

Meeting: Wednesday, **December 6, 2000**

Doubletree Guest Suites Hotel  
Exit 27B off Route 128 (I-95), Waltham, MA

4:30 Board Meeting (open to all)  
5:30 Registration and Networking  
6:30 Dinner and Presentation

Space Limited - Registration strongly encouraged  
CALL the Reservation Line Today: 781-446-0125  
Or email reservation to: [arthur1771@aol.com](mailto:arthur1771@aol.com)

\$30 per person; \$15 per student with ID

### **E-Commerce Application Service Providers in the Energy Industry**

This is a joint meeting with the ASHRAE chapter.  
For more information, contact the Meeting Manager:  
Robert A. Di Giandomenico, CEM, Account Executive,  
NSTAR Services Company at 781-481-7900 x2197.

### **Program Description**

Opportunities in emerging energy markets are growing rapidly as deregulation unfolds while the electronic superhighway expands. This puts tremendous pressure on companies trying to create "branded" services and products in these changing markets. How can all of the e-commerce businesses hitting the web each month thrive among the thousands of energy and energy-related sites already working to gain recognition on the web? With enormous timing pressure to hit these markets before outspending investment dollars, and with competition for web designers and e-commerce infrastructure professionals growing, organizations planning their sites do not have the time or resources to develop all of the tools and technology required to deliver highly professional services via the Internet.

Enter the new breed of what we used to refer to as "OEMs." They are now called "content providers," "B2B providers," and most recently, "Application Service Providers" or "ASPs". These ASPs are developing technology and tools that allow Energy destination and market sites to ramp up quickly and professionally, offering quality services and products. Because the vast majority of ASPs offer 'private-labeled' services, most of the visitors to major energy sites may never hear of them or recognize their logos. One thing for certain is partnering with highly qualified ASPs will most likely drive the fortunes of every successful marketplace service in the energy industry. ASPs power web pages that handle billing,

metering, data tabulation, reporting, auctions, RFPs, commodity pricing and other areas. Who are some of these players, and why are they among today's fastest growing e-commerce companies? You may actually have heard of them, now hear an overview of what they are doing to achieve success for themselves and their strategic partners.

Speaker:

**Louis J. Ronsivalli Jr.** of True Advantage, Inc.

**Louis J. Ronsivalli Jr.**, Director, Channel Development, True Advantage, Inc. Lou Ronsivalli has worked in the Energy and Facilities Management industries for 25 years. Lou has extensive experience in Energy Services and Performance Contracting, starting as an Energy Engineer with Massachusetts-based MITCO Corporation designing and project managing VAV retrofits in the late 1970s. He joined the Association of Energy Engineers in 1983. While with Johnson Controls throughout the 1980s, Lou was instrumental in securing and implementing a \$21 million shared savings contract with the Commonwealth of Massachusetts in 1986. Also, he worked as Facilities Operations Manager early in his career, responsible for a 30-person staff and 4 million square-foot of office space. Lou has served as Providence Branch Manager with Johnson Controls and as New England District Service Manager for York International. Other experience includes employment with Trigen Boston and Xenergy over the past five years. Today he holds the position of Director of Channel Development at True Advantage, Inc., an Internet-based, "B2B" Application Service Provider with over 100 partner sites. Lou is an adjunct faculty member at Northern Essex Community College and Newbury College, teaching mathematics and computer applications.

### **Presidents Message**

The chapter continued its tradition of dedicating its November meeting to two constituencies, the businesses that support us and the people that we support -- our future members to whom we have awarded scholarships. There were also a room full of our regular meeting attendees, who heard from the chapter sponsors about technological and product innovations that allow each of us to perform our job better. Many thanks to all of those who turned out for this great night.

The new slate of officers were voted in at our November meeting, with John Bycina assuming my slot, Joe Mellusi advancing to Vice President, Arthur Orenberg continuing as Treasurer, and Bob DiGiandomenico continuing as Secretary. Joining this team of present officers will be Kevin Sullivan, taking over the Newsletter Editor slot. Congratulations to all of these fine people who work hard year round to keep our chapter at the forefront of the Association of Energy Engineers.

For better or worse, this will be my last President's message. These two years have been a great experience for me, and I hope that I have made an impact on how the chapter meets

the needs of its members. While many people helped me along the way, I want to single out Arthur Orenberg for being the "glue" that holds the chapter together.

I am looking forward to seeing all of you next month, when we have our joint meeting with ASHRAE on December 6th.

Sincerely,  
Chris Tomasini

### **Industry Highlights**

**Oct. 12** - Columbia Energy Group employees will learn their fate after the company's merger with NiSource Inc. on Nov. 1, if not sooner. The merger of the two energy companies will officially close on Nov. 1, NiSource and Columbia officials announced Wednesday through a joint letter to people who own shares of Columbia Energy stock.

**Oct. 13** - About 800 jobs, or 5 percent of their soon-to-be-combined work force, will be eliminated after NiSource Inc. and Columbia Energy Group merge. The layoffs will take effect Dec. 1, a month after the planned merger of the two energy companies. NiSource is the parent company of Bay State Gas Company. Bay State Gas is an energy services company serving more than 300,000 natural gas customers in MA.

