitator</td>
<td>PS4763*</td>
<td>$35</td>
<td>HP</td>
<td>YES</td>
</tr>
</tbody>
</table>

* Supplemental Data Sheet needed NC = New Construction Eligible?
ENERGY-EFFICIENT BATTERY CHARGERS

General Requirements: See information below for requirements specific to each technology.

Requirements:

- Complete Table R of the "Process Systems Incentive Catalog Supplemental Data Sheet" for this measure.
- The charger must meet the California Energy Commission’s 2016 Appliance Efficiency Regulations for Large Battery Chargers. Approved products are listed online at cacertappliances.energy.ca.gov/Pages/ApplianceSearch.aspx.
- Incentive is per kW-hour (1,000 watt-hours) of battery charger capacity.
- The charger must operate at least 1,000 hours per year.
- The charger must replace (or be installed instead of) a ferroresonant, silicon controlled rectifier (SCR) or hybrid ferroresonant/SCR battery charger.
- This measure is intended for battery chargers for mobile material handling equipment such as forklifts, pallet jacks and lifts that are used at a commercial or industrial facility. It is not intended for chargers designed for electric or hybrid / electric vehicles to be driven on public roads and highways.

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Industrial High Frequency Battery Charger</td>
<td>PS4765*</td>
<td>$3</td>
<td>kW-hour of Charger Capacity</td>
<td>YES</td>
</tr>
</tbody>
</table>

* Supplemental Data Sheet needed  NC = New Construction Eligible?
**PROCESS EXHAUST FILTRATION**

**General Requirements:** Eligible process exhaust filtration projects must reduce or eliminate existing, heating-only make-up air for process exhaust. Make-up air must be natural gas-fired and served by an eligible natural gas utility. An eligible electric utility is not required for Process Exhaust Filtration measures. This measure requires a reservation code. Applications received without a reservation code will not be eligible. Call 800.762.7077 to request a code. Existing and proposed system operation details may be needed to issue a reservation code.

**PROCESS EXHAUST FILTRATION Requirements:**
- Complete Table S of the "Process Systems Incentive Catalog Supplemental Data Sheet" for this measure.
- Make-up air systems that also provide cooling or projects that offset the need for additional make-up air (including new construction projects) may qualify for a custom incentive.
- System must operate at least 2,000 hours annually.
- Filtration must be applied to a manufacturing process. Commercial HVAC applications are not eligible.
- Filtration system must reduce or eliminate the need for process exhaust by filtering and recirculating the air and thereby reducing or eliminating make-up air demand and associated heating energy.
- Incentive is limited to 50% of total project cost.
- Reservation code is required. Call 800.762.7077 to speak with a program representative before you start your project.
  - Focus on Energy reserves the right to complete a pre-inspection prior to issuing a reservation code.
  - Indicate reservation code on application.

<table>
<thead>
<tr>
<th>BUSINESS INCENTIVES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Measure Description</td>
</tr>
<tr>
<td>Process Exhaust Filtration</td>
</tr>
</tbody>
</table>

* Supplement Data Sheet needed  NC = New Construction Eligible?

**PRO TIP** Reducing exhaust by installing filtration can help reduce energy costs by reducing make-up air and exhaust requirement, on average $5/CFM annually. It can also help correct air balance in the building.
SAMPLE INVOICE

Focus on Energy requires a copy of your itemized invoice to process incentives. Use this example to help guide you through our invoice requirements. Only registered Trade Allies can receive incentive payments on behalf of their customers. If submitting a purchase order, submit an invoice as well. Purchase orders alone are not sufficient documentation.

xyz HVAC CONTRACTOR
111 HVAC Expert Rd
Anytown, WI 53523
(555) 555-1212

TEST

Focus on Energy Incentive
- $ 250.00

Subtotal
$ 7,168.00

Sales Tax
$ 394.24

TOTAL AMOUNT DUE
$ 7,562.24

Thank you for your business!
GLOSSARY

Acronyms, abbreviations and technical terms used throughout this catalog are defined below.

