

EPM SAVINGS TIMES

MANUFACTURERS OF COMPUTERIZED TEMPERATURE CONTROL FOR OVER A QUARTER OF A CENTURY

Volume 07 Issue 12

UTILITY COST SAVINGS WITHOUT SACRIFICE

December 1, 2007

EPM CTC SYSTEMS BENEFITS

- Reduce energy cost between 20% and 42%.
- Continuous training eliminate costly maintenance contracts.
- Quickly identify heating and air conditioning service issues.
- Free annual verification of CTC system operation.
- If we cannot help you, we will tell you who can, we promise.

Inside this

<i>Different-You Bet</i>	2
<i>Jim's Corner</i>	2
<i>CJ's Corner</i>	3
<i>Ben III's Corner</i>	3
<i>Rick's Corner</i>	4

LINCOLN USD 298 SCHOOL DISTRICT **by Supt. Terry Stratman**

I have always worked to reduce non instructional cost. Just over four year ago, I installed an EPM Computerized Temperature Control (CTC) system in my High School. The purpose of the CTC was to correct serious environmental problems caused by the design and installation of the heating and air conditioning systems. We hoped their CTC system would also reduce the utility cost and pay for the CTC system.

The High School's first year utility cost savings was over \$14,800 or 25%. It also saved over \$28,300 in annual repairs and equipment modifications to eliminate the health and safety issues was saved.

I had learned of EPM's CTC system after completing a mechanical renovations, including a new Direct Digital Control (DDC) at my elementary school. While my High School CTC system was saving us 25%, the Elementary School's utility cost doubled.

I then convinced the board to remove the elementary one year old DDC system and install the EPM CTC system. Our CTC



SUPT. TERRY STRATMAN

system reduced the elementary utility cost 46% providing an annual savings of over \$37,400.

Last year the High School and this year the Elementary School CTC systems paid for themselves.

Unlike other systems, the CTC system monitors itself and the controlled heating and air conditioning equipment. If a problem develops, the CTC system notifies us. My people are trained to make repairs, eliminating maintenance contracts. I have no maintenance cost. My people are trained every year on CTC system operation and repair. Training is always free. WE save \$80,500 and our payment is \$17,000. NO NEW MONEY- Would I do it again-YOU BET

Supt. Stratman can be reached at (785) 524-4436.

What Makes EPM's CTC System Different From Others

Any conscientious person is able to operate, maintain and repair our Computerized Temperature Control (CTC) system. I realized this over a quarter of a century ago and developed not only our first CTC system, but also developed the installation, operation, service and training protocols.

If a conscientious building custodian wants to be responsible for our CTC system, we can provide not only the CTC system, but also the



training and engineering backup so he or she can. I also felt no rural school or company should buy anything that could not be maintained locally. With the two goals, we developed our CTC system.

Now a quarter of a century later, we have installed over a thousand pieces of our CTC systems and have met these goals. None of our customers has a maintenance contract for our CTC systems. All Customers have been trained to operate, maintain

and repair their CTC systems. Regional annual recurrent training is provided at no cost. We also train new system operators and maintenance personnel. All training is free and spare parts kits are provided each customer.

Our customer list is on our website. Call them and let them tell you their stories and about our 24-7 free telephone customer support and alarm program. No other control company does this.

We are in it for the long haul.
ben@epmctc.com

Jim's Engineer Corner – Avoid Expensive Problems

We install our Computerized Temperature Control (CTC) in many different Buildings. Most have common heating and air conditioning problems.

The most common problem is the building owner is using the wrong type air filter. In many cases the wrong filter can cause expensive heating and air conditioning equipment failures.

With very few exceptions commercial heating and air conditioning equipment require quality commercial grade filters. However, because of cost most have been replaced with common residential grade filters.

The residential filters allow much of the dirt and lint to pass. When the dirt and lint pass through the cheaper filters, it is trapped on the finned heating or cooling coil.

Lint and dirt trapped in coils limit the transfer of heat, cooling and dehumidification from the coil. The building gradually becomes cold in the winter and hot and humid in the summer. The change from comfortable to uncomfortable is gradual and can take several years. Many times the heating and air conditioning

contractor blames failing heating and air conditioning equipment for problems.

