

Meeting: Wednesday, **March 7, 2001**

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

### **Emissions Control and the Energy Engineer---There is a Connection**

#### **Program Description**

Our March meeting topic is a timely one, dealing with new technology in emissions control and biofiltration. Our speaker is an acknowledged expert in the field, and an outline of his presentation is as follows:

- A. Analysis of the Clean Air Acts and the DEP and EPA functions--why the laws, rules and regulations are getting more stringent and what the future holds;
- B. History of emission control devices, with emphasis on biofiltration;
- C. Describe the market, past present and future;
- D. Describe capital costs--also energy costs for operation and maintenance--
- E. Describe what industries need/will need emission controls

Speaker:  
**Jordan Zisk**

Jordan Zisk is currently employed by Airstream Scientific, Inc., (ASI), as Vice President, Research and Development. He is primarily responsible, among other things, for upgrading the technology of ASI's two proprietary controllers. These are POWERFLOW ONE, a novel biofiltration/adsorption system, and POWERFLOW TWO, a superior technology system capable of removing fossil fuel contaminants from power plant and boiler emissions.

Prior to joining Airstream Scientific, Mr. Zisk has been employed by Powerline Controls Inc., a South Florida Super Esco for 25 years. He functioned mostly as head of air pollution control projects, permitting, and researching new and better ways to control pollution. He has also performed as an energy engineer. He has written several articles

published in nationally recognized engineering publications and has also lectured at seminars and conferences. He designed emissions controls and permitted many large corporations, and still holds the state record for permitting the Wellesley College power plant in just 5 weeks. He holds the only biofiltration permit issued by Massachusetts DEP for Parlex Corporation, Methuen, which project was awarded the "Project of the Year" AEE - N.E. chapter award.

A graduate of BU College of Engineering, Zisk has been Director of Northeast Energy and Commerce Association (NECA) for 8 years.

### **Presidents Message**

Hello again. For those who attended the February meeting you sure got great information on how to find, and hire the right people for your company. Thanks to Fran Boucher, our meeting manager, for getting this group of Recruiters and HR people in one room. I think the question and answer period would have lasted until 10 PM if we could have kept the room.

Also, I would like to thank Mark Dillon and John Roche of Natek, and Aram Sisoian, Director of Human Resources at Noresco for their insight on recruiting engineering professionals. If you need to fill a position within your company I would recommend you consider "Natek" National Technology Corporation as a resource.

To contact our February speakers:

Mark and John of Natek at [www.natek.com](http://www.natek.com);

Aram of Noresco at [asisoian@noresco.com](mailto:asisoian@noresco.com)

This month we will switch gears a bit and talk about new technology in emissions control and biofiltration with Jordan Zisk, Vice President of R&D at ASI. Two areas of growing concern are for a "Green World", and how does the "Energy Star" fit? Well, Jordan will discuss existing regulations and future, more stringent regulations and what is needed to reduce energy consumption with new technology.

Shut off a light, save energy and I will see you at the meeting.

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### **Scholarships**

Now is the time to submit the AEE Scholarship applications for the upcoming September, 2001 academic year. We have six such scholarships available with a value of \$1,000 each. If you, as an AEE member, have a son or daughter, niece or nephew, significant other, etc. who is in College, and is majoring in any energy-related field, let me know, and I will send you the appropriate application forms.

Arthur Orenberg, Scholarship Chairman  
[arthur1771@aol.com](mailto:arthur1771@aol.com)

### **Benefits of AEE Membership, and Meeting Attendance**

Over the years we have all heard people ask, "What good do the AEE meetings and organization do you, me or my company?" Some of us have also heard good stories or benefited directly from our organization. Now the Board asks you to write your story for our newsletter. Below is the first installment, from Mr. Roger Heffermehl, an AEE member and Chapter Board member for many years. As you see, the numbers quickly add up.

We look forward to your story....

*( By the way, if we use your story, you get into that months meeting free!)*

These are some of the benefits I received from attending AEE meetings. I will list them all with an approximate cost value and cost savings.

Boston Edison completely relamped our 40 year old, mixed-use, 96,000 sf building, including exit lights, office lights and ballasts. Cost \$50,000 with a one year pay back, Boston Edison paid for 100% of the cost because we are a not-for-profit group. Boston Gas installed an energy management system to control our steam distribution. This system was controlled by 2 steam valves, broken into east and west zones. The building consisted of three wings and a center zone. We broke up these zones into east and west in each wing, and north and south in the center zones. We had a large chapel that we also heated as a single zone. All these zones had individual time zones and set points. This project was one of the first energy management systems approved by Boston Gas, and had a payback of about 18 months. Boston Gas paid 100% of the cost because we are a not for-profit group.