ACRONYMS AND ABBREVIATIONS

AgSG  Agriculture, Schools and Government Program
ASHRAE  American Society of Heating, Refrigerating and Air-Conditioning Engineers
BIP  Business Incentive Program
BTU  British Thermal Unit
BTU/HR  British Thermal Unit Per Hour
CAGI  Compressed Air and Gas Institute
CFM  Cubic Feet Per Minute
DOE  Department of Energy
HP  Horsepower
HVAC  Heating, Ventilation and Air Conditioning
kW  Kilowatts
kWh  Kilowatt-hours
LEU  Large Energy Users Program
MESP  Multifamily Energy Savings Program
PSIG  Pounds Per Square Inch Gauge
SBP  Small Business Program
SCFM  Standard Cubic Feet Per Minute
VFD  Variable Frequency Drive
VSD  Variable Speed Drive

GLOSSARY TERMS

Air Compressor
A device that uses mechanical energy to compress gases, such as air, to a higher pressure.

Air-Entraining Nozzle
Both handheld and fixed air nozzles use compressed air to clean or dry things. In comparison, an air-entraining nozzle uses less compressed air to do the same work by grabbing or entraining surrounding atmospheric air, making it a more efficient option.

Air Motor
A device in which the pressure of confined air causes the rotation of a rotor or the movement of a piston.

Amp
Short for ampere and in plural is called amps.

Aspiration
The act of removing a fluid from a cavity.

Axial Fan
Fan that moves air in the general direction of the axis about which it rotates.

Blow Molding
A type of plastic extrusion where molten plastic is extruded through a die head to form a hollow tube and dropped into a mold. The tube of plastic is then inflated. The inflated plastic cools in the mold, and the mold is opened to reveal the plastic part.

Blower
A blower is a type of air compressor that delivers moderate pressure air.

British Thermal Units (BTUs)
A measurement of energy. The amount of heat required to raise the temperature of one pound of water 1 degree Fahrenheit at or near 39.2 degrees Fahrenheit at standard atmospheric pressure.

British Thermal Units Per Hour
The number of BTUs consumed or generated in a one-hour period.

Burner Efficiency
The percentage of heat input to the burner that is used for useful work.

Burner Heat Rate
The rate of heat at which a burner is specified to operate, typically measured in BTU/HR.
**GLOSSARY TERMS, CONTINUED**

**Centrifugal Air Compressor**
A type of dynamic air compressor where a continuous flow of air has its velocity raised in an impeller rotating at a relatively high speed.

**Centrifugal Fan or Pump**
Fan or pump where the air or water enters the impeller axially and leaves it substantially in a radial direction.

**Coalescing Filter**
A compressed air filter that removes water and aerosols by collecting and joining particulates and removing them from the compressed air system. These can become saturated with liquid in operation thus making mist eliminators a better option.

**Compressed Air and Gas Institute (CAGI) Data Sheet**
A data sheet that provides a standardized format for manufacturers to provide basic information and performance of a compressor. See cagi.org/performance-verification/data-sheets.aspx for more information.

**Compressed Air Operated Vortex Coolers**
A device that has no moving parts but separates compressed air into cold and hot air streams and is often used for cooling cutting tools.

**Compressed Air Storage**
Storage of compressed air that can be used to meet demand fluctuation and limit on/off cycling of constant speed air compressors.

**Constant Torque**
Torque requirement is constant at all speeds. Equipment such as cranes, hoists, conveyors and mixers are constant torque. Constant torque power varies linearly with speed.

**Cubic Feet Per Minute**
This measurement indicates how many cubic feet of air pass by a stationary point in one minute. The higher the number, the more air is being forced through the ductwork by the system.

**Cycling Refrigerated Air Dryer**
A thermal mass such as glycol or metal that is used to cool and dry air. The thermal mass is temperature controlled by a thermostat so that the refrigerant compressor shuts off at reduced loads.

**Damper**
An element that is inserted into an air-distribution system or element of an air-distribution system permitting modification of the air resistance of the system and consequently changing the airflow rate or shutting off the airflow.

**Deliqescent Air Dryer**
Compressed air dryer that uses a material with a high affinity for water. The water is absorbed by the material. The material eventually needs to be replaced once the material is fully dissolved into liquid.

