

Energy Efficiency Alliance

The Energy Efficiency Alliance (EEA) is a collaboration between Pacific Power and local contractors, distributors and vendors. Advantages to participating include:

- Improved business visibility
- Qualified business leads
- Incentive program training
- Marketing support
- Notifications of program updates

If you are not currently participating in the FinAnswer Express program and are interested in joining the EEA, **contact us today.**

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Upcoming Trainings

May 10-14, 2010: Las Vegas, NV – LIGHTFAIR LIGHTFAIR[®] International (LFI) is the world's largest annual architectural and commercial lighting trade show and conference. LFI has a proven track record of bringing top international and domestic Architectural, Design, Engineering and Lighting professionals together with exhibitors from around the world. For more info please visit: lightfair.com.

LED Product Incentive Measures

Due to the recent growth in availability of LED lighting products, Pacific Power has introduced qualifying requirements for LED products to receive incentives through the FinAnswer Express program. The requirements became effective on March 26, 2010 and can be obtained on the [Pacific Power Alliance web page](#) or from your EEA Coordinator. Products must be Energy Star certified or meet the Pacific Power qualifying requirements to be eligible for an incentive.

Energy Star Certification is available for many LED products on the [Energy Star web page](#). If your product is not available on that list, Pacific Power can pre-approve qualifying LED products planned for inclusion in a proposed project. To have your product pre-approved, please submit a manufacturer's specification sheet, the LM-79 testing report, and the NRTL safety certification to your EEA lighting coordinator.

Premium Efficiency Motors

Provisions of the Energy Independence and Security Act (EISA) of 2007 mandating higher motor efficiency standards will become effective on Dec. 19, 2010. EISA requires all motors manufactured for sale within the U.S. on or after that date to meet the nominal full load efficiency defined in [NEMA MG-1 \(2006\) Table 12-12](#). In accordance with the new Federal Standard, Pacific Power is planning to discontinue offering incentives for NEMA Premium motors purchased on or after Dec. 19, 2010 in Washington.

It is important that your customers are prepared for the change. While equipment manufacturers and machine builders must adjust their designs and retest their products to meet the requirements of EISA, changes must also be made in how motors are presented and sold to the customer. Customers can expect lower electric bills and longer motor life with the premium motors, but up-front costs may be higher as well. The following are a few tips to help prepare for the transition.

- Understand the new federal efficiency regulations –The more you know, the better you can serve your customers.
- Inform the customer –The more they know about these changes the more capable they become to make the best decisions for them and their company.
- Promote the positives – The change will make equipment more energy efficient.
- Sell the incentive – Encourage customers to purchase the more efficient, longer lasting, higher priced motor now while an incentive is still available rather than wait until the motor fails.

As a reminder, a motor rewind performed at qualifying service centers in accordance with Green Motor Rewind guidelines will qualify as a GREEN REWIND and may be eligible for an incentive. This incentive is not affected by the changes in December 2010. See [Wattsmart web page](#) for more details.

FinAnswer Express Program Changes

Due to changes in the Washington State Energy Code (effective July 1, 2010), Pacific Power is planning to make modifications to the FinAnswer Express program this summer. The details of these modifications will be discussed in the June newsletter and on the Pacific Power Alliance web page. For additional information please contact your EEA coordinator.

Program Contacts for EEA Participants

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