Fuel prices have skyrocketed to historically high levels burdening many end users with extreme energy costs and unforeseen expense. Millions of dollars are being infused in the market each year from utility driven energy programs creating opportunities for those of us representing end users as well as the rest of us who are service providers. In response to changes in demand from utility customers and changing trends in regulatory and supply side forces, utility programs are constantly being challenged to remain on the cutting edge. More and more this has resulted in an expansion of their offerings beyond traditional energy efficiency programs. (Would you believe solar energy incentives from the gas company?) Expanding the menu of proven cost effective measures and strategies has taken on a pivotal role in helping end users seek out opportunities to reduce energy costs by implementing energy efficiency measures and strategies.

As such, the New England Chapter of the AEE is pleased to announce that one of the most
popular annual events, *Utility Program Night*, will be held on *Thursday, October 6, 2005.* (Note: this month and this month only the meeting is on Thursday) This event offers representatives from local regional utilities the opportunity to present energy efficiency programs available to their customers, provide updates on incentive budgets, and discuss their efforts to better address the various trends in the market. Come and get to know these programs. Invite your customers, the end user, to come meet the men and women who administer these programs, and how you can benefit from them. Please reserve in advance so we can accommodate everyone interested in attending. See reservation information on the last page.

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**Disclaimer:**

The New England Chapter or the Association of Energy Engineers, AEE-NE, has not investigated and expressly disclaims any duty to investigate, any product, service, process, procedure, design, or the like which may be presented by any off the presenters or Chapter Officers at any AEE-NE meeting or function. The presentation of any technical data or editorial material at these events does not constitute endorsement, warranty or guaranty by AEE-NE of any product, service, process, procedure, design of the like. AEE-NE does not warrant that any of the information presented at these events is free from errors. The entire risk of the use of any information presented is assumed by the user.

Our 2005-06 kickoff meeting (Sept.) provided insights into **Funding for Energy Efficiency and Renewables** via the National Energy Act, RGGI and Systems Benefits Charges. Many thanks to our Speakers: Cindy Arcate of MA Dept. of Energy Resources, Jim O’Reilly of Northeast Energy Efficiency Consortium and Roger Borgesani of The Energy Collaborative. Their presentations are on our website. This sets the table for October’s meeting, **Utilities Night.** Your assignment is visit October speakers’ websites and bring questions. We also present our own Chapter awards (see Awards article).

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**Energy Security, Reliability and Economy - The Other Three Legged Stool.** Aside from the human tragedy of KATRINA (see ‘A Personal Note’), we can’t afford to let our Legislators, Governor and President forget that our energy infrastructure is both the target and the economic channel of natural and man-made disasters. Since refineries and generators are centrally located, they are easier to protect. Yet, our wires, pipes and highways are ubiquitous and exposed. New England is particularly susceptible since it is at the “end of the pipeline” for oil, natural gas and gasoline. Energy efficiency, distributed generation and renewables offer some insurance against price shock resulting from major disruptions to our energy infrastructure. This is not about chipping away customers or revenues from energy oligarchies. This is about reliable energy supplies that are essential to our livelihood and businesses. AEE’s role is to inform you, so you may sort perception from reality and keep an eye on the canaries in the coal mines. The sky is not falling. But KATRINA reminds us that highly constrained distribu-

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* * indicates past president

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Continued from page 1

Continued page 3
tion channels amplify price signals even when the disruption occurs a thousand miles away. Be part of the solution.

**WEEC 2005:** The World Energy Engineering Congress was held in Austin, TX. Our AEE NE Chapter took home **AWARDS** for: **Best Chapter Newsletter** (Fran Boucher & Deb Murphy, et al) and **Best Overall Chapter Performance in USA.** At the Leadership Forum, the keynote speaker (me) presented “How to Grow your Chapter – the New England Model”. We congratulate the 2-year old AEE Tech Valley Chapter in Albany (a Chapter we mentored) for winning **Best Chapter Event:** The 2004 Power Outage in New York. AEE Calcutta won **Best International Chapter** for their role in creating India’s 2003 National Energy Act.

**New Initiatives:** I hope to achieve this year will require a few willing workers. I'd like to: establish a student chapter, host a Certificate of Energy Management (CEM) training and perhaps host a training for the Certificate of Energy Procurement (CEP) exam. I’d also like to start an Annual Trade Show & Job Fair. We have ample talent and you know my style is to delegate widely so nobody gets burned out. Please volunteer for something you would enjoy so I don’t volunteer you for something you won’t. Contact me with any questions or ideas whatsoever.

