NEW ENGLAND ENERGY NEWS

AEE NEW ENGLAND

JANUARY MEETING ANNOUNCEMENT **1999**

"The Devil is in the Details"

Key Things to Consider When Procuring Electricity & Natural Gas

This presentation will cover areas that one should pay attention to when considering the competitive purchase of electricity.

Questions that will be discussed and answered include:

- Should we take yet another look at our operations and energy management program for additional "last minute" demand side savings?
- How many Energy Service Providers should I talk to?
- Should I solicit proposals? What's the proper way to solicit proposals?
- Why is the contract important?
- What do I do next?

The evening will focus on pricing scenarios represented by different customer types and the pricing structures as they relate to NEPOOL, the market place in New England and the end user.

Speakers

Mike Sassi and **Jennifer Metsch** represent **Select Energy (SE)** SE is a full service energy and energy services company. Select is affiliated with Northeast Utilities, the largest utility system in New England and one of the largest in the country.

Richard J. Costello, P.E. is President of **Westwood Energy Group**, an energy consulting firm created specifically for the purpose of assisting organizations with the assessment, procurement, and use of energy in the deregulated marketplace.

For more information

AEE Meeting Manager:
Steve Di Giacomo, P.E., CEM
Energy Management Associates, Inc.
smd@EnergyMgtAssoc.com
617.242.0144

WEDNESDAY

January 6, 1999

Location

Doubletree Guest Suite Hotel
Exit 27 B off Route 128
Waltham, MA
781-890-6767

Board Meeting & Social Hour
4:30- 6:00 PM

Dinner and Presentation
6:00 - 8:30 PM

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$ 30 per person
$ 15 per student with ID

1998/1999
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President's Message

For those of you who missed it, we had an excellent turnout for our December meeting. This was a joint meeting with ASHRAE, which featured the Demand Side Management and Market Transformation programs offered by COM GAS and COM ELECTRIC. I want to thank Bob Di Giandomenico for organizing the meeting, as well as Edward Schmidt Jr. and Nelson Medeiros for their excellent presentations. Commonwealth Energy's commitment to these programs will certainly be well received by its customers and those of us in the energy efficiency industry. We have invited Mass. Electric and Boston Edison to jointly tell us about their programs in the coming months.

At the start of the meeting, Dave MacIntosh presented Dan Gould with a plaque recognizing his efforts as past president. Dave also extended an invitation for new board members and for those who would like to help out the chapter in some other capacity. I will repeat this invitation throughout the year - more help is always welcome. I also encourage those who have an interesting issue or technology that would be appropriate for a monthly meeting to discuss it with an officer or board member.

Included in this newsletter is a member survey. This is your chance to "vote" for the direction that you wish the organization to move in the upcoming year. We are optimistic about getting a strong response, since replying will take you less than two minutes, including the time required to fax the form. The board is committed to implementing the wishes of the membership.

The upcoming year promises to be an exciting one for our chapter. We hope to begin utilizing technology to improve our ability to communicate with our members. As we build our list of e-mail addresses from your surveys, we can begin to transmit the newsletter electronically. Making a reservation will be as easy as replying to the e-mail, and inviting a colleague or client will be as easy as forwarding the message. Of course, we will continue to mail out a notice prior to each meeting.

Finally, on behalf of the other officers, I want to pass along sincere thanks to Dave MacIntosh who has served the chapter well over the past year as president. Of course, Dave plans to stay active in the chapter, and continue to help make New England the premier AEE Chapter in the United States.

Chris Tomasini

1999 Chapter President

Chris

AEE NEW ENGLAND

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Daniel R Gould	*Board Member*	Synergy Investment, Inc. 508-620-5800
Stephen M. Di Giacomo	*Board Member*	EMA, Inc. 617-242-0144

About the Speakers

Mr. Michael Sassi, MBA
Mike has nearly 15 years experience in the energy and utility services industry. He is currently responsible for SE's sales support functions including :power pricing, proposal, and contracting functions which have secured over 3,000 Megawatts (MW) of energy load in under 6 months. Major deals include Boston Edison Standard Offer (3,000 MW), National Energy Choice MA & RI aggregation (100 MW) and Shaw's (25 MW). Mike is also responsible for SE's retail electric load portfolio forecast and cash flow. Previously, Mike held positions in Business Operations, Financial Planning and Pricing. Mike holds a B.A. in Finance from Univ. of Vermont and an MBA from RPI in Finance.