**Oct. 18** - NORESKO, a subsidiary of Pittsburgh-based Equitable Resources, Inc. has been awarded a \$27.5 million energy infrastructure contract with the State of Rhode Island, and a \$13 million energy performance contract with the University of Massachusetts - Boston. Under the terms of the Rhode Island contract, NORESKO will build a new power and steam facility to serve the Howard Center in Cranston, Rhode Island. The Howard Center is a 200-acre State complex containing several medical and human services buildings managed by the Rhode Island Department of Mental Health, Retardation and Hospitals. The Center is also the location of the primary State correctional facilities, several Department of Administration buildings and the State lottery headquarters. Pittsburgh-based Equitable Resources is an integrated energy company with emphasis on Appalachian area natural gas supply, natural gas transmission and distribution, and leading edge energy management services for customers throughout the United States.

**Oct. 24** - KeySpan Corporation reported today that its third-quarter consolidated earnings for the three-month period ended September 30, 2000, were \$13.2 million, or \$.10 per share, compared to break-even results for last year's third quarter. A member of the S&P 500, KeySpan Corporation, is a holding company including two utilities that distribute natural gas under the KeySpan Energy Delivery name to 1.6 million customers in New York City and on Long Island.

**Oct. 30** - ISO New England Inc. today announced the appointment of Edward M. McKenna to the position of Vice President and Chief Financial Officer, effective November 13, 2000. Mr. McKenna will report directly to Mr. Philip J. Pellegrino, ISO New England's President and Chief Executive Officer. ISO New England Inc. is the not-for-profit corporation responsible for the day-to-day reliable operation of New England's bulk power grid, and administrator of the region's wholesale power exchange and the Open Access Transmission Tariff on behalf of the New England Power Pool.

**Nov. 2** - As part of an ongoing effort to better serve the community, NSTAR announces the renaming of its energy distribution companies. NSTAR Electric, formerly Boston Edison, ComElectric and Cambridge Electric, serves over one million electricity customers in Massachusetts. NSTAR Gas, formerly ComGas, serves 250,000 natural gas customers in Massachusetts.

**Nov. 6** - The Association of Energy Engineers, a non-profit organization dedicated to energy and the environment, presented Sempra Energy Solutions with the "Energy Project of the Year" award for the energy-savings performance contract implemented at Baylor University of Waco, Texas. The award was presented during the AEE's 23rd Annual World Energy Engineering congress held in Atlanta. AEE is a non-profit organization committed to helping its 8,000 members and their clients to increase energy efficiency, utilize innovative energy service options, enhance environmental management programs, upgrade facility operations and improve equipment performance while bolstering their bottom line. Sempra Energy Solutions markets a broad range of innovative energy products and services to the commercial, industrial and institutional markets.

**Nov. 9** - KeySpan Corporation yesterday created the largest natural gas-distribution company in the Northeast with the acquisition of Eastern Enterprises of Weston, MA and EnergyNorth of Manchester, NH. The last day of trading for Eastern or Energy North common stock was yesterday, November 8, 2000. All former Eastern utilities (Boston Gas, Colonial Gas and Essex Gas) and the EnergyNorth utility are now identified as KeySpan Energy Delivery. Eastern Enterprises' ServiceEdge, the largest unregulated provider of residential HVAC equipment installation and services in New England, will hereafter be identified as KeySpan Home Energy Services. A member of the S&P 500, KeySpan is the largest distributor of natural gas in the Northeast, with 2.4 million gas customers. KeySpan is also the largest investor-owned electric generator in New York State and operates Long Island's electric system. In addition, KeySpan markets energy and Internet services, processes gas in Canada, and has investments in fiber-optic cable, natural-gas exploration, production, pipeline transportation, distribution and storage.

## **CEM Course and Examination**

The New England Chapter of AEE sponsored a CEM training session and examination on November 2/3/4, 2000. Twenty-eight professionals attended the course. The comments on the Facility, the Instructor, the content, the organizational aspects, and even the caterer, were all highly positive.

We would like to express our appreciation to Siemens Building Technologies for providing the excellent training room and the attendant amenities. We also thank the following ten firms for their financial contributions to the program: BCM Controls, Chromerics, Cogenex, Dural International, FMC Technologies, HEC, Metromedia Energy Northeast, New England Window Systems, Synergy Investment, NSTAR.

Because of the success of this program (and the one two years ago), plans are now in process for conducting the CEM course and exam in the fall of 2002.

## **Job Openings**

### **Project Supervisor**

**Synergy**, a two-time Inc. 500 company headquartered in Framingham, has an immediate opening for a Project Supervisor. Primary responsibilities include: Material management, sub-contractor supervision, construction document reconciliation, change order execution, and customer liaison.

Training provided for the right candidate!

Synergy mission is to provide its family of clients with turnkey, personalized, energy-efficient retrofit solutions for lighting systems. If you are interested in joining our growing team, please contact:

John Williamson at 508-620-5800 x144 or by e-mail at [williamson@synergyinv.com](mailto:williamson@synergyinv.com)

### **Technical Specialist for Utility DSM Program**

Responsible for supporting National Grid USA's commercial and industrial energy efficiency initiatives including Design 2000plus and Energy Initiative Programs. This individual will have primary responsibility for delivering technical services to the Company's district offices and their customers. Work directly with customers, account managers/representatives, architectural/engineering firms, equipment vendors and others involved in construction, renovation and retrofit of commercial and industrial facilities.

This position requires an engineering degree with 5-7 years experience in commercial building design and a background in mechanical and electrical systems. Demonstrated ability in promoting energy efficient design practices required. Strong written and oral communication skills desired.

Position is in the Northboro, MA office.