EPM

MANUFACTURERS OF COMPUTERIZED TEMPERATURE CONTROL FOR FORTY-SIX YEARS
PROUDLY MADE IN FULTON, MISSOURI, USA
A certified "Service Disabled Veteran Owned Small Business" (SDVOSB)
2105 Power Lane, Fulton, Missouri 65251

Over the past forty-six years, we have manufactured custom designed Computerized Temperature Control (CTC) systems for commercial and industrial applications. Now installed in banks, office buildings, schools, churches and in government and recreational facilities, we have seen almost every application and resolved many of their original heating and cooling engineering problems that caused higher than necessary utility bills, as well as comfort and mildew problems. Our systems are still installed and we still support them.

Our systems are designed to replace failing controls, resolve hot and cold complaints, and stop mechanical abuse … all while reducing energy expenses by 24% on average. Demand billed facilities experience even higher savings and most notably, customers that initially believed that "they already had one of those systems", experienced even higher savings.

Until a few years ago, we have always sold our systems directly to the owner, our customer. This has allowed us to establish life-long relationships with them, and allowed us to refine our CTC systems to the point that they outlive most of the buildings in which they have been installed.

A few years ago, we established our first dealer in Arkansas. A customer was installing new heating and air conditioning equipment and asked us if we could use his contractor to install and service the addition to his EPM CTC system. We agreed and established the needed training protocol to allow his contractor to properly install and maintain our CTC system. This allowed EPM equipment and software warranties to be applied to the installation.

The advantages were that the customer was provided the patented and copyrighted EPM "Temperature Based Demand Limiting" hardware and software as if installed by EPM and service was almost next door to the customer.

Now EPM has established a second dealer in Arkansas. As with the first, the second dealer was established as a result of a request of a second customer.

www.epmctc.com
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In addition to the higher savings compared to conventional EMS systems, the EPM CTC financial advantage is that local tax dollars spent for the local dealer installation and any resultant service remains in the local community.

An advantage for EPM is that local dealers are familiar with the EPM CTC system due to their servicing the customers heating and air conditioning equipment controlled by our CTC system.

After the training, the HVAC and Electrical contractors have the advantage of intimate knowledge of unique sales processes as they relate to different types of customers in that state. Teaching them how to sell, install, and maintain our CTC systems has been fruitful for them. We continue to enjoy these relationships, and we continue to support them, duty-free.

Finally, we have established the training and support protocol to establish dealers in all the States with customers.

We have refined these relationships over the years, to one that is relatively pain-free for them. They now have an in-house Computerized Temperature Control system far and above the capabilities of canned Direct Digital Control (BacNet) systems that are installed, then left to fail, even though we can control BacNet equipment as well.

We are offering duty-free dealerships to qualified companies. If you want to become a EPM CTC authorized dealer and enjoy the many advantages that come with your customers owning our CTC system, give us a call. We'd be happy to talk to you about the program, and the opportunities for your company.

Ben Trout III