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**MANUFACTURERS OF COMPUTERIZED TEMPERATURE CONTROL
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2105 Power Drive – Fulton, Missouri 65251
(573) 642-6550 / Fax (573) 642-6556

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January 5, 2007

Dear Customer:

Re: Missed the heating cost bullet????

November and December of 2006 were relatively milder than past years. Many of you may have breathed a sigh of relief thinking that you dodged the expected high cost of heating this winter. Maybe-maybe not.

The long-term weather forecast shows the extremely cold weather experienced in the Rocky Mountain States is heading east. The first few months of 2007 are expected to be the same, if not colder than in previous years. If they are correct you can expect the wholesale cost of natural gas and electricity to increase to pre winter levels of between \$0.85 and \$0.95 per therm. The increase in wholesale natural gas cost translates into retail cost of \$1.00 to \$1.35 per therm. If the months have several significant snowfalls the price may go even higher.

Many electricity companies, including municipalities, have fuel adjustments in their rates. If your electric company has the fuel adjustment, your electric rate will also climb because much of the electric generated today uses natural gas.

The bottom line is, you must continue to be mindful of your utility usage, use it when needed and in the most responsible manner. Consistent practices will save more energy dollars than any other program. However, you should take care not to damage to your heating equipment. Many times these false saving methods increase repair bills substantially more than energy cost savings.

Recently a facility manager decided they could save substantially more energy cost by modifying the operation of their heat control system. First, they damaged their boiler. When the boiler was replaced, they again modified the heat control system operation. Again, they damaged the new boiler. This cost the customer over \$40,000 in replacement and repairs. Considering the annual utility cost was less than \$50,000 these repair/replacement changes were unfortunate, at best.

Over the next few months when you see your heating cost increase over the past two months, do not do anything foolish. If you are considering changes, contact us so that we may work with you to achieve the most savings without losing the energy cost savings to the repair cost caused by unnecessary damage.

Good luck in your quest to reduce energy cost and improve your buildings – we can help.

B. H. Trout, President