Finally, please look at the AEE meeting agenda and Events Section in this Newsletter and mark your calendars. Do me a favor. Tell colleagues who may be interested, they may register to receive our award-winning Newsletter (free) simply by registering on our website. Simply mention it in an email and include our link. You’ve been great. Make it a good day.

**Joe Hall**

**A Personal Note:**

I want to share a personal experience. The Austin Convention Center became temporary housing for 20,000 evacuees of KATRINA, displacing the WEEC Congress. A popular BBQ place drew me, FEMA workers and hundreds of evacuees. I got talking to a New Orleans native who lost his right leg at the knee - a strong, friendly man with an occasional, vacant gaze. His wheelchair, clothes, appetite and debit card were all he had, or so I thought. After small talk about BBQ beef vs. pork, I asked if the days ahead would be better. He said, “No other choice. This was the hand of God taking care of business; all the crime, drugs, corruption…”. It seemed as though he believed the Horsemens of the Apocalypse had visited and this would be his deliverance. The hurricane had no silver lining, it was the silver lining. This expression of faith floored me. The “lucky ones” endured things I can’t imagine and we can not get these folks back on their feet soon enough. - jh

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Visit our Website www.aeenewengland.org for up-to-date information!
Capitol Engineering
John G. Frugard,
Vice President
617-965-2020

Conservation Solutions Corporation
Dan Cook
President
978-266-1900

Constellation NewEnergy, Inc.
Bob Kinscherf
Senior Business Development Manager
617-772-7504

Dural International
James A. Durkey
President
978-392-7900

EnerNoc
Kathy Loftus
Director, Business Development
617-224-9918

Energy Advocates
Kathleen Stanley
Principal
781-341-3325

Energy Machinery
Tom Sullivan
Engineer
781-871-6220 ext. 3013

Environmental Systems
Dan Wheatley
Energy Manager
781-729-3760

ESCO Energy Services Company
David Gaudet,
Senior Energy Engineer
508-528-7576

FMC Technologies, Inc.
Brian Crafts
President
978-649-0145

Hershey Energy Systems
Arthur Bower
Application Specialist
978-927-9151

Interval Data Systems
Bill Gnerre
President
617-744-1091

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**Job Advertisement**

**Unemployed?**

Members of the AEE New England Chapter who are displaced in their career may submit “Positions Wanted” advertisements at no charge in this newsletter. Send requests to the Newsletter Editor.

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**POSITION WANTED**

Facility HVAC Management System programmer and operator seeking position with facility owner or services provider. Have training and experience with Andover Controls Continuum Building Automation system with interest in broadening into competitive manufactures' equipment. Controls competence is backed by extensive electronics troubleshooting experience. Proven performance with documented annual energy savings of 9% for previous employer.

Gary Potwin
781-647-1384
gary@star.net

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**Member News**

Members are invited to submit announcements on recent career changes, promotions, retirements etc. Please send notices to the Newsletter Editor.

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**New England Chapter Sponsored Events**