Ms. Jennifer Metsch
Jennifer sells to and services the commercial markets in Massachusetts, concentrating in the Healthcare field. Previously, Jennifer worked in Western Mass Electric Retail Marketing Group serving large commercial customers. Jennifer comes to the NU system with over 13 years of experience with health care providers.

Richard J. Costello, P.E, CEM, CLEP, CDSM, CEP
Rich has extensive experience in the fields of energy production, utility services, energy conservation, as well as power and gas purchase negotiations and agreements. Mr. Costello also specializes in the evaluation of proposals submitted to clients from utilities, power and gas marketers, and energy service companies. Mr. Costello is also responsible for the development of the Certified Energy Procurement Program (CEP) which will be offered in 1999 by the Association of Energy Engineers. The purpose of the program is to raise the professional standards of those engaged in purchasing, selling, and marketing electricity and gas.
He has attained a Master of Science in Engineering Management from Western New England College and a BS Degree in Mechanical Engineering from Northeastern University, where he also serves as an Instructor of Energy related Courses.

Chapter News

AEE New England has adopted a "twin" chapter in Vinnitsa, Ukraine. As our "twin", we will provide them with assistance in growing their chapter as well as technical support and possibly financial support.
Amazingly, Ukraine has over 100 Certified Energy Managers and the Vinnitsa chapter has 20 members! They have three corporate members and four student members. We look forward to helping spread the energy engineering message.

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Association of Energy Engineers
New England Chapter
John Bycina
BCM Controls
19 Wheeling Ave.
Woburn, MA 01801

Project Managers, Project Engineers

EUA Cogenex is seeking experienced engineers for project and construction management of energy retrofit projects in the industrial, institutional and governmental sectors. Successful candidates will have: experience in performance contracting; a background in HVAC design, controls and energy conservation; experience in the field with energy auditing, metering, verification and construction management as well as experience in the office producing detailed analyses, design, cost estimating and reports. Strong interpersonal and communications skills are required for interaction with customers, consultants and contractors. Candidates should have a BSME or equivalent degree with 3 to 7 years experience. EIT/PE/CEM a plus.

EUA Cogenex is a wholly owned subsidiary of Eastern Utilities Associates and a national leader in the energy services industry. EUA Cogenex provides its clients with a wide range of turnkey performance contracting services including energy and process system audits and studies, design, construction management, metering, savings verification and project financing.

Interested candidates please send resume to: Ms. Kathleen Stearns

EUA Cogenex Corporation,Boott Mills South,00 Foot of John Street,1Lowell, MA 01852

Fax (978) 441 – 9299,Internet: kstearns@cogenex.com, EUA Cogenex is and equal opportunity employer

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Positions available in the Boston area in energy services, HVAC design/ building services and building automation. contact Al Frabetti at **APPLIED RESOURCES**, P. O. Box 525, Medford, MA 02155, 781-391-1202, Fax 781-391-8011

www.applres.com

BUILDING AUTOMATION

BCM Controls is a leader in the design and installation of custom Building Automation Systems including HVAC, Access Control and Video applications. Due to continuous growth, we are seeking motivated individuals for the following position:

SALES ESTIMATOR

Provides technical support and pricing for sales. Experience using Excel and reading HVAC prints/schematics a must.

All candidates to have experience in related industries. All positions require a high level of responsibility in a fast-pace environment.

Send resumes to:BCM Controls Corp., 19 Wheeling Ave., Woburn, MA 01801

Synergy Investment is considering applications for an OperationsManager

Skills desired are: Operations/Project Management experience, Strong organizational skills and Computer skills.

Salary is flexible based on experience and skills. Full health and dental.

Synergy Investment is a Lighting Retrofit and Management company.

If you are interested or know of anyone, please forward an e-mail with a resume to:

Synergy Investment, Inc.

Mr. Dan Gould