


Education's Research Foundation
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Green tool\$ from your NAED distributor

Selling Green: Industrial & Commercial Green Guides



and www.tedgreenroom.com

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Green Electrical Guides

- ❖ Ideas to lower a building's energy usage through the electrical system
- ❖ Energy is significant percentage of total operating cost in commercial and industrial facilities
- ❖ Full color format with checklist to facilitate commitment for energy audit
- ❖ Use it internally or with customers
- ❖ Available from your NAED distributor
- ❖ See www.naed.org for a distributor near you

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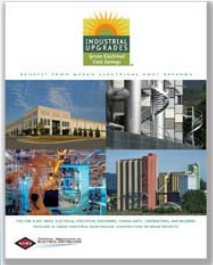
Total System Approach to Selling

- ❖ Lighting and Lighting Control: the proverbial "low hanging fruit" but there's so much more
- ❖ Power Distribution
- ❖ Building Automation and communication

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Industrial Upgrades



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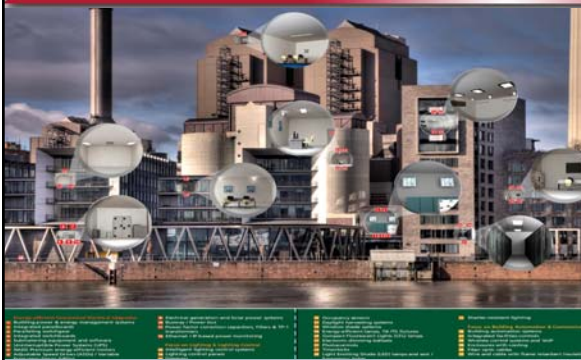
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Energy Usage in Industrial Facilities

- ❖ Industrial facilities consume about 1/3 of all US energy
- ❖ Motors consume 60% of all industrial energy
- ❖ Lighting is 40% of warehouse energy usage

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Commercial Upgrades

Commercial Upgrades

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Energy Usage in Commercial Facilities

- ❖ Lighting accounts for 50% of energy consumption in commercial facilities
- ❖ Energy is a significant percentage of total operating costs in commercial facilities
- ❖ Plug loads offer real energy savings in commercial facilities

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- ❖ Resources for new green products
- ❖ NAED energy studies:
 - ❖ Selling energy management solutions case studies
 - ❖ Design your "green" service offering
 - ❖ Carbon footprinting and sustainability practices
- ❖ Information on companies making money in these markets – and how you can copy... er, *learn from* them

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ARCHIVE AVAILABLE ANTI-COUNTERFEIT WEBINAR

SIEMENS
 GE
 Schneider
 Eaton
 Emerson
 Delta Electronics

TEDMAG PRODUCTS & SERVICES GUIDE
 The go-to guide for the electrical distributor's green marketplace

GreenRoom

the ELECTRICAL DISTRIBUTOR'S resource for energy efficiency

ABOUT NEWS + ARTICLES DISCUSSIONS RESOURCES PRODUCTS

Green Goes Mainstream
 How to profit from the green building revolution Webinar Series

News + Articles
 August 25, 2009 Green News
 Bad news: An Ohio electrical contractor who spec'd the wrong wire failed off some transformers and must turn it off. But there's also GREAT news in the GreenRoom, coming from South Florida where business is so good it's in demand. It's GE's Green's goal for utilities to get green or a better price. Plus, LEED v1.1, weather and solutions for home, commercial markets.

Resource Room
 Green Green Investment Checklist
 The 2009-2010 Green Distributors Trade Education Green Investment Checklist. It provides a comprehensive list of products and services. Distributors can offer it to energy markets, along with a list of links and figures to consider when deciding to make a particular investment. From getting your feet wet learning about incentives, renewable energy.

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ABOUT NEWS + ARTICLES DISCUSSIONS RESOURCES PRODUCTS

News + Articles
 Serious about going Green

Data Points Eco-Power Energy Efficiency
 Green Channel Sustainability

Green Channel
 Green Channel - September 1, 2009
 Homes are green buildings too - anytime green. In the case of a "makeover" house in Illinois. And, in Atlanta, the publicity garnered by the builder of a 3,600-sq-ft. green home has his competitors jumping through hoops to catch up. Also in the Channel - "credit-rating maintenance" means work for LEED APs to keep that status. ASHRAE BEO label advances: as does Standard 189.

Green Channel - August 25, 2009
 There's no reason for contractors who've embraced solar and wind, from the evidence: A Michigan'er just expanded his facility to show off more solar and wind installs, and a New Jerseyer just wired a contract potentially worth \$12 million! Also afloat in the Channel - you might not be an expert on LEED and the USGBC and, if you thought you were an expert - find out how everything is changing.

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 Columbia

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TED magazine
TEDMAG PRODUCTS & SERVICES GUIDE

Search industry suppliers and their websites. State/Province/City or ZIP: [] 25 miles. Exact Phrase: All of the Words: Company Name: Members Only: Green Resources: **Find It!**

Metallics America's source for premier & innovative fasteners & anchors

Whoa there's only there's Haico-
Alternative Energy Products
Business Data Lists
Business Services
Catalogs
When Failure Is Not An Option

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29 Companies with Results for Solar Energy
Click here to add all available results to your list.

Company Name	Address	Phone
FCI		
Integrated Power Corp.	304 Redwood Blvd Suite 200 Novato, CA 94947	917-68-1000
BP Solar	632 Sycamore Ct Frederick, MD 21702	413-884-1051
BuildingGreen Inc.	122 Birch St Suite 201 Waterville, VT 05701	413-884-1051
Energy Conversion Devices, Inc./United Solar Ovens	2000 Poplarwood Dr Rochester Hills, MI 48309-3408	301-499-4300
Reflex	701 Crossroads Court Sparta, OH 43087	802-257-7500
Premise USA LLC	10421 Clanton Drive, Suite 1100 Brighton, MI 48116	248-243-0440
GE Energy	4202 Winwood Parkway Atlanta, GA 30328	800-674-1774
Genpro Energy Solutions LLC	2011 Kent Rd Hazel City, OH 45750-0338	810-220-4414
Green Brilliance		818-913-4300
		809-221-6100
		371-217-3604

Radio Power Savvy
+ Easy installation
+ 10 year battery life
+ Saves energy by turning off lights when room is unoccupied

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Tools

Tools for Corporate Sustainability Planning
Based on NAED's Going Green Inside & Our research study internal and external stakeholders are pressing many companies to develop corporate sustainability plans. This study, commissioned by NAED and the Channel Advantage Partnership, addresses the unique challenges and opportunities the electrical distribution channel faces associated with corporate sustainability and outlines the business case for sustainability planning.

Tools for Selling Energy Management Solutions
Based on NAED's Going Green Inside & Our research study this study defines key segments within energy management solutions where the largest opportunities exist for the electrical distribution channel to serve their customers and grow revenue. Funded by NAED and the Channel Advantage Partnership, these deliverables provide users with a number of tools to help sell more Green Electrical Products to commercial and industrial customers.

Tools for Profiting from Green Market Opportunities
Based on NAED's Green Goes Mainstream research study NAED and the Channel Advantage Partnership bring you Green Goes Mainstream, a look at the energy market in relation to electrical distribution. The report examines opportunities for distributors in energy efficiency green building and renewable energy markets.

GreenRoom Glossary
Browse the glossary to understand and identify basic terms and drivers of the green market and recognize key terminology used in green solutions.

Calculators

Columbia LIGHTING
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On behalf of your NAED member distributor:

Thanks for your business!