

An example of how a small, non-residential customer can make high efficiency more affordable:

(Two) New 95% High-Efficiency, Condensing Boilers	\$15,000
(Two) Standard 80% Efficiency, Non-condensing Boilers	\$7,500
Cost Difference for Higher-Efficiency Model	\$7,500
One-time Fixed Rebate	\$3,000
Cost Difference After Rebate	\$4,500
Annual Operating Cost Savings	\$1,868/year*
Simple Payback on Cost for High-Efficiency Model	2.4 years**

And of course, by choosing a high-efficiency product for your business now, you'll continue to enjoy energy savings for years to come.

*This is only an example. Your actual investment and savings may be higher or lower depending on the models you choose to install, the efficiency of the furnace you are replacing, fluctuating fuel costs and your actual installed cost. Based on average gas costs of \$8.77 per Mcf for 12 months ending September 30, 2013.

**With savings on annual operating costs of \$1,868 per year, the \$4,500 incremental investment will be paid back in 2.4 years.

We now employ Blue Springs Energy as our Small Non-Residential CIP Outreach Coordinator. As a courtesy to both our small business customers and contractors, Blue Springs Energy will provide free technical assistance in completing the small non-residential application, as well as facility walk through, return on investment calculations and submission of the Consolidated Funding Application. Contact Blue Springs at **1-866-346-3458** or email at **RebateHelp@bluespringsenergy.com**.

The **National Fuel Conservation Incentive Rebate Program** also includes a number of other ways for you to save through energy efficiency, including initiatives specifically designed for residential natural gas use and to assist lower income households. For complete details, visit **NationalFuelForThought.com**.

So why is National Fuel helping you use less natural gas?

A lot of people believe that National Fuel controls the cost of natural gas, and that higher natural gas costs means the utility makes more money. The truth is that utilities have no control over the market price of natural gas. By law, these costs are passed along to our customers without mark-up. The price you pay for natural gas is set in the energy marketplace where the forces of supply and demand affect prices most.

With the **Conservation Incentive Rebate Program**, National Fuel is partnering with customers on ways to use less natural gas, helping to bring balance back to the marketplace and lowering the price we all pay for the energy we use.

For more information about this program, visit **NationalFuelForThought.com**, where you can print a rebate application and learn more about how to use less energy.



National Fuel[®]
fuel for thought

NationalFuelForThought.com

If you have a question, problem or request, please call us Monday through Friday, 7am to 6pm.

Buffalo, NY area: (716) 686-6123
All other areas: (800) 365-3234

For gas emergencies, call 1-800-444-3130
24 hours a day, 7 days a week.



Printed on Recycled Paper

SM NON RES CIP 01-14

Fuel for Thought

For Small Nonresidential Customers



National Fuel[®]
fuel for thought

The Conservation Incentive Program

For Small Nonresidential Customers

Thinking about purchasing a new piece of natural gas equipment? Choose high efficiency and save.

The **National Fuel Conservation Incentive Rebate Program** offers small, non-residential customers in National Fuel's Western New York service area a number of money-saving rebates when you replace specified appliances with new, energy-efficient models. When you combine the rebates with the projected annual fuel savings realized by using more efficient equipment, you'd be amazed at how quickly these new appliances can pay for themselves.

Fixed and customized rebates for non-residential customers.

Small, non-residential customers whose facilities use less than 12,000 Mcf (thousand cubic feet) of natural gas per year are eligible to receive either fixed or customized rebates for upgrading to more energy-efficient natural gas equipment.

Rebates are available for existing facilities only. New construction projects are not eligible for rebates.

Offering you two ways to save!

- **Fixed (Pre-qualified) Rebate** – Fixed rebates are available on pre-qualified equipment, up to a cap of \$30,000. It's fast and easy! Visit NationalFuelForThought.com for a rebate application.
- **Customized (Performance-Based) Rebate** – Rebates are determined on a case-by-case basis, based on the results of an energy-use analysis. Customized rebates can be as much as \$15/Mcf multiplied by the gas savings, up to \$60,000. This may result in a larger rebate than if your company received a fixed rebate. Call **1-866-697-3732** or visit NationalFuelForThought.com to get started.

Receive these fixed rebates on select natural gas appliances and save energy and money!

Equipment Type	National Fuel Minimum Efficiency	Equipment Size (MBtuh)	National Fuel Rebate	
Space Heating Equipment				
Hot Air Furnace	≥ 92% AFUE		\$4/Mbtuh	
	≥ 95% AFUE		\$5/Mbtuh	
	ENERGY STAR® or ≥ 85% AFUE	≤ 300	\$600	
Hot Water Boiler (Non-condensing)	≥ 85% E _T	301–500	\$750	
	≥ 85% E _T	501–1,000	\$1,500	
	≥ 85% E _T	1,001–1,700	\$2,500	
	≥ 85% E _T	> 1,700	\$3,000	
Hot Water Boiler (Condensing)	≥ 90% AFUE	≤ 300	\$1,000	
	≥ 90% E _T	301–500	\$1,500	
	≥ 90% E _T	501–1,000	\$2,500	
	≥ 90% E _T	1,001–1,700	\$3,500	
	≥ 90% E _T	> 1,700	\$4,500	
Steam Boiler	≥ 82% AFUE	≤ 300	\$2/Mbtuh	
	≥ 79% E _T	301–2,500	\$1/MBtuh	
	≥ 80% E _T	2,501–10,000	\$1/MBtuh	
Warm Air Unit Heater	≥ 90% AFUE or E _T		\$2/Mbtuh	
Low-Intensity Infrared Heater	Any efficiency		\$2.50/Mbtuh	
Vent Damper	For existing gas-fired heating systems only.		\$1.00/Mbtuh	
Pipe Insulation	R-value ≥ 4. For existing gas-fired hot water or steam systems only.		\$3.00/ft.	
Duct Insulation	R-value ≥ 6		\$0.50/ft.	
Demand-Control Ventilation	This measure is available on a retrofit basis only except in the case of new construction spaces less than 500 sq. ft. or with an average occupant load of fewer than 40 people per 1,000 sq. ft.		\$200/sensor	
Water-Heating Equipment				
Storage Tank Insulation	R-value ≥ 9		\$1.00/sq. ft.	
New Circulation Controls			\$500/unit	
Cooking Equipment				
Fryer	ENERGY STAR® qualified		\$750	
Broiler	Cooking efficiency ≥ 30%, tested using standard ASTM F2835-10		\$500	
Convection Oven	ENERGY STAR® qualified		\$500	
Combination Oven	Food Service Technology Center qualified		\$750	
Steamer	ENERGY STAR® qualified		\$750	
			≤ 2 feet wide	\$350
			3 feet wide	\$525
			4 feet wide	\$700
			5 feet wide	\$875
Griddle	ENERGY STAR® qualified		≥ 6 feet wide	\$1,050

(AFUE) Annual Fuel Utilization Efficiency (EF) Energy Factor (MBtuh) 1,000 Btu per hour (E_T) Thermal Efficiency