Boston Edison approved a lighting program for all out outside lights. These were lamps with 100-watt bulbs that we converted to 23-watt spring lamp fluorescent bulbs. There were 81 lamps. Boston Edison paid 50% of the costs.

We installed a new, four-pipe HVAC system in 1997 with two 175-ton chillers. We then found that our chillers did not run well with low outside temperature and a low demand for cooling, but we found we still needed cooling. Boston Edison OK'd new controls so we could use our cooling towers for free cooling by installing a heat exchanger and four new control valves in our present system. This was done with a 24-month payback, and with Boston Gas paying 50% of the costs.

Send your story to: c/o A. Orenberg Assoc. , 92 Cedar St. , Lexington, MA 02421

### **Industry Highlights**

**Jan. 29    Sciencetech**

**LODESTAR Corp. Receives \$29 MM Investment to Grow Business**

LODESTAR Corp. a leading provider of e-Business software to enable customer choice in the new energy economy, announced that it has received a \$29 million investment from OCM/GFI Power Opportunities Fund, L.P. (GFI). LODESTAR is using a portion of the investment funds to repurchase shares, and the balance to accelerate the growth of its business. Specifically, LODESTAR will use the funds to enhance its solutions offers and global business opportunities.

**Jan. 29    PRNewswire**

**National Grid Shareholders Approve Planned Acquisition of Niagara Mohawk**

National Grid Group plc shareholders, meeting in Coventry, England, voted overwhelmingly to approve a plan to merge their company with Niagara Mohawk Holdings, Inc. Earlier this month Niagara Mohawk's shareholders also voted to approve the planned merger, which remains subject to numerous regulatory approvals. National Grid Group, one of the United Kingdom's 50 largest companies and the world's largest independent electric transmission company, builds, owns and operates electric and telecommunications networks around the world. Niagara Mohawk Holdings is the parent company of Niagara Mohawk Power Corp., a regulated electricity and natural gas delivery company with the largest service territory in New York state.

**Feb. 6    Boston Globe**

**Study Sees Gas Heat, Electric Shortages**

Some New England consumers could go temporarily without heat or electricity during the winter of 2003 because the pipeline system may not be able to keep homes and power plants supplied with natural gas on peak winter days, according to a study released yesterday by the operator of the region's power grid. The situation could worsen by 2005 if pipeline capacity isn't added to serve new gas-burning electrical plants that are rapidly coming online, said a study commissioned by ISO New England Inc. "There is a serious potential problem," said the study's author, Richard L. Levitan. "The problem is whether there is or is not sufficient pipeline capacity to bring an adequate supply of natural gas to the doorsteps of the new generation plants." "The prognosis is good so long as a reasonable amount of new pipeline capacity is added in appropriate locations," he added.

**Feb. 6    Sciencetech**

**New Report Says Natural-Gas Prices Could Drop By Summer**

The price for natural gas could decline substantially by early summer, approaching \$4/MMBTu in light of changing market fundamentals, according to Energy and Environmental Analysis, Inc. EEA is an Arlington, Va.-based consulting firm that provides market analysis for private sector companies and industry associations such as the National Petroleum Council and GRI. EEA found that drilling activity, which has been on the rise since the second quarter of 1999, has increased gas productive capacity by over 1 Bcfd between the fourth quarters of 1999 and 2000. "With continued increases in productive capacity, gas prices could decline substantially and re-couple with residual oil prices in early summer," said Director Kevin Petak at EEA.

## **January 2001**

### **A Sample of the Articles that Appeared About The California Energy Crisis on [EnergySource.com](http://EnergySource.com)**

1-2 PG&E Warns of Higher Natural Gas Bills  
1-8 EEA - California Energy Crisis Reveal Internal Constraints  
1-9 Gov. Davis Proposes Remedies for California Crisis  
1-10 No solution in California Power Crisis  
1-12 California Narrowly Averts Blackouts  
1-19 California Blacks Out North for Second Day  
1-23 California Style Deregulation- The Problem, The Solution, and The Silver Lining  
1-26 PG&E Files with Federal Court for Recovery of Going-Forward Wholesale Power Costs  
1-31 Controversial "Rescue Plan" for California Emerges

