

July 2020

# Energy Insider

Ideas to grow your business

## Planning an upcoming project? We're here to help and keep you safe

As the situation with COVID-19 continues to evolve day by day, we're committed to the safety of our customers and to our staff.



**In-person consultations have now resumed.** However, you may still choose a virtual consultation online or by phone if preferred.

To keep you safe during on-site visits, our Energy Solutions Advisors will practice physical distancing, wear protective personal equipment including face masks and take sanitization precautions. If you feel unwell, you can easily cancel/re-book your consultation at short notice.

Your advisor would be pleased to review your site's specific safety requirements prior to any in-person consultation. Simply contact us in advance to discuss.

If you have questions or to book a consultation, simply [contact an advisor online](#) or send an email directly to [energyservices@enbridge.com](mailto:energyservices@enbridge.com).

## What customers need to know about boiler efficiency

This whole-system approach can help them cut energy and maintenance costs.



Without proper system design, boilers can waste energy and add up to significant operational costs. These top tips can help your customers lean towards a system upgrade:

- **Match boiler system to the building's needs**

Often boilers have greater capacity than what's needed, which can result in more energy—and money—used. Right-size boilers to reduce costs and keep them lasting longer.

- **High efficiency pays**

As high-efficiency and condensing boilers are up to 98 percent efficient, upgrading from standard boilers can significantly reduce energy costs.

- **Insulate to prevent heat loss**

Inspect, repair and add insulation around pipes, valves, traps and drum ends to keep more heat in.

- **Inspect and repair steam traps**

Optimizing a condensate system starts with steam traps. At the same time, check if a high-pressure return system might be appropriate.

Close more sales with 2X the incentives for boilers

Help customers improve boiler system performance with 2X the incentives when the project is submitted by July 31, 2020—customers can now earn 0.40/m<sup>3</sup> for natural gas saved.

Special incentives for business partners

Earn incentives of \$100 per unit for boilers. Applies only to customer accounts that consume more than 10,000 m<sup>3</sup> per year.

Contact us to help support your customer's boiler project.

## Your essential HVAC guide

An at-a-glance overview of key equipment, natural gas savings estimates and available incentives.



## Heat and energy recovery ventilators (HRV and ERV)

Proper ventilation keeps building air fresh and temperatures comfortable by blowing stale air outdoors and bringing fresh air indoors—but heating fresh air costs money. HRVs and ERVs capture and reuse the heat from air going out and warm up the cool air coming in. This uses considerably less energy.

Customer incentives:

No existing HRV and not required by code? Get up to \$1.25/CFM.

Improve effectiveness? Get up to \$0.75/CFM.

Business partner incentives:

\$100 per unit.

---

## Condensing boilers

Condensing boilers are up to 98 percent efficient resulting in reduced energy and operating costs and more comfortable buildings. They work by capturing and reusing heat from steam that would otherwise have been wasted.

Customer incentives:

Limited-time offer: 2X the incentives until July 31, 2020.

Get \$0.40/m<sup>3</sup> natural gas saved—up to 50 percent of the project cost up to \$100,000.

Business partner incentives:

\$100 per boiler. Applies only to customer accounts that consume more than 10,000 m<sup>3</sup> per year.

---

## Condensing make-up air units (MUA)

Condensing technology offers efficiencies of over 90 percent compared to the 78 – 82 percent efficiencies of non-condensing MUA units—this can substantially reduce operating costs. Condensing units also have high turnaround features, leading to better control and improved comfort.

Customer incentives:

Constant speed—\$0.50/CFM.

2-speed—\$1.00/CFM.

VFD—\$1.00//CFM.

Business partner incentives:

\$100 per unit.

---

Contact us to help get your customers' HVAC projects underway.