**Desiccant Air Dryer**
Compressed air dryer which uses material that adsorbs water. The water can be driven off the material by applying dry purge air, heat or both.

**Dew Point**
Temperature at which water vapor has reached the saturation point (100% relative humidity).

**Drain**
Various types of drain traps in a compressed air system used to remove condensate. They can be found at various places in the compressed air system such as intercoolers, aftercoolers, filters, dryers, receivers or at points of use.

**Extrusion**
A manufacturing process used mainly in plastics manufacturing. Molten plastic is forced out of a die of desired size.

**Heat of Compression Air Dryer**
Compressed air dryer that uses the heat generated during compression to dry the desiccant material.

**Horsepower**
A unit of power used for motors, approximately equal to 0.746 kW.

**Injection Molding**
A manufacturing process used mainly in plastics manufacturing. Molten plastic is injected into a mold to create a part.

**Inlet Modulation**
A method of control for rotary screw air compressors where an inlet damper is partially closed to provide capacity modulation at part-load operation.

**Kilowatt-hours**
A unit of measurement for electrical energy usage. One kilowatt hour equals 1,000 watts of energy used for one hour.

**Kilowatts**
A unit of electrical power equivalent to 1,000 watts.

**Injection Molding Screw and Barrel**
Part of the injection molding press. The barrel is where the plastic is heated and melted. The screw is used to force the plastic into the mold.

**Load /No Load Air Compressor**
Capacity control for reciprocating air compressors - when the upper pressure seating is reached, valve unloaders hold open the inlet valves so that air drawn into the cylinder is expelled through the open inlet valves with any compression or delivery taking place. During unloading times, the compressor is still drawing power. On/off control differs in that the compressor starts and stops based on preset pressures and the compressor does not use power when stopped.

**Make-Up Air**
Air used to replace exhausted air to maintain building pressure balance.

**Manual Drains**
An operator manually opens valves to discharge condensate from a compressed air system.

**Membrane Air Dryer**
Membrane pores allow water vapor to pass through the pores faster than the compressed air which draws water out of the compressed air stream.

**Mist Eliminator**
A type of coalescing filter with a lower pressure drop (~1 psig) across the filter than a standard coalescing filter.

**Nominal HP**
Nameplate power of a motor.

**On/Off**
Type of compressor control that starts and stops the compressors based on a pre-set pressure.

**Pounds Per Square Inch Absolute**
A measurement of pressure. The force exerted on a surface in a fluid or gas measured relative to the absolute zero pressure – the pressure that would occur at absolute vacuum.

**Pounds Per Square Inch Gauge**
A measurement of pressure. The force exerted on a surface in a fluid or gas measured by a gauge relative to the surrounding atmosphere.

**Pressure Header**
A set of main pipes that delivers air from the compressor room.
**Pressurescreen Rotor**
A dual element foil rotor that efficiently removes contaminants from recycled paper.

**Pressure/Flow Controllers**
A device that separates the supply and demand side of a compressed air system.

**Radiant Heater Bands**
A series of radiant heaters embedded in ceramic insulation that is wrapped around the barrel of injection molders and extruders. These allow for more efficient heating than normal barrel heating.

**Radiant Tube Insert**
A ceramic insert for radiant tubes used in heat-treating furnaces. The insert provides a higher rate of heat transfer in the burner tube by producing nonturbulent and high-convection flow which reduces energy consumption of the furnace.

**Rated SCFM**
The nameplate flow of the air compressor or blower.

**Repulper Rotor and Extraction Plate**
A mixing system for defibered dried pulp bales for use in paper making. Manufacturers have recently redesigned repulper rotors making them energy-efficient. The extraction plate allows for the fit of the new rotor to the existing system.

**Rooftop Unit**
An air handling unit designed for outdoor use and usually installed on roofs.

**Rotary Vane Compressor**
A type of positive displacement air compressor.

**Screw Compressor**
A type of air compressor that is a positive displacement type which means that a given quantity of air is trapped in a compression chamber and the space that is occupied is mechanically reduced.