For inclusion in this monthly column, please send the latest news about your company to Kathleen Stanley, Board Member, Fax: 781-341-3325 or email: [Stanlka@selectenergy.com](mailto:Stanlka@selectenergy.com)

## **Job Openings**

### **AMERESCO, Inc.**

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AMERESCO, Inc., was founded by industry leader George P. Sakellaris and some of the most experienced executives in the energy services industry to serve as a single source provider for energy management and energy savings solutions. AMERESCO, Inc.'s project expertise ranges from energy efficient lighting retrofits and building control optimization, to physical plant upgrades including the development, financing, construction and operation of central plant facilities. The Executive Management Team has an unmatched track record of success in the energy services business. With energy prices soaring the opportunities for energy conservation are exploding. AMERESCO, Inc. has nationwide opportunities for talented and creative individuals to join our Team.

#### **Engineers - Project Development and Project Management**

Nationwide opportunities for entry through senior level engineers (BSME/EE) with practical evaluation and implementation experience in energy saving performance contracting projects including: motors, VSDs, HVAC retrofit and distributed generation projects. PE and construction oversight experience desirable.

#### **Account Executives**

Individuals with a technical background and successful experience marketing energy services in the commercial, industrial, institutional and housing markets. Technical degree, strong verbal and written communication skills and a demonstrated track record of significant business development in the energy services industry.

**Energy Auditors**

Minimum 2 years' experience providing field auditing support to identify and analyze energy conservation opportunities in retail, commercial, and industrial facilities and public and multi-family housing. MS Office proficiency and overnight travel required.

**Construction Project Managers**

Self-motivated individuals with proven ability to complete construction projects on time and under budget. Responsible for customer, subcontractor and vendor interface and maintaining all project-related documentation. MS Office proficiency and overnight travel required.

AMERESCO, Inc. offers a competitive benefits program including Medical, Dental, STD, LTD, Life/AD&D, 401(k), FSA as well as Short and Long Term Incentive Plans.

Forward resume with cover letter and salary history to [AMERESCO@mail.com](mailto:AMERESCO@mail.com).

An Equal Opportunity Employer.

Offices - MA, CA, NY, ME, NC, IL, OR, WA

**NSTAR**

NSTAR was formed in August of 1999 through a merger of BEC Energy and Commonwealth Energy System. The company, headquartered in Boston, MA, provides regulated electric and gas utility services and is also engaged in telecommunications and other non-regulated activities. NSTAR serves approximately 1,040,000 electric customers in 81 communities and 240,000 gas customers in 51 communities.

**Lead Program Manager**

Role and Scope of Position: Provides supervision, engineering based technical oversight and approval for specific aspects of C&I energy efficiency programs with the goal of maximizing both cost-effectiveness of energy efficiency programs and customer satisfaction.

Essential Functions: Supervises Field Monitors. Provides assistance and direction to Program Managers relating to complex and/or custom C&I technologies or programs. Responsible for the approval of proposals and scope of work descriptions for large C&I energy efficiency programs including approval of customer rebates and documentation of technical specifications. Responsible for providing support to the Policy and Evaluation Area for technical evaluations of C&I programs. Acts as primary customer contact for high profile and technically complex energy efficiency projects. Plays a major role in the non-utility party C&I collaborative process.

Requirements: Requires theoretical, as well as practical, knowledge of methods, practices and principals of electrical and mechanical systems and equipment. Also requires knowledge of commercial/industrial building systems and industrial processes. Requires a Bachelor Science Degree in Engineering or related discipline. MBA preferred. Minimum of eight (8) years related experience preferred.

### **Project Engineer**

Responsibilities:

- Manages DSM projects including review and approval of audit/recommendations, designs, bids, contracts, construction and verification of savings
- Performs project management functions such as planning, scheduling, progressing, allocation of resources and maintaining an up to date schedule of all projects assigned
- Coordinates contract negotiations with major commercial and industrial customers, design teams and contractors. Coordinates technical, legal and financial aspects of contracts with appropriate Sector Manager or Program Manager.
- Represents the company in policy matters including contract arbitration and resolution of disputes between all parties
- Coordinates project process and reviews and approves invoices through completion of contracts
- Evaluates, qualifies and oversees performance of design teams and contractors
- Maintains professional relationship with customers, design teams, contractors and other trade allies. Provides assistance in promoting electrical efficient technologies utilizing EPRI and other resources

Qualifications: BS in Electrical or Mechanical engineering; Three years experience

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