“Then as predicted by the contractor compressors, furnaces, boilers and fan motors begin to fail.”

However, problems are caused by the inability of the fan to move air, compressors to transfer cooling or furnaces to transfer heat.

This year alone, we have found hundreds of pieces of heating and air conditioning equipment with the wrong filters. The cost to clean up the equipment and prevent failures has been staggering. We can help you avoid this

jim@epmctc.com

CJ's Service Corner-New Decontrol Notification

Some customers with the SBD-2590 version of our Computerized Temperature Control (CTC) system are beginning to notice a possibly annoying feature on the display of your computer.

The Grey and Orange icon is placed on the upper part of your computer screen display. If you have a freezer, air conditioner or alarm turned off, the icon will flash on and off twice a second. This will continue until the alarm or the equipment is recontrolled.

Over the past several years several of our customers have had losses related to freezers or heating and air conditioning equipment or alarms that have been disabled or decontrolled.



Alarm Disabled Zone Decontrolled

In all instances, the alarms or equipment were disabled or decontrolled because the computer detected problems with the mechanical equipment and the repairs would not be done until later.

A few times, after the mechanical equipment was repaired, the customer forgot to enable the alarm or equipment. Sometime later the equipment again failed and the CTC system could not notify either the customer or us.

Hopefully, it is annoying enough that alarms are enabled and your CTC system can detect the small problems before they become costly. [I can help small problems stay small.](#)

croe@epmctc.com

Ben III's CTC Network and Internet Corner

Alarms from your Computerized Temperature Control (CTC) systems are your security blanket. The CTC system alarm notifies you and us if there are problems with your CTC, heating, air conditioning or refrigeration systems. In short, it allows you to correct small problems before they become expensive big problems.

To notify everyone of the alarms, your CTC system must access your network and the Internet. Some of you have made changes either in your networks or Internet connections. These changes prevent your CTC system from notifying every-

one of alarms or accessing it over the Internet.

We would like to remind everyone when it is time to make network or Internet changes, don't forget about your CTC system. Not including

your CTC system in the planning and ultimately the checkout of changes or upgrades to your network and Internet could be disastrous. It is important the CTC system notify you and EPM via email of any alarms and allow the our emergency response to call up your CTC system as part of the normal

response to alarms generated by your CTC.

"... changes or upgrades to your network and Internet could be disastrous."

Feel free to call us for help involving network and Internet configuration changes, network planning,

or even just simple checkouts.

You should force your CTC system to do a "test call" to our service desk at least once a month. Together we can solve problems detected by the alarm monitoring program. [I can help you with the test call.](#)

bt3@epmctc.com

EPM

2105 Power Lane
Fulton, Missouri 65251

2609 East Harry Street
Wichita, Kansas 67211

Fulton Phone: 573 642-6550

Wichita Phone: 316 269-2660

Fax: 573 642-6556

Web: www.epmctc.com

Email: ben@epmctc.com

POSTAGE

Mailing Label

Rick's Corner-Will Our CTC System Work For You

Our Computerized Temperature Control (CTC) system reduce utility cost between 15% and 42%. However, the "BIG QUESTION" is our CTC system a good fit for your building.

About one in three buildings we survey are a good fit for our CTC system. This means our CTC system will either provide a reasonable payback, make the lease payments and then some, correct equipment operating or comfort problems or all the above. The \$64,000 question is how do we both "get from here to there."

Over the past thirty years we

developed a relative painless process to evaluate the appropriateness of our CTC system in your facility. The process starts with an interview to determine your needs and expectations. If we feel we can satisfy them, we offer you a quick analysis, the SHORTSHEET.

The SHORTSHEET provides a snapshot range of savings and CTC system cost. It is reviewed with you. If the savings and cost range is acceptable we offer the complete ENGINEERING.

The ENGINEERING requires a complete evaluation

of the facility, mechanical equipment, maintenance/custodial staff and management. It provides the worst-case savings and final CTC system installed cost.

During the preparation of the ENGINEERING, you visit a CTC system installation. Only after completing the process is our CTC system offered to you.

Our CTC system is an engineering solution to an engineering problem, not a sales solution to an engineering problem. **Need more information.**

rick@epmctc.com