**Soft Start**
A type of device used to reduce the in-rush current of a motor during start-up.

**Sparing**
To agitate (a liquid) by means of compressed air or gas entering through a pipe.

**Static Head**
The difference in elevation in which a fluid is to be pumped, typically measured in feet.

**Static Pressure**
The pressure associated with lifting the fluid to the static head height.

**Steam Trap**
Steam traps are automatic valves used in every steam system to remove condensate, air and other noncondensable gases while preventing or minimizing the passing of steam. If condensate is allowed to collect, it reduces the flow capacity of steam lines and the thermal capacity of heat transfer equipment.

**Total System Head**
The static head of a pumping system plus the frictional head of the system, typically measured in feet.

**Vacuum Pump**
A mechanical device that removes gas from a volume to create a vacuum.

**Variable Displacement**
Capacity control for rotary air compressors that uses a valve that is built into the compressor casing to control output to match demand by varying the displacement of the rotors.

**Variable Frequency Drive (VFD)**
An electronic controller that adjusts the speed of an electric motor by modulating the power being delivered. VFDs provide continuous control, matching motor speed to the actual demands of the pump, fan or motor system. Motor speed fully modulates as the frequency of the alternating current is adjusted by the VFD.

**Variable Speed Drive**
Often used interchangeably with VFD. These drives are often used on smaller motors, direct current (DC) motors and multiple speed motors that do not need full modulation.

**Variable Torque**
Torque requirement changes at different speeds. Equipment such as centrifugal pumps and fans are variable torque.

**Voltage**
The difference in electric potential energy measured in volts.
## CONVERSIONS

<table>
<thead>
<tr>
<th>Term</th>
<th>Description</th>
<th>Conversion</th>
</tr>
</thead>
<tbody>
<tr>
<td>BHP</td>
<td>Boiler Horsepower</td>
<td>1 BHP = 33,476 BTUhr</td>
</tr>
<tr>
<td>kWh</td>
<td>Kilowatt-hours</td>
<td>1 kWh = 3,413 BTU</td>
</tr>
<tr>
<td>HP</td>
<td>Horsepower</td>
<td>1 HP = 0.746 kW</td>
</tr>
<tr>
<td>kW/ton</td>
<td>Kilowatt per ton of cooling</td>
<td>kW/ton = 12 / EER</td>
</tr>
<tr>
<td>kW/ton</td>
<td>Kilowatt per ton of cooling</td>
<td>kW/ton = 12 / (COP x 3.413)</td>
</tr>
<tr>
<td>COP</td>
<td>Coefficient of Performance</td>
<td>COP = EER / 3.413</td>
</tr>
<tr>
<td>COP</td>
<td>Coefficient of Performance</td>
<td>COP = 12 / (kW/ton x 3.413)</td>
</tr>
<tr>
<td>EER</td>
<td>Energy Efficiency Ratio</td>
<td>EER = 12 / kW/ton</td>
</tr>
<tr>
<td>EER</td>
<td>Energy Efficiency Ratio</td>
<td>EER = COP x 3.413</td>
</tr>
<tr>
<td>Ton</td>
<td>Unit of capacity for cooling</td>
<td>1 Ton = 12,000 BTU</td>
</tr>
<tr>
<td>MBh</td>
<td></td>
<td>1 MBh = 1,000 BTU</td>
</tr>
<tr>
<td>Therm</td>
<td>100,000 BTU</td>
<td>1 Therm = 100,000 BTU (or 100 CF or 0.1 MCF)</td>
</tr>
<tr>
<td>CF</td>
<td>Quantity of natural gas</td>
<td>1 CF = 1 cubic foot (~ approximately 1,000 BTU)</td>
</tr>
<tr>
<td>CCF</td>
<td>Quantity of natural gas</td>
<td>1 CCF = 100 cubic feet</td>
</tr>
<tr>
<td>MCF</td>
<td>Quantity of natural gas</td>
<td>1 MCF = 1,000 cubic feet (or 10 CCF or 10 Therm)</td>
</tr>
</tbody>
</table>

## SOURCES

Terms defined in the Glossary were referenced from the following sources:

- Compressed Air Challenge Best Practices for Compressed Air Systems
- DOE Office of Energy Efficiency
- DOE Office of Energy Efficiency and Renewable Energy, Steam Tip Sheet #2
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