



The logo for Fluke Corporation is displayed in a bold, black, sans-serif font on a yellow rectangular background.

**FOR IMMEDIATE RELEASE**

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**Fluke and EGIA Partner to Provide Contractors with Building Performance Equipment  
*Building Performance and Energy Efficient Building Products Drive Contractor Business Growth***

**(Sacramento, California – February 8, 2011)** Fluke Corporation, the global leader in portable electronic test and measurement technology, is partnering with Electric & Gas Industries Association (EGIA), a national non-profit energy efficiency and renewable energy contractor association, to support residential and commercial building improvement and building performance contractors expand their business, advance energy efficiency and renewable solutions, and include building performance diagnostic tools in their services. Interest in building performance continues to grow among informed building and business owners who want to improve the energy efficiency, comfort and safety of existing and new buildings.

Together, Fluke and EGIA are offering qualified contractors an array of programs, services and tools designed to help Building Improvement, Building Performance, HVAC, Solar and Wind, Photovoltaic and Insulation contractors increase profitable sales and reduce operational costs associated with the delivery of energy efficiency and renewable energy solutions. Contractor benefits available through this new partnership include:

- EGIA Leadership Academy web-based and in-person business development training in financial management, sales and marketing management, industry best-practices and other topics that augment Flukes' existing product-specific technical contractor training.
- Business optimization programs which provide EGIA members with preferential pricing on business services that are specially negotiated with industry-leading providers to help Fluke's contractors reduce operational costs and grow their business. Programs include: business insurance, employee benefits, payroll processing, tax compliance, website development, customer billing, collections and more.
- EGIA GEOSmart Sustainable Financing Solutions® portfolio that includes easy-to-use, short-term and long-term financing options for home and business owners, as well as providing contractors with business start-up, diagnostic equipment, and business expansion finance leasing options.

“We are excited and see this partnership between Fluke and EGIA as a new opportunity to support our existing building improvement contractors while supporting the next generation of building contractors with the necessary tools and knowledge to grow and sustain their contracting business”, said Bruce Matulich, CEO & Executive Director of EGIA.

Fluke joins a collaborative team of leading providers of energy-efficient solutions representing the HVAC, Insulation, Windows, Geothermal Heat Pumps, Solar and Wind industries. The EGIA Energy Partners Program connects EGIA with manufacturers, distributors, training institutions and other energy organizations that share EGIA's vision to advance energy efficiency and renewable solutions by accelerating the installation of home and business energy efficiency upgrades. EGIA supports its Energy Partners with an array of programs, services and tools designed to help them and their contractor networks increase sales and profitability associated with their delivery of energy efficiency and renewable energy solutions.

“EGIA’s Energy Partner program helps Fluke reach out to top performing contractors who are interested in engaging consumers seeking to reduce energy costs and enhance the environment”, said Jay Choi, Fluke Representative.

#### **About Fluke Thermal Imaging:**

Based in Everett, WA, Fluke Corporation is the world leader in compact, professional electronic test tools. Fluke tools deliver the testing and troubleshooting capabilities that are critical to keep commerce and industry running smoothly. Since 2004, Fluke has been offering a range of thermal imagers designed and optimized for use in building diagnostics and energy-efficiency audits.

In the past five years, Fluke tools won more than 50 industry awards, including *Test and Measurement World* [Best in Test](#), *Control Engineering* [Engineer’s Choice](#), and *Plant Engineering* [Product of the Year](#). Fluke test instruments are distributed in more than 100 countries. For more on the full range of Fluke thermal imaging products, contact Fluke Corporation, P.O. Box 9090, Everett, WA USA 98206-9090, call 800-760-4523, fax 763-551-0038 or e-mail [thermography@fluke.com](mailto:thermography@fluke.com) or visit [www.fluke.com/thermography](http://www.fluke.com/thermography)

#### **About Electric & Gas Industries Association**

The Electric & Gas Industries Association (EGIA) is a nationwide non-profit organization that provides member contractors and organizations focused on delivering energy and water efficiency and renewable energy solutions with the knowledge, tools, training and networking that accelerate their business growth and profitability. EGIA also supports utilities and government in achieving their goals related to the development of sustainable markets for energy efficiency and renewable energy products and services. To learn more about EGIA, visit [www.EGIA.org](http://www.EGIA.org). For more information about EGIA Energy Partnerships, contact Stephen Michael Self at 720.771.1708 or [SSelf@EGIA.org](mailto:SSelf@EGIA.org).