EPM

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

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Achieving Energy Efficiency AND maintaining a low lifecycle cost

As does any employed professional ... I get a fair few complimentary magazines; "Building Operating Management" being one of them. In the July 2015 issue, there was an article about identifying opportunities for savings, predicting reasonable efficiencies, then verifying the results.

Groundbreaking new ideas it seemed to them. We did not write into the magazine to tell them that we had been doing this with our customers (and those we turned away), for 35 years already at that point. Let them have their day; somebody probably got paid for the contribution. I will forego the discussion related to how each new generation has to figure things out again. I digress.

Our Feasibility Study makes certain there is a defined need, a realizable opportunity, and ultimately that our morals are compatible with the customers morals. This will be a marriage after all, since our CTC systems outlive the buildings they are installed in.

Our Preliminary Engineering makes certain we have in the past, and can extend to you now and in the future, the savings that we estimated we could, and the level of control that a facility truly requires.

Our forever training ensures that our customers will always be able to operate and service their systems through staff and administration changes, thereby maintaining the original ROI at a minimum.

Our 5-year parts warranty and 1-year installation labor warranty make certain that we cover the job until our customers have had enough time to learn to operate and maintain the systems themselves, with our help when requested.

Our forever software warranty is contingent on a few things, like for as long as you continue to send us monthly utility bills. This allows us to verify that the system still operates the way it was originally intended to.

Finally, our no-travel-charge practice, contingent on whether or not we can access the system remotely, assures our customers that we also feel it's important for the system to operate properly, forever.

Maybe I should write an article.

By manufacturing systems that last the life of the building, then empowering customers to operate and, when necessary, service the system themselves through no-cost training and remote support (no maintenance contracts), and finally by not charging travel when customers need us on-site, we consistently extend to our customers temperature control systems with a life-cycle cost lower than any other system on the market.

This doesn't consider the proven high energy dollar savings that the CTC system achieves from it's first day, and maintains until it's last day when the facility is destroyed or sold. That also can't be matched, regardless the smoke and mirrors presentations other system resellers use. There was another article in that same magazine some years before, which is where we got the term "smoke and mirrors".

If your "energy savings report" takes anything into consideration other than your utility bills and degree-days, then it's smoke and mirrors. At least you can still calculate your lifecycle cost.

What is yours?

$$\frac{\textit{All Dollars spent with that vendor}}{\textit{Initial System Cost}} \times \frac{1}{\textit{Age of system} \in \textit{years}} = \%$$

ALL dollars spent with that vendor *= Service calls, parts, maintenance contracts, system changes due to remodels or mechanical changes, forced upgrades from the vendor, etc.*

With our CTC system, it should be less than 1%, ideally, less than 1/2%. This is your lifecycle cost.

It could be 2% to 3% if the system frequently needs to be modified or expanded (remodels, mechanical equipment replacement/upgrades, etc.).

If it's not our CTC system, it's likely between 10% and 20%.

There is a better way !