<table>
<thead>
<tr>
<th>Date</th>
<th>AEE Chapter Meetings:</th>
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<tbody>
<tr>
<td>October 6th</td>
<td>Utilities Night &amp; Renewable Energy</td>
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<tr>
<td>November 2nd</td>
<td>Chapter Sponsors Night</td>
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<tr>
<td>December 6th</td>
<td>Occupant Impacts on the Mass Building Code</td>
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<tr>
<td>January 11th</td>
<td>Energy Price Volatility</td>
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<td>February 1st</td>
<td>Information Technology Use in Energy Efficiency</td>
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<tr>
<td>March 1st</td>
<td>Green Building Round Table &amp; Continuous Commissioning</td>
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<td>April 5th</td>
<td>Modeling Energy Efficiency Measures</td>
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<tr>
<td>May 3rd</td>
<td>Whitman Hanson Regional High School - Best Practices in Energy Efficiency</td>
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<td>June TBA</td>
<td>6th Annual AEE New England Chapter Invitational Golf Tournament</td>
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<tr>
<td>Date</td>
<td>Event</td>
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<tr>
<td>Tuesdays</td>
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<tr>
<td>10/4/05</td>
<td>Air Conditioning System Design Clinic</td>
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<tr>
<td>11/15/05</td>
<td>Woburn, MAssachusetts</td>
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<tr>
<td>9/20/05 -</td>
<td>Various ISO Courses &amp; Workshops</td>
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<tr>
<td>the end of</td>
<td>NERC GADS Data Reporting Workshop</td>
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<td>the year</td>
<td>NERC GADS Benchmarking Reporting</td>
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<td>Various</td>
<td>Locational Marginal Pricing - LMP 201</td>
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<td>Towns</td>
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<tr>
<td>9/20/05 -</td>
<td>Work Shop: Energy Solutions for Your Organization</td>
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<td>9/21/05</td>
<td>Waterbury, CT</td>
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<td>9/29/05</td>
<td>NFP A / OSHA Electric Code</td>
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<tr>
<td>5:30 pm -</td>
<td>Speaker: Ken Maftrullo, CPE &amp; N.E. Regional Trainer</td>
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<td>7:00 pm</td>
<td>Tufts Jaharis Auditorium 150 K neeland St., Boston, MA</td>
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<tr>
<td>10/11/05</td>
<td>Wentworth Institute Cogeneration Systems</td>
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<td>10/20/05</td>
<td>Plant Tour</td>
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<td>5:30 pm -</td>
<td>Millenium Power G.E.350 MW Combined Cycle</td>
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<td>8:00 pm</td>
<td>Charleton, MA</td>
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<tr>
<td>10/20/05</td>
<td>Portland, Oregon</td>
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<tr>
<td>11/16/05</td>
<td>Advanced Building Approach to High Performance Building</td>
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<tr>
<td></td>
<td>Design</td>
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<td></td>
<td>Build Boston Conference, Boston, MA</td>
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<td></td>
<td>Fee: $90</td>
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</tbody>
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**Upcoming Events From Outside Organizations**

**Become a Chapter Sponsor!**
Contact Arthur - arthur1771@aol.com
For More Information
**Meeting Announcement**

“THURSDAY” - October 6th
(PLEASE TAKE NOTE: This meeting and only this meeting is changed to Thursday night!)

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

4:30 Open AEE Board Meeting
5:30 Registration and Networking
6:30 Dinner and Presentation
8:30 Close
Space is Limited - Reservations Required

Call the Reservation Line Today - 781-446-0125
Or
Email Reservation To - arthur1771@aol.com

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**Partners Healthcare Systems**
Deb Carlson,
Human Resource Generalist
617-724-2266

**Raytheon Company**
Dave Chamberlain
Principal Engineer
339-645-8019

**RLW Analytics, Inc.**
Daniel J. Barbieri, P.E., C.E.M.,
Engineering Manager
860-346-5001 x201

**Sebesta Blomberg & Associates**
Abbe Bjorkland
Associate
781-721-3934

**SEi Companies**
John Morosini, SPHR
Director, Human Resources
617-210-1837

**Select Energy**
John Glynn
NE Regional Sales Manager
800-789-2213 x356

**Select Energy Services, Inc.**
Jim Redden
President
508-653-0456

**Sensor Switch, Inc**
Bob Mirza
Regional Sales Manager
800-727-7483

**Siemens Building Technologies**
Jim Donnelly
Senior Consultant
781-774-8314

**Suez Energy Resources**
Kristine Robak, CEM
NE Regional Sales Director
617-261-8912

**Synergy Investment**
Daniel R. Gould
President
508-366-0200

**Tecogen**
Jeffrey Glick
Regional Sales Manager
781-466-6481

**Teletrol Systems**
Amy Phillips
Technical Service Engineer
603-645-6061

**Trane**
John Connors, Account Manager
Service & Controls
401-435-1410

**Trigen-Boston Energy Corp.**
Patrick J. Haswell, Manager,
New Business Development
617-482-8080 x 326

**Vanderweil Engineers**
Charlie Kalasinsky, PE
Corporate Engineer
617-423-7423

**The Watt Stopper, Inc.**
Donald Munroe
Regional Sales Manager
508-336-3399

**WebGen Systems, Inc.**
Bob Steele
Vice President of Sales
617-349-0724

**George T. Wilkinson**
Alan Bishop
Vice President, Sales
781-335-2622

**Ziphany**
Chris Bihary
Director of Sales